WB Music Mapping New Lifetime Catalog

By MIKE GROSS

NEW YORK—Ed Silvers, president of Warner Bros. Music, is taking a backward look to move the catalog of his new publishing domain forward. Silvers, who took over the helm of the old-line publishing firm close to four months ago, is digging into the catalog with a view to giving the firm's old songs a new life through one-hour television specials of adaptations of the original Warner Bros. movie musicals in which the songs were featured.

Silvers is holding talks with the television producing firm of Winters-Rosen Productions on the project. He's also clearing up the grand rights performance legalities with United Artists who purchased the Warner Bros. pictures in 1955. There are about 30 major musicals and hundreds of songs involved. According to Silvers, "TV exposure in a new format is the only viable way we can get new mileage out of the old copyrights."

Silvers also sees the TV specials as an important boost to the firm's ASCAP take. Since TV variety shows are being minimized on the upcoming fall schedule, chances for the exposure of songs, old and new, are diminished to Silvers. The "new doors" must be opened to keep up the level, and even increased to enhance money income.

Once he gets the move under way (Continued on page 8)

DGG, Philips Set Up Co. as Control Center

By MIKE HENNESSEY

LONDON—To "achieve clearer lines of responsibility and a more flexible structure" the music group partnership of DGG and Philips has created an international holding company, Polygram, which will control the assets carried out by DGG, PPI and their respective subsidiaries.

The new company will have labor shortage and a rising wage rate. Some are going to unusual lengths. For example, many of Japan's giant companies, hunting for cheap labor, are fleeing the homeland to build electronics plants in Asia. Taiwan is fast becoming a haven for both Japanese and American manufacturers.

Americans, tormented by the same labor problems now besetting Japan, rushed to Taiwan to grab cheap labor and openly compete with Japanese companies for American dollars. Now Japan is playing follow the leader.

(Continued on page 8)

Japan's Electronics Cos. Hit Taiwan Trail to Cut Costs

By BRUCE WEBER

LOS ANGELES—An increasing number of Japanese electronics companies are taking steps to shield themselves from a serious problem: a growing labor shortage and a rising wage rate. Some are going to unusual lengths. For example, many of Japan's giant companies, hunting for cheap labor, are fleeing the homeland to build electronics plants in Asia. Taiwan is fast becoming a haven for both Japanese and American manufacturers.

Americans, tormented by the same labor problems now besetting Japan, rushed to Taiwan to grab cheap labor and openly compete with Japanese companies for American dollars. Now Japan is playing follow the leader.

(Continued on page 12)

Disk a Foundation of Youth To Leslie; Cites Now Trend

By PAUL ACKERMAN

NEW YORK — "Pickwick achieved its chief growth in the merchandising of reissues of big name product, and this is still its primary function, but we are developing a growing market for contemporary material done by our own people, such as 'Love Story' by the Melachrino Strings and the Pickwick version of 'Jesus Christ, Superstar.'" Thus remarked Cy Leslie, chairman of the board of Pickwick International, while surveying some aspects of the present record scene from his vantage point of 25 years in the disk industry.

Leslie added that these two economy-priced albums, on a unit basis, are in the Top 10 among the majority of rack-jockeys across the nation. He also noted that other labels, such as Camden, with its own version of "Jesus Christ, Superstar," and Harmony, were also participating in the growth of the economy-priced, contemporary product market.

Leslie, who started in business with an investment of $1,100 manufacturing greeting (Continued on page 8)

Name of $ Game: Hit Commercial

By CLAUDE HALL

NEW YORK — One of the hottest record properties at the moment is not a hit record, but a hit radio-TV commercial. At least four record firms are in the bidding, for example, for a Clairol commercial, and Herb Eisenman, general professional manager of Jobjete Music, the publishing affiliate of Motown Records, was in town visiting Four Square Cone & Belding, the advertising agency which handles the Clairol account. Eisenman also talked to five or six other ad agency executives last week.

Clairol's agency, it is known, wants not only a successful commercial, but a hit record.

"Music for commercials is a natural adjunct for any publisher that has copyrights and important staff writers," Eisenman said. Jobjete, headed by vice president and general manager Robert Gordy, has over 5,200 copyrights and more than 100 writers capable and efficient in musical forms ranging from Broadway melodies to funky blues, said Eisenman. (Continued on page 8)

IFPI Calls for Signing of Global Pact to Stop Pirates

By PHILIP PALMER

LONDON—To eliminate the manufacture of pirate records, the International Federation of the Phonographic Industry (IFPI) has drafted the "Convention for the Protection of Producers of Phonograms Against Unauthorized Duplication," which will be published in Geneva in October at the diplomatic conference. The draft will be sent to all participating governments prior to the conference.

The document, which will be sponsored by UNESCO and the World Intellectual Property organization, calls for countries to sign an agreement saying that they will protect all other signatories against the manufacturing (Continued on page 63)

Korvettes Tests Antitheft Unit

By ROBERT SOBEL

NEW YORK—Korvettes will test a new antitheft device on its tape product.

The device, which will be installed in several weeks in the Fulton Street, Brooklyn, store, is a browser-type bin made of durable metal, and measures 18 inches wide, 43 inches long, and two inches high. The tape, either 8-track or cassette, is inserted in one of several metal containers, and is locked in place by a spring-acting mechanism. There are no mechanical parts and the mechanism, it is claimed, is trouble free.

The browser screw attachments and can be made easily adapta- (Continued on page 25)

THE ROLLING STONES
STICKY FINGERS

Out Now!

On Rolling Stones Records & Tapes (Tapes Distributed by Ampex)
Get out your pointy black shoes, pegged pants and D.A.—

THE DUKE OF EARL HAS RETURNED!

One day while dribbling down memory lane, THE GLOBETROTTERS met an old friend, the Duke of Earl. And if The Globetrotters have anything to say about it, the Duke's gonna be King again.

The Globetrotters' new single: DUKE OF EARL

#63-5012

Music Supervision: Don Kirshner
Produced by Wally Gold and Jimmy Radcliffe

Manufactured and distributed by RCA Records

GLOBETROTTERS is the federally registered service mark of Abe Saperstein Productions, Inc., and is used herein under license.
WASHINGTON—The McClellan Bill to outlaw record piracy and provide music publishers with stronger damage provisions in the copyright law, passed the Senate last week, 64 to 1, in only one contentious statement. The bill now goes to the House, where a House committee, where the record industry will make its plea for easy consideration of the bill, to Chairman Robert W. Kastenmeier (D-Wis.).

McCollan made an eloquent statement in behalf of the bill, which would provide limited, copy-right protection to recordings. He noted the seriousness of the problem, especially piracy both at home and abroad, and talked of the demands importers and musicians pay-ments due them out of sales of the recordings, as well as causing them to lose future orders. He noted that the bill has the support of the Librarian of Congress, the Library of Congress and the Copyright Office.

Sen. Philip A. Hart (Mich.) raised a number of objections to the bill, which would provide limited, copyright protection in the present "irrational" copyright. Hart had pointed out that in the pirating of records. The senator from Michigan, said the bill does not define "piracy" and would be strictly for protection of au-thority. In general, he contended that the bill "is not pre-empting the need to involve the record producer, the producer, and the recording industry." He pointed out that the Senate’s most ardent advocates of piracy were the ones who had granted the producer’s contract to the one with the "arresting" situation. These advocates said that the copyright protection, penalizing distribution, who knowingly deal in pirated records, and possibly those who sell them. (On page 8)

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CHED MLS Battle Shapes Over Boycott

TORONTO—A major battle is shaping between CHED in Ed- monton and the CRTC system, following last week's an- nouncement that CHED would begin a drive to attract SRI stations to its boycott against members of SRL. SRL is taking a pay-for-play royalty royalty provision in the new CRTC system against CHED, which it says would have to cough up an annual $50,000 to get rights to programs recorded on its own station.

CHED (its station in Al- berta) this week voted all to all disks from SRL-affiliated com- panies on the Maple Leaf Sys- tem, under the threat that CHED's operations manager Keith James is urging MLS members to join his boycott against SRL companies. If the MLS members do not join the boycott, it is likely that action would be taken by the MLS, which is not cooperating in the MLS call.

The MLS is a network of 13 major market rock stations, which each week votes on new Canadian product, and guarantees two weeks national exposure to rec- orecs in the vote. The CHED boycott is in effect until the end of the month.

The only labels not publicly associated with SRL are Ampex, Guildhall, Columbia, A&M, Musiword, MidWest and MUCH RCA, which held an emergency board meeting this week, and rejected the current copyright appeal board hearings. This week, the record industry continued to present its case for SRL in Ottawa.

The hearings are expected to continue until the end of the month.

Musicor Tapes

NEW YORK — Musicor Rec- ords will provide master tapes to all foreign licensing affiliates so they can issue their own tapes in their individual markets. Musicor president Art Talmadge announced last week.

First label to use the "Tandy" method will be Asylum Records in England, which has just re- leased a revised version of Gene Pitney's "Canada In My Love.""The execs of P'rite wanted to have Gene's voice more out front. We decided to tell all affiliates that they can remix the master 8-track or 16-track tapes. Ever- yone was very excited."

Label Kicked Off

By Producer Melis

BROOKLYN—Rotier Rat Rec- ords is back in existence, with a recorded album. Their first product, "Doin' My Thing," is to be issued by the Eight Wonders. The disk comes in a package with a set of/shutter- proof label that Melis, a suggested retail price of $1.69 to $1.79.

Schlitz to Salute the Blues

At Newport Jazz Festival

NEW YORK — The Schlitz Beer Co. will sponsor a "Salute to the Blues" at the 18th Newport Jazz Festival, which re- ceived the Roll Call 4-week award this year. July 25-26. Featured will be the King's Royal Band, King Charles, T. Bone Walker, Joe Turner, Eddie "Clean Wash" Jones, Big Bill Broonzy on guitar and Cotton and the Allman Brothers.

The Festival opens with a big band event, with Duke Ellington, Stan Kenton and Buddy Rich in attractions along with Roberta Flack, the Voices of East Harlem and Dave Pike.

WB Music, James Deal

NEW YORK—Warner Bros. Music will control all print and distribution rights to the Dick James Music catalog, the U.S. and Canada. WB Music is rush releasing an Elton John song folio featuring compositions by Elton John and Bernie Taupin which were included in John's three gold record albums: "Elton John," "Tumbleweed Connection" and "Friends." This will repre- sent the first release from the songwriting team's material.

The Elton John folio also in- cludes songs written by Shawn Phillips, and a number of songs which have been previously made a separate deal with Dick James Midland Music Inc., granting the rights to material by the Hollies, Graham Nash & David, Roger Cooke and Roger Greenway.

The question of whether artists should be allowed the difference between their record and performances often comes up. John Shure, owner of the MLS, against that. Shure is at both ends of the spectrum, both the microphones to studios and its sales of the Vocalmaster amplifier much across his line of equipment. Shure also makes phonograph- ers, which he has to his own separate design, and it has a special angle there, too.

Artists and record engineers are free to use the microphones, Ponto said. We tried one song with special microphone for certain instruments. Later on, we all could try our turn microphone on a piano and told us it was a great 'piano,' mike."

He is often said that a studio session set up for two identical music groups—same in- struments—will be mixed "all together differently.

Both Ponto and Howard -warded, advertising management, that the recording artist need not fear the difference between the recorded and live per- formance. Said Ponto: "Actually, the recording process is a part of the group—he is a music- ian."

Harwood mentioned such great musical conductors as Tos- canini, who would renounce to coordinate both in concert and on recordings. He described the same sound the same way.

There is little difference between individual tastes. People are buy- ing records because they're buying a song, not the sound. Artists are cease much with the same sound.

Shure, which makes three lines of microphones, cartridges and its amplifiers, is bringing to the space of its warehouse here to over 70,000 square feet. It marks products in over 70 coun- tries.

Studio Track

By KARE PAIGE

THE NEW Procur Hom album on A&M Records was the first item or the sound at Shorewood Pack- aging plant in Scarborough, Ontario. From its contin- ual manager of Shorewood Pack- aging plant and the Canadian national promotion di- rector of Marketing, Shorewood Packaging Corp., U.S.

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Mark Acquires 6 U.K. Standards

NEW YORK—Edward B. Marks Music has acquired six U.K. standards, from the ATV-Kirshner Music Corp. This includes "The Big Beat Ball," "The End of the Road," "Comet Music Corp., Don Kirshner, ""Shoeshine Boy,"" ""Welles Music Corp.," ""Macleod Music Inc.," and ""Weebuck Music Corp.," controlling the standards. The ATV-Kirshner catalog also contains the Sun Records of the Beatles, including over 200 releases. The ATV-Kirshner catalog also controls such copyrights as "Sugar, Sugar," "In the Summer-time," "Foot on the Hill."

Robert A. Aldrich is chairman of ATV-Kirshner, which he formed in 1959. Marks said the new acquisition is a step closer to realization of the ATV-Kirshner internationalization. The ATV-Kirshner catalog also contains the Sun Records of the Beatles, including over 200 releases. The ATV-Kirshner catalog also controls such copyrights as "Sugar, Sugar," "In the Summer-time," "Foot on the Hill."
INTRODUCING A NEW ALBUM THAT PEOPLE HAVE BEEN ROCKING TO FOR MONTHS.

Mention Sweathog's name to anyone into music in the San Fernando Valley and they're liable to get downright excited.

Sweathog is a new group from the West Coast that's gaining fame with something you can't pay for: word of mouth.

They play what has been described as, "get an up and shake your moneymaker" music. And the songs you're gonna hear on their new album have been making freaks on the West Coast do just that.

Of course with the introduction of their new album, we think Sweathog will be getting an audience they could never play for live: the entire country.

Including:
Nonbeliever/Still On The Road/Burned Things Yet To Come/All I Ever Do

On Columbia Records
Country Radio Seminar
Spotlights All Areas

NASHVILLE—The Second Annual Country Music Seminar touched all bases during its two-day run, including an eclectic array of formats, formulas, general management, economics, engineering, radio and television economics, ratings and selling country music on a national level coordinates. It was particularly important because of the jockeying for position in a highly competitive field.

There was the usual disagreement among Big Punters of methods of presentation of country music format programming. For instance, exchange came in the session devoted to "the balance" of the management's role in programming. Chris Lane, of the E.M.G. Corp., stressed the need for "total coordination," rather than "for management." But the agreement was not always, of course, clear.

A country music show, highlighting the event, featured Peggy Howard ( shelter), special sales director at ABC. Bobby Harden, Bobby G. Rice, Crystal Gale, Dave Winfield and Murray Kelemen, a country music Association Film, "The Music Man," was available for viewing at the event. Several of those in attendance received use of the film.

Subscription rates payable in advance. One year, $35 in U.S. (except Alaska, Hawaii and Puerto Rico) and Canada, or $75 by airmail. Rates for other countries on request. Advertisements should be addressed to Billboard, 1025 Madison Ave., New York, N.Y. 10021. For mailing addresses of Billboard Publishers, Inc., see back of May 18, 1971 issue.

Subscriptions and classifications of advertising rates are available for all issues. All correspondence concerning subscriptions should be addressed to Billboard, P.O. Box 5929, New York, N.Y. 10101. All correspondence concerning advertising should be addressed to Billboard, 1025 Madison Ave., New York, N.Y. 10021.

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His new single are:
HIGH TIME WE WENT BLACK EYED BLUES
Industry Is a Fountain of Youth
To Leslie; Cites a Now Approach

- Continued from page 1

-card records ("We saved the ma-
terial ourselves, worked seven days a week, and saved what was called that by 1953 the record industry's dollar volume was $220 mil-
lion—about one-eighth of today's volume. He attributed the spectac-
lar increase in the industry's revenue,
the growth of the economy, the surge in cre-
te in industry and the inc-
creased intellectual involve-
ment of executives in the busi-
ness.

but Leslie con-
siders the era of 53 years ago as the bedrock upon which the present era is based.

In the middle 1940's, for instance, the depression years,
when E.R. (Ted) Lewis, now Sir
Edward and his original group of Deva executives did so much to restore the American record business,
and the 1940's and 1950's, when the indi-
vidual record business occurred throughout the industry
stunic, King, Aladdin, Imperial, Modern, Liberty, Sun, and many others, the width of the field was
full. And the colorful pioneers who were the builders then should be honored in a Hall of Fame
the men like Lewis, Ted Walier,
Don Chipp, Sam Phillips, Bill O'Brien, the Frigos, Sid Nathan, Jack and Dave Kapp—as
well as the great indi distributors like Harry Schwartz, Jimmy Martin,
and many more—deserve to be remembered for what they contrib-
uted to the industry. They were
a success, many were pro-
ducer, merchandisers and admin-
istrators simultaneously. They loved what they were doing, and their work is unmis-
Cred

Computer Age

"He continued: Today we are in the age of the computer for this sophisticated use, but the industry will lose something vital: it lost the joy of adven-
turing and pioneering."

Leslie, at the age of 48, has spawned both the old and new, and he feels that the spirit of the entrepreneur, the fun of the enterprise, is one of this industry's age of business sophistication.

While giving great credit to the radio, he feels for his rank-
ing dollar volume in the past dec-
ade, limitations in the man-
agement of the industry, in the dis-
tribution and cable TV. The
future, in fact, will see geo-
metric increases in the number of change in the next few years may very well spell the end of last 25.

From an annual volume of $3.5 million several years ago, Pick-
wick International now does a volume of $15 million, which is annual-
ly, "as a result of merger, ac-
quision and expansion," he said. Leslie's parents can point to great
success, such as the handle-
ning of the whole company to
Polygram International by Dr. Werner Vogelsang and also
concentrates more power in the top management, the executive of the holding company covering the whole range of entertainment activities.

The title, Philips Records, is be-
ing used for all, and will be-
ning replaced by Polygram. Also, the Polygram affiliate is in all possibility will carry the Polygram name except in West Germany where the DGG designation is to be preserved. Although the new holding company, Polygram, is required to be run in two divisions, the division of the business, since the legal division will set up into an
own division, will operate essentially as one company.

DGG, Philips Set Up Co.

- Continued from page 1

two divisions—one in West Germany and another in Holland—with an interest in the U.K. before: i.e., Conn Sellever, Dr. Hans
Kronberg, Dr. Johannes, Van Der Velken, plus former DGG manager John M. Davis.

In both holding company divisions, the parent companies, Siemens AG and Philips Communications, will hold a 50 percent interest.

All these various activities—record production, music publishing,
tlevision, film and video and in-
set) will be handled by oper-
ing companies grouped into various divisions. Central administration of the music activities, ad
,mu-
ufacture and distribution of records and prerecorded tapes—will be handled by subsidiaries of the two Polygram divisions, Polygram Interna-

These two companies will be
self-responsibility for all affiliated com-
panies engaged in the music field, many of which are grouped under the
name of Polygram or Phonomus.

The management of Polygram in
international GMBH will be Dr. Werner Vogelsang, chairman, and
J. Dieter Bieriesen, senior vice
president. Management of Phono-

ular International will be H. Peter Schellies, president, and Willem
Zalberg, senior vice president. The senior vice president in both companies
is responsible for manufacturing.

The new move represents a
major promotion for Kurt Kenkele, now record division manager for Polygram International by Dr. Werner Vogelsang and also
concentrates more power in the top management, the executive of the holding company covering the whole range of entertainment activities.

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Cartridge Television

- Continued from page 1

ussions for Continental U.S. & Canada

Please check nature of business

1. Record/Phonograph Retailer (30)
2. Radio/Television Broadcaster (20)
3. Phonograph Record Manufacturer (5)
4. One-Stop, Rack Jobber (25)
5. Buyer of Musical Talent (4)
6. Booking Office or Artist Mgmt. (40)
7. Music Publisher, Song Writer (20)
8. Newspaper, Magazine (15)
9. Mfg. of Records or Phonographs (35)
10. Mfr. of Related Products (52)
11. Vinyl Coating (52)
12. Metal Coating (52)
13. Paper Cutters (35)
14. Book Binders (30)
15. Newspaper (5)
16. Magazine (15)
17. Record Label (35)
18. Musical Instruments (40)
19. Musical Equipment (40)
20. Musical Accessories (40)
21. Musical Instruments Repair (40)
22. Sheet Music (35)
23. Sheet Music Distribution (35)
24. Sheet Music Copyright (40)
25. Sheet Music Reproduction (35)
26. Sheet Music Reproduction (35)
27. Sheet Music Reproduction (35)
28. Sheet Music Reproduction (35)
29. Sheet Music Reproduction (35)
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Carpenters: Rainy Days And Mondays.

Relax. And let your mind play-back all of the Carpenters great hits: "Close to You," "We've Only Just Begun," "For All We Know."... Select the best ingredients from their past performances, add a dynamic dash of something new, roll them all into one, and you'll have some idea of the fluid grace that is "Rainy Days and Mondays." That's the name of Karen and Richard's new single—it's warm, introspective, essential. It's Carpenters. Haunting lyric, flowing musical arrangement, and the intangible spirit that makes their songs Music for All Seasons. "Rainy Days and Mondays" is a song you're going to remember for a long time.

And that's the truth. AM 1260

Produced by Jack Daugherty

A&M Records and Tapes
JAMES TAYLOR'S NEW ALBUM IS CALLED "MUD SLIDE SLIM AND THE BLUE HORIZON."

Available now on Warner Bros. records (and tapes, via Ampex), BS 2561
WASHINGTON — Rock and protest songs were once again part of an anti-war demonstration in the peace rally that brought an estimated 100,000 people to the West front of the Capitol on April 24. But it was not the kind of march that disarmed the Powers that Be, and fired the thousands rallying on the Mall in the March on Washington in the Moratorium of 1969.

There was a quieter pace and tone in the People's Democratic Peace Marches and rallies to be held in the nation's capital. The crowd was more heavily sprinkled with mature people and family couples, and many of those who came were older.

Like the throngs of speakers at the rally, the music-makers—who included Peter Seeger, Peter, Paul and Mary, Charley Pride, and folk ruta- neer John Denver—followed a somber, slow-moving pace. The tunes were deep and soulful, and the songs were more serious, more profound, more meaningful. The music was a means to an end, a bridge to understanding, a way to bring people together.

At the same time, there was a palpable sense of hope and determination in the air. There was a feeling that the people who had come to the rally were not just part of a crowd, but were part of a movement, a movement that had the power to change things. The music was a reflection of that hope, a reflection of the power of the people.

It was a beautiful day, and the sun was shining brightly above. The peace movement's voice was lower, its aim at the rally seemed to be just to show numbers opposed, and to seek some catalyst of action.

No significant massing of music groups, of singers, players, rockers, came to change the way things were. The gallant handful who showed up and sang, largely resorted to old songs, heartfelt, but inevitably dimmed by repetition.

A rock concert which got under way late that night, held over $20,000 of the younger con- tigent, who braved a chill, rainy wind to lap themselves all night in the music of their own music. There were no rushes to the Styl- van theater's open-air platform, no massive roofs and emblazoned by standing ovations. The music was not the stimulant and rouser on this occasion, but a friend and a comforter.

In fact, this all-night concert—the type ordinarily banned at public places—was used not as an intoxicator to action or feeling, by the organizers, but to siphon off some of the thousands of the younger crowd to whom they were to make next day, dispense more sporadically and quietly through the streets of the capital on their way back to their homes and schools.

Brenda & the Tabulations
TOP & BOTTOM #407

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Chicago, Illinois 60611

HERSHEY VIDEO SYSTEMS, INC.

We are the new voice in video cassette technology.

[Visual representation of video cassette technology]

[ASK WALLY]
Tape Cartridge

Money Prompted Ampex, Motown Tape Contract

DETROIT—In a step apparently designed to enhance its "bottom line," Motown Records has signed a non-exclusive tape production contract with Ampex Stereo Tapes. It was rumored Motown was convinced to give up its tape industry interests so it would be free to share in duplicating, distributing and marketing its tape products.

(The Kinney family of labels, Warner Bros., ABC-Douglas, ABC-Toe, also was rumored to be giving up on the tape business independently last year. Ted Ashley, chairman and chief executive officer of Warner Bros., said the division will not engage in tape production or distribution, but a spokesperson for the label said it "would run in the millions" of dollars.)

According to Phil Jones, sales director of Motown, the label will continue to sell, market, promote and handle its entire line of stereo and monophonic products. Jones said, "Ampex will service the non-musical segments of the market, and Motown will provide the music needed to fill out the lineup."

Motown plans to continue its own duplicating arrangements, while Ampex will handle the non-musical rights to Motown product in cassette and eight-track. Motown doesn't bother to duplicate 4-track, and Ampex always has had the rights to reel-to-reel titles. The label has three custom duplicators: RCA, Eastern Record Co., and Tapeproductions (Billboard, Jan. 23).

Japanese Cos. Hit Taiwan Trail to Cut Output Costs

In short, the wage boom is busting many small businesses in Japan. Almost all of Japan's giant electronics companies have moved to help the multitudes of small suppliers on which they depend.

Why? Because the small suppliers seem to be making money and are an economic problem, according to Hitachi's president, Fujio Mitarai. "There is a coming problem to get supplies from them," he said a spokesman.

To guard against failures by small suppliers, most of the 24,000 company bankruptcies recorded in Japan in the past two years involved small businesses—the giants are thus moving to Taiwan.

In Taiwan, the Japanese majors are running into the American fleet of manufacturers, many of whom insist on exclusive U.S.-life-and-death struggle with the Japanese.

Zenith, Admiral, Leco Electronics, Motorola, RCA, Philco, and some others, are taking refuge in Taiwan. Not only are there less problems feeling Taipei, but several European firms are building factories there.

Taiwan, a Base

"Japan is moving its base to Taiwan as a move to all of Asia, except Japan," observes the working agreement with Matsushita Electric Industrial Co. (Matsushita has a similar arrangement not to compete with Philips in Holland.)

Ampex Stereo Tapes, a subsidiary of Johnson Elec-
tronic plants in Taiwan, of which many will be opened or joint ventures, including about 10 in Japan's Taiwoko. Hitachi Ltd. of Japan has a substantial plant on the island with an estimated construction cost of $5 million.

Production Gain

Electronic production last year surged to reach $100 million in 1969. More than 80 percent of Taiwan's electronic exports in 1970 will consist of 10 percent of Taiwan's total exports.

The U.S. is the largest market for Taiwan's electronic exports, with 80 percent shipping to America and only 20 percent going to other countries.

What does it all mean?

For American manufacturers, Japan is beginning to feel the same labor-business—competition pinch that torments U.S. electronic producers, said an unidentified Zenith Radio Corp. chairman, said it bluntly: "We've had a life-and-death struggle with the Japanese (in Tai-

He said the Japanese government, in a move to protect its exports and assist "in keeping out any U.S. competition that doesn't have the same commitment," in contrast, the "U.S. government has..."

(Continued on page 27)

Japanese Output Pace Up; 5 Mil Units in '70

LONDON—Japan's building moves into international markets with superior products at half the price is already well known. Now, aware of the penetration into world tape growth. Last year, more than 19 percent of the world's tape players were made in Japan—an average of one every three seconds. Four years ago, only 5 percent of the world's tape players were made in Japan. In 1976, Japan's share of tape production has increased to almost 20 percent.

By the end of next year, the figures will have doubled. Admiral already is supplying the world with Japan's major European and American busineses with manufacturing costs than North American Philips.

Eighty percent of all tape play-

ers, for example, sold in the U.S. last year were built from Japanese components. More than 50,000 cassette units alone were imported into the U.S. during one three-month span.

Japan's staggering penetration into the tape market in little more than four years is a remarkable and it is already a fact that Japan has completely accelerated the growth of this particular cassette.

Japanese tape production has already swept over the world tape market stems from the mushrooming of which has its own domestic market. According to statistics on Japan's tape production for the year, the Japanese government, 40 percent of which is made in Japan, is now in the form of tape-playing equipment. The tape market is a way of life, and has closely followed the penetration of other products, and it has been interesting to see that the sales pattern has expanded from high-end electronic products to the middle income brackets.

So, having got its own market tape orientation, it is natural Japan...

(Continued on page 2)

GRT to DUP & HANDLE TAPE PRODUCTS FOR MGM

SAN FRANCISCO—GRT has signed a long-term contract with MGM Records to exclusively duplicate and distribute all the record company's tape product.

MGM tape products have been distributed by Ampex Stereo Tapes, until termination of their contract on Dec. 31, 1970.

Alan J. Bayley, president of GRT, said that the dollar volume of the tape business to come to GRT was "well into millions on an annual basis." GRT expects a somewhat higher initial sales rate as deplurred inventories and distribution pipelines are filled. It is estimated the agreement will be GRT's M35's best sellers.

The MGM contract is the latest of several tape arrangements GRT has made and is the result of exclusive agreements with Windfall Records, Stormy Forest Records, Sunflower Records, Earth Records and Exhibit Records.

In each of the arrangements, the GRT policy has been closely related to the music business—and which took management time and company dollars—Bayley said GRT is prepared to devote more time to music related operations.

GRT sold Magnetic Media Corp., of Mamaroneck, N.Y., a blank tape manufacturer; several tape retail stores in California and Texas, and has closed a duplicating facility in Oakland, Calif.

Ovation to Release Product In Quadrasonic; 5-LP Is Set

LOS ANGELES—Ovation Records is releasing all future product—tape and disk—in quadrasonic, beginning with the John Mayall's Bluesbreakers label for the May 5 release.

The company is already in the market with a four-channel reel-to-reel sampler and a quadrasonic disk, according to E. R. (Don) Sheets, marketing director. Ovation is selling its own high fidelity reel-to-reel for $7 (about $15 at retail) and 5 $25.

The company also has made a disk sampler for Electro-Voice and has supplied a large quantity of Wolf-Ampex Mini-Radio Shack to promote in conjunction with their "mini-Radio Shack." Several of Ovation's regular distributors, including Summit in Chicago and Taylor Electric in Milwaukee, are handling quadrasonic releases.

According to Lawrence, Ampex Stereo Tapes (MGM's tape duplicating operation), Ovation's tape tales, will make the line available in all quadrasonic forms, which is a big break, he said.

Dick Schenck, Ovation's tape director, and Emil Stok, label vice president, are demonstrating the high fidelity product utilizing the matrix concept.

The company's May release includes such products by the Don Tweek Singers, Rich Mountain Tower, Pono music From Budlbaum Album and one other title. All are sold on a cash-and-carry basis and will retail at $5.98, Lawrence said.

MAY 8, 1971, BILLBOARD
JOHNNY RIVERS

"SEA CRUISE" #50778

Look who's joined Johnny on his cruise:

WEBX, WERO, WLQF, WLED, WLGX, WKGE, WCLX, WNAS, WICE, WEOE, WOOP, WYTN, WNWZ, W7B, WCWO, WGAQ, KEB, KDAY, KIST, XRB, K4FY, KERN, WIRY, W7ZKY, and many others.
Over 550 outstanding music executives are going to Switzerland June 6th.

Here's your ticket.

Last chance to take off!

Time is running out. To participate in IMIC-3, The famed International Music Industry Conference. The prime opportunity for world-wide leaders in all fields of communications to meet, discuss, learn, prepare, gain insights and exchange views on developments in every segment of the music-record-tape business.

IMIC-3 takes care of our music business for the year... with pleasure. From June 6-12, successful music executives will be involved in sessions on records, publishing, law, personal management, performing arts, mechanical licensing, performing rights, radio, TV, audio video technology, education. Surrounded by the invigorating and magnificent scenery of Montreux, Switzerland. Business with pleasure.

This is your last opportunity to take off... and get down to business with pleasure. To join over 550 successful executives going to Switzerland in June. Use the ticket, today!
The I.T.A.-What Makes It Unique?

By OSCAR P. KUSISTO
President, Motorola Automotive Products Inc.,
Chairman-of-the-board and President, International Tape Association

The International Tape Association is the only association that provides the entire tape industry a voice of its own—accounted for by the fact that the I.T.A. is the ideal blend of industry-government-consumer interests combined to the maximum benefit of all concerned. The I.T.A. is dedicated to serve the overall needs of the total audio and video tape industry in consonance with the consumer's best interest. Full I.T.A. membership is open to: 1. Tape playback equipment manufacturers and importers; 2. Record companies with tape products; 3. Custom tape duplicators; 4. Raw tape manufacturers; 5. Tape materials technology-manufacturers; and 6. Industry suppliers to the tape industry. I.T.A.'s goals are: A. To be a strong voice for the tape industry; B. To participate in industry standards; C. To be the focal point for industry education and training; and D. To promote the use of tape in all of its myriad applications.

To arrive at a greater level of consumer awareness and member products as well as to assist the industry in meeting the consumer's requirements.

MAY 8, 1971, BILLBOARD
I am certainly pleased by the efforts of the International Tape Association in establishing a new trade association dedicated to providing consumers with top quality audio/video tape equipment and storage medium. I have been informed that ITA’s objective is to recognize the responsibility of the industry to provide high standards of quality and standards of performance, as well as to maintain proper ethics in advertising and meaningful warranties, which are imperative. The consumer deserves this assurance from the manufacturer.

A scientist requires all relevant information before arriving at a conclusion and the consumer needs all relevant information before making a wise purchasing decision. Unlike a laboratory, however, where patient research can bring important facts to light, our modern marketplace often defies even the most thorough search for meaningful product information.

Faced with constantly changing technological developments, a wide variety of brand names, and a wealth of complex technical components, the consumer frequently feels as if he is in a strange electronic world bent on confusing him. When trying to determine relative comparative factors in choosing a product, the consumer practically needs a scientific dictionary of terms. Even if the consumer is lucky enough to find the definitions of the various components in modern products, the layman has absolutely no way to compare various brands. Not only do terms frequently vary from manufacturer to manufacturer, but retailers and repairmen also sometimes use an entirely different language.

Product Information
One of the basic questions is: “Where can a consumer obtain relevant product information in language he can understand?” I’m afraid the answer with rare exception is a dismal “nowhere.” From personal experience, I can tell you, the pin-the-tail-on-the-donkey method doesn’t work. The present situation in our home entertainment marketplace is still not yet wholly acceptable.

We don’t expect our children to learn algebra without a basic knowledge of fundamental mathematics. Why then do some people think consumers can make wise purchasing decisions without full product information disclosure?

At this time, for the most part, the only source of information readily available to consumers is a product’s advertising. I don’t think anyone would pretend that the majority of today’s advertising methods and techniques give the consumer the kind of information he requires. Instead of explaining a product’s competitive qualitative factors, advertising too often gives the consumer little more than sensationalism and sex appeal.

Instead of offering sound reasoning, advertising too often employs emotionalism, and instead of disclosing the terms of a product’s warranty or guarantee, advertising too often appeals to “the keeping up with the Joneses” instinct. The consumer is entitled to meaningful and useful product information which will enable him to make a wise choice.

Guaranteed quality extends beyond the assembly line, beyond product design, and beyond merchandising methods. Guaranteed quality extends all the way to the advertising practices of the manufacturer, the distributor, the retailer and the repairman. Quality control measures should be effectively implemented at every phase of the manufacturing process. The quality of the raw materials used should be as carefully controlled as the evaluation of component suppliers.

Design Review
A company design review group is also necessary to measure the capabilities of the designs presently being utilized. In addition to in-process control procedures, a final inspection is imperative to insure that the entire assembly meets the company’s requirements.

Management must, of course, have an up-to-date knowledge of the extent and nature of consumer acceptance. Meaningful consumer statistics have to be developed.

Guaranteed quality is not a narrow, self-serving rhetorical device, but rather the best way to reap the benefits of our free enterprise system. Quality advertising should emphasize and explain the relative comparative factors of various brands. In your industry, I believe it would be profitable for advertising to delineate which tapes or storage medium are compatible with what kinds of equipment, both audio and visual. In this way, the consumer would not fall into the trap of making a purchase which he is unable to use. The consumer should also be provided with the definitions of your complex equipment. In other words, what are the differences between 8-track, 4-track, cassette, open reel and what will the differences be in the home video market when it arrives?

How extensive is warranty coverage? How do various brands’ warranties differ? Product information at the point of sale as well as in advertising is essential to lead the consumer out of his jungle of confusion when he tries to buy your products.

What are the differences in magnetic tape? What is the definition of frequency response? What is the

(Continued on page 25)
I.T.A. Convention

Talking With The Government

By FRANK E. McLAUGHLIN
director, industry relations, President's Committee for Consumer Affairs

We are happy with I.T.A. and their efforts and willingness to work with us and other government agencies. It is important when I.T.A. comes to us and says, "We need your help with our problems," or when Larry Finley asks us to come to their committee meetings to ask our assistance in helping I.T.A. to achieve their goals. It is refreshing because most other organizations do not ask government people to come in and sit down and talk candidly about problems within their industry. They simply don't do it.

Many other organizations that have been in business for a long time tell their membership, for the most part—"Have nothing to do with the government; tell them nothing." They counsel against government contracts by saying, "That's what you hire us for, we will sit in on the scene and give you advance information; we are your lookouts, we are your early warning system, you can't trust the government people, have nothing to do with them whatsoever." This is what many old established organizations have a habit of doing—old organizations that have been representing industry for a long time.

These counselors have a habit of saying, "Let's not talk about this particular problem outside of our industry. Don't worry about the legislature trying to regulate the problem because we can kill such an attempt in this legislature's session, and if we can kill it now we will have three, four or five years. Perhaps the problem will go away."

Old established organizations have a habit of saying in times of crisis: "All right, we will go and talk to this government figure, congressman, head of an agency or whatever, for the purpose of finding out what's on his mind. We might be able to predict which way he's going and in that way we can get some ammunition to block it or weaken the attempt to deal with it."

This is the kind of advice that many trade associations in Washington and elsewhere have for many, many years been giving their membership. "Membership is" frequently construed to mean primarily the people who pay the largest share of the fight bill.

Perhaps this advice was good advice three, four or five years ago. It's bad advice now. As late as last year, industry on several key consumer-related issues could have obtained an excellent legislative compromise; if they had gone to Congress and said, "Okay, we've got some problems, let's work them out." But industry didn't do that, because industries' judgment for years and years has been don't talk to them, it will go away. If we kill the attempt to deal with the issues this session, it will be gone for five or 10 years. That was right then, it is wrong now. If the opening is there to work out a good compromise through voluntary regulation or perhaps a good compromise on legislation, you can be sure it is not going to be there next year. The requirements of the public interest grow day by day, with an educated public, a more alert public.

The associations that say, "Delay it, stall it, kill it in committee" are using increasingly poor tactics. The strategy of trying to foul up the appropriations of the agency chosen to work with the problem won't work anymore.

I have been tremendously impressed by what I.T.A. is attempting to accomplish. I once told an I.T.A. meeting of the specters of the antitrust laws, as this is a habit of lawyers. If an industry and especially through a new organization such as I.T.A. wants to do something about policing the ethics and encouraging legitimate business practices, the laws do not prohibit that kind of an approach, they encourage it. I am sure the Federal Trade Commission would be delighted to work with an association whose membership is interested in doing that.

There are advertising guidelines that will apply. Help is available from the Federal Trade Commission if you want to see how these guidelines apply to existing ads. If I.T.A. is able to show as an industry and an association that they are interested in ethical practices, believe me, in this day of communication, people will know about it.

If I.T.A. as an association, is able to equate in the public mind their activities with promoting higher ethics, and more equitable practices than the I.T.A. Seal, their Name will mean something to the public and the consumer, and it will be better for the International Tape Association and for the industry.

do it the American way...

Regardless of your duplicating requirements, American Sound has the answer. At American Sound we service the fields of:

- Education
- Information
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So why don't you do it the American Way?

*See our "All-American Girl," Pat Glannan (1971 Miss Detroit Universe). She will be looking for you at the I.T.A. Seminar.

FRANK McLAUGHLIN, director industry relations

American Sound Corporation
3319 East Ten Mile Road, Warren, Mich. 48091
(313) 536-1300
Plagued By Pirates
By M. WARREN TROOB, Legal Counsel, ITA

The recording industry, particularly the comparatively new branch of sound reproduction, the prerecorded tape, is literally being plagued and terrorized by the pirate and bootlegger. There may be and there generally exists two claimed violations of independent rights in each bootleg disk or tape.

First, and the most easily remedied by the bootlegger and therefore least actionable against him, is the right to mechanically reproduce the musical composition on the bootleg tape or disk. The vey term bootleg reproduction, indicates that the musical composition has been recorded prior to the manufacture of the bootleg article. Should the bootlegger or pirate, whenever term is preferred, fail to file for a mechanical license from the music publisher or his licensing agent, or fail to file for a statutory license, prior to the manufacture of the bootlegger's products, such as the disk or tape, then the bootlegger's products can be and usually are easily enjoined together with the appropriate costs and penalties against the bootlegger, by applying the provisions of the Copyright Act.

The second and much more legally complicated and difficult aspect of the bootleg reproduction is the restraining of the bootlegger from dubbing the performance of the recording. Here we have a controversial, legally complicated thicket of court-made law, some local, city and state statutes and an arguable but not fully settled area of litigation.

In recognition of this, Congress is attempting to pass laws which will outlaw record piracy and bootlegging. A close reading of the proposed bills, will make immediately apparent, that while they add to the rights of the music publisher, they are primarily intended to outlaw and make illegal, by federal statute (the Copyright Act) the dubbing and manufacture by the pirate-bootlegger of recorded performances.

Looking back to the early 1960's, when Earl Muntz first started to exploit the 4-track stereo player, very few realized that less than 10 years later tape would become the fastest growing segment of the electronic industry.

Until 1965, over 95 percent of the stereo tape business was in Southern California. In most areas of the country, very few people knew about stereo in their cars or the uses of stereo tape deck in their home. Then Bill Lear entered the picture by perfecting the 8-track system. Through the combined efforts of Motorola's Oscar Kussisto and the top brass at RCA, the Ford Motor Company became the first automotive firm in the country to offer this new medium. From that point it didn't take long for the entire world to become familiar with stereo cartridge tape.

At the start of the 8-track era, RCA was the only company making product available in this new medium. Four months after their entry in the market, I became the first independent duplicator-distributor to release important multi-labels in 8-track cartridge form.

The resistance from the other major record companies, as well as a major duplicator, was so strong that many of the distributors and rack jobbers, who are important factors in today's market, resisted getting into this new business with a "wait and see" attitude. This ended when all the record companies made their product available.

In 1966, North American Philips Corporation was successful in offering only a few of the "non-major" labels on prerecorded music cassettes and the battle was on, 8-track, 4-track, cassette and open reel.

With the automotive field strongly promoting the 8-track system, this configuration continued to grow, prerecorded cassette sales didn't get off the ground, and the 4-track started to diminish and eventually practically faded from the picture.

By late 1968, there were an estimated 10 million cassette players in the U.S. Record companies and duplicators then started to aim their sights on the prerecorded music cassette market. Sales in this area have been disappointing, but sales of blank cassettes have mushroomed to the extent where blank cassettes sales are now one of the most important factors in our industry.

With all of this activity in the cassette field, unit sales of 8-track equipment and software have not only held up in today's market, but actually has far exceeded the dollar figure projection for 1970.

With Japan claiming to have produced 20 million cassette players in 1970, it is estimated that approximately one-half of these cassette players were sold in the U.S. It must be taken into consideration that the greater majority of these sets, by far, are portable with both playback and record features, which make the cassette unit an ideal means of communication.

Verne and Wells
We are now approaching an era that can become the fulfillment of the Jules Verne and H.G. Wells prophesies, an era which will encompass the audio/video field as never before. What can we look for in this new era?

In the audio field, the new revolution will continue at a more rapid pace than anyone could ever imagine.

The answer is basically "How Wild Is Your Imagination?" Until now, the growth of the tape industry has been confined essentially to music. Now, new educational and communications dimensions have been added. Tape is starting to be and can be applied to every phase of human activity.

In the music business, four channel sound, on both the 8-track cartridge and cassette will become a strong factor. This new configuration will help the industry to reach the annual projected sales figure by 1975, but the many other uses of tape in non-music areas will most likely exceed the sales of music tapes. This does not mean that sales of music tape will be affected, but will actually be enhanced when the consumer realizes that he can hear it to believe it.

Compare the sound of an audio tape made with Dow Saran, Resin, and any tape with an ordinary coating, and you'll hear the difference real quality can make. Long a standard for critical computer and video tape coatings, Dow leadership in coatings technology brings you two Saran Resin binders for audio tapes—Saran F-120 and Saran F-130. Or for the ultimate in quality and performance—our new thermal-setting Saran Resin, Dow Saran Resin coatings adhere better. They level out more smoothly, with fewer high and low spots. And less dropouts. They help make tape tougher. But rather than read about it, we'll send you a demo tape to compare for yourself and that should make you a believer.

You'll have to hear it to believe it.

(Continued on page 25)
If it's good on tape... it's better on **BASF**

Leading supplier of tape products to the Music Industry:
- Cassette Tape
- Cassettes
- Cartridge Tape
- Video Tape
- Calibration Tape
- Mastering Tapes
- Instrumentation Tape
- Duplicating Tape
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**BASF SYSTEMS INC**
Bedford, Massachusetts

**BASF**
Ludwigshafen Am Rhein, West Germany
Faithful to the end.

You can bet your recording life on it.

Maxell Ultra Dynamic. The ultra-stereo cassette tape with one of the most impressive pedigrees a tape can boast. It has a doubled frequency characteristic of 20,000 Hz. An SN ratio 5dB higher than most tapes. A greatly decreased distortion factor. Greater tensile strength. And like all Maxell tapes, UD has such a high degree of mechanically trouble-free operation, we guarantee it, unconditionally. All Maxell tapes must perform to your standards or we'll replace them, pronto! When you put heart, soul and sweat into a taping session, nothing but the best can do. Maxell Ultra Dynamic. In 60- and 90-minute cassettes. It can easily become your best friend.

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

Maxell Corp. of America
Dept. 89, 501 Fifth Avenue, New York, N.Y. 10017
MAKE YOUR MOVE WITH MOTOROLA 4-CHANNEL SOUND

MOTOROLA OFFERS YOU WRAP-AROUND SOUND IN THIS 4-CHANNEL, 8-TRACK TAPE PLAYER
This makes turning on a car tape player a whole new happening that makes sales happen. Not just two, but four distinct, separate channels of sound. Four amplifiers and four Deluxe 5¾" Golden Voice Speakers matched to circuitry. Plays both 2-channel and 4-channel tapes. Wraps the sound around the customer to wrap up profits for you. Model TM920S.

MOTOROLA OFFERS YOU SIDE TRACK — THE 2-CHANNEL, 8-TRACK STEREO TAPE PLAYER WITH DIFFERENCES YOU CAN DEMONSTRATE. Its face lights up to make it easy to load in the dark. It loads from the side instead of the front—designed with safety in mind.

OPTIONAL is a tool steel lock that laughs at hacksaws, files, and even crowbars, as you can demonstrate. Model TM717S.

AND THESE ARE JUST HIGHLIGHTS of a line of car stereo tape players, and car radios that make Motorola "Something else in sound on wheels."
Write C. J. "Red" Gentry, Director of Sales and Marketing, Motorola Automotive Products Division, Dept. BB51, 9401 West Grand Avenue, Franklin Park, Illinois 60131 for the whole Motorola profit story.

MEMBER OF THE I.T.A., WE WILL SEE YOU AT THE SEMINAR
**PROGRAM**

**WORKSHOP 18.** FROM MONO TO YOUR CHANNEL STEREO—a demonstration by Enos Light

**SPEAKER:** Enos Light

**A.** Demonstration by Enos Light

**SPEAKER:** Enos Light, President, TOTAL SOUND INC.

**B.** The impact of Your Channel Sound on the Home & Audiovisual Market

**SPEAKER:** C.J. B. SENFT, Director of Marketing, MOTORAUDIO PRODUCTS DIV.

**Panelists:** Frank Carroll, V.P., CASSETTE CARTRIDGE CORP.

RICHARD MYERS JR., Dir. of Mkt., AUDIO-VIDEO DOWN.

**SATURDAY MAY 15**

Morning Session

Two Concurrent Segments

9:00 - 10:30 am

10:45 am - 12:15 pm

**WORKSHOP 19.** USING TAPE TO PROMOTE PRODUCTS & SERVICES

**CHAIRMAN:** Jack Nelson, President, Audio Marketing INC.

**SPEAKER:** Ron Silverman, Exec. V.P., AVERY & ELKINS

**B.** Taping Current Events to Capture the Immediate or Our Time

**SPEAKER:** Henry & "Pet" Hone, Pres., HONE COMMUNICATIONS

**C.** Presenting Material to Non-Knowers on Tape

**SPEAKER:** Albert A. May, Shift, Div. for the Blind & Physically Handicapped, Library of Congress

**WORKSHOP 20.** \"EXPANDING OPPORTUNITIES FOR THE PUBLISHING INDUSTRY\"

**CHAIRMAN:** Jack Nelson, President, Audio Marketing INC.

**SPEAKER:** John Jackson, Mgr.

**B.** Tape Programs that Supplement the Printed Word

**SPEAKER:** Fred Jackson, Mgr., NCR, ATT.

**C.** The Value of Sound in Publishing

**SPEAKER:** Edward Parker, Dir. of Quality Control, Audio Tape Corp.

**WORKSHOP 21.** \"GREAT EXPECTATIONS ON OUR HOME SCREEN\"

**CHAIRMAN:** Jack Nelson, President, Audio Marketing INC.

**A.** A New Business—Does the Independent Home Video Producer Do It?

**SPEAKER:** To Be Announced

**B.** Identifying the Position of the Copyright Holder

**SPEAKER:** Irving Stimmier, Pat., Opticians Library

**C.** How the Motion Picture Industry Views This New Medium

**SPEAKER:** Sam Goldman, Programming & Production, CARTRIDGE TV (AVCO)

**D.** Top trends of Consumer/Cartridge TV on Consumer Viewing Habits

**SPEAKER:** Anthony Palms, Marketing Dir., TIME-LIFE VIDEO

(Continued on page 15)

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**REGISTRATION FORM**

**INTERNATIONAL TAPE SEMINAR**

**REGISTRATION FEE PER PERSON**... ITA MEMBERS $150.00—NON-MEMBERS $250.00—FEES DO NOT INCLUDE HOTEL ACCOMMODATIONS

Fee includes Your Choice of 9 Workshops, Work Materials, Wednesday Evening Cocktail Party, Luncheons Thursday, Friday and Saturday, Spouses Registration $60.00 Includes Opening Cocktail Party, Tours and Luncheons Thursday and Friday and The Art Buchwald Luncheon Saturday. Spouses Registration Does Not Include Session Attendance.

**THE INTERNATIONAL TAPE ASSOCIATION WILL ACKNOWLEDGE YOUR REGISTRATION IMMEDIATELY ON RECEIPT AND WILL FORWARD YOU ALL DETAILS PERTAINING TO PROCEDURES. PLEASE LIST ON YOUR LETTERHEAD NAMES OF REGISTRANTS AND THEIR TITLES.**

**PLEASE REGISTER THROUGH THE ITA AT THE SEMINAR OR MAIL TO:**

**PEOPLE FROM OUR COMPANY PAYABLE TO THE INTERNATIONAL TAPE ASSOCIATION**

— MAY, 12-15, 1971 IN WASHINGTON, D.C.

Checks in Enclosures To Cover All Registrations. Please Make Checks Payable To International Tape Association And Mail To 315 West 70 Street, New York, N.Y. 10023.

**Company Name**

**Address**

City, State And Zip

Signed by, Title

Nature of Business

**COMPLETE REFUNDS WILL BE MADE FOR CANCELLATIONS RECEIVED BEFORE APRIL 30, 1971. AFTER THAT TIME A CANCELLATION CHARGE OF $75.00 FOR EACH REGISTRATION WILL BE ASSESSED.**

ITA Has Reserved A Limited Number Of Suites And Rooms At The Sheraton HOTEL. There is No Extra Charge For This Service, And You Will Be Charged The Regular Sheraton Hotel Rates. All Reservations Are On A First-Come, First-Served Basis.


**INDEントirectly To INTERNATIONAL TAPE ASSOCIATION STAYING At Type Of Accommodations Desired, Date And Time Of Arrival And Departure Date.**

**INTERNATIONAL TAPE ASSOCIATION**

315 W. 70 ST. N.Y. N.Y. 10023

(212) 877-6030 (212) 873-5757

**WHAT'S NEW IN CASSETTE PROGRAMMING?**

**The Executive Voice from FORTUNE**

Every month a new cassette packed with top-level, first person insights on American business. As a member of the tape industry, it will pay you to listen.

Hear the country's shrewdest managers—like Roy Ash of Litton Industries... Robert Townsend, author of Up the Organization... Najeib Halaby of Pan Am—sharing their experience and ideas, in their own words, their own voices. Enjoy—and learn from—penetrating interviews and free-wheeling discussions about management methods, success stories and painful postmortems, business futures, controversial issues and much more.

The Executive Voice brings you this lively and important exchange of management know-how with all the revealing immediacy of sound. It's conversational, to the point, packed with facts and opinions, and it captures every tone of voice a man uses to get his point across—confidence, irony, concern, skepticism. You owe yourself a hearing.

Free, ten-day trial examination of the next cassette.

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☐ Yes, please start my trial subscription to The Executive Voice. I understand I may examine the first cassette for ten days, free, before deciding if I wish to subscribe. At the end of that time, I may return the cassette without obligation. If I keep the first cassette, please enroll me as a subscriber and bill me one year (12 issues) subscription at $80 plus applicable local taxes.

☐ I would like to pay in three convenient installments at no extra charge.

Ship to: ___________________________

Address: ___________________________

City_________ State_________ Zip_________
The exciting new world of Audio Magnetics... in reel-to-reel, 8-track, and the famous Audio Cassette.

No longer am I at the mercy of the evil winds of uncharted product, for I have discovered the world's largest and most respected manufacturer of cassettes. Audio Magnetics is the choice of 8 out of the top 10 retailers in America,* and therein lies my route to profits.

Come aboard the Audio Magnetics line of recording tapes... cassette, reel-to-reel, and 8-track. You'll be guaranteed a profitable voyage, the first time and every time, because we back up all our products with our Lifetime Guarantee.

Keep your trade routes open to new customers, and at the same time, encourage your present customers to drop anchor in your harbor.

Call Audio Magnetics. We'll gladly sign you on today.

*as listed in Fortune Magazine
Cassette business is now big business; but with the many cheap brands around that give you so much trouble, what with all kinds of quality and mechanical problems—is it profitable? Small profit margins that are whittled away by the price war. The only way to stay out—and above—the cassette rat race is to have a cassette that itself is above the rat race, one that you can sell with confidence, that will give your customers complete satisfaction, that will stay sold, and then sell itself again and again and again.

TDK, the world's leading manufacturer of premium cassettes and tapes, gives you a higher unit price and a bigger, safer profit margin. Doesn't it make sense to carry TDK. Who needs problems?

TDK SD™ Cassettes are available in C-30, C-60, C-90 and C-120
Tape's Changing Face

- Continued from page 18

ceives everything more easily to the tape medium with the variance of uses of tape.

Taped Education

The blank coming of age, which in the past three years has experienced a growth beyond the wildest imagination, will continue to grow at an even greater rate.

New applications, some of which have already been launched, is in the area of tape education. The shortage of classroom space, the shortage of teachers and the tight budgets for education in most cities, there is a need for a better way of teaching school terms than with the use of tape. Tape will be used for continuing education programs, as well as for in-class and home instruction.

Industry will use tape for training and information. It will be possible to inform sales personnel on product and policy changes, for on the job training and it will be able to use the cassette or cartridge in the automobile for communication.

In the religious area, there are applications for specialized tape ministries, tape will be used for religious training and educational programming.

The publishing industry will offer tape programs that supplement the printed word, there will be taping of current events, and the tapes will be able to be used for tape for learning, knowledge, training and education.

Adults will use tape for self instruction. They will be enabled to improve their competence through home instruction courses, in every area from learning to play a musical instrument to learning to play golf, learning how to cook or in any other way that their needs require. The adult will be able to keep abreast of business trends and changes and to use tape in hundreds of “self-benefiting” ways.

Medical Field

The medical field is one area in many new areas. New information will be communicated to the doctor and pharmacist, and the tape cartridge, with the cassettes, to exchange profession information. The latest medical developments will be made available for the doctors on tape.

Government will increase their use of tape by using the medium for dissemination to the public, for intercommunication, for training and for many more uses.

Tape will be more widely used for selling new programs and ideas in group presentation. The endless loop cassette will be able to make point-of-purchase sales more effectively, and the applications of the use of tape for guided tours for places of interest will become a way of our life.

The application of cartridge/cassette TV will have a meaningful effect on almost everyone. Motorola Systems EVR unit is already being used successfully for training and in hospitals and institutions. Sony, Ampex, Panasonic, Magnavox, North American Philips, RCA and Cartridge TV, to name a few, will soon have their equipment on the market.

Because of the lack of standardization at this time, there will be confusion at the start, but after the "shake-down" period, the industry will really start a growth pattern that I believe will be unequalled in the history of our economy.

Video cassette/cartridge in all forms of storage medium, including the video disc will prove its importance in the future. New recording hardware and programming becomes available, there will be more and other uses. Industry and business will utilize it for training, schools and colleges will take advantage of its application for the classroom and for continuing education, religion will use it in churches, government will apply its application to dozens of uses, executives will use it for executive training, product and policy information will be communicated to a national sales force, employment agencies will use the medium for job interviews. The application of this medium has no bounds.

I.T.A. Convention

The Language Gap

- Continued from page 16

definition of "peak-power"? In home maintenance, particular procedures to follow are needed to keep the consumer's machine in good working order. These questions and many others may seem overly simple and the answers more than apparent. To the average consumer these questions are often bewildering. Many potential customers may be putting off buying tape products because they don't have this type of information to enable them to make an intelligent choice between brands. The audio situation has become better this past year, but the prospect of the many announced systems in video players and video recorders without standardization or standard product information boggles the mind.

I sincerely believe that a successful and profitable advertising campaign could answer many of these questions confusing to consumers, but questions that are too complex to be answered by advertising must be answered by explanatory information given to the consumer at the point of sale. Obtaining the agreement of the entire industry with its numerous special interests, countless manufacturers and thousands of retailers is an enormous task. Cooperation is, however, an achievable goal. First, standards of quality and performance should be set, and then the disclosure of full product information should be passed on to the consumer.

The best way for I.T.A. to coordinate its efforts with the President's Office of Consumer Affairs, is to continue to strengthen its efforts in recommending minimum standards. This calls for the continued of their committee activities to encompass the manufacturers of the speakers, in the use of material for the tape, the coating and slitting of tape, the cooperation of the manufacturers of the pinch rollers, the cable manufacturers, the makers of the casettes, the duplication of the recorded material and the proper winding of the tape that is prescribed for that industry.

Much of the shoddy and inferior hardware, as well as software, is contributing to consumer dissatisfaction in this fast rising industry. Manufacturers who supply shoddy goods or inferior service can give an entire industry a poor reputation. I have been informed that I.T.A.'s efforts in attempting to recommend minimum standards is a great step forward in building toward the future. The establishment of standards helps business not only to increase its operating efficiency, but it also reduces intra-industry confusion. In addition, manufacturers of shoddy or poorly made goods would have to compete on the same basis with quality products. In short, voluntary standards contribute to a healthier economic environment. And as a consumer advocate, I can think of no better goal than for what I.T.A. is starting to accomplish.

Last August I told the I.T.A. industrywide luncheon group, that if their industry does not attempt to clean up its own shop, there will come a time when the option will no longer be theirs. The Federal Trade Commission's Consumer Division has since said the same thing, and if your industry does not clean house, it is certain that consumers will ask their government to act and their representatives will have no choice but to respond. If that day comes, you may wish you had acted sooner, but there won't be anyone to sympathize. The responsibility for standards is yours and the opportunity is yours. Don't wait until you have lost both.

I am pleased that I.T.A. has taken action on these recommendations and has made an excellent start in putting them into effect. However, this does not mean that there is still not more to be done. The I.T.A. membership and their willingness to cooperate with government in tackling these problems is a great step forward in achieving the goals of what my office is about. With a happy triangle, better government, business and consumer relations. I am pleased to hear of the support of this new association for the proposed new regulations and standards issued by the FTC regarding the advertising of sound equipment. I know also that this support is a refreshing exception to some negative reactions that have come forth from some members of the affected industry.

I.T.A. can best coordinate its efforts with the President's Office of Consumer Affairs by continuing to work with government in the future, as it has in the past.

I.T.A. Convention

The Language Gap

- Continued from page 18

Continued from page 22

WORKSHOP 23. "MARKET" MARKETING OPPORTUNITIES . . . IN THE VARIOUS EQUIPMENT CONFIGURATIONS:" A. The 8-Track System SPEAKER: WILLIAM H. WERTZ, V.P., CAR TAPES INC.
B. The Cassette System SPEAKER: GERALD CITRON, MGR., NAT. DEVELOPMENT CASSETTES, NORTH AMERICAN PHILIPS CORP.
C. Tape in the home compressing school programs SPEAKER: SAM W. HINCH, NAT'L. SNR., ROBERTS (DIV. OF PHINEX AFDC)
WORKSHOP 24. "THE USE OF TAPE FOR ADULT SELF EDUCATION" (Chairman: MARINA CORRY, ASST. TECH DEPT., MAGNETIC TAPE PRODUCTS, AGA-GEVAERT, INC.) A. Improving Adult Competence Through a Home Instruction Course SPEAKER: GEORGE SIMKINS, V.P., CONSUMER PRODUCTS DIV., BELL & HOWELL
B. Re-entry Readiness of Business Men. . . Changes SPEAKER: SAM W. HINCH, NAT'L. SNR., ROBERTS (DIV. OF PHINEX AFDC)
C. New Dimensions in Sound Book Recordings SPEAKER: HARRIS DODSON, DIR. OF NAT., AMERICAN SOUND CORP.
MAY 8, 1971, BILLBOARD
FINE-TONE
IT'S THE REEL THING
EVERY TITLE • EVERY LABEL
PRE-RECORDED
OPEN REEL TAPE

FEATURING
AMPEX
STEREO TAPES

CLASSICAL
OPERATRAVES
POPULAR HIGHLIGHTS
INSTRUMENTAL

VOCALISTS
COUNTRY & WESTERN
EXTENDED PLAY TAPES
FULL EVERY
TAPE MANUFACTURED

SEND US YOUR ORDERS TODAY!!!
GET YOUR SHARE OF AN 18 MILLION DOLLAR MARKET

Fine Tone Audio Products Co., Inc.
24 COREK COURT, BROOKLYN, N. Y. 11223
(212) 336-6662
NEW YORK'S LARGEST WHOLESALE TAPE & RECORD ACCESSORY HOUSE

ULTRONIX M-9600
IS YOUR BEST BUY!
PROFESSIONAL 8 TRACK DUPLICATOR
BUILT FROM THE BEST GERMAN EQUIPMENT
AN ENGINEERING BREAKTHROUGH IN AUDIO REPRODUCTION

Features:
2. Any 8 track prerecorded tapes can be used as masters.
3. Records all 8 tracks with one single pass.
4. Winds directly on cartridge hub from 7" reel or 10" hub.
5. Fully automatic. Starts and stops master and all slaves with a unique sensing device.
6. Frequency response: equalizer controls to match the tape you're recording from.
7. Separate amplifiers secures magnetic leakage fields.
8. B 8 U meters to control each channel.
9. Headphones can be used to check recordings.
10. 4 track recording loop can be made with 8 track configuration.
11. Daily capacity: 1,200 cassettes using 3 slave systems.
12. More slaves can be added.

1 Master 3 Slaves Now only $2,450.00

ULTRONIX M-9500
TO MEET OUR CUSTOMERS NEEDS
WE ARE NOW MARKETING
A LOW COST HIGH QUALITY
PROFESSIONAL CASSETTE DUPLICATOR
Record from reel to cassettes 4 all tracks with one single pass.
Fully automatic.
Daily capacity: 2,000 C=30 cassettes on 5 slave system.
5 Slave System only $2,450.00

We also supply high quality tapes and cartridges and anything for your recording needs at lowest prices. Worldwide shipment.

For more information, write or phone:
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Los Angeles, Calif. 90024 U.S.A. Telephone: (213) 256-9601

26

Tape Cartridge
Korvettes Will Test Antitheft Device

HIQ SMI 1971, BILLBOARD
Japan Cos. Hit the Taiwan Trail

Now the "Made in Taiwan" label will be stamped on goods and 45 RPM records and cassette cassettes of foreign origin that Japanese companies freely penetrate other markets. An American manufacturer summed it up this way: "Japan must give us fair access to its markets and permit us to invest, develop joint ventures and licencing agreements, and we (the U.S.) must continue to permit her (Japan) to compete freely in the American market." In jittery days the "Made in Japan" label on goods exported to this country frightened many U.S. consumers. Today Japan is in the forefront of the consumer electronics craze sweeping the U.S.

where on earth can you order...

a cassette Tab Remover
a cassette Replacement Tab
a cassette Rewind Knob
a cassette Eraser
cassette Soring and Casing Tape

Tape Cartridge

Japan Cos. Hit the Taiwan Trail

audio brings you the world's most popular tape winder, for cassettes and 8-track.

THE ELECTRO SOUND 100-48C

Bilbaud SPECIAL SURVEY For Week Ending 5/8/71

Billboard

RUGGED CONSTRUCTION FOR DURABLE USE

Rugged construction with beautiful designs and colors to suit every taste in LP and 45 RPM sizes. No. 1252 holds forty-two LPs and is available in blue, red or green design on white background. The 752 holds a library of seventy-five 45 RPM records and has tame color schemes. The 756 has a nesting feature designed for stacking and to conserve warehouse space. Holds fifty records of 45 RPM size. All have nickel-plated hardware and plastic handles. They're covered in a plastic-coated, moisture-resistant material, the same as used in covering luggage, 15 other designs and sizes from which to choose.

When you sell records sell record protection

Billboard
CERTIFIED GOLD
BY
OURSELVES
FROM THE DAY IT LEFT THE STUDIO

DUNHILL

DON'T PULL YOUR LOVE

D-4276

HAMILTON,
JOE FRANK & REYNOLDS

WE ARE THAT CONFIDENT
THAT RADIO AND ITS LISTENERS
WILL AGREE

*WE HAVE ALSO CERTIFIED GOLD THE ALBUM COMING IN 2 WEEKS
NEW YORK—One of the key assets of the television manufacturing business is the opportunity to compete in the high-tech electronics industry. Observers believe that the personal computer is likely to become the most important single product category in the consumer electronics market.

Tom Brokaw, president of the Electronics Industries Association (EIAJ), said that the personal computer is likely to become the most important single product category in the consumer electronics market.

"The personal computer is likely to become the most important single product category in the consumer electronics market," Brokaw said.

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Manager Must Wear Many Hats—Bron

NEW YORK—The rock music scene has become so complex that a group's manager must become totally involved in all aspects of the act's operation. "One factor hardly makes sense anymore," said Bron, "we act as record producer, publicist and agent as well as strategist." Bron explained that this is the kind of total involvement, he can control all aspects of the group's activity in the market.

The power of the long-range buildup of the artist. "It pays in the long-range buildup of the artist," Bron said, "and it especially pays off in the arranging of our tours for English acts."

The recent U.S. tour of Uriah Heep was an example of Bron's coordination concept. He worked closely with Red Foster Associates, Uriah Heep's U.S. manager, the William Morris Agency, who booking the tour, and Mercury Records, the group's U.S. label. "We all work together," on the promotion of the dates at the Whiskey in Los Angeles, Ungaro's in New York and in other locations during the three week tour and made it pay off in attendance as well as in record sales.

The group has two albums out on the Mercury label and a third, which is in the works, will be released next year. It coincides with Uriah Heep's return tour of the U.S. in October. The fall tour is expected to run and bring in a total of 25 engagements.

Chicago Revives Rock With a Bang in Phoenix

PHOENIX—Not only did Columbia Records Chicago group bring back rock to the Memorial Coliseum on April 23, after a five-month ban because of use of the arena, but the audience turned out to see the concert. It drew the group, which have not been on the road since March, to the ever in the 14,500-seat auditorium and the board of directors met while the show was on to vote unanimously to hold more rock concerts.

The Coliseum's manager, Jim Jones, at the finale announced the board's decision and the 14,391 of the official attendance received widespread praise with a standing ovation. The attendance, incidentally, eclipsed the 13,887 city for RCA's Elvis Presley last year. It failed, however, to top Presley's gross of $101,396. The Chicago Miles to Make European Tour

CHICAGO—Buddy Miles, one of Mercury Records' hot acts, will appear on 14 European rock concerts and television appearances in Europe during the next few weeks. The tour will get underway May 13 at the Starlite Hilton Hotel, Buffalo, Saturday (6); Harma House, Cherry, Pa., May 22-29; Stardust Inn, Waldorf, Md., June 18-20; Bradford Fair, Lancaster, Pa., June 21, then back to the Stardust Inn 22-27.

MOTOWN SPREE ON CLUB SCENE

NEW YORK—Motown Records is virtually monopolizing New York's entertainment scene, with four of its top stars, the Supremes, the Temptations, Wonder and Tyler, headlining at such major nightclubs and theaters as the Copacabana, the Royal Box, and the Apollo Theatre, all at the same time within a one-week period.

The Four Tops began a two-week engagement at the Copacabana April 29, the Supremes step into the spotlight at the Hotel American's Royal Box Monday (3) for two weeks. Stevie Wonder begins a one-week engagement at the Apollo on April 29 and the ventriloquist Willie Tyler is on the bill with the Four Tops at the Copacabana.

GRATEFUL DEAD FEATURE NEW RIVERS OF THE PURPLE SAGE

Fillmore East, New York

Of death, taxes and the Grateful Dead, few are certain that can be enjoyed, and in this case, Jerry Garcia's first solo shot, the New Riders of the Purple Sage, the defrayly grooved sounds of the Ohm of the dead, anywhere, all night, tonight. The first day, April 29 —Jerry Garcia, Spencer Dryden, Mickey Hart, Bob Weir & Friends—kicked off their four-day Fillmore stand in third gear, slick and good, and when rhythm and harmony came together to cast a high spell on "Six Days on the Road" and "Down in the Boondocks," the result was fast release into party, bubbling from an underground spot of youth, of students on vacation. The Dead are a folk tradition rumor that burns across the world with the same kind of magic that has made rock a first taste of religion. ED OCHS

TED NUGENT AND AMBOY DUKES, BROWNSVILLE STATION

Whisky a Go-Go, Los Angeles

Details of the first wide tour of the heavy rock groups when it wasn't concerned with Motown product. Two of the groups, it should be said (it's not necessarily finest) appeared here April 29. Ted Nugent and the Amboy Dukes were unimpressive for a number of reasons. The Ted Nugent group was always on the verge of collapse. Michael Talbot, it seemed, to be just an excuse for Ted Nugent bash away at the guitar. He is good, but he was largely outshone (tonight) and with the proper backing musicians could produce a great album. The Dukes record for Polydor.

Brownsville Station relies almost exclusively on songs from the 1970's. The band did a reasonable job with the "World in a Hand," an international medley, "The World Is a Ghetto" (a medley of songs featuring students from Belgium, U.S.A. and Japan. The two-hour program of the band's collection was nicely complemented by the guitar work of Wally Rose, drums by Larry Moudy, and Dan Gunpin.

Utilizing a split light show, the ensemble had the audience singing and clapping during several numbers, and the audience was asked to "What Color Is Your Skin?", a song by the group. This Pace Record group, though not a low one, personalized it's message: "Up With People."

BILLY DANIELS

Dangerfield's, N.Y.

Billy Daniels has confirmed that he had recorded a newly "Old Black Magic" for Starday/King and the band can expect exposure, but there was no evidence of it when he closed his act. It was the same old "Black Magic," hand tapped in the ear, legs kick- ing out (perhaps an element of performance). With longtime associate Benny Payne at the piano and assisting on a couple of numbers, Daniels chose a well programmed set of material, but once part new, he philosophized and commented on his personal life a little, but his show never changed. Good showmanly performance.

IAN DOVE

DEMON, ANDERSON

Bitter End West, Los Angeles

Demon, a vocal group of acoustic and electric music proved successful here April 23. Demo played two sets, one of three fine acoustic numbers, while Anderson opened with a few folk songs, an acoustic guitar and drums.

Demon, recording for ABC/ Dunhill, are competent musicians and used the acoustic portion of its set to good effect. Spiced with Horn, the group played such numbers as "Thief Without a Face", "20 Years From Now" and "Let My Love."
Superlatives are meaningless, adjectives inadequate, descriptions are futile. There is no way to describe the impact of If. The one shortcoming of its set here April 8 was that the group "only" played for an hour.

If is unquestionably the best of the so-called jazz-rock groups. The seven-man band from England, recording for Capitol, kind of leaves one with a feeling of inadequacy. Understanding some of the instrumental work, especially that of reedmen Dick Morrissey and Dave Quincy, is sometimes difficult because there is so much good music happening at once. One can only relax, soak it in, and let it make you feel good.

J.D. Hodkinson, the vocalist, has the toughest job of anyone in the group: trying to keep up with the rest of the band. But he does, and in the process pushes the band a little more. The result is astounding.

GEORGE KNE MEYER

BILLBOARD APRIL 24, 1971

personal management: the concert house (peter paul, lew futterman), 162 west 56th st., new york, n.y. 10019 tel. 212—246-2302
NEW YORK

The show of Alice Cooper and Jackie Lomax, both Warner Bros. acts, has been switched from Carnegie Hall, previously announced, to Town Hall, Thursday (6). Joey Dee & The Starlighters begin a two-week engagement at the Living Room, Monday (3). Mercury's Melba Moore appears at the Sahara, Lake Tahoe, Aug.-9, and the Riviera, Las Vegas, Aug. 10-31, both with David Frost. She opens a two-week stand at Caesar's Palace on Oct. 21. ... Bobby Emma and his revue open a one-week gig at Billy's Sunday (25). ... The Peer-Southern Or-

Mayells Work on Rock Film Project

NEW YORK—David and Albert Mayells have begun work on a new film project in the rock music medium. Together with a nine-man crew, the Mayells are transforming the Grand Funk Railroad, to document on film the audience reaction to the group's live performances.

DOMESTIC

ganization has acquired world rights, except for the U.S. and Canada, electric guitarist Ruper Holmes, which is performed by the Buoys on Scepter. The song is published in the U.S. and Canada by Plus Two Music.

AdM's Free and Atlantic's Most the Hoople play Bill Graham's Fillmore East (Friday and Saturday (15). ... Rare Earth's Run DX plays at Westbury, Ill., Friday (18). ... Also at Caesars and at Hornell, N.Y., May 15 with Art/Dunhill's Grasses, Columbia's Johnny Mathis will star in one-hour TV special to be filmed and aired during the 1972 Olympics. The program will be internationally syndicated by the German ZDF network. ... Bobo Scott's 'Robert Wilsoon Scott' album on Warner Bros. will be released on Reflection in the U.K. ... Metromedia's Tamiko Jones signs for knee surgery, will be back on stage within three weeks.

The Cowsills were on a one-week New England promotion tour last week on "On My Side," their new single and album. They started on their April 26 return from a personal appearance stint of 13 European cities, "On My Side" and "Follow Me Up in Love" closing out the end of this month. ... Capitol's Jimmy Helms has left his co-starring position on the Boston company of "Hair" for a series of night-club dates in Boston, Baltimore and Naxi. He also recorded his first Italian, France and Germany albums, and showed up in a pop concert in the middle of this month. ... Vanities Snow Productions and Columbia Records. ... Mickey's solo album will be released on Reflection in the U.K. "I Think the World of You," his first solo hit, will be released on Reflection to the world, May 15 with Art/Dunhill's Grasses, Columbia's Johnny Mathis will star in a one-hour TV special to be filmed and aired during the 1972 Olympics. The program will be internationally syndicated by the German ZDF network. ... Bobo Scott's 'Robert Wilsoon Scott' album on Warner Bros. will be released on Reflection in the U.K. ... Metromedia's Tamiko Jones signs for knee surgery, will be back on stage within three weeks.

BOZ SCAGGS performs for New York Emis, joint Tenement party held in his honor at Co-

Signings

The Vagabonds have signed with Bell with Teddy Randazzo produc-
ing their initial sessions. ... Bobby Rush to Fantasy with "Chicken Heads" his debut disk. ... Lou Reiz offered Bob Garth a major-label view Studios have signed a production agreement with John Deacon with product on Polydor. ... Ginger Vylet's debut is Big As furniture. ... In an attempt to secure a record contract with Windes's Children's Productions. Andy Parks also joined Waves on Mercury's debut album, "I'm a Little Girl." ... Capitol Records signed a production agreement with Up With People for an album to be cut this month.

Johnny Graham Productions of San Fran-

TEN YEARS AFTER

Fillmore East, New York

Ten Years After, one of the most popular bands on the West Coast, which is known for their many successful New York appearances, had another big set in the Fillmore East with its Fillmore East, April 20, a midweek one-nighter. Ten Years After, which features Mark Farner on lead guitar and also at his vocal chores, has separated only by railroad tracks from the former all-40-ber festival site, signed a four-year lease for the big musical complex.

Howard Yanks, business man-
ger for the festival, said the new set life is the same downtown as the old, forming a natural area to life, and that the music will provide facilities for camping for the three-day festival held each summer. A show is slated for Aug. 27, 28 and 29. With the filling in of this area, Yanks added they only have authority to keep the festival off public prop-
ter, and the old site was a public place. The town resident is investigat-
ing the event with no perform-

Phila Folk Fest Lease

PHILADELPHIA — The Phila-
discotheque, a one-of-a-kind among music festivals and a major attraction in the city, has received a four-year lease at a new site, which takes its place in a land base in Upper Salford Tollbo., the township commis-

SRC Splits Up

ANN ARBOR — SRC, Capitol Records' syndicate, which owns three LP's, has disarmed some members of the syndicate. Key records have been folded into Blue Scepter. Glene Quackenbush, E.G. Clowson and Scott Richardson, plus new addi-
tions Gary Quackenbush and

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Talenta

Continued from page 30

TALANTA

Cirnema Hotel, Honolulu

Talanta's name, and his singing's catching on at the Cirnema Reef Hotel's three Torres Room. He is a Japanese singer with a lot of feel for rock and soul, in the John-

Ryows mold.

He's perfect proof of the meld-
ing of Japanese and Hawaiian. He programs Japanese ditties, both in Japanese and in English (a native tongue as well as English), rockers ("Proud Mary"), soothers ("I'm a Man"") and even Hawaiian favorites ("Ke Kali Ne Me"") with his Wedding Song). Talanta's on the right track to stardom, he has animed emotions to accompany his vocals, but if ever he makes his mark, it will be via that powerful voice, The Torchmen provide his back-up music.

WAYNE HARADA

SPENCER DAVIS and PETER JAMESON
Troubadour, Los Angeles
Two very fine acts made their debut here April 20: Spencer Davis and Peter Jameson. The Davis Jameson duo, record-
ing for Capitol, was accompanied by veteran guitarist Barney Kessel, producer Harry Venegas, and electric bassist Steve Simon.

While Davis-Jameson are capable of all these performances, for which they showed, their set was still very good. Kessel adds some mighty fine sound work to over-all sound of the group. The Leadbelly sound, however, was highlighted by some nice slide guitar by Davis. He is a little too funky on piano, but Simon's bass was strong enough. Someone is missing much of the set. Davis is a strong singer and instantly gains good rapport with the audience.

Carroll Hall is an intensely per-
sonal performer. A lot of people may not like her, Miss Hall's voice isn't the best, her piano playing is wigged out, and her lyrics come from personal experience. But both Dylan and Bob W. drew some of these criticisms when he began. Miss Hall has a lot too him too much, Miss Hall looked and acted much like a child ex-
ploiting herself for a dollar. She was warm and very smile that adds depth to her performance. Her new voices, however, was not set. Her set, although very good, was the same songs in the same order, so it is just a taste of things to come. She recorded, however, is GEORGE KINKEYER

DICK JENSEN
Outrigger Hotel, Honolulu
Dick Jensen is back at the Out-
rigger in Waikiki for another month, and his show is a little more relaxed with a few mo-
ments of stillness and activity, in-
teresting and completely free. The Island-born star continues to showcase a mountainous stance, coolly1, full of vocal ability, body, with blues, dance with vocals. He has the most creative, creatively active volcano on the show strip.

He's doing his latest "Green Grass of Home," "Sherry" and "Stop Me Mountain," in the current revue, and there are moments of stillness for change of pace. For instance, Jen-

FRED KIRBY

WAYNE HARADA

May 8, 1971, BILLBOARD
Congratulations

Three Dog Night

for the biggest single

in Dunhill record history

already reaching to

three million

in sales

in the U.S. alone

Joy to the World

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Three Dog Night - Naturally

ds 50088 naturally

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ds 50098 golden bisquits

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Dunhill Records
Gordon Lightfoot will appear May 16 in Seattle. Lee Michaels has purchased a $50,000 organ and introduced it April 20 in Dallas. Audio & A&M album at him is expected in early May. Dick Clark Enterprises has acquired an ABC TV country music appreciation week end for July 31-Aug. 1 for the Orange County Fairgrounds. Artists to appear include Buck Owens and the Buckaroos from the Bakersfield Brothers. Melanie set up for a British tour for one month starting May 11. . . . Southwind was recently at the Anaheim Auditorium for Reel Music. Red Mc Kuen in the midst of a 15-city tour. . . . Mike Bloomfield appears with Albert Collins at the Bench House Friday (May 11). Concert Association recently had four sellout concerts in one week. . . . Ralna Earle is preparing for a tour of England this summer. . . . Herbie Hancock is in the midst of a nationwide tour. . . . Henry Man in conducted the Seattle Symphony Orchestra in Seattle recently. . . . Rita Coolidge set up for a British tour starting Monday (13). She will appear with the Byrds and Mark Bono.

Mark/Almond will cut their second album starting in June. Junior Blackwell arranged the strings on the upcoming Joe Cocker single. Reel Music. Red Mc Kuen has cut a new LP called "Lovejoy," produced by Bob Shaye, in town in Illinois. . . . Atlantic is preparing to release Jo Mamma's second LP. . . . Al Kooper has been helping a new old group, Blood, Sweat and Tears, record an LP. Recorded in San Francisco. . . . Bill Graham has recorded and drup e LP to be released in May by Ufo. . . . Fantasy is set to release the debut LP by Redwning this week. Stan Kenton has recently received Book ing Corp. and has hired ex-ABC agent Bob Stein and Bob Kenton's offices in the western states. . . . Marc Coparre of the "talking television show has formed a group called Marc Coparre and the New Orleans Rock Band. Three Days has signed with Reh Foster Associates for managing. New pact covers three years. . . . Mike Gruber and Arnie Stonelid in association with Ronnie Schmiedler have formed Ream Productions. Bill Wyman will produce Tucky Buzzard for Ream to be issued by Circus Hall, May 29.

Joe Guarcello, Glenn D. Hardin and Mel Shanes have formed Over the Rainbow Productions. Mike Bloomfield and the Steve Cropper Band tour "The Funny Man" section, recording for the present Diana Ross television special. FACTS: Basil Poledouris and Richard Basken will compose the music for "So It's Your Old Man," an ABC TV movie of the week. . . . Bw-Kays will perform the "Bandstand to Shaft." American International will release the soundtrack album for "The Hard Rule." . . . Domestic Frontie will score "On Any Sunday." . . . "Celebration at Big Sur," starting Joan Baez, Joni Mitchell, John Sebastian and Crosby, Stills, Young, and Young, will have two benefit performances at the Whisky-A-Go-Go. . . . Lee Baxter has completed the musical score for "Ana-lee Lee.

MIAMI
Elton John brings his traveling show to Miami Beach Auditorium. May 10. . . . The new roc kings, the Ecstasy, will appear in concert at Miami Beach Convention Hall, May 29. . . . Tommy, the rock opera scored by Peter Townsend of The Who, will be cut Miami Beach Convention Hall May 18 for six-day engagement. . . . Reel Music. Reel Haven is scheduled for a concert at the Miami Beach Municipal Stadium, May 14. . . . Glen Campbell comes to the Miami Beach Convention Hall May 15.

Frank Dalboise trio and pianist Paul Bohn Band will appear at the Bon fire. . . . Paul Leo Tri just opened at the Landau Restaurant in Miami. . . . Mike Bloomfield has finished his new single, "Under the Shadow." . . . News from Criteria Recording Studios, in Miami, Alman Brothers due in for a recording session May 18 and again on May 25, 26 and 27. Tom Dowd will be producing. . . . Dick Cows Crossh tapped some radio spots at the studios for a Boston concert. In- galls Associated. . . . Stephen Stills returned to Criteria for more recording. . . . Greggeen, a production company out of Chicago recording Kaspar'sighted and his band on jazz--rock group. . . . Warner Bros. Re- verse Little Richard completed an LP which he produced.

SARALANE
San Francisco
Taj Mahal and Box Settlers have signed contracts with Fillmore Enterprises. Taj Mahal and his associate, Donny Elliott, has been elected to membership by the American Society of Music. This marks the first time a musician representing the field of popular music has been included in the roster of the 200-year-interval upon years. KSAN aired a five-part special on John Lennon, produced by Ro- land Jacobetti. All Metromedia FM stations plan to carry the program in the future. Joy of Cooking, Hugh Maunakea and the Union of South Africa, and Pot- lique were featured performers on KPIX TV's "Cafe racer," aired April 3 to coincide with the Bay Area Hi-Fi Show in Palo Alto. Radio stations KCBS-FM and KFI carried the quadraphonic audio signals. Joy of Cooking left the next day for a tour dates in Iowa, Ohio, Toronto, New York and Philadelphia.

Victoria's new album, with Her- bie Hancock, is finished and will be released next month. "Cold Blood" has a new single, "Under- standing," taken from their last album. . . . Tower of Power began a national tour at Fillmore East and will appear in Detroit, Madison, Columbus, Cleveland and New Orleans before returning to San Francisco at the end of the month.

The Steve Miller band tours Hawaii May 29. . . . Lee Michaels has finished a new album and is in Los Angeles at A&M doing the final mix.

Moby Grape is back together again and will appear along with Eric Burdon and War on The On Course tour and in Michigan May 13-23.

MARY TURNER

DETOIT
Boots 71 emphasizes local groups and fashion at the Michigan State Fairgrounds community Arts Association. May 30 and May 1-2. Bands included SRC, Margo's Big Band and Fred, the C o m i n g , Assemblage, Universe, Jaggards, Virgin Dawn, Iron Horse and Heredy. . . . Grand Funk presented concerts April 29-30 at the Apollo. . . . Both concerts was sold out the first day tickets went on sale. Ferrante & Teicher were at the Masonic Au- ditorium May 8 and 9. . . . Afro-American Jazz, featuring the Quasimodo, will appear at the Masonic Auditorium May 8.

(Continued on page 40)
**BBC Aide Will Be CMA Liaison in U.K.**

LONDON—Pat Campbell of the BBC has been retained by the Country Music Association to act as liaison for the international organization abroad.

Campbell will publicize and promote country music for CMA, and will also act as official representative of the organization to U.S. acts visiting Great Britain for show dates. He will maintain a close tie with the British Country Music Association (BCMA) and the Country Music Association of Great Britain (CMAGB).

The British CMA is primarily a fan organization, while CMAGB is a trade organization patterned after CMA.

Both organizations appeared before the CMA at the recent meeting here. BCMA was represented by Tony Byworth and Golf Greenwood, while CMAGB was represented by chairman of the board, Charlie Williams, and included vice-chairman Bob Kington of Peer Southern, Ron Randall of Acuff-Rose, Ian Grant, independent producer, and Michael Clare of Billboard, and Record Mirror, along with Campbell.

The discussions centered on the growth of country music in Britain with Williams citing the increased use of country music on radio and television. Williams and the balance of the delegation sought help from CMA in placing pressure on major companies to increase the number of releases in England, and to support the English organizations.

Also pointed out was a need for guidance in marketing and promoting country product.

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**Country Music Leaders from America gather with Pat Campbell of BBC, who has been retained by the Country Music Association to further the organization in Great Britain. Left to right, Jack Gerhardt, a director of both NARM and CMA; CMA president Wade Pepper; Campbell; and Sue Klein, who heads the Ernest Tubb Record Shop.**

**Grammar Guitar Produces LP for Dealers Nationally**

NASHVILLE — The Grammar guitar company, operated by Roy Wiggins, has produced an album for dealers throughout the country. The LP features Odell Martin playing the Grammar Guitar. The album represents a "long standing desire on the part of... Wiggins and Martin to produce a recording which would represent what can be accomplished on a standard flat-top guitar."

The guitar used on the session was a "well worn" G-50 model that was at the factory for repairs. Wiggins said he felt the album was a necessary adjunct to the sales kit, for it allowed a dealer to hear firsthand the sounds he was selling. The album is titled, "Martin Plays Grammar." Wiggins also has built the first guitar rack in history for the "Great Ole Opry."

He said that instruments had been stepped on, dropped and kicked for 37 years and, until now, no one had devised the idea of building a cushioned rack for the artists to place their instruments. The idea gained such favor that Wiggins now is in the process of building a rack to keep the "Opry" with plug-in amplifiers for the dressing rooms, and other conveniences.

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**Nashville Scene**

The Four Guys are in something of a whirlwind these days. They now are residents of the Hugh N. Lewis syndicated show, but they’ve been upon the pilot in the pilot of a new Ferris Husky TV series along the West Coast. This show reportedly is pre-told in about 170 markets. The Four Guys have been asked to come to be part of both... Vic Willis has cut another big commercial, one which will be featured on the Braves Baseball Network and other outlets, mostly in the south. He’s one of the most successful jingles men in the business. The Glazers, just back from London, are releasing a single for English consumption only. Written by Jim Glazer, it is produced by brother Chuck and features Tompall. They’ve also done a single for this country, “Faded Love,” produced by Leon McAuliff, and an LP, with production done by Chuck, Tom, Jack Clement and John Hartford.

Sly Phillips has added Atlanta to the long list of cities carrying his syndicated show, and new ratings show it’s number one still in virtually every market it plays. ... Stonewall Jackson has cut the current pun hit, “Me and You and a Dog Named Boo.” He says it sounds country to him. ... Articulate, well-educated Gary Scruggs has long played the ban in his father’s great band. Father, of course, is Earl Scruggs. In May, Gary graduated from Vanderbildv with a degree in philosophy. When asked what he plans to do next, he replied, “I plan to be a philosophically wise player.” Young brother Randy Scruggs will follow him to Vanderbilt next year. ... Kenny Rodgers and the First Edition have just completed a double-album session at the Glaser Brothers studio. ... Tom T. Hall is scoring two movies at once. His singing words and music for major films from 20th Century-Fox and Warner Bros. Both movies and more of the Hollywood productions are turn.

(Continued on page 38)

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**Prize-JEM to Handle Show Biz**

NASHVILLE — Prize-JEM, a new form headed by Joe Gibson, will handle distribution for the Show Biz label. The first release under the new setup will be "Wildcat" by Jimmy Ryan, which has just been mailed.

Virginia Parker, business manager for Show Biz Records, will coordinate all activities and promotion for the label. Gibson formed his own company recently after a period of consultation with Slim Williamson at Chart Records.

---

**Brite Star Promotions Presents**

**Paul Coleman**

Singing

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**Guy is on a new label. Write for extra copies to 1012 11th Avenue So. Nashville.**
This Week | Last Week | Title, Artist, Label, No. & Pub. | Charts
---|---|---|---
4 | HOW MUCH MORE CAN SHE STAND | 8 | This Week
2 | I WON'T MENTION IT AGAIN | 8 | This Week
3 | A MAN IN BLACK | 7 | This Week
4 | EMPTY ARMS | 11 | This Week
5 | I WANT TO BE FREE | 7 | This Week
6 | WE CAN'T LOVE EACH OTHER | 10 | This Week
7 | TOUCHING HOME | 7 | This Week
8 | ALWAYS REMEMBER | 9 | This Week
9 | DREAM SWEEPER | 9 | This Week
10 | SOMETIMES YOU JUST CAN'T WIN | 8 | This Week
17 | STEP ASIDE | 7 | This Week
12 | OH, SINGER | 6 | This Week
13 | KNOCK THREE TIMES | 13 | This Week
14 | BETTER MOVE IT ON HOME | 11 | This Week
15 | NEXT TIME I FALL IN LOVE (I Won't) | 10 | This Week
16 | MISSISSIPPI WOMAN | 6 | This Week
17 | L.A. INTERNATIONAL AIRPORT | 12 | This Week
25 | ANGEL'S SUNDAY | 7 | This Week
22 | THERE'S SOMETHING ABOUT A LADY | 9 | This Week
20 | I LOVE THE WAY THAT YOU'RE LOVING ME | 10 | This Week
28 | ONE TO HALF A POUND OF GROUND ROUND | 6 | This Week
36 | GYPSY FEET | 5 | This Week
42 | TOMORROW NIGHT IN BALTIMORE | 4 | This Week
32 | THERE'S A WHOLE LOT ABOUT A WOMAN/SHAKING UP HIS MIND | 5 | This Week
48 | COMIN' DOWN | 4 | This Week
26 | 50 THIS IS LOVE | 9 | This Week
27 | BUS FARE TO KENTUCKY | 10 | This Week
29 | ONE MORE TIME | 7 | This Week
23 | IT COULD 'A BEEN ME | 8 | This Week
30 | AFTER YOU'LL REMEMBER | 13 | This Week
31 | A STRANGER IN MY PLACE | 8 | This Week
29 | A GOOD MAN | 6 | This Week
40 | COMIN' FOR TO CARRY ME HOME | 5 | This Week
41 | CHICK N' DAVE'S PLACE | 5 | This Week
36 | AFTER THE FIRE IS GONE | 14 | This Week

Billboard SPECIAL SURVEY for Week Ending 5/8/71

**Hot Country Singles**

**Star Performer—Staple's recording greatest proportionately upward progress this week**

This Week | Last Week | Title, Artist, Label, No. & Pub. | Charts
---|---|---|---
37 | I'D RATHER LOVE YOU | 14 | This Week
33 | TRAVELIN' MISTRESS MAN | 8 | This Week
38 | THE ARMS OF A FOOL | 15 | This Week
49 | SUNDAY MORNING CHRISTIAN | 5 | This Week
44 | LET ME LIVE/(YOU THINK TO PRAY | 3 | This Week
37 | GEORGIA PINEWOODS | 9 | This Week
51 | I'VE GOT A RIGHT TO CRY | 3 | This Week
45 | WORKING LIKE THE DEVIL | 5 | This Week
58 | IF YOU LOVE ME (Real Love Me) | 4 | This Week
40 | —YOU'RE MY MAN | 1 | This Week
47 | TELL HIM THAT YOU LOVE HIM | 9 | This Week
48 | ANGEL | 5 | This Week
72 | SOMETHING BEAUTIFUL | 2 | This Week
55 | NEW YORK CITY | 3 | This Week
71 | RUBY (Are You Mad) | 2 | This Week
54 | EVERYBODY KNOWS | 4 | This Week
47 | WHEN YOU'RE NOT, YOU'RE NOT | 1 | This Week
43 | —IT'S TIME TO LOVE HER | 1 | This Week
55 | WHERE DID THEY GO, LORD? | 5 | This Week
66 | A PART OF AMERICA DIED | 2 | This Week
62 | A SIMPLE THING CALLED LOVE | 3 | This Week
57 | JUST ONE TIME | 1 | This Week
64 | ONLY A WOMAN LIKE YOU | 3 | This Week
65 | WHAT DO YOU DO | 5 | This Week
66 | HAPPY SONGS OF LOVE | 3 | This Week
70 | FREE TO GO | 7 | This Week
61 | POOR FOLKS STICK TOGETHER | 6 | This Week
75 | I'VE GOT TO HAVE YOU | 2 | This Week

Marty Kellem

exclusively on EPIC RECORDS

Produced by: GLEN SUTTON

MAY 8, 1971, BILLBOARD
Our Country Needs You.
And the best of it is here. Our May country release is ready for duty. Heavy duty. The kind our country artists always perform.

You Need Our Country.

We've been serving you well month after month, and we'll keep doing it. When you're country's number one company, you have to.

Our Country artists when you're country's always perform. Number one company, you have to.
Use ‘Calley’ as Fund Raiser


In less than four hours, while still at school and in between classes, the 15 youngsters sold 160 copies of Terry Nelson’s “Battle Hymn of Lt. Calley.” The profits from selling the records will go to the support of an adopted Vietnamese orphan.

The high schoolers said each expressed regret over what occurred, but agreed that Calley had not been proven guilty beyond a shadow of a doubt.

“Terry Nelson’s hymn has united America, especially among the young people,” said Cadet Lt. G.L. Brown Jr., “It has planted a little more optimism, pride and unity into the soul of both the young and the old.”

Brown said his father, who owns Brown Music Co. here, had copies of this record on all his jukeboxes. “I have seen a car full of load-teenagers come as quiet as the night when this song came across the radio.” Brown added. “Despite what some say, this record did a ‘country’ of good.”

H. Hurt Gets Chappell Post

NASHVILLE — Henry Hurt, one-time general professional manager of Pat Boone and head of the Nashville office of Screen-Gems, has been named director of the Nashville office of Chappell & Co. Hurt also formerly headed the office here for the Paramount Pictures Music Division. During his four years there he was responsible for recording such artists as Peggy Lee, the Compton Brothers, Darrell Statler, Lucille Starr and Tommy Overstreet.

Last year he entered into an independent production agreement with Paramount to record most of those artists, as well as running a branch office for Happy Tiger Records.

Al Allman appointed Hurt to the new position, which will include working with independent writers, signing new writers, and exploiting the Chappell catalog. He will continue to independently produce his Paramount artists.

California Scene

• Continued from page 35

ING to Nashville for this sort of thing. And Bill Walker just scored a television show for a network. (Please keep this a secret.)

• Bashful Brother Oswald, who in reality is Pete Kirby, an associate of Roy Acuff for 30 years, wants to do an instrumental album with his Dobro before time runs out. He’s in good health, but arthritis already has reached one finger, and he feels he has to do it now, for history’s sake, if nothing else. Carl Bech’s set for two major golf tournaments in a row.

(Continued on page 49)

JIM PIERCE HAS A HIT

On Wesco Records

Shake Hands & Come Out Fighting

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Little Bobie Johnson
Box 3, Beale, New Mexico

Country Music

YARBOURGH

Calico is Coming!

“YOU’RE JUST MORE A WOMAN”

BOB YARBROUGH

Who am I to say which is the side on Bob Yarbrough’s new record?

I think a D.J. should be able to play whichever side he wants. I even hope it’s a split record.

Personally, I like the MONO side best.

But now you guys just play whichever side you want.

We’ll appreciate it; and your women will love you for it.

SUGARHILL RECORDS

BOOKINGS: MUSIC CITY TALENT

806 16th Ave. South
Nashville, Tenn.

615-256-4179

Distributed by Chart Records

MAY 8, 1971, BILLBOARD
"We Sure Can Love Each Other" is only the beginning of the new powerful Tammy Wynette album. Just from the titles you can tell it's pure Tammy: "The Joy Of Being A Woman," "Don't Liberate Me (Love Me)," "Make Me Your Kind Of Woman," "He Knows All The Ways To Love." And so it goes, a whole albumful of ideal Tammy Wynette songs. Performed with all the intensity you'd expect...and then some.

The new album from the First Lady, on EPIC RECORDS AND TAPES
SOUL SLICES: The Chi-Lites have given more “power to the people” at Brunswick, and they’ll compound the sound with Barbara Acklin’s “I Can’t Do My Thing,” Count Basie’s “Green Onions” and Jackie Wilson’s charger, “This Guy’s in Love With You.” . . . New Doris Duke: “If She’s Your Wife, Who Am I” on Mankind . . . Stevie Wonder and the Jackson Five are next in line to receive TV special treatment from Motown. Sixty-minute spots for each are in the planning stages. . . . Isaac Hayes’s new one is “Never Can Say Goodbye,” as his influence penetrates deeper into the Stax philosophy. Next to sing the song long may be Eddie Floyd, whose forthcoming LP, “Down to Earth,” offers eight cuts averaging over four minutes, co-produced by Steve Cropper. Also, Kim Weston will debut on Miki, distributed by Volt, while LP’s are in the making by the Mavis Staples, Soul Children (the five young ones), and Little Sonny. From Motown’s “Diana” soundtrack: “Feelin’ Alright,” with Diana and the Jackson Five. Breaking this week . . . Blue Thumb will turn the soul spotlight on Bobby Womack, now working on an LP, like the label did for the & Tibration’s “Live” album. Taking off . . . King Floyd’s first LP for Chimneyville will be ready the end of May. Meanwhile, Motown’s M.I.P. label has issued a rough reminder of the early King Floyd in a LP titled “Heart of the Matter.” . . . Veteran dojey Bob Rountree of WABA in Winston-Salem, N.C., is dead. . . . Georgia Woods, WDAS air personality, will be feted in Philly May 16. Honorary chairmen include, from the music industry, Berry Gordy Jr., Al Bell and Jerry Wexler . . . Polydor’s Mandrill and Ray Ayers Ubiquity will play the Montreux Festival in Switzerland. Mandrill’s billed at Fillmore, Friday-Saturday (day 14-15), while Ayers is on a two-week tour of Japan . . . Major Harris, from the Nat Turner Rebellion, has replaced Randy Cian in Bell’s Defonics. . . . Breakouts: Bobby Bland, Chet & Pepe, Olille Nightlife, Reggae, and the Gayes . . . Carefree 65, B.B. King’s Star, Cherie the Veteran (Kool & the Gang), Dee Dee Warwick, Beginning of the End, Chairmen and Luther Ingram. . . . Soul Sauce picks & plays: Stoney & Meatloaf, “What You See Is What You Get” (Rare Earth); Elton John, “You’re the Reason I’m Living” (A&M); Satisfied, “God, I’m Losing My Baby” (Lionel); Sequins, “The Third Degree” (Cajun); Bettye Swann, “I Just Live a Lie” (Fame); Intrigues, “Language of Love” (Yew); Chocolate Syrup, “Stop Your Cryin’” (Aveo Embassy); Billy Butler & Infinity, “I Don’t Want to Lose You” (Memphis); Moments, “That’s How It Feels” (Stax); Fsty, “Trouble” (Double Shot); Claudia Lennear, “Let It Be” (AMI); Jax Battle, “Unsatisfied Woman” (Clintone); Johnny Williams, “It’s So Wonderful” (Philco Int’l); Magic Touch, “Step Into My World” (Black Falcon); Mandrill, “Mandrill” (Polydor); Bobby Womack, “The Preacher” (UA); Chuck Ray, “Baby Please Don’t Go” (Buddah); Terrible Tom, “Sweet Mary” (A&M); Temperatures, “I Love You” (A&M Productions); Brothers of Love, “You Turn Me On” (Mercury); Notations, “At the Crossroads” (Twight); High Ice Co., “I Got the Love You Need” (Lionel); Faith, Hope & Charity, “I Wonder If You’re the Very Ground You Walk On” (Saxcess); Bobby Byrd, “You Know I Got Soul” (King); Eddie Kendricks, “Home of Johnnie Mae” (Tamla); Darryl Carter, “Never Forget Where You Came From” (Recreation South Park-land, Hare Krishina (Invictus); Rufus Thomas, “The World Is Round” (Stax); . . . Metromedia has hit the top of the Bikini Nation, “Falling in Love Isn’t Easy.” . . . Album happening: Eddie Kendricks, “All by Myself” (Tamla); Donna Hathaway (Atlantic); Temptations, “Shy’s the Limit (Gordy); Nancy Wilson, “Right to Love” (Capitol); Nite-Liters, “Morning, Noon & Nite-Liters” (RCA); Gladys Knight & the Pips, “If I Were Your Woman” (Soul); Bill Withers, “Just as I Am” (Sussex); Detroit Emeralds, “Do Me Right” (Westbound); Whatnauts, “Introductory” (Stag). . . Send your news to Soul Sauce now . . . Nat Tarnopol at Brunswick reads Soul Sauce. Do you? . . .
### BEST SELLING Soul LP's

**STAR Performer-LP's registering greatest proportionate upward progress this week.**

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<th>This Week</th>
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### From The Music Capitals of the World

- **DOMESTIC**
- **Continued from page 40** have been firmed. The local Soul group is the current bandstanded rockers in Mr. Lucy's King's Den. RCA's Charley Pride in town to discuss a concept for release in mid-May. Lou Rawls concertized April 29 at the Phoenix and Atlantic's Bob Garrow, Redding Theater. Bill Helsing and Carson Von Maass plan putting together a Mexican-mood discotheque. The Bees group, which attempted a "super-rock" concert in Mazatlan, Mexico, and failed to receive official sanction, are back appearing at The Odyssey. They're hopeful of getting permission from Mazatlan officials next time out. The Philadelphia Orchestra, under the ASU Special Events program, concertized at Grady Gammage Auditorium May 25.

**CINCINNATI**

The Johnny Pecos Orchestra, formerly on the Carolei and Dawn labels, has joined the roster of John Gayer's Delta International Records, Cleveland, active in the polka field in that sector for the last 10 years. The Pecos combo appears on "Polka Varieties" on Cleveland's WEWS-TV Sunday (9) 1-2, Monday, to promote its initial Delta International album release, "Polkas by Pecos." "Polka Varieties," produced by Herman Spero, has been on the air for more than 15 years.

Jack Dillard, who in recent months has promoted a series of country music shows here in association with the Winin board, is hoping to get the purchase of a local country radio outlet. The singing Lee Sisters, Barbara and Mark, who recently wound up nine weeks at the suburban Impreg- nal House, return there May 18 to remain until January 1972. The girls are presently scouting material for an upcoming session for Harry Carlson's Frazenett label. Barbara Howard's new album, "Do It Like You Feel," the S-R, is slated for release in mid-May. Barbara continues on theattery circuit under the guidance of her manager-hubby, Steve Rees. Bruce Nelson is out as program director at WUBE, top-rated country music station here. Replacing him is Doug Dillon, who made the shift from WCKN, Kansas City, Kan. W. James Bridges, in association with WKEF-TV, presents David Cassidy in concert at (Continued on page 49)

### On May 22nd, the Memphis Sound will be seen around the world. In black and white and color.

In Billboard's MEMPHIS VISITED.

Advertising closing: May 5th Issue date: May 22nd
MARILYN: SYMPHONY No. 9 — Concertgebouw Orchest, Amsterdam (Wallfisch). Philips 6350 (2CD). The symphony, written in 1947, is presented in two versions: one with spare, dry scores, the other with fuller versions of the double basses. The former is more forceful, the latter more refined.


GODFREY KING: All That Jazz. OJC 734 (4CD). Godfrey King's fifth album features arrangements by John Kite and performances by the King Brothers, who deliver powerful renditions of classic jazz standards.

DON'T END UP LIKE THAT. OJC 735 (4CD). Godfrey King's sixth album features arrangements by John Kite and performances by the King Brothers, who deliver powerful renditions of classic jazz standards.

THE VIOLINIST-SPERI SCOTTI SC 116 (S). An excellent new album by a fairly new group in the Happy Days, with a trumpet piece. It is the most outstanding LP. "He's Touching It" and "There's a Panas" are great. Starts. This album should be sold well in the West. Features a strong lineup of top-notch instrumentalists.

SPOKEN WORD

ENGLISH ROMANTIC POETRY—Various Artists. Cadence TC 2005 (3CD). This three-disc set presents the awn of English romantic poetry, with readings by Claire Bowden, Anthony Newley, and others. The third side is particularly noteworthy with recordings of Richard Wagner and Orson Welles. The selection of poems is excellent.

SPECIAL MERIT PICKS

SPECIAL MERIT PICKS

THE COMRADES OF WASHINGTON, D.C. Carlisle, CL 0002. One of Washington's most outstanding gospel groups since 1962, the Comrades of Washington, D.C. under the capable leadership of James W. Parks, is presented on this LP. Thanks to the group's talented horn, piano, and music arrangers, James Parks. The Comrades are no strangers to the gospel scene, having performed on radio shows as well as on the White House. Here, they do an outstanding job on a rock steady version of "Happy Days." This album should be sold well in the West. It features a strong lineup of top-notch instrumentalists.
 Uriah Heep just completed their successful debut tour of America—so successful, "Gypsy" (73103), the big single from their first album, had to be re-released by demand.

Uriah Heep's latest, "Salisbury".
SR 61319; Musicassette MCR4-61319; 8-Track MC8-61319.

Uriah Heep's first album.
SR 61294; Musicassette MCR4-61294; 8-Track MC8-61294.


Radio-Television programming

‘Opposites’ Attract, WBAP Finds Taking Personal, Traditional Path

By CLAUDE HALL

FORT WORTH—WBAP is the ‘complete opposite’ of nearly every major market country music station. While the trend has been away from the personal approach, WBAP, 17 (1050 AM), has doubled business and airtime by using a completely personal and about as traditional in its programming approach as you can get. For example, Kitty Wells and Ernest Tubb could be described as “in” again. And record artists once more had a station that was theirs and could use the airtime of the day and usually be put on the air throughout the week.

Ratings turned around. Today, according to Radio Research Bureau, Hal Chestnut, WBAP delivers more people in seven days than any other country music station in the nation. He quoted ARB figures of 762,000-plus people a week, listening to the 50,000-watt clear channel station.

As for sales, the station has been almost sold out since January. In February, the station ran 1,000 ads in the business section.

So, what is the story of that traditional country music makes it?

I can’t issue a blanket indictment on all contemporary country music stations, but I have a lot of people who tell me that they are making a mistake to play the old country recorded songs. I believe that people have been around long enough to know, and seen the popularity it has.

The idea of playing the so-called modern country music stations has failed. In fact, these stations have not even begun to play a change in the music to over a couple of weeks because of the requests from the audience.

I have been involved in radio on a personal basis for some time. And when we have a play-by-play announcing of sports events.

Chestnut joined WBAP in 1964.

(Continued on page 46)

PROMOTION MAN’S COMPLAINT

Editor’s note: A leading national promotion director, who doesn’t care if he has name mentioned because of limitation possibilities—meaning stations won’t play his records at all—laments the “superiority complex” of program and music directors at many of Today’s Top stations.

“I can understand when Rosalie at CKLW in Detroit says we can’t call her on the air. On the other hand, I’ve seen other stations who have called her. But what about WQXI in Atlanta we can only call on Monday and WLS in Chicago. We don’t call her that much. But the WLS in Chicago is a top rating station. And the problem is that music director Johnny King does the evening show and comes into the station so either you cannot reach him or he doesn’t have time to talk to you.

I’m not crying, but it’s very difficult to promote records today and it’s getting worse. For example, I’ve just got back on Robert Collins at WRIT in Milwaukee and Lee Gray at WKLO and John Randolph at WAKY, both of which I had to work a day or two. They know I’m a hype artist. I haven’t had anything to work on. I’m not trying to break a record in Miami and I can’t tell them because they won’t talk to me. It’s frustrating. It’s not fair. It’s kicking the hell out of our industry. Now take Tex Meyler at WOKY. We’ve always been candid with each other. He’s more than a friend. I’ve always thought I was more than a record man to him. We used to be buddies. But I didn’t know that hats were only made on certain days!

What really grieves me is that this particular record becomes a chart item, I’ll get calls from radio stations asking why they didn’t get it and why I didn’t tell them about it—and I saw those records. I’ve got a lot of stories about what I couldn’t do and why they couldn’t have

“I recently sent WLYC in St. Petersburg, the same record every day for a couple of weeks, and when someone asked me about the record, they had hardly heard of it or knew if it was on the station’s playlist.

“Now this is not just sour grapes about these stations...these stations, that’s what I call them. I’ve always thought I was more than a record man to him. We used to be buddies. But I didn’t know that hats were only made on certain days!

“I’ve got a lot of stories about what I couldn’t do and why they couldn’t have.

“Now I’ve got that record. I can’t tell a station and tell them when we have a hit. One music director I was talking with recently said he didn’t care about hits...that he wasn’t in the record business. I asked him why he bothered to print a playlist, why he bothered to call record stores to find out what was on the hook, why he bothered to call the station by the seat of his pants. How long had he lost?"
Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

POP SINGLES—10 Years Ago
1. Runaway—Dee Shannon (Big Top)
2. Mother—Emil X. Doe (Mint)
3. One Hundred Pounds of Clay—Gene McDaniels (Liberty)
4. I've Told Every Little Star—Linda Scott (Canadian-American)
5. Blue Moon—Marlais (Cobble)
6. You Can Depend On Me—Brenda Lee (Decca)
7. Take Good Care of Her—Adam West (Coed)
8. One Mint Julep—Ray Charles (Impala)
9. Portrait of My Love—Steve Lawrence (United Artists)
10. On the Rebound—Floyd Crystal (RCA)

SOUl SINGLES—5 Years Ago
1. When a Man Loves a Woman—Percy Sledge (Atlantic)
2. She Blew a Good Thing—Poets (Symbol)
3. Get Ready—Tempalay (Gordy)
4. 634-5789—Wilson Pickett (Atlantic)
5. The Love You Save—Joe Tex, Dial
6. Hold On I'm Comin'—Sam & Dave, Stax
7. Searching For My Love—Bobby Moore & the Rhythm Aces (Stax)
8. You've Got My Mind Messed Up—James Carr (Gordy)
9. Nothing's Too Good for My Baby—Stevie Wonder (Tamla)
10. Sharing You—Mitty Collier (Chess)

POP SINGLES—5 Years Ago
1. Monday Monday—Mamas & Papas (Dunhill)
2. Good Lovin'—Young Rascals (Atlantic)
3. Sleep John—Beach Boys (Capitol)
4. (You're My) Soul Inspiration—Righteous Brothers (Verve)
5. Kicks—Paul Revere & the Raiders (Columbia)
6. Secret Agent Man—Johnny Rivers (Imperial)
7. Rainy Day Women #12 & 35—Bob Dylan (Columbia)
8. Bang Bang—Cher (Imperial)
9. Leaning on the Lamp Post—Herman's Hermits ( MGM)
10. Guys—Shadows of Knight (Dunwich)

COUNTRY SINGLES—5 Years Ago
1. I Want To Go With You—Eddy Arnold (RCA)
2. Tippin' Toeing—Herdin Trio (Columbia)
3. Distant Drums—Jim Reeves (RCA)
4. The One on the Right Is on the Left—Johnny Cash (Columbia)
5. I Love You Drop—Bill Anderson (Decca)
6. History Repeats Itself—Buddy Drucker (Bouree)
7. I'm a People—George Jones (Maverick)
8. Someone Before Me—Willis Brothers (Decca)
9. Would You Hold It Against Me—Bettie West (RCA)
10. Take Good Care of Her—Sonny James (Capitol)

Yesteryear's Hits

Jack Reynolds, program director of WIBG in Philadelphia, has been promoted to general manager of WWTC in Indianapolis, don't know who the new WIBG program director will be yet...

General manager Bert Shubrook and program director Bill Hennes are leaving WHNC in New Haven, a Top 40 operation, and both are pretty good radio people, Hennes’ home phone number is 203-777-3611, if anyone would be interested in taking a bright young program director... Bruce Nelson has left WUBE in Cincinnati, a country music station; taking over the programming reins will be Doug Dillon, who'd been an air personality at KCKN in Kansas City, a sister station. KCKN program director Ted Cramer will now be program superviser of both KCKN and WUBE. KCKN, incidentally, is searching for a good country music air personality.

KIEV Hikes Power

GLENDALE, Calif. — KIEV, country music station here, has received permission from the Federal Communications Commission to increase power to 5,000 watts. General manager William J. Beaton said the application has been pending for 22 years. Program director Ed Perry hopes to be broadcasting with 5,000 watts by August.

VOX Jox

By CLAUDE HALL
Radio-TV Editor

but with some good male vocals tossed in from time to time. The big problem: Frank has at the moment no record service. Especially London Records. Frank has done a lot for the music industry not only when he was general manager of WITL in New York, but prior to that when he was one of the major air personalities in rock in Buffalo, N.Y. He deserves good record service.

Soul personality Bill Bailey has been hired to join WBRZ (soon to be WWDD), Hackensack, N.Y. (it's really a New York station). He'd be at WDIA, Memphis... In a major revampment of management control at Metromedia Radio, Willis Duff, general manager of KSAN-FM in San Francisco, has been named head of of West Coast operations and his responsibilities will include programming of Metromedia stations in San Francisco, Los Angeles, and Cleveland. Don Kelly, general manager of WIP-FM in Philadelphia, has been named head of East Coast operations and his responsibility will include the programming of WIP and WMMR-FM in Philadelphia, plus WASH-FM in Washington. This leaves George Duncan, radio chief of Metromedia, frustrated in a great part of his energy on WNEW in New York; Kelly and Duff will report to Duff... Les Anderson, program director of WDIA, 50,000-watt soul-form station in Memphis seeks airchecks and resumes not only for perhaps his station, but another of the Sonderling chain... Johnny Payne has joined WHBQ in Memphis and will do the noon-3 p.m. show; he'd been with WMYO-FM in Miami. Bobby Ward, who'd been doing the WHBQ noon-3 p.m. show, goes to the all-night slot. Since we're mentioning WMYO-FM, we'll mention a quote from George Wilson, program director of WOKY, Milwaukee: "Those other Miami stations sound like — WMYO-FM is going to be No. 1 in 18-24 year olds."

Got a note from Skip Broomard, (414) 332-4235, or 2616 N. Fried... (Continued on page 46)

Recorded During the L.A. Earthquake Now Shaking Up the Whole Country "Hanging in There"
Taking Personal, Traditional Path

• Continued from page 44

After working at several small
stations, the manager started
out doing a little sales, some deejay
work, and sports play-by-play. He
got his first opportunity to go to
a larger station that had been
2

gone on since about 1938.

The frequency splitting was
so perfect that WFAA $3.5 million for the
820 clear channel, 50,000-watt
frequency and gave WFAA the 570

frequency.

Earlier, the station had begun
country music in the all-night
time. This was March 2, 1969, when
the station hired Bill Mack.

The show was virtually sold out in
six to eight weeks and today cli-
ents have to stand in a long line
at the Mack show, which draws mail from 45 states
and overseas. Iowa, Indiana, and
Illino-

is are the areas outside of Texas and Okla-

homa. Then WABP put Gary Cooper on 700
radio and country music and that was
successful.

Today, the lineup reads: Dan Har-

ris, morning drive; Jim Baker, morning news; Don Thomp-
son noon-4 p.m.; program director, Don

Mack, Monday through Friday.

As promotion, the station has the
(Continued on page 62)

Radio-TV Mart

If you’re a deejay searching for a radio station—or a radio calendar shopping for a deejay— Billboard is the best buy. No other trade publication is read by so many in the area of oldies, rock & roll, and AM programming.

And all of the sharp-programming-oriented general managers read the magazine. Every week, all Billboard-classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart can draw five times the traffic of the next leading radio-TV industry publica-
tion. The cost is $155—advise for two times. Box numbers will be used if you wish. Send money and advertising copy to:

Radio-TV Job Mart
Billboard
165 W. 40th St.
New York, N.Y. 10036

POSITIONS WANTED

Peak Radio Productions, Great Brit-

ain, seeks experienced deejay who can

make solid contribution to our pro-

duction format. Must have ability to

present interesting material. Please

submit credentials.

Light-Hearted Productions, 450 No.

East W. St., New York, N.Y. 10035.

Seeking top 40-oriented stations in

the Midwest and the South. Three
to four years college radio, 3 to 4 years

mixing board experience, Spons.

ship/Account Executive.

Radio TV Job Mart, 165 W. 40th St.,
New York, N.Y.

Big-name air personality desires

position in urban area. 35 years

radio experience. Excellent

grasp of station format.

Seeking career opportunities in

75 market. Send resume to:

Radio TV Job Mart, 165 W. 40th St.,
New York, N.Y.

College senior wants summer work

experience in major market.

FM experience preferred. Must

be creative, humorous, tight, great

on the air, energetic. Explore

excellent opportunity.

Submit resume to:

Masse Communications, Inc.

4848 W. 30th St., Chicago, Ill.

I am not discouraged by the TV

opportunities. No experience is

such that if you have talent and are

willing to learn, there is a place for

you. One experience is 4 years

summer experience. Real job is

looking.

Submit resume to:

Masse Communications, Inc.

4848 W. 30th St., Chicago, Ill.

I need 2 or 3 freelance jobs now

for this summer. I am an

experienced deejay with over 15

years of experience in network

radio and TV. I am looking for

good work.

Send resume to:

Masse Communications, Inc.

4848 W. 30th St., Chicago, Ill.

Morning DJ position at WSPD-AM, Toledo, Ohio. Must have the energy and drive to present a current and active morning show. Must be creative, humorous, fast on the draw, good "on air" personality with a strong sense of humor. Submit resume to:

The Bob and Tom Show, 320 N. Main, Columbus, Ohio 43215.

I am looking for a WCBS-AM (New York) position as a morning deejay. I have 2 years of top-shelf morning experience in Boston and Seattle, AM and FM. I am seeking an opportunity to repeat that success. Submit resume to:

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Bill R. Austin, Jr., WOKY-FM, 1021 W. 4th St., Milwaukee, Wis.

DM’s and newsroom people needed for Denver and Kansas City markets. Good people to "fit in" and go. Send resumes to:

Jay Lundy, 317 Claire Dr., Milwauk-

ee, Wisconsin 53203.

Wanted for Southern Utah small

market station. Call David Kurtz-

by at 1-800-541-2525. All inquir-

ies will be kept confidential.

Missouri Valley Broadcasting, Inc.,

P.O. Box 808, Cedar City, Utah 84720.

I am interested in knowing what

is available for a DJ in a market.

Send resume to:

Billie S. Riley, 1025 S. 1st Ave.,
Dubuque, Iowa 52001.

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Submit resume to:

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THE MOST REQUESTED ‘B’ SIDE IN HISTORY!

NEIL DIAMOND / "DONE TOO SOON"

Another member of the MCA Sound Conspiracy
Letters to the Editor

What Will Play?

Dear Sir:

While mousing out some records just now I began to think and wonder just how many of the recors that we put on the air today that ship out would be played. About 12 singles a day seems a reasonable good number but how many will be played and how many will be put aside simply because they didn't make the Top 60 pick of Billboard.

Modern Industry is feared by the blue collar worker because of automation, yet the program directors and music directors of Radio are working their way out of a job because they lack the initiative to pioneer. I use the word initiative instead of talent, because I know the guys have talent, more than ever before in the history of radio, but they have become complacent and cop-out while waiting to see what happens somewhere else. What does a station manager need with a man who waits on the mail and follows suit with everybody else. The day of reckoning is near when the managers are going to wake up and hire one of the many new programming services that are springing up around the country, and starts hiring $75-a-week men.

It's hard to believe that only four or five years ago, music directors were screaming for new records and busting their butts to break them. The honor of breaking a record was one that all of us wanted. Not meaning to sound like an old-timer or a conceded egomaniac, but every station competed against each other in finding new sounds and undiscovered hits but today every spot on the dial rotates the same records over and over again. People like Jack Gale, Woody Windham, who just stepped down from music director at WCOD in Columbus, S.C., and Bill Lowery who was at WNON was in the same city, used to break records coming and going. It was Woody who took a nine-minute cut off of an album by an unknown, cut it down, dubbed it onto a cart and yelled exclusive — breaking the first hit for the late Billy Stewart. The record was "Tico in the Snow," a song that was at least 25 years old.

Today, I know of two guys who could care less about tradition and hold the old spirit high by going after records that they listen to and love. Nate Nodelman in West Palm Beach in Augusta and Bob Canada in Spartanburg at WORD. Although Both stations are smaller than the boom-boom Cannon, I'm sure the spirit is there. I have heard that the music director to be stations in North Carolina that broke records but that records are programmed by one man who won't even see record men, but puts his foot in the door and tells the music director to rap with the record producer. It's hard to speak to steaks and say, "Maybe, 'cause I like your number seven best.

Now I'm sure that across the nation there are more Randel's and Canada, but I contact only the Carolinias although I would like to talk to them when dealing with the others. Maybe I should say "us." Randel's Promotion Mgr. of The New 1120 Randel's United Artists Records Charlotte

What's a share?

Dear Sir,

Read with some mild annoyance in the Vox Jox of April 24 when Bill Wheatley of WAME sent you the shares of the Charlotte, N.C. area. A few questions for you to ponder be publishing or other ball park figures in the future.

What do these shares really represent? Were you advised that these are average shares by a flyer that Pulse publishes with these figures being a very quick compuation (read in some cases don) change when the book is published?

Are you aware that the figures sent to you and published reprente figures which is not a true picture of the Charlotte market?

That area represents 12 more counties and 354,500 more people. WAYS alone has three stations I'm aware of in the Charlotte market with market facilities that can more adequately cover a larger area. Area with 299,100 estimated populaion which is not a true picture of the Charlotte market. Area which is comprised of more than one county. WAYS alone picked up 16,300 people per average quarter hour during a.m. on the July-Aug. '70 RBA book, which is more than WAME can take credit for in that area.

When Wheatley is being presumptuous to state that his station has been successful.

This is a demographic world we live in, one where cumulative audience counts and market analysis make up the character of a radio station. When you see the wheat from the chaff, Mr. Wheatley is not just very wrong, but he's nuts.

Don Gordon

Vice President

WWJO-FM New Pkg

St. Cloud, Minn. — WWJO-FM is now featuring the Internation Play Along, a 15-minute country music programming package. From 3 p.m. until 11 p.m., said program director Mike Dime, the station simulcast an hourly package of music from stations across the nation. Previously, the station simulcast 100 percent

WWJO-FM

LYNCHBURG, Va. — WWJO, a Top 40 station here, has switched to country music and is known as the market's only full-time country music outlet. The station is daytime operated by WJO, and a half hour at night, but program director Dave Davis said that he's planning to go 24 hours shortly . . . hopefully for the first of June. Air personality Bill Mitchell said Bob Duane, who came to the station to "be a real rock'er" and to "be a voice to a 'Love Me Tender' by Elvis Presley; my god, who doesn't play that.

But I feel that people associate today with a "Close to You," people 25-49 years old. Those are our target demographics and that's right where are.

KXZY, plays two to three records in a row and back-announces them. Air personalities who have helped increase ratings by 100 percent in the past year on what Mitchell called "the smoothest foreground music station you ever heard," include Tom Jones, who does a personality morning show; Doug Smith 6:00 a.m.; and Bill June 7-7 a.m. and Mitch and Jones read all of the music. The records are colored coded and put in the library. The air personalities create their own shows within format restrictions, for example, up to 48.7 hours before a record can be replayed on the air. The music is a "total psycho- logical approach. Totally consistent," Mitchell said. And for this reason the station has a policy of turning down rock-sounding commercials on the ground that if they do not play rock records, why should they play commercials that are inconsistent with format.

Mitchell, who'd been program director of WWDF-WFM in Philadelphia at least last year, launched the format, said, "We were "Gentle on Your Mind." a year ago.

WWOD to Country: Sole Full-Timer

ZELL SANDERS, right, president of J& S Records Enterprises Ltd., Montgomery, Ala., watches 15-year-old disc jockey Al Dixon Jr. do his afternoon show, as his father, Al Dixon, president of the National Association of Television and Radio Announcers, looks on.
**Nashville Scene**

- **Continued from page 38**

The Epic artist is one of the best and bus-est in the business. Raven Records in Sacramento has a new artist, Ray Weiman of Aurora, Colo. Others on the label include the Perry Sisters and Art Jones. ..

- **Continued from page 32**

and the rock music of the Near East is played in the underground stations. The campaign will focus on the performer's life as a concept for 10 years.

---

The former Capitol Show will be one of the highlights of the 1972 program. ..

---

**Kentucky Colonel for his role as co-executive of the Loretta Lynn Benefis staged in Louisville last month.**

- **From the Music Capital of the World**

---

The former Capitol Show... another writer...

---

**From page 41**

Hara Arena, Dayton, Ohio, May 14. The Carpenters, with Mark Lindsay, show their wares at Cincinnati Gardens Thursday (May 11) in a promotion by Ahnevelt and KWC Radio.

---

**HONOLULU**

The Three Is in Lake Taupou for a series of their Aquarium Restaurant spot at Den-ny's International in Honolulu.

---

**New LP/Tape Releases**

Weekly product list includes the most recent LP and tape releases. Listings are alphabetized by artist in order to help you. Prices in brackets symbolize: 

**POPULAR**

**ARTIST, TITLE**

**POPULAR**

**ARTIST, TITLE**

**ARTIST, TITLE**

**ARTIST, TITLE**

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**Country**

---

**Special Merit Picks**

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**Bubbling Under The Top LPs**

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**New LP/Tape Releases**

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**Continued from page 42**

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**Country**

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**Bubbling Under The Top LPs**

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**Continued from page 42**

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**Bubbling Under The Top LPs**

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**New LP/Tape Releases**
Beauty...Bonus Play...Income Computer...Security Cash Box...Digital Record-Now-Playing Indicator... Super Serviceability and that great Wurlitzer Sound. They all add up to one surprise after another in the cash box. THE WURLITZER COMPANY • 115 Years Of Musical Experience • North Tonawanda, N.Y. 14120
Radio Programmers Eye Jukebox Play

BY SARA LANE

Walker has, Wheatley is determin-
ing popularity measurements in-
ber both new records and older ones.
Walker, however, goes a step be-
ond. He is supplying Bush with advance
lists of WYL's weekly picks and receiv-
ing feedback on their popularity; he is also
receiving feedback on the jukebox pro-
gramming of older records.
The rapport between radio and
jukebox programmers has many
advantages.
For example, Pat Swartz,
jukebox programmer at Modern
Specialty, said, "Our customers,
both owners and patrons who
WISM (Top 40) and Johnny
Horton (Country) who has
talked both radio men into
identifying album cuts played on
air.
The trend to more album cuts
has caused many jukebox pro-
moters in an amount of grief.
Jukebox patrons and housemen
who are located, hear a
lot on the radio and ba-
gle the jukebox programmer for it—but
jukeboxes do not play 12-in.
albums. Often, there are no single
versions of album cuts.
The rapport between radio and
jukebox programmers has even
ven in the college radio
level too. Carl L. Navarro,
program director, W P A L F M,
Bowling Green University in Ohio,
has been surveying jukeboxes on the
campus there.
However, unlike Wheatley, he
has been unable to get more
demographic information. He pointed
out that he wants to know what
the patrons or the patrons are
playing certain records. He said
"I believe people who work in a
jukebox location can determine cer-
tain "biases" that can influence
what they play.

Country-MOR
Wheatley is currently concerned
about the growing trend of country
(Continued on page 4)

Radio Jukebox Programmers Exchange Ideas

9ADJICE'S TRIBUTE

Wurlitzer service manager C.B.
Ross said this is the best season of jukebox
service seminars with over 500 technicians,
operators and distributors representing
from a record number of large

by ROBERT LATIMER

LAS VEGAS—There’s probably
no greater competition in the
jukebox than tinkling gambling
machines, but the enterprise
jukebox company can compete even
thir. Music Service Co. here has
gone to leasing jukeboxes in loca-
tions where gambling takes too
much away from playing music.
And good programming—within
the limits allowed for it under the
circumstances—has helped, accord-
ing to Ray Cusenier, who doubles
as operation manager.
"The amount of the tremendous
amount of entertainment offered
to everyone at the Las Vegas area
and because we must compete with
the fascination of gambling whatever way we have not to install
the jukeboxes to practically
background music," he said.
"All of our location owners
want a box and up-to-date records,
but they realize that this definitely
isn’t our greatest interest.
Because of the situation, most of
Music Service’s 100-odd locations
in the Las Vegas area are leased—
with Music Service responsible for
changing on average of two rec-
ords per week, all maintenance,
and programming. The small num-
ber who own their own machine
and the usual basis, with commis-
sion spreads, are usually smaller
locations, where the owner has
been commercially wise.
By and large, according to
Music Service Company owner Steve
Smith, sales department manager
of the company, "We are
attempts to provide stimulating,
talent in coin machine world.
Music Service has received a tre-
emendous boost in the decision
of the Jukebox Company and
Casino to begin featuring country
singers, just in time for the Palace.
(Continued on page 4)

New Polks Singles

MIAMI—Jay Jay & Drum Boy
Richard Co. here has released new
polks singles—Little Wally—"Canoe
Song" (5338) and "I Wish I Was
Richer Than Other (360)."
I Stopped for a Beer (Thank You, 360)."
and "I Wish I Was Richer Than
Other (360)."
(Continued on page 4)

Coin Machine World

KANSAS ASSN

The Kansas Amusement
Music Association (KAMA) is
planning a large annual get-
together at Lawrence Aug.
14-15 at John
Enns, Oak Hill, near Lawrence.
Secretary-treasurer Ronald
Cazalaid plans for the affair
be a follow up of reports
the KAMA meeting in Emporia. Some KAMA
members are going to attend
the State Pool Association’s 8-ball
tournament finals in Omaha May
10 at the Hilton Hotel.
Twelve jukebox operating firms are
in-
volved in the competition.
Vernet-
te Cordes of
Bartlett, Ill.;
is the secretary of the pool
association.

WURLITZER SCHOOLS

Wurlitzer service manager C.B.
Ross said this is the best season of jukebox
service seminars with over 500 technicians,
operators and distributors representing
from a record number of large

and small cities across the coun-
try attending. A team composed of
Hank Poole, Leonard Hicks and
Karl F. Lankly of Wurlitzer’s
first program of two-day sem-
inars.

NEW POLLS

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Other (360)."
(Continued on page 4)

Teamwork Speeds One-Stop Service

MAY 8, 1971, BILLBOARD

51
CHICAGO — Record industry people would like to see more college radio playlists, more indication of campus radio’s influence on the business. And college radio personnel are almost primarily concerned with the business. The problem is that WCLD-FM personality, had already been moved to another context into realizing the woman’s role in college radio:

“A fact that I’m the last on the panel to appear and that I’m very much against,” said, after seeing about three raised hands, when the invisible number of girls in college radio. “If you’re a girl you’re going to have to talk to our listeners,” she said.

Many of the radio personalities offered to try advice to college students planning to enter commercial radio.

There were people; WYON station manager Lucky Cordell, listed as a scheduled speaker could not attend.

The subject of drug lyrics led off the conference. Chicago Sun Times publisher of a news letter, tracing the growth of rock radio at one point offering: “Let’s look at this subject of drugs, which makes as much of a menace to the young as the all time.

He then was that man started “drawing lines” deciding there was left for the “reality and unreal reliability.” He finally “deciding that lines are nowhere.”

Attacks Notice
He said, concerning the absurdity of the “right” of the “use” of a drug, that “13 out of the 20 top records have drug songs in them, the same top 100. Indeed, even if we tell the truth to the other side, we’re not getting 90 percent are drug songs, written, recorded or produced by people who are heads.”

The audience laughed heartily when he called satirical attention to certain radio letters which he said might now be “suspect.” WEDM, KEHT, WHIT, WEDF and WEDH were among the latter. There were others; finally he said: “But when the Police, KPLD, Pollar Bluff Mo. Mo. 1971, a fix.

Gayatri Centre began as an occult bookstore near the University of Arizona, Tucson. The record store manager, Jack Bruce, said that the two owners, Paul Barkley and Lita Labande, began their record store operations producing the business flourished and today the store stocks about 10,000 titles at a fraction of the retail price: 30 percent discounts range from $2.99-$3.59, while regular LP’s are sold for $3.37-$4.89. Double records are generally sold for $6.30. Guyatri, including a mailing list, is carried on the man, from AFM. LP’s at the store include:

-4-Street Way, Crosby, Stills, Nash and Young, Atlantic.
-All My Loving, the Royal Guard, Imperial.
-“Pearl,” Janis Joplin, Columbia.
-“South of the Border,” Don McLean, Capitol.
-“Jesus Christ Superstar,” various artists, Decca.
-“Hold On, It’s Comin”, Country Joe, Vanguard.

With Gayatri, states the company “is investing a considerable amount of money and we are looking at him as a long-term project.”

Two notes from women struck responsive chords. One delegate woman who has been doing about the war issue (noting that the conference was being held while troops were marching in Washington). At another woman, who had WCLD-FM female personality, had already been moved to another context into realizing the woman’s role in college radio:

“Concerning the amount of time taken up by non-record programming duties, she said: “It really time like napoline consumes oxygen.

Many speakers accepted questions from the audience encouraged this kind of rapport. At one point, a delegate charged that the “Battle Hymn of Lt. Calley” was being suppressed by stations but McCormick and others disagreed.

Typical of those other offering advice was Bill Johnson, Danville, Ill., who suggested that “work 14 hours a day, and expect to be selling, in production, doing new copywriting and public relations.” He also stressed the importance of not relying upon the FCC. He mentioned involvement in (local) high school news and being involved in the local community.

Chicago Colleges, director, WNPAM, Indianapolis, stressed charging programming “gradually,” saying if we “communicate in a person,” help people, not just the show business. Striking much the same note, Max McCormick, Baton Rouge, La., said, he did not like the “type” commercials. Radio audience demographics imply. “The 16-year-old may be more fit than you.” He urged the college audience to record which stations are good in all that are not monster sellers. “Perhaps the college will encourage you to try to talk six-0-year-olds into believing cut oil or something is great and they’ll see you’re not sincere.

Defends Brackets
However, in one of the best re- ceived sections of the day, WMAQ’s program director Lee Davis defended the use of brackets, saying to segment audiences today because it’s only the way we can remain important and successful. And believe me, you won’t be in business five years more money out of your radio stations.

He announced a fairly good attendance at his “radio-audience-audience” and applauded the fact that there was no more national “feelings.” If all of them were programing the same way we be in line with the “radio-audience-audience,” they’re not because where God created them.

Another well received talk was delivered by Morgan Tell, program director (Continued on page 62)

No. 2 in the U.S. with over 100,000 albums sold and over ten million albums sold in the U.S. and Canada. The group has won seven Grammy Awards and has sold over 100 million records worldwide.

The Head Count
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Another well received talk was delivered by Morgan Tell, program director (Continued on page 62)
everything you need to know about the family *

*and their newest single—

"I'LL MEET YOU HALFWAY"

produced by WES FARRELL
Bell #996

From the Screen Gems Series on ABC-TV
BELL RECORDS, A Division of Columbia Pictures Industries, Inc.
Radio Programmers Eye Jukebox

Jukebox programming

Radio Programmers Eye Jukebox

Radio program directors are eyeing jukeboxes with country music as the next likely major market. They are trying to dictate to their audiences, in a way that country artists may want to find helpful. The thing is, many jukebox programmers are moving from one music genre to another, and they're doing so without much regard for the country music industry. The result has been a decline in the number of country music jukeboxes, which has led to fewer opportunities for country artists.

The situation is similar to what happened with rock music in the 1970s. When rock music first became popular, jukeboxes were a major source of music for people. But as rock music became more popular, jukeboxes were replaced by FM radio stations. This led to a decline in the number of jukeboxes, and a corresponding decline in the number of jukebox programmers.

However, the situation is far from over. Country music is still popular, and jukeboxes are still a major source of music for people. But jukebox programmers are moving on to other music genres, and this is putting pressure on the country music industry. The result has been a decline in the number of country music jukeboxes, which has led to fewer opportunities for country artists.

The situation is far from over, and it's likely to get worse before it gets better. The country music industry needs to find a way to attract jukebox programmers back to country music, or it will continue to decline.

What's Playing?

A weekly program profile of current and old selections from locations around the country.

Albuquerque, N.M.: Easy Listening, 91.7

Current releases:

- "I Love You", Gordon Lightfoot, UA 50765.
- "Love Me Wrong The Night", Summertime, Mega 5057.
- "Goodnight My Sweetheart", Commodore 52079.

Oldies:

- "Honky Tonk", Bill Deggert, "My Very Good Friend".

Current releases:

- "Joy to the World", Three Dog Night, Dunhill 4272.
- "Thank You People", John Lennon, Polydor 6549.

Oldies:


Denver: Campus Location

Lloyd Smalley, programmer; Chattanooga, Coin Machine Co.

Current releases:

- "Want Ads", Honey Cone, Hot Wax 170.
- "She's Not Just Another Woman", 8th Day, Invictus 9087.
- "Hey, Hey, Hey", Acta Franklin, Atlantic 2796.

Haddonfield, N.J.: Teen Location

Harry Winters, operator; Sarabell Hump, programmer; Cannon Coin Machine Co.

Current releases:

- "I Love You", Money Cone, Hot Wax 170.
- "Never Can Say Goodbye", Jackson 5, Motown 537.

Oldies:

- "Sugar Pump", "Me And You", "Put Your Head On My Shoulder".
- "Ol' Ship Of Love", Supremes, Motown 1172.
- "I Can't Help Myself", "Reach Out I'll Be There", "Signed, Sealed, Delivered".

Current releases:

- "I'll Be There", "Reach Out I'll Be There", "Signed, Sealed, Delivered".
- "I'll Be There", "Reach Out I'll Be There", "Signed, Sealed, Delivered".
- "I'll Be There", "Reach Out I'll Be There", "Signed, Sealed, Delivered".

Madison, Wisc.: Campus Location

Lou Glass, operator; Pat Swartz, programmer; Modern Specialty Co.

Current releases:

- "Brewed", "Cold Milk", "Clear Skies".
- "Brewed", "Cold Milk", "Clear Skies".
- "Brewed", "Cold Milk", "Clear Skies".

Sterling, Ill.: Country Location

George Woodrille, programmer; Glen Whitner, Blackhawk Music Co.

Current releases:

- "How Much More Can She Stand", "Convo", "Ain't No Good"
- "I Won't Mention It Again", Ray Price, Columbia 51937.
- "I've Got a Right to Cry", Hank Williams Jr., MGM 42042.
- "Matador Woman", Waylon Jennings, RCA 9647.

(Continued on page 55)

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- "I Love You", Gordon Lightfoot, UA 50765.
- "Love Me Wrong The Night", Summertime, Mega 5057.
- "Goodnight My Sweetheart", Commodore 52079.

Oldies:

- "Honky Tonk", Bill Deggert, "My Very Good Friend".

Current releases:

- "Joy to the World", Three Dog Night, Dunhill 4272.
- "Thank You People", John Lennon, Polydor 6549.

Oldies:


Denver: Campus Location

Lloyd Smalley, programmer; Chattanooga, Coin Machine Co.

Current releases:

- "Want Ads", Honey Cone, Hot Wax 170.
- "She's Not Just Another Woman", 8th Day, Invictus 9087.
- "Hey, Hey, Hey", Acta Franklin, Atlantic 2796.

Haddonfield, N.J.: Teen Location

Harry Winters, operator; Sarabell Hump, programmer; Cannon Coin Machine Co.

Current releases:

- "I Love You", Money Cone, Hot Wax 170.
- "Never Can Say Goodbye", Jackson 5, Motown 537.

Oldies:

- "Sugar Pump", "Me And You", "Put Your Head On My Shoulder".
- "Ol' Ship Of Love", Supremes, Motown 1172.
- "I Can't Help Myself", "Reach Out I'll Be There", "Signed, Sealed, Delivered".

Current releases:

- "I'll Be There", "Reach Out I'll Be There", "Signed, Sealed, Delivered".
- "I'll Be There", "Reach Out I'll Be There", "Signed, Sealed, Delivered".
- "I'll Be There", "Reach Out I'll Be There", "Signed, Sealed, Delivered".

Madison, Wisc.: Campus Location

Lou Glass, operator; Pat Swartz, programmer; Modern Specialty Co.

Current releases:

- "Brewed", "Cold Milk", "Clear Skies".
- "Brewed", "Cold Milk", "Clear Skies".
- "Brewed", "Cold Milk", "Clear Skies".

Sterling, Ill.: Country Location

George Woodrille, programmer; Glen Whitner, Blackhawk Music Co.

Current releases:

- "How Much More Can She Stand", "Convo", "Ain't No Good"
- "I Won't Mention It Again", Ray Price, Columbia 51937.
- "I've Got a Right to Cry", Hank Williams Jr., MGM 42042.
- "Matador Woman", Waylon Jennings, RCA 9647.

(Continued on page 55)
COUNTRY  TERRY NELSON — Portrait. Capitol ST 494 (S)
Miss Dainty's latest LP is simply charming. There is a strong hint of autobiography in the set, which recur three times. Ronnie and Mary's current single, "Moody Mood," is followed by the new LP's chart topper, "I'm Not Gonna Be Wrong," and "How Can You Say That Ain't Love." On this LP's east-west originals, and the group's songs on their versions of "Everyday's a Star" and "Healing Heart."  COUNTRY  TERRY NELSON — Portrait. Capitol ST 494 (S)
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Ranwood's got the fever!

LOVE MEANS #896
(You Never Have To Say You're Sorry)
by SOUNDS OF SUNSHINE

HOT SINGLES:
#893 AND I'LL COME BACK (Y VOLVERÉ) (Previously number one song in Mexico, can be number one in U.S.)
b/w SHE LOVES (HER OLEANDER TREE) • THE TURN OF THE CENTURY

#898 TILL LOVE TOUCHES YOUR LIFE (Academy Award Nominee)
b/w I CAN'T STOP LOVING YOU • THE EXOTIC GUITARS

#901 ANYTIME OF THE YEAR (Hit Version of the Israeli Airline Commercial)
b/w ALTHOUGH YOU MAKE ME CRY • CHARLES RANDOLPH GREAN SOUND

BRAND NEW SINGLES BY RAY ANTHONY
From the film "Willy Wonka and the Chocolate Factory"
written by Leslie Bricusse and Anthony Newley
PURE IMAGINATION b/w OKIE FROM MUSKOGEE

HOT ALBUMS:

ATTENTION ALL RADIO STATIONS: IF YOU DO NOT HAVE ANY OF THE ABOVE SINGLES OR ALBUMS PLEASE CONTACT RANWOOD RECORDS

MORE HOT STUFF COMING FROM
Available through GRT in Cassettes and Cartridge

A SUBSIDIARY OF RANWOOD INTERNATIONAL, INC., 9034 SUNSET BOULEVARD, LOS ANGELES, CALIFORNIA 90069
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Compiled from National Retail Surveys by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
“Redeye Blues” (PE 206)

Two minutes and forty-five seconds of feelin’ good

Recently Redeye had a smash hit with “Games”. Now they’ve got “Redeye Blues” (PE 206) from their new album “Another Man’s Poison” (PE 10006). It’s the second hit of the young year for one of the hottest new groups around. “Redeye Blues” is simply two minutes and forty-five seconds of feelin’ good. And that ain’t bad.

Distributed by Viva through MCA Distributing Corp., N.Y. Pentagram

Produced by Al Schmitt for Schmitt-Douglas Productions

Redeye, another member of the MCA Sound Conspiracy
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<td>THE CRIMSON HELL</td>
<td>RCA 52 4462</td>
</tr>
</tbody>
</table>
PROVEN HIT!

"BE NICE TO ME"

A new single by
TODD RUNDGREN
("RUNT")

on Bearsville Records
Distributed by Ampex Records
Cornell U. Staffer: College Radio: A Myth or Real?

**Continued from page 52**

can force us to upgrade our operations, but this will benefit us, not hurt us.

The unfortunate part about the investigation is that it implies something is wrong. This is not true. As far as we're concerned, here as garbage stations are in need of work, everything is in order. We hope to see a lot of good buildings and good people. They do better. We can do better. The timing of the investigation is particularly unfortunate since we had hoped to organize a national network to cover the march on Washington and the May Day operations. We had prepared an announcement, all of the sponsors of the network withdrew. They did not want to be associated with any thing which was under investiga-

tion. True, there are some good stations and some bad stations. Now everyone will suffer, since the FCC has no way of picking up on that.

College radio should welcome the FCC. Anything and everything about radio is the FCC's business. They are not out to censor us. They wish to make sure that we live up to the standards of our professional colleagues.

**Stress for More Playlists, College Radio Influence**

**Continued from page 52**

director, WGLD-FM. He said his weekly program, "Out of the Blue," which is launched on WGLD-FM, is only a prelude to the promotion of what the station was pro-

ounced "out of the blue." The station is only one of the more dramatic points in the dedication of Lurtz Jurgie.

He said, "We're not dying to get our listenership and thus our sales. The dedication of this station is to do it for the best sound, not necessarily for the best sales.

**Continued from page 46**

week ago in New York sponsored by the National Association of FM Stations, the musical obsolescence of the traditional single was the main topic of the day. There was a change in radio listening habits indicated by the appearance of the new format, "Tune In Davies." The conference of RKO Radio Rep-


Several others were keynote speakers, Bruce Jefrey of 70.6, Arno Hultz of ABC-FM, Bob Fisher and Fred Allen of the N.Y.

Steve Martin looking. He was at KRZ, Phoenix. Call him at (602) 278-4784; ... Steve Pop-

pug, who directed the CRS Records, tells me that the new_CRS has replaced the new Raiders hit. ... George \_tation of WOXY in Cincinnati tells me that his assistant, Jack McCoy, is going to WAPE in Jack-

sonville, Fla., as program director.

Lineup at WLW, Cincinnati. WOYX, Vaughn, includes program direct-

or, program director of WLKR, Lewisburg, Ohio. In regards to the lineup, which is part of the double album 'Rowd Wand,' was a group that was in small 

City, Minnesota. It happens to be a band that is called the Minneapolis. And in that city is Cold Shot Productions, headed by Bob 

Zeller, Cold Shot Productions spe-

specializes in documentaries of varying 

forms. 'Rowd Wand' was a good exam-

ple of a fine album.

The copy which you got is a re-

sult of my suggestion to Bob that he might get hold of 'Rowd Wand' about six or eight months ago. They have been playing it here since. Bob record promotion men-

aged by reading a distribution setup to handle the album.

The Orben Comedy Letter has just cut a comedy letter that will be used by Sony, Sony, Hitachi, National, Toshiba and Skandia. Sony is equal to 15 percent of the share of the domestic market.

Based at Watford, Hertfordshire, Sony is making a strong move, which is of great importance to Japanese manu-

facturers—the other two are Sony and Hitachi—with its own television equipment.

Most of the Japanese manu-

facturers are now closely associated with cassette and it is clear that the association of Sony with the manufacturers in the U.K. Another five cassette units will be introduced later this year by the other companies.

John Wren, Sony's sales director in the U.K., is particularly interested in what is going on in the market.

On the surface, the term "cassette" is going to knock 8-track over, particularly as the price of cassette equipment parts and accessories are equal to the introduction of more and more play-

back equipment on the market.

According to the executive, "the car market is the biggest growth area of all. Apart from the car, there are a lot of demand for cassette units combined with radios. Undoubtedly-

ally approach. Rest of KERN at 7 a.m. KZLA at 10 a.m. 3 p.m.; Joe Fiala afternoon, and Johnny Michaels all night. Sher-

man does the 11 to 2 p.m. time slot.

Wayne Campbell, program di-

rector of WKBW in Buffalo, N.Y., 1970, says, "It's been a very busy year. I drove to San Francisco because the station here was being run by someone who'd never been on the hill in his life. But I'll just be rambling across the country listening to radio. All kinds of radio. Skip Broeher and Russ Myers have nothing on me. eh! Anything, the most probable route will be past Philadelphia and Washington, D.C. and probably past Lexington, Ky., then down to San Antonio, Texas and then to San Francisco. I want to take my two boys—Tugboat, 8, and Dugout, 5—through the Rockies. Then we'll go through Paducah, Ky., for a bit. Then maybe to Little Rock, on some hippie basis. After that we'll probably stay a couple of days at the Grand Canyon. Then go to Las Vegas for a week, before heading back east to New York. It's a long haul, 3,000 miles and I want to hear it.

John N. Masta, chairman of the Far West Satellite Association, said in an interview recently that AWE will use the funds to re-

fund all the association's obligations and provide additional working capital.

In other financial transactions, John M. Nastos, former vice presi-

dent of the association, has disposed of 18,400 shares, reducing holdings to 38,800. John Myers, vice president of Superscope Inc., dis-

posed of 40,000 shares, reducing holdings to 21,000.

Spanish lyrics have been written to "Cracklin' Rosie" (Linda Rosie) by Sonny Bono. And translations have been prepared for Diamond to record in Spanish.

Traditional Plan

**Continued from page 45**

...and rodeo. All the activities, such as bull riding, the singing you see in rodeos, are performed by the cast of characters who do not speak. The riding is done in small groups, leaving the animals in the ring. In the evening, the animals are released to the stands for the performance. The riders then ride around the ring, performing tricks and riding the bulls.

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International News Reports

IFPI Calls for Signing of Global Pact to Stop Pirates

• Continued from page 1

of pirate records infringing the copyright laws.

The document covers the pirating of records and not the manufactured or booking records. The rating of the report, therefore, has been preserved. It is applicable to all countries and sold at a lower price—is far more significant.

It is estimated that in Persia 200,000 records are sold and sold without the permission of any music companies and writers concerned.

Already the U.K., U.S., Ger- man, and French LP companies have been contacted by the IFPI and are said to be considering the move. It is hoped that the move will support the IFPI's hopes for the future success of the "New Wave" of bands in Europe.

The report is due to be released in mid-October and will cover the situation in all the major music markets.

Toshiba Starts Country Drive

TOKYO—Toshiba started a monthly "American Music Series" program to give the Japanese public a chance to hear music on several labels. First release was a 3,500 yen LP by the Byrds. The April to be followed by Merle Haggard's "Truckin' Bob Wall" LP's by Bob Dylan and other country artists. The LPs are sold at a price of 1,000 yen, and more than 5,000 copies were sold the first month.

Toshiba will also introduce the country music to a limited number of people. The Japanese are said to be interested in country music, and Toshiba is said to be considering a country music program for the future.

Japan's "hardcore" country music fans were estimated at around 100,000.

Finland Cieffers Hit 'Foreigners'

HELSINKI—The Finnish Musi- cians' Union, at its annual general meeting, once again hit the increased importation of foreign music, claiming that the situation was being extremely dangerous for the continued survival of the Finnish music profession in Finland.

In its final statement, the Union attacked the "creation" for local music, which they said was "non-existent." They claimed that the situation would soon be "reversed" and that the "national" music would be "played".

The conference elected Raimo Vinkros as the new chairman of the Finnish Musicians' Union.

4,000 Attend the Final Latin Beat Music Contest

MONTEVIDEO—More than 4,000 people attended the finals of the Second National Beat Music Contest held in Montevideo, Uruguay. Winners of the Latin beat section were Sing Spell of the band "Latin Brothers" and Julian (Monetvideo) tying for first place in the soloist section.

In the competition part, Los Rurumico (Paysandu) and Mazza (Salto) shared first place in the group section. Carlos Canani (Rio Negro) was awarded the solo prize. Pasado Presents (Canelones) was the top group, and Leo Antunes (Montevideo) took the top soloist in the beat section of the competition, which was organized by the newspaper Accion and XTV.

Sing Spell and Leo Antunes were awarded a special prize as "Ab- solute beatiest" of the Montevideo LP. Monetvideo has already got a single recording contract, pre- pared by Uruguayan group, Los Trasaudos.

The competition was promoted as a "public contest for local musicians" by the government department. The jury was composed of a public council,Flow, the program director, CX10 and Mr. Miguel Angel de la Vega, a singer-composer-dino, disc jockey Esteban Leivas, Hamlet Faux (U.S., Canada, and New York, LP, board correspondent Carlos At- hiart).

Only 20 percent of the entries qualified for the final round. According to the contestants, the competition was a way to promote the local music scene and give the musicians a chance to be recognized.

The competition was well-attended, with a large crowd gathered at the venue. The musicians were excited to participate in such an event, and the competition was said to be a success.

Polio Songs

Bobby Griffths

TORONTO—Polio has signed Winnipeg's Bobby Griffin, who was previously with the band "Polio". The deal was to be for 24 records and $28,883 in trades and a $5,000 retainer for the first three years.

The deal was worked out between Griffin's manager, Jules Ratekoff, and Allan Katz and Frank Goodwin of Polio.

The first single, "709," is being released.

Easter losing money heavily. Lack of advertising is a major cause of organiza- tion, false advertising and police harassment have been blamed for this.

The weather problem was almost completely solved by December. An im- portant factor was the change in temperature. The sudden rain means a tropical deluge that ruins the records. This is no certain dry period on the Australian continent and so rain is always possible.

Many potential festival goers realize this and are not prepared to lose time on something that could well turn out to be a waste.

Concert tours are becoming a common occurrence in Australia for the Australian concert tour in the next few months.

Battle Drop Appeal Try

LONDON—Last month's High Court order putting Paul McCart- ney's "Battle Drop" LP on the market for the third time was contested by the other three Beatles. McCartney said he will appeal the court's decision. The appeal will go to the House of Lords, Chapter III, for a big all States tour to be held in the next few months.

The Kinks, rumored to be coming for the Odyssey Festival in January, have been asked by Sir Johnnie Walker of the PA for an Australian concert tour in the next few months.

'It's Love Story' Boom in Italy

LONDON—Warner's "It's Love Story" soundtrack, produced by Chas Newby, is a big hit in Rome right now.

Already there are 29 versions of the soundtrack's songs on the Italian market. Among them are Marvin Gaye's "Ain't No More" (CBS), Sergio Marchisio's "Whisper" (UniDisc), and "Billie Jean" (CBS).

"It's Love Story" is a major hit in Italy, and the soundtrack is expected to do well in other countries as well.

'Love Story' soundtrack was released on November 19, and the album has already become a best-seller in Italy.
From the Music Capitals of the World

COLUMBUS

Colgem artists Solomon King and Vera Lynn will do a special concert in Holland to mark the occasion of the official opening of a concert hall in Swe- rick, the Netherlands, in which Dutch organist Brian Wilkes leaves for Italy to perform at the Vatican organist for the new Vatican organ. The concert will be given in the new concert hall in Milan, Italy.

BRUSSELS

Power has received a letter from the Bureau of Travel and Tourism in Brussels stating that they will be featured in the latest album of the Filharmonica "Zurich.

OSAKA

Ko. has signed a contract with RCA Japan to release an LP of his latest album, "The Way It Is." Andy Williams' "The Way It Is" album has been released in Japan by Columbia Records.

BARCELONA

First record from the new record label, "The Way It Is," has been released in Barcelona. The label was formed by Malcolm Leitch Music to handle the music from the television show. The label is known for its high-quality production and has received critical acclaim.

LONDON

New clients to be acquired by Lauren, the music company that represents Motown singer Stevie Wonder, are Flirtations, Dionne Warwick, and D'Angelo. Flirtations' hit song "Say You, Say Me" has been recorded by D'Angelo. Dionne Warwick will record "I'll Never Love This Way Again." D'Angelo will release a new album later this year.

MADRID

Rafa, who was previously produced by Juan Pardo for Movie Star Records, has signed a new contract with BERNIE SIEG Las Vegas. The new contract will allow Rafa to work on his own material and continue to tour with the band.

MANILA

Colgem artists Najum Khan is scheduled to perform in Manila this week. The artist, who is known for his hit song "Pig-ig, Ka," will be performing at the Manila Arena. The concert will be directed by a former bandmate of Najum Khan, a former member of the band. The concert will be attended by a large crowd.

New LP released

A new LP released today is "The Way It Is," which features the songs of Andy Williams, Solomon King, and Vera Lynn. The album has been received with critical acclaim and is expected to be a top-seller.

OLYMPUS

The Olympus corporation has announced the release of a new mirrorless camera. The camera is designed for professional photographers and features advanced technology such as a larger sensor and faster autofocus.

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Anybody interested in a Dutch Concert?

THE MOODY BLUES • JOSEPHINE BAKER
BOBBIE GENTRY • MARLENE DIETRICH
IKIE & TINA TURNER • JIMMY SMITH • TOPS
QUINCY JONES • THE FOUR TOPS
NANCY WILSON • THE ANITA KERR SINGERS
MIRIAM MAKEBA • TONY BENNETT
JOSÉ FELICIANO • SERGIO MENDES
AL HIRT • AZNAVOUR • DIONNE WARWICK
THE EVERLY BROTHERS

(they were!)

'Grand Gala du Disque Populaire', the Dutch Concert, if not the European Concert. The annual groovy showbiz event of the Netherlands.

Presenting disc talent from all over the world at Europe's biggest traditional one night stand. Broadcast live by radio and television, from Amsterdam.

Small Country - Big Market

Holland may be geographically small, but the Dutch have the highest recordplayer ratings in the world outside the U.S.A. Holland is the most dynamic market for records in Europe.

And what's more: it's often trendsetting for Europe in popular music.

Dutch radio networks are long ranging. So are the offshore pirate ships and the Holland-oriented commercial station in Luxembourg (broadcasting to England, France and Germany). Any manager should welcome the opportunity for his artists to take part in the Grand Gala du Disque Populaire. On February 25, 1972 there will be another 'Dutch Concert' with earning-power. Get your information now!

Write to Mr. P. Beishuizen, Managing Director Stichting Collectieve Grammofoonplaten Campagne (C.C.G.C.), 23 Oost-einde, Amsterdam-C., the Netherlands.

Cables: Colgram, Amsterdam.

Stichting Collectieve Grammofoonplaten Campagne (C.C.G.C.)
### Music Chart

**Top 20 of the HOT Country Chart**

**WILLIAM HARRISON,** the country singer, has noted that he has written several songs in this genre, noting that the success of his latest single, "Time"-Loving Woman," has led to a series of follow-up releases that have been well-received by fans and critics alike. The song, which is the first single from his upcoming album, has already reached the top of the charts and is expected to continue its success. Harrison has also noted that the album, which is due for release in the coming weeks, will feature a mix of traditional and contemporary country styles, with a strong focus on storytelling and emotional depth.

---

**Top 20 of the HOT Country Singles Chart**

**MARTY ROBBINS,** THE CHAIR (4:11) (Writer: Robbins) (Morgan; BMI), Robbins follows his top ten winter "Pete" with a dramatic and moving rhythm ballad delivered in excellent performing. His "Seventeen Years" (2:30) (Morgan; Columbia) 4:457.

**TOMPALL & THE GLASS BROTHERS—Faded Love (4:00) (Writer: Tompall & Lenox Madea) (BMI) & Range, BMI)—is moving to sale to Bill. With the Glass brothers update their classic and a beauty it is a must for country programming. "It should make a difference on the chart. Flip: "Pretty Eyes" (5:35) (BMI). A&M: 1453.

**DON GIBSON—Lonesome Whistle (3:17) (Writer: Gibbons) (David-Wells; BMI) Gibbons updates the Jimmy Driscoll-McCarty classic for his followup to "Gone Away the Blues" and this one will take him right back to the top again. Flip: "Window Shopping" (2:14) (Acuff-Rose, BMI). MCA: 1399.

**NORMA JENA—That Song Wratin' Man (Has Wrote My Mind) (2:08) (Writer: Jena) (Hunters) (BMI) & Range, BMI) is a solid song with soul. With the Glass brothers update their classic and a beauty it is a must for country programming. "It should make a difference on the chart. Flip: "Gone Away the Blues" (3:30) (BMI). A&M: 1399.

**GEORGE MORGAN—Give Us One More Chance (2:55) (Writer: Drakes) (Writers) (BMI) & Range, BMI) is a strong ballad. With the Glass brothers update their classic and a beauty it is a must for country programming. "It should make a difference on the chart. Flip: "Gone Away the Blues" (3:30) (BMI). A&M: 1399.

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### Special Merit Spotlights

**GENE & HANK—Tea and Two (Take This Woman Off the Corner) (2:00) (Writers) (Sanger) and Hank Beyer team up once again with a powerful track that should prove to be a hot item. "Tea and Two" is a strong ballad that should prove to be a hit. A&M: 1360.

**JOE COOKER—High Time We Went (4:27) (Writer: Lakes) (ASCAP) & Range, BMI). Joe Cooker, the popular artist who has scored several hits in recent years, delivers another powerful performance. This song, which is the first single from his upcoming album, has already reached the top of the charts and is expected to continue its success. Cooker has also noted that the album, which is due for release in the coming weeks, will feature a mix of traditional and contemporary country styles, with a strong focus on storytelling and emotional depth.

---

**Top 20 of the HOT Selling Soul Singles Chart**

**IKE & TINA TURNER—Ooh Poo Pah Doo (2:31) (Writer: Hill) (BMI) & Range, BMI) is a strong and powerful track that should prove to be a hit. A&M: 1360.

**JOHNNIE TAYLOR—I Don't Wanna Lose You (3:35) (Writer: Davis) (BMI) & Range, BMI) is a strong and powerful track that should prove to be a hit. A&M: 1360.
Armageddon (a'rm-a-ge'd'n), n. [<Heb. har, mountain.  
Armageddon, the plain of Megiddo, proverbial scene of decisive  
battle. The place of the last great battle "on the great day of God"  
in which the forces of good win decisive victory over the forces of evil  
(Deut 11:40; Ezek 38:16; Rev. 16:16).

Armaggedon  
has an exciting new hit single  
“I’ve Got The Love”  
from the album “The Armaggeddon Experience” MMS 300  

The group ‘Armageddon’ is the result of a successful  
national tour of major college campuses, including  
the universities of Michigan State, Purdue, Ohio State,  
Georgia Tech, Indiana, Miami, Texas, Georgia  
Kentucky, Arkansas...  

Produced by Jim Williams and Mike Ornitar.

These are some of the stations playing “I’ve Got The Love”:

WPOV KFAX KELI WRY KOMA KSKY WMT
KMFC KVI WUNR KEIG KEIL WCAP WERX
WAEX KXRX WWIC WAMS KDAY KNUZ WJIO
WWTC KVOO WZAP WGKA WVMAM WIL WQNN
WPTX WVOX WGAN WSRF WIBX WBIG WJDL
WAEB KCTC WFRG KVAM KIY WIFI WERB

Dealer and distributor orders handled immediately.  
Creative Source, 9000 Sunset, Hollywood, California 90069
MEXICO CITY—Pakistan, Ireland, Italy, Argentina, Czechoslovakia, Jamaica, Chile and Mexico all reached the finals of the first International Festival of Popular Songs, held here. The finals were held April 28.

The festival started April 16, is sponsored by the National Tourism Council of Mexico and organized by Augusto Murguia, who also runs the annual Popular Song Festival in Rio de Janeiro each year.

During the first three days of the festival, the song representing Mexico was chosen—"Te Rezo Mi Amor" (My Dreams)—performed by Hugo Pain and written by Paco Chacona. Second place went to Roberto Cano's "Pobre Cristo" (Poor Christ) and third prize was awarded to Sergio Orgaz for "Dame Diez Mi Amor" (Where Is My Love). Fourth place went to Luis Penacho for "Cancion De Festival" (Festival Song) and fifth to Armando Vega for "Rueda" (Wheel).

The winning Mexican entrant competes with songs from 26 countries. The Mexican winner has chosen from over 400 songs submitted for the event which was narrowed down to 28 songs to be presented to the jury. National jury president was Jose Sabre Marroquin and the jury included Enrique Marquez, Jose Luis Jimenez, Carlos Bello, Jose Luis Caballero, Jorge Acosta, Marco Antonio Alfaro, Rosa Maria Gonzalez, Juan Ayto and Gabriel Hernandez.

Festival guests included Paul Mauriat, Spunky Wilson, Ellis Rigno and HorstLinkowsky.

In the international events the president of the jury was Quintana Jones and other members included Paul Kuhn (Germany), Lalo Schiffman (Argentina), Alfred Gilberto (Brazil), Ray Conniff (U.S.), Malcolm Roberts (U.K.), Jose Enrique Sarabia (Venezuela), Jose Sobre Marquez (Mexico), Miguel Angel (Spain), Paul Mauriat (France), Sofia Unica (Italy), Carita (Sweden), Jean-Pierre Rampal (France), and Silvio and Soprit (Chile). The festival was held at the Telefunken Networkers' Union Theater and was televised throughout.

One Step Beyond—soulful journey with Johnnie Taylor

VANCOUVER—CKLG has sponsored three Vancouver Symphony Orchestra concerts as part of "The Aquarius Series." The series, which opened with an evening of dance, rock, electronics and jazz, is directed by maestro Robert Craft.

The GRT group Lighthouse were featured in one of the five concerts, along with Bob Buckley, leader-arranger of Spring, which is scoring with "A Country Boy Named Wally."

Rauls Features Local Talent

TORONTO—The Lou Rauls Special, which was aired April 15 on the CTV network, and is being syndicated in the U.S., featured a number of Canadian performers. Canada's National Ballet concerted two of its young performers—Linda and Tom, and vocal group, Dr. Music. The group is currently working with Terry Brown on its first album.

Cash, Miller Gold Awards

SYDNEY—Both Roger Miller and Johnny Cash received gold records on April 14 for their high sales in Australia. The success of both stagers in the U.S. paralleled the Australian versions, demonstrating the growing market in Australia for country music albums, although Cash received a double gold record for his "Golden Hits" album from Phonogram Records, while Cash received five gold records for his sales of all his CBS albums.

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Twelve Tunes Make Israel Contest Finals

JERUSALEM—Twelve songs were included in the final of the 1971 annual Israeli Song Contest, held here April 29, the 23rd anniversary of the country's independence.

Twelve Israeli artists and groups will perform the songs selected by a special committee from more than 700 songs entered originally for the contest. Last year, there were 400 entries.

For the first time, audiences in the National Buildings and at five venues throughout the country will choose the best three songs—and not one as in previous years.

Rock Merger With Symphony

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### Australia

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### From the Music Capitals of the World

- Continued from page 68

In Edinburg, Warsaw and Katowice, the concert tour that was planned for Poland in 1964 was in April 30. The arrival of an American airliner to inaugurate the US-Poland route was unprecedented in the Warsaw system which will greatly help to improve Polish-American cultural relations. The route is operated by Pan American Worldwide Airways. The organizers of the annual Easter International Song Festival at the Polish Baltic resort of Sopot—to be held this year by Swietokrzyski—received entries from 29 countries. Polish artists appeared in West Berlin in a program collected from Poland on April 17. Poland's Niapolsingers jazz group has appeared in jazz clubs in Warsaw. The first Polish pop group has been awarded a Gold Disk for its LP, "Landscapes," the award was given in concert in the Warsaw National theatre. The "Landscapes" LP is a hit, it has sold 50,000 sales so far. The Polish artist of the year, the latest poll was won by Maryla Rodziewicz of Poland and Stefan Wick of Sweden. Wick is the Polish Mazowsze song/Dance company group, Polish baritone. Wick is presented with in concert in Warsaw in the local premiere at the 7th Annual Festival of Kraków. "St. Luke's Passion" Also a very popular number in recitals in Vienna, as well as making a tour of France.

### Roman Waschko

Cantagiro to Be Revamped

MLAN—In conjunction with its 10th anniversary, the Cantagiro Festival Yugoslav pop music summer carnaval, to be held from June 20—July 10, will change its name to Cantagiro di Campano and it will be completely revamped.

The Cantagiro organizer, Enzo Rodinacci, said that a new category will be added to the contest, that already in existence—one devoted to the big-name performers who have appeared in the new talents. The new category will be dedicated to internationally successful artists who will be representative of significant trends taking place in their respective countries.

Furthermore, there is to be no classification—also with the foreign groups and large Shade—artists will have 10 minutes in which to present their song. In previous years, artists sang one song each.

The "B" group is unchanged and is devoted to Italian talent.

Raduleschi also said that the third Continental carnaval, Cantagiro, will take place from Oct. 1-16.
NEW YORK — Columbia Records has a major "May Is For Bohemians" promotion under way with tie-in offers for all new albums. Support includes in-store posters, streamers and divider cards, national consumer advertising, a new 10-track sampler, extensive local ad promoting, reissue kits with catalog numbers for expanded local loco advertising; special Jack Ordonez and a sym- dicated special symp oner radio stn already booked for 100 FM classical stations with music from the featured per- forms.

Among the specials is a three-LP package of the "St. John Passion" with soprano Judith Ras- kin, contralto Maureen Forrester, tenors Richard Lewis and George Shirley, bass-baritone Norman Fong, baritone Thomas Paul, Singing City Chorale under Elaine Brown, and the Philadelphia Orches- tra, Eugene Ormandy conduct- ing.

Igor Kipnis is the soloist in the four-record complete concertos for harpsichord and orchestra with Neville Marriner and the London Sinfonietta. Colin Tilney plays con- tinuo harpsichord. The set con- tains all eight concertos.

Other Bach albums feature pianist Glenn Gould, organist E. Power Biggs and harpsichordist Anthony Newman. Also being released this month is a program of "live" Rachmaninoff recordings by pianist Vladimir Horowitz.

"Semiramide,' 'Rheingold,' 'Werther' at Chicago Lyric

CHICAGO—Rosini's "Semira- mide, Mussner's 'Werther,' and Wagner's 'Das Rheingold' are be- ing added to the Lyric Opera of Chicago repertoire for the season, which opens Sept. 24. The Wagn- erian opera begins the Lyric's Second Season.

Among the principal artists in "Semiramide" are: Princess of Persia, Natalia Markovic; Tyrone, Leliana Holler; Arbaces, Francesco Lonati; Sinisath, Manuela Minervino; Idamante, Geraldine Hunt; and Abd Al-Kader, Richard Lewis. Daniel Barenboim conducts the Chicago Symphony Orchestra.

"Rheingold" involves Hunding, Karl-Heinz Steffens; Hagen, Murray Perahia; Fafner, Erich Ebeling; Alberich, Janis Ramirez; and the Berlin Philharmonic under Leonard Bernstein.

"Werther" stars the title role for tenor Richard Lewis, Ada Maria, operated by the Chicago Opera Chorus. Carol Mass, director.

Moving Bach Performance

NEW YORK—Bach's monu- ment "St. Matthew Passion," according to St. Matthew, was given a moving, but romantic read- ing under Eugene Ormandy at the Philharmonic Hall. "We have a short concert April 20 at Philharmonic Hall. Valuable contributions were re- made by the soloists, including soprano Evelyn Lear, most of whose recordings were with the Chicago Symphony Cam- pophon, and contralto Janet Baker, who made her Philharmonic debut in a similar concert last season. creamy sounds of the four-voice baritone John Shirley-Quirk, who has recorded for London, Philips, 'St. Matthew Passion,' and the Phil- harmonic now for RCA Red Seal.

The other fine solosists were tenor Richard Lewis, whose many re- cording credits include Angel, RCA, Columbia, Nonesuch, Argon, Vanguard and opus of the soprano Eunice Leary, baritone John Shirley-Quirk, who has recorded for London, Philips, 'St. Matthew Passion,' and the Phil- harmonic now for RCA Red Seal.
Over 550 outstanding music executives are going to Switzerland June 6th.

Here's your ticket.

Last chance to take off!

Time is running out. To participate in IMIC-3, the famed International Music Industry Conference, the prime opportunity for world-wide leaders in all fields of communications to meet, discuss, learn, prepare, gain insights and exchange views on developments in every segment of the music-record-tape business.

IMIC-3 takes care of our music business for the year . . . with pleasure. From June 6-12, successful music executives will be involved in sessions on records, publishing, law, personal management, performing arts, mechanical licensing, performing rights, radio, TV, audio video technology, education. Surrounded by the invigorating and magnificent scenery of Montreux, Switzerland. Business with pleasure.

This is your last opportunity to take off . . . and get down to business with pleasure. To join over 550 successful executives going to Switzerland in June. Use the ticket, today!
Please Go Home • Mother’s Little Helper • Take It Or Leave It • Ride On, Baby • Sittin’ On A Fringe • IT’S ALL OVER NOW/GOOD TIMES, BAD TIMES • Sympathy For The Devil • No Expectations • Dear Doctor • Parachute Woman • Jig-Saw Puzzle • Street Fighting Man • Pretty Little One • Silver Cat Blues • Factory Girl • Salt Of The Earth • TIME IS ON MY SIDE/CONGRATULATIONS • Let’s Spend The Night Together • Yesterday’s Papers • Ruby Tuesday • Connection • She Smiled Sweetly • Cool, Calm & Collected • IN ANOTHER LAND/THE LANTERN • All Sold Out • My Obsession With The West • Sleeping Here? • Complicated • Miss Amanda Jones • Something Happened To Me Yesterday • HEART OF STONE/WHAT A SHAME • She Said Yeah • Talkin’ About You • You Better Move On • Look What You’ve Done • The Singer Not The Song • Route 66 • Get Off Of My Cloud • I’m Free • As Tears Go By • Gotta Get Away • Blue Turns To Grey • I’m Moving On • THE LAST TIME/PLAY WITH FIRE • Honky Tonk Women • Ruby Tuesday • Jumpin’ Jack Flash • Paint It Black • Street Fighting Man • Have You Seen Your Mother, Baby, Standing In The Shadow? • Let’s Spend The Night Together • 2000 Light Years From Home • Mother’s Little Helper • She’s A Rainbow • Dandelion • (I Can’t Get No) SATISFACTION/THE UNDER ASSISTANT WEST COAST PROMOTION MAN • Everybody Needs Somebody To Love • Down Home Girl • You Can’t Catch Me • Heart Of Stone • What A Shame • Mona (I Need You Baby) • JUMPIN’ JACK FLASH/CHILD OF THE MOON • Down The Road Apiece • Off The Hook • Pain In My Heart • Oh Baby (We Got A Good Thing Goin’) • Little Red Rooster • Surprise, Surprise • GET OFF OF MY CLOUD I’M FREE • Not Fade Away • Route 66 • I Just Want To Make Love To You • Honest I Do • Now I’ve Got A Witness • Little By Little • I’m A King Bee • Carol • Tell Me • Can I Get A Witness • You Can Make It If You Try • Walking The Dog • AS TEARS GO BY/GOTTA GET AWAY • Let It Bleed • Love In Vain • Midnight Rambler • Gimme Shelter • You Got The Silver • You Can’t Always Get What You Want • Live With Me • Monkey Man • Country Honk • 19TH NERVOUS BREAKDOWN/SAD DAY • Mercy Mercy • Hit & Run • The Last Time • That’s How Strong My Love Is • Good Times • I’m All Right • STREET FIGHTING MAN/NO EXPECTATIONS

Get Off Of My Cloud • As Tears Go By • Heart Of Stone • Play With Fire • Time Is On My Side • It’s All Over Now • Not Fade Away • The Last Time • Good Times, Bad Times • WE LOVE YOU/DANDELION

Rolling Stones Beggar’s Banquet

Think • Flight 505 • High And Dry • It’s Not Easy • I Am Waiting • Going Home • HAVE YOU SEEN YOUR MOTHER, BABY, STANDING IN THE SHADOW?/WHO’S DRIVING MY PLANE • Under My Thumb • Get Off Of My Cloud • Lady Jane • Not Fade Away • I’ve Been Loving You Too Long • Fortune Teller • HONKY TONK WOMEN • YOU CAN’T ALWAYS GET WHAT YOU WANT • The Last Time • 19th Nervous Breakdown • Time Is On My Side • I’m Alright • Have You Seen Your Mother, Baby, Standing In The Shadow? • (I Can’t Get No) Satisfaction • LET’S SPEND THE NIGHT TOGETHER/RUBY TUESDAY • 19th Nervous Breakdown • Satisfaction • Tell Me

Also available on AMPLEX STEREO TAPES

All 209 (the 15 LP’s and the 20 singles) are on LONDON RECORDS®
**Golden Awards**

Terry Nelson's "The Battle Hymn of Lt. Calley" on the Plantation label was awarded a gold record by the RIAA for a sale of at least one million records.

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**Top 40 Show Adds WPIX**

LOS ANGELES— "American Top 40," the three-hour, weekly rock radio show that is syndicated internationally, is adding New York's WPIX to its list of stations on Sunday, Oct. 1.

The three-hour, weekly show, which is the creation of朴Stuken, features the top 40 hits and is hosted by Alan Hunter. The show will be heard on WPIX and the station's sister stations across the U.S., including eight of the top ten markets.

The show is syndicated by the American Media Project, which is the business arm of the American Media, Inc., a diversified media company that includes the B/W magazine, Billboard, the American Media, Inc., and the American Media, Inc., New York, N.Y.

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**Alternative Media Project Revived**

NEW YORK— The Alternative Media Project has been re-formed after a three-year break in its funding. The project provides financial support to independent record companies and labels that are working on the development of new forms of music and media.

The project was established in 1983 by the prestigious media lawyer Al Hirschfeld, who has since passed away. The project has been supported by a number of prominent musicians and executives in the music industry, including Paul Simon, Bruce Springsteen, and Paul McCartney.

The project's mission is to support independent record companies and labels that are working on the development of new forms of music and media. The project provides financial support to these companies to help them to produce and promote new music and media products.

**Mink Launches Production Co.**

LOS ANGELES— An independent record production company, Mink Records, has been formed by Al Mink, former West Coast division head of the Reprise label.

Prior to that he was national sales manager for Mercury Records.

Mink Records will be based in Hollywood, and can be reached at 6430 Sunset Blvd., Suite 112, Los Angeles, California.

Mink Records is a subsidiary of Mink, a company that is involved in music publishing and production. Mink Records was formed in 1971 as a result of the merger of Mink, a company that was involved in music publishing and production, and a company that was involved in music publishing and production.

**Hampton's Wife Dies**

NEW YORK— Gladys Hampton, wife of the late Lionel Hampton, died April 29 in the offices of Lionel Hampton Enterprises.

She was 59 years old. She had been the personal manager and a partner in Glad-Hamp Records, Hampton's music company, and had served the company in various capacities.

Eddie Thomas, who has been president of the company since its inception, has opened a promotion company, Eddie Thomas Promotions, and has been putting out the company's records and has been actively involved in the company's business.

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**Label Is Formed By Bentons, Hall**

HOUSTON— Bagatelle Records has been formed by Byrons and Charles Bently, and Morris Sonny Hall. The company will engage in the manufacture and distribution of records on a national basis.

The first artist signed by the company is Floyd Tilman, a writer-singer who produced his first single, "I'm Too Young To Be In Love Again." The company has also signed Texas State Representative Johnny Nelms to an exclusive recording contract. Nelms' first single, "Lieutenant Calley," b/w "Everything You Touch," is expected to be released in the fall.
Patchwork
An Original Album
Written, Produced and Performed By
Bobbie Gentry
(also an original)