NEW YORK—Only two weeks after the FIND (Full Inventory National Dealer) service was announced, the 1,000 dealers sought to launch the special order service have applied for membership. This was revealed last week by Bill Wardlow, president of FIND, a division of Billboard Publications, Inc.

Wardlow said applications are being processed and that qualifying dealers will receive their FIND catalog by Sept. 1 when the service will start. Applications, he said, have been received from all the 50 states. The target of 1,000 members was reached well ahead of schedule, according to Wardlow, indicating that the need for an all-label national special order service is in great demand by the industry.

FIND will stock every LP and tape in its Terre Haute, Ind. warehouse as long as that product remains active in the manufacturers’ catalog. Each FIND member dealer will be supplied with a special catalog listing all available and current (Continued on page 62).

MCA Shifts to Barclay as its French Distrib

LOS ANGELES—MCA Records is turning over the distribution of its records in France to Barclay Records. MCA had been previously distributed in France by La Compagnie. The MCA label includes product of the (Continued on page 14).

Fewer Labels Make Showing on Charts

NEW YORK—Record companies, particularly new ones, are finding it more difficult to break into the best-selling charts, according to the latest Chart Success Analysis Report prepared by Billboard Publications Corporate Research Department.

In the 22 weeks through May 31, 128 different labels showed activity on the Hot 100 and Top LP’s charts as compared with 139 labels during the same period in 1970. While this is a net decrease of almost 9 percent over the previous year for the year to date, the month of May was even more off pace. In May, 1970, there were 106 different labels reflected on the two charts. The total diminishes to 91 for May of this year, a 14.2 percent decrease in label representation.

While fewer labels are showing chart activity, the number of records on both charts is almost even with last year. Through May, 807 titles hit the 1971 charts as compared with a total of 812 through May, 1970.

The main cause for the drop-off in label activity is the Hot 100 singles chart. In May, 1970, some 83 labels were represented on the singles chart as opposed (Continued on page 14).

IMIC-4 Set for Mexico After Mfr., & State Invitations

MONTEUX — The fourth annual International Music Industry Conference will be held April 30-May 6, 1972, in Acapulco, Mexico, it was announced here at the conclusion of IMIC-3.

The decision to stage IMIC-4 in Mexico came after a personal invitation to the Conference was presented here by Guillermo Infante, president of AMPROFON (Asociacion Mexicana de Productores de Fonogramas), Mexico’s record manufacturers’ association. Infante was accompanied by Ale (Continued on page 8)

Classical Up: Dealer Poll

NEW YORK—Classical sales have increased in the past six months over a similar period in 1970, according to a survey of dealers, distributors and one-stop in three key areas. The increases range between 3 and 20 percent. Reasons cited most frequently for the higher sales were more artist exposure, special promotions, carrying of in-depth stock, and a bright budget line pictures.

Manny Imberman, a record buyer for Liberty stores, said that sales were up in all the stores some 10 to 15 percent over last year. He attributed the rise in part to the year-long (Continued on page 45).

Major Studio Opens in N.Y. With Black Woman as Owner

BY RADCLIFFE JOE

NEW YORK—Astral Sound Studios, Inc., believed to be the first major recording studio in the nation to be owned and operated by a black woman, will open Wednesday (23) in Harlem. The studio is headed by black entrepreneur Bunny Jones.

The $350,000 facility, located on 8,000 square feet of space on the fifth floor of the landmark Pathe Films building on 106th Street, boasts the latest in 4, 8, and 16-track equipment from Ampex and Stereodyne, as well as some of the (Continued on page 52)

Old Friends, New Sales, From

(Advertisement)
RCA's Summer Tape Program for dealers and distributors.

Our Camden and Variety 8 series pretty much takes care of itself. 40 different brand-new product packages, plus entire catalogs in both lines. Artists like Jefferson Airplane, The Guess Who, Perry Como, Charley Pride, Henry Mancini, José Feliciano, Jerry Reed, and many more top artists in the rock, MOR, and country music fields.

The Summer Tape Program means special distributor prices, too, low enough to be competitive with just about everybody. Also, merchandising extras, such as a do-it-yourself ad kit, promotional pre-paks, sales promotion aids like streamers, and shelf-talkers, incentive pricing for distributors.

All this plus a truly great roster of top-flight artists and the music they make. Variety 8 and Camden, RCA's Summer Tape Program.
Nixon Includes Disks, Tapes To End Freeze to Red China

WASHINGTON — Records, tapes and blanking, recording and playing equipment and musical instruments that might be exported to the People's Republic of China without special licensing have been placed on the non-embargo list, the President's recently issued list of American goods that can be freely sold to China without new export license fees for specific transactions. This means that the People's Republic of China, hereafter referred to as China, has been allowed to purchase goods listed on an official document released by the Department of Commerce. These items include electronic recorders and players for telecommunications, television and sound reproduction equipment, musical instruments and accessories, recording equipment and other goods that might be useful in promoting relationships between the two nations.

The Department's "Commerce Business Standards" list, as passed by the House, states that "American businesses are prohibited from selling electronic recorders and players for telecommunications, television and sound reproduction equipment, musical instruments and accessories, recording equipment and other goods that might be useful in promoting relationships between the two nations unless special licensing is granted by the Department of Commerce."

The list of items that may be sold under this agreement is subject to further review by the Department of Commerce and the Department of State. The list is intended to encourage trade and investment between the United States and China, and to promote mutual understanding and cooperation. The list includes a wide range of goods, including electronic devices, musical instruments, and other items that may be useful in promoting trade and investment between the two nations.

Catfish content: Nixon Includes Disks, Tapes To End Freeze to Red China [End of content]
LOS ANGELES—The West Coast offices of Elektra Records in getting into the 'heavy' or metal music from Nashville and Muscle Shoals, Alta. Runners Miller, head of the company's Nashville office, is spending much of his time in the city trying to revitalize the city's recording and signing activities.

Miller has recently cut Lennie Mack in Muscle Shoals, and albums by newly-signed artists Don Nix and Joanie Green are due in a few weeks. Miller is planning to record Caroll Hall in Nashville soon.

Miller said the reason for the emphasis on Nashville is "that the studio musicians there are incredible. Everything goes quick in the studio. The artists can come in with a song, run it through about three times with the house musicians, they make some suggestions, and then they all cut it. They produce, we produce, compared to other recording sessions we've had.

He described the studio musicians in Nashville and Muscle Shoals as typifying the "melody of melody," a style which is also prevalent in the "soft sound" currently showing its way into rock.

Miller said another reason for the change in emphasis is that going to a truck they have to "be sensitive, that is, they are sensitive. "The Muscle Shoals studio all has bands that have played together for years and know each other. The studio musicians are more than just players, they are part of the recording team.

NARAS Planning Jam Happening

NEW YORK—NARAS will couple its annual Jam happening (22) with its first jam session featuring Bonham, a major event headlined by Dick Hyman and an opening invitation to the members of the New York chapter and friends to sit in or sit around. Site for the happening is La Martinique, 17 West 57th St. Guest for the event is former Manhattan bassist Richard Davis and drummer Bill Ludwig, who Hyman is on the rhythm section. "Nowadays," said Hyman, "there just don't seem to be many studios for musicians to sit around and play for. I'm always amazed at the top jazz and rock musicians will come together and hang out together socially and musically.

Admission is free to NARAS members; non-members are asked to make a $2 donation in exchange for joining the Academy.

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Paulsen Files Suit vs. Merc.

Los Angeles—Some $150,000 in damages is being sought by composer and record producer Brian Hyland in a civil suit filed in Federal Court in Los Angeles. Hyland claims that Mergentime Records, Inc., and Mercantile Publications in Nashville, Tenn., made use of music he created and did not pay him for its use.

Mergentime Records, Inc., a subsidiary of Mercantile Publications, is located in Nashville, Tenn., and Mergentime is a subsidiary of Universal Music Publishing Group in Nashville, Tenn.

Hyland, 32, a former member of the band "The Cookies," played tenor saxophone in the band's hit song, "Say, Yeah!"

He claims that the band's hit song, "Say, Yeah!," was written by Hyland and that he was not paid for the use of the song. Hyland claims that Mergentime Records, Inc., and Mercantile Publications in Nashville, Tenn., used his music without his consent.

In the suit, Hyland seeks $150,000 in damages from Mergentime Records, Inc., and Mercantile Publications in Nashville, Tenn.

Hyland's attorney is in Los Angeles, and the case is set for trial in October.
NEW MUSIC FROM
THE GROUP WHO SOUNDS
MORE LIKE BLOOD, SWEAT & TEARS
THAN ANYONE ELSE.

BLOOD, SWEAT & TEARS
INCLUDING: Go Down Gamblin'/John The Baptist (Holy John)/Lisa, Listen To Me/Cowboys And Indians/Mama Gets High

"B, S & T; 4."
ON COLUMBIA RECORDS AND TAPES
OMPC Launches Rating System On Lyric Content

RICHMOND, Calif. — OMPC Records has instituted a rating system to inform the public of recordings released under its label against the content of their lyrics. The system has been designed to indicate theliness of various musical products and to provide a grading system for those audiences without the ability to judge such content.

The main classification of OMPC Records is based upon the content of the music. The following is a list of classifications:

1. "Safe": Suitable for all audiences.
2. "Teen": Suitable for teenagers and adults.
3. "Adult": Suitable for adults only.
4. "No": Suitable for no one.

A firm’s spokesperson stated that this rating system was an effort to help parents and educators identify appropriate music. It is also an attempt to help consumers make informed decisions about the material which might not be suitable for all ages.

Stanley Mills in Pact With Sweden

NEW YORK—Stanley Mills, of September Music, has made a sale to Sweden for a new record, "The Phone Song," for the use of OMPC Records. The song will be released in Sweden in conjunction with the release of a new album, "The Phone Song," which will feature Mills singing both the lead and the harmonies.

Blossoms Suit vs Invictus

LOS ANGELES—The Blossoms filed suit against Invictus Records for alleged copyright and contract violations. The suit was filed by the group’s manager, John R. DAYS, on behalf of the Blossoms and the group’s former manager, John R. DAYS.

The suit charges that the defendants, "wrongfully and unlawfully entered in a combination, scheme and conspiracy to defraud plaintiffs and the public" by recording and distributing the Blossoms’ songs without their consent.

Anti-War Ad Campaign

NEW YORK — Musical radio station operated by Hermann Edel will be used to launch an anti-war campaign against the agency per- sonnel in New York. The campaign will be funded by the record company, and the station will be used to broadcast anti-war records.

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Of the 32 known satellites in the solar system, Jupiter's Ganymede is the largest. It is actually bigger than Mercury, the smallest planet. Earth's moon ranks fifth in size among satellites.

**SATellite-planet size ratio**

Our moon's diameter measures about a fourth that of earth, its volume a fiftieth, and its mass about a hundredth. The moon is so much larger than any other satellite in relation to its parent planet that earth and moon are sometimes called "the double planet."

**THE MOON’S DISK**

The moon's diameter is 2,160 miles. Its actual spherical surface area is 64,800,000,000 square miles. Seen from earth, the moon appears as a flat disk measuring about 1/2 degree in the sky—the width of a pencil held at arm's length. Superimposed on the United States, the moon would cover an area from Las Vegas to Philadelphia.

**ELEVATIONS**

On the main map, numbers beneath crater names indicate the vertical distance in feet from crater floor to rim. Numbers beneath mountain names show vertical distance from surrounding terrain to peak.

**PROFILE OF A CRATER**

Below, the cross section of Copernicus, a moon crater of average size, is compared with the cross section of Arizona's Grand Canyon. In this diagram vertical dimensions have been exaggerated four-fold. A crag of 5,000 feet would fit easily within the crater.
LOS ANGELES — The Robert Stigwood Group has lost an attempt to halt two performances of music from "Jesus Christ, Superstar" in Milwaukee.

Stigwood had sought a temporary restraining order against performances by Superstar Productions, Ltd., a Missouri company, in Milwaukee June 7 and 8. The U.S. District Court, Milwaukee, ruled in favor of the defendants June 7. The following day Stigwood sought an appeal ruling from the Circuit Court, Chicago, to prevent the June 8 performance, but the district court decision was upheld.

In making his ruling, the circuit court judge said he would not

**IMIC-4 Set for Mexico**

- **Continued from page 1**

Jandro Siegrist, also a member of the AMPROG, was chosen by the commissioner of the Mexico government's tourism, to tour in the United States.

In addition to the invitation from Mexico's record industry, an invitation also was made to have IMIC-4 Mexico as an event of mutual benefit to the music industry of his world, and he accepted with a cordial welcome to Conference participants from throughout the world.

The Conference will be held in Acapulco at the new Princess Hotel.

DeMann Firm to Service California

LOS ANGELES — Consumer Awareness, a company formed by Fredly DeMann, former 20th Century-Fox record executive, has become an-arm of the Stigwood Group, to service and merchandise every key retailer in the state. DeMann said this will help the company bridge the communication gap between the art form and the consumer purchase. Consumer Awareness In addition to its West Coast office at 1100 Robertson Blvd. in Beverly Hills.

issue a restraining order because he thought the prosecution (Stigwood) was not making the argument in the Supreme Court that the Milwaukee performance was a copyright infringement.

According to defense counsel Robert F. Fitzpatrick, the performance in Milwaukee featured other music besides that from "Superstar"; the show would be in a non-dramatic context and that Leeds Music, Ltd. (ASCAP), publisher of the "Superstar" material, has the right to license the non-dramatic performance of each musical work.

Fitzpatrick also argued that Superstar Prod. is authorized by ASCAP to perform their catalog. He said he phoned the West Coast office of ASCAP in May to see if there were any restrictions on any of the opera's compositions and was informed there were none.

Following the court proceedings, Fitzpatrick indicated that the circuit court decision would help clear the way for non-dramatic performance of the rock opera. He said the court circuit court decision would mean that the decision by the U.S. District Court, New York, that there was no restriction on Stigwood against the American Hock Co., which was also trying to present performances of "Jesus Christ, Superstar."

The plaintiff's attorney, Robert C. Osterberg of the law firm Abeles & Lustig, said the defendants had infringed on the copyrights of Leeds Music, Ltd. and Stigwood, who holds all professional stage rights for "Superstar."

The Stigwood group is planning to stage "Jesus Christ, Superstar" on Broadway later this year, and has been trying to stop all stage performances of the music from the opera.

**Atlantic Pops Pulls 4,000—Stovall, Stevens, Royal Star**

Handling his set with the poise and polish of a seasoned veteran, Royal entertained with his Columbia Records hits in addition to "Ring A Ring Of Roses," "Water," and "He Ain't Heavy"

Carrying the reputation of a "bubbling gum" act, Tommy Rowe proved that his talents extend far beyond the confines of his hits and include a polished and versatile rendering. Incredible Rowe, his set was highlighted by his reading of "Jean" and "The Greatest Love."

Group excitement was provided by Dennis Yost and the Classics IV and the Toms. Each turned in well-received sets featuring his popularity by the American groups. Proceeds will be used by the symphony in its programs to take music to the many smaller music schools. The Atlanta Chapter of the National Academy of Recording Arts and Sciences will appropriate their share of the revenue to its various educational projects.

NARAS in Atlanta is building a pop music library in conjunction with the Atlanta Public Library system, placing over 30 albums per month in the library. Other NARAS educational projects benefiting from the Atlanta Tops of the Pops concert include a Commercial Music Symposium for July 12-16 at Georgia State University, and a number of music scholarships that are granted annually to worthy students.

**Tomko Mother Dies**

NEW YORK — The mother of Al Tomko, who heads the world's largest Billboard's Corporate Research Operation, died of cancer June 16 in Rockville Center, L.I.

moving? Please let us know 5 weeks in advance before changing your address.

To expedite service, please magazine address mailing label here and print your new address below.
Mary Travers' "Follow Me" (W 7481), from her Warner Bros. solo album debut, is currently the number one selling single in Minneapolis/St. Paul. In two days last week, there were reorders of 20,000 from the Midwest alone.

Gordon Lightfoot's "Talking in Your Sleep" (R 1020) is about to repeat the smash success of "If You Could Read My Mind." Out three weeks, the new Reprise single is already climbing the charts at WCFL, WAYS, WPOP, WDRC, KLIF, KJR, WKBW, WRIT, KNWS, KRLA, KHJ (LP cut), CKLW (LP cut).

Mary Travers and Gordon Lightfoot are on their way (again) at Warner/Reprise, who are pretty proud of their album sales, too. The albums being Mary and Summer Side of Life. Keep them near your turntable.

Mary

Summer Side of Life

Gordon Lightfoot

Summer Side of Life
Big 3 Makes Big School Imprint

NEW YORK—The print division of the Big 3 Music Corp. (Robbins-Fein-Miller) is landing at hot sales pace in the school market. According to Allen Stanton, executive vice president and general manager of the Big 3, the boom in the firm's educational music traffic is principally the result of the Big 3's push to make contemporary music an important part of every school program.

Stanton reported that the Big 3 sold in excess of two million assorted choral publications to schools during 1970 and more than 200,000 marching band editions which also resulted in substantial performance for their various publishers as a good many of the marching bands were performed on football fields for television programming. The success of the Big 3's school music marketing drive appears to parallel its educational department's policy of employing major arrangers, an emphasis on graphics in publication covers and in extensive promotion to schools. Some 30,000 schools are contacted twice yearly by a staff of especially trained educational personnel backed by a major advertising campaign in educational magazines and timet with attendance at conventions and trade shows where educators meet to review new music for their programs.

Breakthrough

Some 10 years ago, Bill Herman Steiger, director of the organization's print operation, launched an all-out campaign to bring more relevant pop material into the school sphere. The big breakthrough in school sales occurred about three years ago with the introduction of "Hair." When that happened, the Big 3, which leases "Hair" print rights through an exclusive agreement with the London Board, was ready with everything from choral arrangements of rock orchestras arrangements of some songs from "Hair.

Recently, Stanton directed Steiger to further expand the drive to bring more music into schools. In the past few months the Big 3 has distributed more than 130,000 songbooks, handbooks, concert and orchestra editions, string bands and handbell orchestrations for featuring such contemporary copyrighted music as "Three Times Three," "Oye Como Va," "I Walk the Line," "Boulevard of Broken Dreams in the Water," "Song of Joy," "Everybody's Talking," "Sunny" and "The Plan of Your Mind."

Big 3's educational music drive has been complemented by the writer and producer of representing "outside" copyrights for print in all mass school music use. Through such print agreements, the Big 3 now distributes materials from catalogs of the A hiret Group, Shelly Shapiro Music, Fairposition Ventures, Gene Autry's publishing companies, BBC Radio, Goldophone publications as well as the United Artists Music Group, among others.

Sales Push on Rare Earth LP

DETROIT—Motown Records' subsidiary, Perception Ventures, has launched a sales campaign to promote the album and single from the namesake rock group Rare Earth. "Rare Earth Day," single was just released to claim for Wednesday (30) to initiate the promotion of the "One World LP. Buttons clothing line was distributed proclaiming Rare Earth Day. A special poster of the new album's cover is being shipped to over the promo of the album across the country. There will also be magazine placement, as well as radio advertising.

Rare Earth will also release the group's single, "You and I Have to Celebrate," concurrently with the LP.

Handelman Plans Quarterly Payout

NEW YORK—Handelman Co. of Detroit has declared the regular quarterly dividend of 17 cents per share of common stock payable July 7 to stockholders of record at the close of business on Monday, July 1. Dividend checks for shareholders will be sent Sept. 1, with a record date of July 17.

Bell Track Out on 'On Any Sunday'

NEW YORK — Bell Records will release the soundtrack from the movie "On Any Sunday." The music was written by Burt Bacharach. The title for the tune were written by Sally Stevens. The soundtrack is due by the end of the month.

'Transplant' Pub To Southern Music

NEW YORK—Southern Music has acquired the world publishing rights to the score of the motion picture International Pictures' "Incredible Two Headed Transplant." A film currently in release in key areas around the U.S. and "Incredible," composed by John Barber and Barnabus Hill, has been performed in the film by Bobbi Boyle.

Optico Earnings Rose Slightly

NEW YORK—Optico, Inc., had reported earnings of $158,912 or 29 cents per share in its quarter ended April 30, 1971. This compares to their earnings of $123,184 or 21 cents per share the year before. Optico said this was due to an increase in sales and lower cost of sales. Optico distributes films on revenues of $1,267,370 for the same period in 1970.

Earnings per share for the first half of 1970 have been restated to reflect a reduction in the number of outstanding shares.

Optico makes and distributes television, sound and video tape products, produces special television programming for business and educational users.
produced by Jimmy Miller
distributed by

THE ROLLING STONES

Wild Horses

Rolling Stones Records
19101
everyone's looking for the best, effective convincing profitable instant impressive constant super major way to reach their music markets daily.

here, everyone.

BILLBOARD'S 1971-72 BUYER'S GUIDE.

Look no further. On August 28th, the Buyer's Guide comes into full view. As the yellow pages of the international music-record-tape industry, it's the super-marketing place where music executives all over the world find the answers to their business needs—instantly, constantly, accurately.

Last year, over 300 music advertisers enjoyed the benefits of reaching their buying influentials daily, in music markets around the world. From record companies, tape equipment manufacturers, recording studios to talent and agencies, everyone who shops for the best way to sound off, finds it at the source: Billboard's Buyer's Guide. You can't afford not to get into it.

ADVERTISING CLOSING: JULY 23
ISSUE DATE: AUGUST 28, 1971
Columbia Records is proud to introduce a great musical group. Again. THE RAIDERS.

Throughout the years, The Raiders' career has been sensational. With hits like:
Kicks \hspace{0.5cm} Just Like Me \hspace{0.5cm} Hungry
Ups and Downs \hspace{0.5cm} Good Thing \hspace{0.5cm} Him or Me
Steppin' Out \hspace{0.5cm} Don't Take It So Hard
Too Much Talk \hspace{0.5cm} Let Me

The Raiders not only gained incredible heights as a group, but also the individual talents of Mark Lindsay and Freddy Weller have emerged with great success.

Mark has produced several of The Raiders' million sellers and has now recorded his own big hits:
Arizona
Silver Bird
And the Grass Won't Pay No Mind
Miss America.

And Freddy is now a major country and pop artist with his own array of hits:
Games People Play
These Are Not My People
Promised Land
Indian Lake.

So as you can see, both collectively and individually, The Raiders have had an enormous amount of hits. And now, 'The Raiders' most enormous hit of all: "Indian Reservation." On Columbia Records and Tapes

The Raiders on Columbia: A unique industry success story.
Chess Family to Hold Its Sales Convention in N.Y. on June 29

NEW YORK — A distributor sales convention for the Chess, Janus and Westbound labels will be held at the Americana Hotel Tuesday (29). Distributors from 22 cities will attend the convention, which is being held to offer the distributors evidence of the commitment by the labels to meaningful sales and promotion, according to Marvin Schlacter, president of Chess/Janus Records.

A total of 15 albums will be presented. This represents the first major LP release since Schlacter became head of the Chess/Janus complex. Plans are to place emphasis on these releases through extensive trade, radio and consumer advertising. In addition, special campaigns will be launched for several of the artists.

Chess will release 10 LP's, including six double record sets. Chess artists featured include the Dalies, Muddy Waters, Howlin' Wolf, the Rotary Connection, Shirley Scott, Lou Donaldson, Moms Mabley, Pigmeat Markham, Etta James, and the Violinaires.

Janus releases include albums by Diane Davidon, Ernie K-Doe, and Jump. The Westbound label is represented by Funkadelic and Jonathan Davidon. Special emphasis will be placed on marketing Wolf, Funkadelic and new artist Diane Davidon.

Fewer Labels Make Showing on Charts

The Guess Who, RCA Records Canadian rock group, has been awarded a gold record for its album, "The Best of the Guess Who." It's the group's seventh gold award.

(Continued from page 1)

...to only 69 labels this May, a decrease of almost 17 percent. Because of the May performance, the compilation for the first five months of the year suffers, with 1971 being off by 9.6 percent compared with 1970.

Less Singles

There were less singles hitting the chart during the same period as well. January to May, 1970, saw 368 singles registering on the Hot 100. This figure is 352 for 1971. Thus, singles are lasting a lot longer on the charts than their counterparts of last year. An example of this is Murray Head's "Superstar," which has been on the charts for three weeks, through June 19.

Album chart activity has been slightly hotter than last year, with over 455 titles rating the Top LP's chart since January, as compared with 444 (for the same period last year. The number of labels showing the chart is also up for the period, but for the month of May, the imperative is muted, with fewer labels participating in the LP chart this year as compared with last year.

Last year the top 10 labels accounted for 51.5 percent of all the chart action on both the singles and album charts. This year the figure is 51.6 percent.

MCA Shifting To Barclay

(Continued from page 1)

American Decca and Kapp, Uni Records, which is also in the MCA complex, will continue to be distributed by Philips Records in France under a previous agreement. Eddie Barclay, president of Barclay Records, was in Los Angeles last week to negotiate the deal.

Mike Mailland, president of MCA Records, left for Europe late last week to discuss several other business deals.

Golf Tourney by Milwaukee Trade

MILWAUKEE, Wis.—The Milwaukee Music Industry Association will hold its ninth annual golf outing on Aug. 10 at the River Oaks Country Club, Mequon, Wis. Acting as co-chairmen are Stu Glassman, Downtown Radio Doctors, and Pete Stocke, Taylor Electric Co.

Consultant Pact Is Signed by Paradiso

NEW YORK.—Paradiso, Inc., of Norwalk, Conn., has signed a consulting agreement with Monmouth-Evergreen Records. Under the agreement, Paradiso will offer the Monmouth-Evergreen catalog for licensing and for export in all international markets, except for Great Britain, where the catalog is already licensed to EMI Records.

"Send them to New York? That'll shoot the whole travel budget!"

(Hotel McAlpin)

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McAlpin

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(Not with our $16 single, $21 double rate. It won't.)
The song is "When My Little Girl Is Smiling." It's a Goffin and King tune (which couldn't be more timely). And was originally a hit by the Drifters.

But now, the way Steve Alaimo sings it, and the way Chips Moman produced it, it's going right back to the top.

After all, everyone's picked it. And you can chalk that up to Steve Alaimo's good taste.

"When My Little Girl Is Smiling."
Steve Alaimo's first single on Entrance Records
Distributed by Columbia Records
LOS ANGELES — Three tape companies—GRT, Superscope and Stereo Tape Club of America—were involved in separate business transactions last week.

Stereo Tape Club, a distributor of tape cartridges and players, and Cerro Corp., a metals producer, closed a tender offer.

Cerro, in the midst of a diversification program, has offered to purchase 60 percent beneficial interest in Stereo Tape Club of America following the tender offer for common stock and options. It also obtained control of 80 percent of the voting shares of Stereo Tape Club, based in Garden, Calif., and can increase its interest in the future.

Cerro said it paid about $3.2 million for 280,650 common shares of the total 464,250 outstanding and for options to purchase 118,500 shares. Stereo Tape Club issued to Cerro preferred stock, a $3 million convertible promissory note for a total of $3.5 million.

GRT stated in a shareholders letter it has won U.S. Treasury Dept. approval of a change in the company's fiscal year to March 31 from June 30.

This year's annual report will cover the nine months between July 1, 1970 and March 31, 1971. The new fiscal year date will enable us to make future annual reports with timing that more accurately reflects our true business cycle," said Alan Bayley, president of GRT.

The prerecorded tape and phonograph business begins in a pattern that peaks during the winter months, slows in the spring, reaches a turn and collection phase being finished by the fall. Superscope's founders and owners, the Tushinsky family, which owns more than 46 percent of the company, is selling 500,000 shares of common stock to reduce holdings to about 31 percent.

The 300,000 shares sold by the Tushinsky Brothers is in addition to the proceeds from the 200,000 shares to be sold by Superscope, with the proceeds from the 200,000 going for expansion of the company's outstanding short-term bank debt of $7.85 million. According to a

(Continued on page 20)

A Chicago Importer Builds Catalog & Premium Biz

CHICAGO — When Electro Brand, Inc., co-founder Dave Ettelson speaks of unbridled growth for the consumer electronics industry, he refers to his own company, which is now expanding into stereo electronics.

Although not at all given to bravado, Ettelson's description of the company has put together at Electro Brand shows what can happen when the right experience is key-placed up to a strategy of a company.

Ettelson was in retail prior to 20 years ago before going into advertising and promotion where he also produced industrial films and slides. Thus, one important aspect of the firm's business is working closely with catalog merchandisers. The firm also sells oil companies and leading national merchandisers.

Ettelson's son, Richard L., who was with his father in the early advertising business, then left to work with King Kundry and for a time headquartered in London. Richard, who joined Electro Brand over three years ago as executive vice-president, general sales manager and president of Harrison Wholesale Co., earned his degree in Electro Brand's mail order and promotion manager. Add in Dry's experience in finance and international promotions and a picture emerges.

Initially, what happened was that Ettelson became involved with using electronics in his advertising and promotion business. As he simply dumped it and plunged it into electronics completely.

Orient Sources

The firm is supplied by a number of Asian factories and of late, Ettelson said he is optimistic about trade opening with Red China. He said he is not fearful about Asian firms marketing under their own brands in the U.S. and, hence competing with importers like Electro Brand.

As all is going down during an interview, Ettelson had been at 2340 W. Nelson here, it's indeed hard to know how Ettelson and his son and the others can possibly keep up with the pace they have set. In the store, now into publishing catalogs, rushed in for a sample model. A telephone directory and the system of communications to Ettelson. During a catalog and his son's, the catalog merchandiser was desperate for a glossy of an 8-track model and Ettelson was promising same day service and appropriation of the Ettelson, who, both travel to the Orient four a year, were both out. Apologies for all the interruptions, Ettelson said that the catalog business runs along smoothly for a period and then becomes a panic. He believes that is one of the few electronic importers publishing catalog houses with full color pages.

A tour through the building, formerly a data center, shows the same feverish activity seen in the executive offices, 22,000 square feet of space is

(Continued on page 19)

Equipment Makers Rushing New Units

LOS ANGELES — Equipment manufacturers are rushing to meet the gun on the official opening of the Consumer Electronics Show in the middle of June 27, by introducing a wide range of products.

Ampex led this week's products parade by entering the 8-track market for the first time with stereo tape recorders and players and a four-channel stereo microphone with four additional speakers. It lists for under $230.

In the cassette recorder field, six new companies have introduced model 147, an automatic reverse 12-cassette recorder with two directions play and record, FM and AM. Other features include separate record and playback level controls, two automatic electronic microphones and two air suspension speakers. It lists at under $500.

Model Micro 140 is an auto cassette unit with built-in stereo microphone and mounting assembly at under $140. Two monaural cassette recorders have been added to the line, including model Mic 3A, a portable player/recorder and AM/FM, at under $100, and model Mic 6, a four-channel player/recorder, at under $60.

Two stereo component decks have been added to the line, including model Micro 1, a four-track, four-piece, including model Micro 335, an automatic reversing 12-cassette recorder for under $350, and model Micro 155, an automatic reverse stereo cassette recorder/deck featuring a a six-channel head, four-track sound mixing, dual capstons and chromium dioxide tape switch, for under $300.

New equipment from other manufacturers include:

BELL & HOWELL — A four-channel 8-track deck model 3410 features slide control program selectors, jacks, channel indicators and comes with a record changer and two speakers. It lists at $99.95. The deck may be purchased as a package for $269.95.

Model 3410 is an AM-FM receiver with cassette and features automatic reverse and a digital counter for $259.95. The Boom Box cassette deck with 394BB at $109.95 and $89.95 are home/portable units. Model 394RR features AM-FM radio.

Other units include model 397, a portable cassette at $79.95; model 3420, an 8-track player and stereo receiver at $349; a Record cassette kit at $59.95; and two portable recorders for $39.95 and $79.95 for model 3200 and $99.95 for model 3201—featuring AM-FM radio.

GE Home Entertainment Division — A direct sales and four-channel 8-track system (5-piece), model M8660, features FM stereo, AM, eight-speed carousel, eight-track program sequencing and can be used in existing four-track stereo systems and two-channel stereo at $199.95. Model M8000 is a component system featuring a stereo cassette changer at $449.95. The charger will also include AM-FM tuner/ampifier and top-mounted push-button controls.

Model M8500 is a furniture-styled radio cassette recorder at $99.97. It features AM-FM radio and storage space for four cassettes.

Among the other component introductions, five of the eight systems include built-in tape capability—four of those 8-track.

Highlighting the tape line is model M8440 at $239.95, for 8-track player/recorder with AM-FM stereo tuner. Other new units include two 8-track component systems.

(Continued on page 21)
5 new ways to keep your summer sales up
Maxell offers the most valuable franchise in the magnetic tape industry

Quality Builds Customers
Maxell blank cassette tapes are the highest in quality. A product of today’s most advanced technology. Assuring superior performance. And consistent sound delivery. Valuable in winning and keeping customers.

Unconditionally Guaranteed
Maxell blank cassette tapes are 100% guaranteed. Building confidence in customers. And valued business for you.

The Right Sales Philosophy
Maxell backs up its dealers with national sales promotions and advertising campaigns. Informing the public of our extensive product line. And of new product development. A valuable asset in your own sales efforts.

How’s This For Openers
Order 240 assorted Maxell LOW-NOISE and ULTRA-DYNAMIC range tape cassettes. 120 for counter display; 120 for back-up stock. A small investment, we think you’ll agree, for $470. plus in profit. And we’ll also send along our free sales-building, space-saving display rack.

Become a Maxell dealer with this entire package and watch your sales and profits move. And by acting before August 15, 1971, we’ll give you your choice of a man’s or lady’s Seiko watch. A precision timepiece from the largest-selling jeweled lever watch company in the world. Our way of saying “welcome” to the Maxell family. For more details, please write or give us a call. You’ll be glad you did.

Chicago Importer Builds Catalog & Premium Biz

Tape Cartridge

* Continued from page 16

The Japan Car Stereo Council has announced a slight drop in car stereo exports from Japan to the U.S. as well as a slackening off in the Japanese market last year. Domestic sales in 1970 were about 1.8 million units, which is below the figure anticipated by most manufacturers. Shipments to the U.S. were just over 2.4 million units, a decrease of 7 percent from the figure expected by producers, who estimated that 5.3 to 5.6 million units would be sold in America and Japan. A drop in Japanese automobile sales and the general business recession in the U.S. are blamed for the slump. Industry spokesmen predict that some of the weaker of the more than 60 auto stereo manufacturers in Japan may be forced out of business unless the world market picks up.

Arne Bendiksen of Norway has developed a battery-operated tape rack which holds 72 8-track cartridges or 150 cassettes. It retails for $48. Koss Electronics, Milwaukee, has introduced a quadrasonic headphone which is compatible with 2-channel amplifiers by way of a switch that shifts out two of the four driver elements used in 4-channel applications. It lists at $85 with a carrying case. Motorola has issued a booklet revealing how consumer electronic retailers can handle the new products under California's new Consumer Warranty Act. Audio Magnetics, Gardenia, Calif., is offering a series of promotions for the Consumer Electronics Show, including a cassette counter.

(Continued on page 20)

These all plastic cases (including handles) are hot sellers in the mid-West.

The cases are designed for tape cartridges, 45 rpm and LP records, and reel tape.

At the CES Show Visit Booth #901 Level 7 (Take escalator down from registration lobby)

For additional information write:

METRO PRODUCTS, INC.
11875 Stephens, Warren (Detroit), Michigan 48089
Stereo 8 Should Be Hot On Boats: Ed Campbell  

By RADCLIFFE JOE

TUCSON, Ariz. — The audio tape industry has been urged to look at the pleasure boat market as an area of potential for the stereo 8 player.

According to Ed Campbell, vice president and general manager of Lear Jet Stereo 8, there are in excess of six million pleasure craft on U.S. waterways, and these offer an exploding sales area that should be tapped.

Campbell said that although the stereo 8 player is ideal for the car, it should be looked at as more than just an automotive accessory. "They should," he said, "be considered as products of the leisure world with applicability in the home, camper and boat."

The Lear Jet executive said, "When the subject of stereo 8 players is discussed the majority think of auto players and do not really consider these as products of the leisure world."

"When installed in the necessary item called an automobile, they are right, when the same unit is installed in a boat it is a luxury accessory installed in a luxury item in the leisure world." He added, "When a player is installed in a mobile home, it may be a necessary accessory in a necessary environment because many people use the mobile home as a permanent or semi-permanent abode."

"If," he continued, "the unit is installed in a truck camper, the product can be considered almost in either a luxury or necessary item depending on the owner." He net result of all this is that there is definitely an exploding sales area in the boat and mobile home markets.

Campbell pointed out that an 8-track auto unit with radio makes an ideal permanent type of installation in the mobile home. "Speakers," he said, "can be wired to any room including the bedroom, and sound in the mobile home can be very good."

He continued. "The unit, connected to a converter, can operate either on 12-volt or 110-volt."

P.S.

Perfect Sensing Tapes

Get precision splicing and perfect sensing on 8-track stereo cartridges, cassettes and TV films.

Select a Saxon aluminum foil and Mylar pressure sensitive tape from our standard stock, or we will make it to your most exacting specifications. It's the ideal tape for all types of automatic splicing equipment.

We'll send you a FREE sample along with our new catalog. It details and illustrates everything (including cartridge, cassette and promotion labels) for the audio visual and record industries.

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*Registered trade mark of DuPont

audio brings you the world's best buy in automatic tape splicers

(shown here in cassette operation).

THE ELECTRO SOUND 200

Music City Hit By Injunction

HOUSTON—A Texas court has issued a preliminary injunction against Music City Distributing, Inc. of Houston and eight Houston area retail outlets who have allegedly been selling illegal tapes known as Stereo 8. Additionally, the court suggested that a manufacturer's supplier of equipment, such as Meka tape cartridges, also would be liable under certain circumstances.

The injunction arose out of a suit brought by the Harry Fox Agency in the U.S. District Court in Houston on behalf of music publishers and involves over 70 copyright songs.

At the hearing on the preliminary injunction the defendants present did not deny the sale of the bootleg tapes but maintained only that "even if there were such sales that plaintiffs have not been irreparably injured and, therefore, are not entitled to a preliminary injunction."

The court ruled, "The argument of no irreparable injury simply will not stand when considered against the scope of the plaintiffs' potential remedy and the nature and context of the entire lawsuit."

The defendants, therefore, were enjoined from manufacturing, distributing, selling, transferring possession of, or removing from the physical jurisdiction of the court any of the tapes in question.

At Houston, managing director of The Harry Fox Agency, said, "The issuance of a preliminary injunction is vitally important to us, because to deny it would be to damage or nullify the publishers' remedy of destroying infringing materials." He noted that this is the second court that has held that the right of destruction is an available remedy in a mechanical infringement case. The first was a U.S. District Court in Phoenix two months ago in a similar piracy case brought about by the Fox Agency. "The precedents set in . . . (Continued on page 4D)
NEW YORK—The new Philips noise-suppressor system, unveiled in London recently will be introduced to the American consumer at the 1971 Consumer Electronics Show (Jan 26-30) in Chicago. The unit is included as an option of three premium grade cassette decks to be unveiled at the show.

The first, designated Dynamic Noise Limiter (DNL), is compatible with existing Philips systems and will be licensed in the same way that the noise-suppressor concept was made available in the early 1960s.

According to Paul H. Nelson, Jr., vice president and general manager of the Home Entertainment Products Division of Norelco, any dealer wishing to adhere to Philips specifications and standards may apply for a royalty-free license to incorporate the new unit in their own cassette recorders and players.

He added, “Just as Philips liberal licensing arrangements led to worldwide acceptance of the cassette medium, and assured a universal compatibility, we anticipate that the DNL approach to noise suppression will become the industry standard.”

Telex Announces New Instructional Equipment

MINNEAPOLIS-Telex is strengthening its position as a leader in the educational cassette equipment field by adding three cassette models.

The new generation of units includes the new 2-track recorder priced at $179.95, a recorder model at $229.95 and a fourth version at $249.95.

The audio-comparator plays a prerecorded cassette on one track and provides a student with a second track which he can compare with the original.

A feature of all the Telex units is that a sensitive audio level detector, a key, the tape is reversed and returns to play. This allows a user to repeat sections of the tape at will without having to go through the usual stop-rewind-stop-play functions. Other features include coded keys, braille markings on the operating keys, built-in speakers and a 3-watt power amplifier. Headphone and microphone jacks are reversed and re-wound to the units.

Telex has also developed an amplified headphone which draws power from the cassette units. When used with the cassette player, the amplified headphone lets the student hear his own voice. Used with the audio-comparator model the headphone is turned on by the instructor who can then communicate with the student without recording on the tape.

Robins’ New Counter Rack To Be Exhibited at the CES

NEW YORK—Robins Industries Corp., which has earned a self-dispensing counter rack for its blank tapes, is coming out with the upcoming Consumer Electronics Show. The unit is the first in a series of counter displays that the company plans to produce and is designed to promote impulse purchases of blank tapes—by giving the customer the opportunity to make a purchase at a sensitive selling point.

The robins tape dispense that requires only 6 1/2” x 1” counter space. Robins is offering it to its distributors as part of its “Inflation Fighter" program.

Robins’ Rack

The deal includes the rack and an assortment of $20, 30, 60, 90, and 120-minute cassettes and two dozen Robins micro-polishing cassette head cleanings at a special price of $79.95.

According to Jack Friedland, vice president of Robins, normal distributor profits on the products alone would be more than $90, but the special offer to the distributor an estimated 12 percent savings on the merchandise, while the rack is free.

Stereo 8 Should Be Hot on Boats

He continued, “Home units, component pieces, with and without record changers may also be used in this market, but usually space becomes a problem, and this limits sales to some extent.”

Robins’ Rack

The Lear Jet executive said that the aircraft market should also be added to that of boats and mobile homes, as it represents an area where product prices are more stable and higher. He said while it is true that aircraft production is not measured in millions of units, it is a market that is there and more and more units are being installed.

Equipment Makers Rushing New Units

Continued from page 16

AM-FM radios with 12FM-14D. AM-FM-MIDLAND INTERNTIONAL, Al’s Micotron division has intro-duced a cassette recorder, model 12-141, with AM-FM radio.

Mote microphone, earphone, built-in FM antennas and auxiliary phone/TV jack at $49.95. Model 12-625 is an $89.95 stereo home player featuring automatic or manual punch-out programming from cassette tapes.

AFCO ELECTRONICS—A four-channel home stereo, model QUAD 8, with sliding tone control, channel selection, line output and built-in amplifier. Model 2-608 is a 10-track car stereo with built-in boost and bass.

MIDLAND INTERNATIONAL, Al’s Micotron division has introduced a cassette recorder, model 12-141, with AM-FM radio.

JUNE 26, 1971, BILLBOARD
Motorola's CTV Police Training Film Enters Atlanta Fest Final

CHICAGO — A television film on police training developed by the Motorola Teleprogram Center, is one of the three finalists at the 1971 Atlanta Film Festival.

The film, titled "Shoot, Don't Shoot," is designed to make police enforcement officers more prudent in the use of firearms. Directed by Murray Wortham, the film got the nod from five judges over other entries on education, public information, and disturbance control.

According to Frank Havlicek, Motorola Teleprogram executive, among the qualities which attracted the attention of the judges was its interaction between the television screen and the viewer. There are segments in the film which allow for police trainees to shoot blanks at the television screen while face frame discussions are held.

Watch for Story

Havlicek said the film trains lawmen to watch for telltale dan-

signs. "For instance," he explained, "the dog in the window of the house approached by a police man might be a hunting dog, and even could mean that there is a man inside with a shotgun. While a child's toy in the yard tells him children may be involved."

Havlicek also disclosed that there is a shoot-out sequence in the film which ends with the admonish-

ment, "If you kill someone it will be on your conscience for the rest of your life.">

Like other software produced by Motorola, the sports series spans several categories beyond the basic hunter, industry, law enforcement and health groups. As Havlicek pointed out, "Sea Farm is a recent production, dealing with ecology, population, and ways and

means of heating possible food crises. This, directed by Eigin Price, has been as a pilot for a whole series."

The Motorola health group pock-
marks the CTV. Included in the series are "Some Are Worth Their White's series on early learn-
ing," and "The Art of Closing the Sale." Also on the drawing boards are programs on planning health, "TV in the Classroom" and "Health Care for the Aged." Havlicek said that Motorola has the marketing ability to extend its software to the press of several distribution channels, and pointed out that a film like "Sea Farm" could interest oceanogra-

phers and biologists.

(Continued on page 41)

(Continued on page 1)

CAVE Co. to Produce, Distribute Programs

By RADCLIFFE JOE

CINCINNATI — Audio Visual Enterprises, Inc., has formed here for the creation, production and dis-

circulation of audiovisual programs for public, education and entertainment purposes.

The group is headed by Lloyd H. Halde-

man, former general manager of the Cincinnati Symphony.

AVE's initial activities will center on the development of programs for "multi-

plicities," the term used for classes of programs for different groups of people.

Among the companies to be featured are the American Ballet Theatre, Israel Philharmonic, the Vienna, Berlin and La Scala opera companies and the Sibelius Academy.

Solo artists include Leontyne Price, Christa Ludwig, Les Thom-

as, Nicolai Ghiaurov, and conduc-

tors Herbert von Karajan and Karl Bohm.

Motorola's English audio and video en-

tertainments will be handled by Bob Peters, who will serve as the director of the company and will have the time of the original hour-

and-a-half film for opera and ballet. The finished product, in full color, is expected as early as summer. At the same time in a number of resort areas including Cape Cod, the "Motorola Telecenter," a limited distribution of the series will be distributed to cinemas throughout the United States and Canada.

Assistance

AVE plans to provide special assistance to their producers, including those who make the famous series of television shows, and the special concert film will be made available for schools.

According to Halde-

man, although AVE's immediate goal is to create programs for the production and distrib-

tion of programs for the video-

assistance and the film business, Halde-

man promised that pro-

grams will be diversified, varying from programs for the classroom, to bow to programs for business and the home, to quality entertainment for all ages.

"We are carefully analyzing our approach to the distribution of videoassistance in cluding ways of developing an ef-

cfective distribution network. We also anticipate serving as a representative"

(Continued on page 41)

British Firm to Bow Science EVR

LONDON — Flying Spot Pro-

duction, Ltd., the new educational program in the EVR format is a study of photography, one facet of prac-

tical chemistry.

The program, shot on 2-inch Ampex color videotape, is conducted by Dr. David Abbott. The show is built in a series of "modules," as they are referred to by Flying Spot. Each "module" provides a complete teaching unit, but at the same time, these segments can be shown individually.

Other series for secondary school chemists and physics students include: tropospheres, rates of reaction, electricity and chemical reactions and colliders. Other series being developed will cover man on the moon, food and vitamins, and semantics.

At the present time, Flying Spot is one of the most economi-

cally efficient methods of distributing com-

pleted videotapes. The firm was formed specifically to produce specific educational and industrial materials for cartridge TV.

EVR's Brighter Atmosphere Conducive To Interconnection

CHICAGO—Motorola is pushing for more electronic television recording equipment to try to use motion pictures into the electronic universe.

"Continuous presentation of a discussion-provoking film in a darkened soundproof environment, with the subject, 'EVR,' Motorola's Systems Development Company, hopes to do for the motion picture festival audience here recently.

The distribution manager said: "Creative new filmmakers are producing creative films that cry for reaction and in-

volved. Yet, how often must

WE DON'T SELL EVR MACHINES . . . We Give Them Away!

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Software systems for the future

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TV Wires

Arnold Buhlmann has joined Ampex Corporation as product manager. He will be responsible for the market-

ing and distribution of the product, operations, Ampex's European headquarters, Berkshire, headquarters, Vision Teleproductions of London is opening an office in France with a view to develop programs for the company has announced with this talent agency, Blackhill Enterprises to help with the company's techniques.

The new competitor has announced that its new electronics firm, Video Productions. Motorola's Telecenter Corporation has collected a number of features on the show, featuring an evolution of the tube, featuring the growth of the ral-

tumor. The film deals with reaction, education and the generation gap and is being geared for police and

community relations firms.

Cartridge TV

Motorola's CTV Police Training Film Enters Atlanta Fest Final

LONDON—AVCAS Ltd., has been created to use computerized research as a means of determining markets for television programs. The company plans to use a computerized information retrieval system which will pinpoint potential users in special market areas. The systems will be evaluated for these viewers and provide answers to the kinds of programs specific markets will accept.

The company plans to also distribute video cartridges and in some cases commission its own.

"AVCAS Ltd. will link board, connecting producers of programs to users who need them, finding material and informing producers of what is needed," a company brochure states.

The firm is currently establishing verbal contact with people planning production and those already creating software. It is located at 20 Great Titchfield St.

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duction, Ltd., the new educational program in the EVR format is a study of photography, one facet of prac-

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volved. Yet, how often must

the industrial leader literally wake up or find the bill for another film is shown? A dark room isolates every individual. There is no "rap." There is an EVR "EVR environment where leader, group and me-

dium are spaced, because there is less light in the environment.

Industry requires more software, he said, far beyond that produced internally. He also touted Motor-

ola's ability to extend programs through several distribution chan-

nels. The firm has rights to more than 1,000 titles for distribution in cartridge TV, he boasted.

Did You Miss the Billboard-VIDCA Cartridge TV Conference?

Catch up with the Special Report Conference appearing in the MAY 15 issue of BILLBOARD

Single copy of this 16-page section is $1 postpaid (U.S.), 40 Pence U.K., 630 lire Italy, 360 Yen Japan, or equivalent. Send cash or check with order to Ron Carpenter, Billboard, 200 West St., New York, N.Y. 10011.

COMPLETE CONFERENCE TEXTS WILL BE PUBLISHED IN A SERIES OF 8 BOOKLETS AT $2.50 EACH, WITH DISCOUNTS FOR MULTIPLE EDITIONS. FOR INFORMATION, contact Mort Nasatir, Billboard Publications, Inc. 7 Cannary St., London W1, England.

www.americanradiohistory.com

JUNE 26, 1971, BILLBOARD

22

22
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b/w
PASTURES GREEN
(Theme from “Scandalous John”)
Instrumental
Aretha and Curtis Give Montreux Power-Packed Soulful Opening

BY MIKE HENNESSEY

Montreux — The marathon 13-day Montreux International Jazz Festival, which this year, is fifth, is featuring more than 50 acts and more than 1,000 musicians from 15 countries, has given a powerful final to opening June 12 by the dynamic combination of Aretha Franklin and the King Curtis Rhythm section.

Miss Franklin, with cropped hair, an outside of bosom, and an irresistible vitality, was in superb voice and was clearly inspired by the backing of the incomparable King Curtis Rhythm section. She

Theafter actually had the SRO Casino audience in a mood of exotic approbation. She worked her effervescent way through "Soy a Little Prayer," "Don’t Play That Song" and "Bridge Over Troubled Water," building to a significant climax with a performance of the powerful blues "Feelgood," which had a fantastic ad lib ending.

Earlier that day, in an evening concert, Melanie got a warmly enthusing reception from a packed audience, singing her musical messages about peace, love and beautiful people and achieving special appeal to the "Youth of the World." She did "Done to My Song, Ma!" "Ruby Tuesday" and "Alexander the Great." Her voice has a sometimes irritating vibrato and her comments between numbers are too silly but, at Montreux with her good San Francisco, she engendered enough magic to hold complete sway over what can sometimes prove a difficult audience.

Another standing ovation on June 13 for Britain's Family with Roger Chapman freckling to extraordinarily that at one time he got his microphone entangled with the overhead TV lights.

Despite some opening trouble with the sound system, Family really took the audience by storm during their next show, them clapping in time right from the beginning. A long version of a Song for Me" tore the place apart and had Chapman scat-singing in a wild duel with the microphone. "Beggars Answer" was offered as an encore and "Family," went off to a tumultuous applause. The British group had followed group featuring Larry Young, now called Khalil Yasin, at the organ. The band played five pieces but ran out of them together to give the effect of two long sections. Despite the complications, this was a painful repetition of the music, the audience not noticing the repetition.

Although the Jazz Festival proper was due to start on June 14, it had a most appealing unofficial start on June 11, the last evening of the Billboard IMC when Eddie "Cleanhead" Vinson and Champion Jack Dupree jammed on some Blues together following a performance by the University of Northern Colorado Big Band.

On June 14 the Jazz Group competition involving bands from 12 countries got underway and the UMEA Big Band, another of the 12 U.S., high school and university bands booked for the festival, performed with world-famous Stu Ham. Promises are to be more albums made at the fest and the festival is a soapbox for local talent including LPs by Aretha Franklin, Leon Thomas, Eddie Vinson, Oliver Nelson and Roberta Flack.

Melba Moore

Waldorf-Astoria, New York

If there was a Tony Award for nightclub entertainers, Melba Moore would be presented with it, for she did it with the Waldorf-Astoria's Emma Court in Washington, D.C. as she did for her stage performance in "Purlie." By far one of the most exciting acts on the nightlife stage in recent years, the Mercury Award-winner gave an extraordinary voice that combined the feel of old soul with ultra-modern and good olde downhome blues.

A bundle of electricity and energy, Moore started the night out with a strong kick-off act that got a strong lick-off with "New Money Moe," opened the first worked into a frenzy, and the pace was on. To "Blue Skies," "Long and Unsummertime," "God Bless the Child," and a special piece of material based upon her first stage performance, "Hear.

Her identifying number, "I Got Love," brought the packed room to its feet for the next six songs. She is truly destined to become the hottest new talent since 1971.

Dionne

HeLEN REDDY

Troubadour, Los Angeles

There was really no particular reason why the audience here June 18 was surprised to see this remarkable performer gave what has been the most satisfying music of the art's since those rock stars learned they could make $500 a minute by putting on a 40-minute act. John was on trash for two and a half hours. He just him and his piano, the second half with the group. He gave himself the most solid, well-known material and handle it with a seriousness and honesty that embarassed Bernie Taupin's astonishing lyrical music. From the stomping and clapping were for. But in the second half when Dee Murray's dramatic choruses and the piano took an abruptly declining course, he and the piano took an abruptly declining course, he and the piano took an abruptly declining course, he

Nancy Erlich

Edin STARR

Commodore, New York

Watching the patrons "swoop" through Edin Starr's soul in the Commodore on June 10 partially answered the question of how loose, raw and fatty screaming of "War," and "Funky Music Sho Nuff Turns Me On" and "Gussie" and "Let's Live and Let's Love and Let's Get Nasty" and "Agent Double-O Sue" play this town. With a short time to manage his audience with emotional effect and pure but powerful feeling, throwing jumpers in dance and motion with blare of his voice "Never Can Say Goodbye" and other's.

Much of the applause was for Starr's brash young soul group, whether it was the "War" and "Gussie" and "Let's Live and Let's Love and Let's Get Nasty" and "Agent Double-O Sue" play this town. With a short time to manage his audience with emotional effect and pure but powerful feeling, throwing jumpers in dance and motion with blare of his voice "Never Can Say Goodbye" and other's.

The Tom Jones Show is not just a show, it's an experience! In a return performance at Madison Square Garden on June 12 the Parrot would have been unable to again succeeded in filling the 20,000-seat venue and brought the house down with each number he performed. Jones gave the performance, with the voices of many women, everything they wanted, whether it was a ballad treatment of "My Way" or his hit records "Delilah" and "Daughter of Darkness." The 11 instrumental items began to fly onto the stage with his "Let's Spend an Evening with She's a Lady," and during his performance, "I Was Made for Loving You," and "Nothing." There was complete silence. Until the number was finished, that The ThunderCloud applause not only for the songs Jones was involved in every movement of his body, and there was total to almost impossible to point out a single high of the "experience" since the entire evening was a highlight, and it clearly showed why Jones is lightning rod at the very top of the wave. The Blossoms, a tall-fermented to a second half of the show with "Get Ready," which was an understood

Intel Youth Expo Features Continuous Live Music

NEW YORK — The International Youth Exhibition to be held Tuesday, Day 2 (through July 6, at Kingsbridge Park. A continuous live music for the eight to 14 hours a day that the expo remains open. Some of the artists scheduled to appear and the expo is a "how-to," show and share to develop and present the craftsman to exude their wares and exchange ideas. "The music is a chance for the kids to have a normal process today that we felt it necessary to provide this unfusing factor at the show through continuous live music," said a spokesman.

Over 450 booths will be set up to accommodate young craftsmen of all ages. Forty booths on religion of the mind, identity and ideas, a coffee house; a fashion area, a carnival area and a sports area featuring the athletics of the young generation, a film and photography area, a section in which to make a craft; and a cosmetic and health care area.

A reception is the entry for spectators is Sunday, July 8 day with special groups for grandparents and underprivileged live.
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IT'S ALL HERE!!!

CITIES AT NIGHT is an excitingly new concept in travel guides! It starts where the others leave off! It is a documentary expose to the night life of the world's thrilling cities. Our narrator, L.R. O'Conner ventured throughout the world disguised as a tourist but with concealed tape recorder and camera at the ready. He uncovered where the swinging tourist should and should not go and much of the actual sounds are presented here for the listener and future traveler to enjoy. Everything is true, factual and up-to-date. It is the most exciting series of records ever produced!

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FACT

www.americanradiohistory.com
NEW YORK

RCAP's John Denver plays the Pageant Hall June 30 July 11, at Fat City from Washington, D.C., who back Denver on his sin- gle, "Take Me Home, Country Roads." Frank Sinatra says his retired, and Joe Nicholletti of Brooklyn has written a song about it, which he writes, "would hold its own with nearly as many songs penned about bat punts, L. Colley or the California earthquake." The song is called "Frankie Mud and a Lot." Bell's Emily Rainel, who has joined the N.Y. cast of "Hair," Scooter's Beverly Bremers has taped Betty Spoter's "Flip Side Show." Comedians-actress Betty Walker makes her N.Y. nightclub debut, Monday (24), at Downstairs at the Upstairs, for a two-week engagement. She also stars in Dustin Hoffman's "In Who's Harry Kemman?"

Cape's Nancy Wilson opens the annual Schauer Music Festival in Central Park, Thursday (24), with the Thad Jones-Vel Lewis Orchestra. Scooter's Lloyd Price plays the International Hotel in Las Vegas, June 31-July 15. Atlantic jazz artgy Gary Burton will join the faculty of the Berkley College of Music in Septem- ber. Vibe Burton will teach advanced improvisation, compo- sition and performance in jazz and other contemporary idioms.

RCAP's John Hartford plays the Monterey Rock Festival, Toronto, July 9-11; Newport Folk Festival, July 16-18; and the Philadelphia Folk Festival, Aug. 3-7. Al and Tina Turner and Monti Rock are among the talent performing at the Edmondson Coliseum on June 29-July 6 at the Kingbridge Armony, Bronx. Tony Law- rence has been named a special assistant with the Addiction Re- search and Treatment Corp.

Talent in Action

DOMESTIC

N.Y. Club Bow's New Talent Plan

N.Y. — The Living Room nightclub is planning a weekly "Celebrity Night" concert to aid aspiring young talents in their quest for recognition. Under the plan, young and otherwise traid performers are given an opportunity to get their acts before an audience of talent scouts, booking agents, recording executives, magazine editors and press representatives.

Celebrity Night is held every Sunday evening at the East Side nity, and the show is inter- ested in writers from the show business world.

A republic, flawless performance their tribute to America and the Beatles medley were outstanding. "Put Your Hand in the Hand," relate some of their original acts is only a shared gold. If a Las Vegas tourist had only enough money to catch the show one would see the act. It is the Mike Club Kangaroo.

BYRDS, MCKENDREE SPRING, ERIC ANDERSON

Folklore East, Patrons of the Fillmore East were treated to four unique shows, and one surprise guest at the late show June 19.

The Byrds, led by Roger Mc- Guinn, never seem to lose their musical edge despite the many personal changes since their con- nection to the Rolling Stones. With their latest album, "Younger than You'll Ever Be" (Elektra), they have once more proved that they are the group of the moment. The Columbia artists performed a solid show June 19, and the Byrds, as well as the others on the bill, were presented in a different light.

THEATER

McKendree Spring was a bit disappointing. Fran McKendree, lead vocalist and his new acoustic guitar, chose to do a grand total of four songs, all original songs. Neil Young's "Down by the River" and Elton John's "Country Comfort" were better half of their set. Marty Stsinsky (lead vocalist) could be led to do a wonderful job of melodic as well as the立刻. The act was still enjoyable.

SWEATHOG

Aquarius Theatre, Hollywood

Sweathog doesn't take too many chances. The music is all familiar as the group draws on nearly every conceivable style. For the audience here June 9, it was very effective.

The derivative nature of Sweet- hog's music is no problem so the next six months of the act are bound.

(Continued on page 59)
Lynn Anderson's next number One single

"He Even Woke Me Up to Say Goodbye"

CHART #5136
Written By: Mickey Newbury

coupled with
"The Pillow That Whispers"

Exclusively on CHART RECORDS
Coast Progressive Rock Stations Battle to Air Hot Records First

By CLAUDE HALL

The Coast's hottest summer has gotten off to a roaring start. From the West Coast to the East, progressive rock stations are battling it out to secure the hottest new records and build their audience. This week, progressive rock stations are tackling the task of getting their hands on the latest hits before their competitors. With the competition so fierce, many stations are putting in extra hours to secure the best tracks.

Radio-TV programming

WBDF-FM Sheds Country
For a Free Form Format

Baltimore—WBDF-FM has changed from country to free form, according to an adult-oriented free form format. There is a little of everything we aim really at 18-35-year-old market, new records in every hour. The program director, and general manager of WBDF-FM, Asch, announced.

There is no clock, no machine gun chatter from air personalities and no talk of the weather, Asch explained. The air personalities are more than reliable about the music and they control our music committee which chooses the tunes over the air.

Asch, program director; Dave Ross and Gaye Michaels listen to all the albums individually. They try to see what we can add to the audience. Anyway, the format is vital.

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### Radio TV Programming

**Vox Jox**

*Continued from page 28*

VU, is looking for a morning air personality. Jim Nelson, manager of KHOZ, Topeka, needs a good 2-6 a.m. first ticket air personality. Ty Conner, who has been with the station since it went country, wants to get into sales.

**John L. Venable** is leaving Rockasters, New York. Wants a good rock radio job, preferably FM. Past experience includes WNEW and Electric Lady recording studio, as an engineer. I think he might be interested in a career in music. His name is John L. Venable, tel: 212-673-2156.

**Ty Conner** is moving to the morning slot at WDID, Dothan, Ala. He's been with the station for over 10 years and feels leaving the station would be a great opportunity for him. He is currently the program director and will continue as such.

**Earl Spencer**, from WOQA, Mobile, III., is joining KAFP, Harker's Field, Calif. Joe Fisher is moving into the all-night slot on KAFP and will do a free-form style of show.

**Steve Taylor**, programmer of WVOJ, Madison, Wis., says the progressive MOR station (Continued on page 59)

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**BRENTA PAYTON**, lead singer of Brenda and the Tabulations, Top and Bottom Records artist, is surrounded by industry people at WIBG, Philadelphia, where she visited during appearances at the Main Point Cafe in Bryn Mawr. The A&R for this song, Fred Harris, is also present.

---

**TIMOTHY**

(lyric & music by Rupert Holmes)

**WHERE ON EARTH DID YOU GO?**

He went all over the country for almost two years... 
Battled to top Chart position...  
and still, mysteriously, is very much alive... 
and going INTERNATIONAL!

Our thanks to all those creative people who believed, 
without whom... especially "THE BUOYS," Michael Wright, 
the phenomenal Scepter Sales and Promo Staff, Jackie 
The Phantom, and particularly those very special 
Radio people.

Cordially,

DANNY JORDAN - STAN HERMAN - RUPERT HOLMES

535 Fifth Ave., New York, N.Y. 10017
(212) 682-5688

P.S.: The Word's Out... "TIMOTHY" is RETURNING!
Dear Sir:

This is a rare notice. Do what you wish with this letter. I'd just like for you to pay attention to a message from someone who is doing some "charters booking either on his own or through his station's agency. A message was contacted by Rick Key, of Key Talent, Inc., who told me George: Kent Day (former disc jockey who asked if he'd book someone. At few seconds later, I called the people of our area would give any sort of reception if we could have the people to have mail to say that I was absolutely wrong. Not only did the crowd enjoy the show, they enjoyed George as a person. So much, in fact, that some days we now get as many as 20 requests for his records. May 30 we celebrate Memorial Day and George Kent Day (George Day stayed out at the station all day and answered the telephone, gave away copies of his newest release ("Hat's the Bottle/Man's You", and it's the town's favorite. 

If any grammatically correct operations want to try doing a few live shows, try Kent. He's great.

Because of the success of this George Kent, we should all get interested in hearing from any agency handling country music. George Kent is interested in getting a sense of what the Northwest Kansas is ready for the Nashville Sound. George will be given all monies to the artist and we will put our names of local interest. I can almost promise immediate booking.

Contact:
Bill Zemba
Program Director, KLIB
Liberol, Kan. 67801

Dear Sir:

As a disc jockey and (sometimes) listener, I agree with your comments on the recent programming. In general, it is absolutely absurd. I say the blame on the stations themselves because they do this poorly. They don't have the time to do it properly and if they do, they don't have the time to do it properly. One possible suggestion would be a policy of locally produced public service programming (on the FCC's in their wisdom and grace seems to want anyway) with, as subjects, topics of local interest. The station should not be afraid to take a stand on these matters either.

Mike Stewart
WROZ Radio
Evinstonve, Ind.

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Vox Jox

• Continued from page 29

has launched a weekly playlist and held for you a number of interviews with anyone who'll mail them their charts. Station serves Philadelphia. Contact Mike Stewart at WICE, Providence, R.I.; for WHAG program director, for WHAG program director, John Hubbell, Hagerstown, Md., says he's adding tons of new music, and has added economizing, formerly program director, John Hubbell, MD., and John Griff, also from WPILX. Griff will do progressive rock shows. The progressive rock station needs better album service. Album guys anted to apply.

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Radio- TV programming

Radio-TV Mart

If you're a deejay searching for a radio station—or a radio station searching for a deejay—Billboard is the bass beat. No other trade magazine is read by so many air personalities and program directors. And all of the sharp programming-oriented general managers read the magazine, too! Best of all, Billboard classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart ad is read by the results of the next leading radio-TV industry publication. The cost is $15—in advance—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

Letters To The Editor

Why Should You Own The Miles Chart Display?

The entire "Hot 100", assembled The Miles Chart Display is a book that contains nearly 10,000 beautifully prepared graphs like the actual size example shown below: At a glance you can "understand" the chart behavior of each record that hit Billboard's "Hot 100" in the last 15 years.

The "pictures" are arranged according to record title as you can compare directly the different versions of hundreds of songs. Further, when several versions were popular simultaneously, we display an extra graph with the version super-imposed. There are nearly 200 of these composite graphs. You ought to see "Around The World In 80 Days". Do you realize how Andy Williams and Henry Mancini have wowed in the charts?

Each graph is taken in time: record title, artist's name, record label and number, the date on the chart and the number of weeks it was on the maximum position, a gold record designation, and an identification number, so that the graph can be quickly checked with the artist index.

Artist Index. More than 100 pages with all record titles listed according to artist. Arranged beneath the artist name are the title records in the order they hit the charts, the maximum position, a gold record designation, and, of course, the identification number. "Mangoes" was Rosemary Clooney's top record on the charts; how high did it go? It is most surprising to compare the maximum positions of Battle hits versus those of Elvis.

The number of singles are listed for every week (701 singles), what artists dominated the top spot during the past 15 years. Nearly 1500 pages reveal "chart pictures" never before seen. Our graphs bring the charts to life for the first time. The fantastic gallery that is the Miles Chart Display will keep you entertained for years.

This 8½" x 11" book is nearly 3½" thick, and because it will be used every week, it is housed in a gold-embossed hard cover with a durable library binding.

Radio- TV programming

CHARTS

Wants OPEN

Wanted Alison! Personality must be perfect for a small market situation. No previous experience necessary. Please send photo and resume,注明you want to relocate. Anybody with a different experience in the small market field will be considered. No agents please. First Class Small Country of America. Complete Professional Radio and TV Station in a small market. See our ad under "Radio-TV Mart". Should have between 2,000-4,000 listeners. Send money and resume to: Radio Mart, Alton, Ill.

Midwest or New Market Manager. The opportunity is yours! Please send photo, resume, and include the rate of the market you wish to relocate. Anybody with a different experience in the small market field will be considered. No agents please. First Class Small Country of America. Complete Professional Radio and TV Station in a small market. Send money and resume to: Radio Mart, Alton, Ill.

Wants OPEN

Experienced NOB and Top 40 air personalities available for large format Top 40. Will relocate. Must have strong management ability. Top 40 program director job at NOB station. Applied to Top 40 station. Location not stated. To apply write: Top 40 Program Director, Billboard, 165 W. 40th St., New York, N.Y. 10036.

Wants OPEN

Wanted! DeeJay searching for a radio station—or a radio station searching for a deejay! Billboard is the best buy. No other trade magazine is read by so many air personalities and program directors. And all of the sharp programming-oriented general managers read the magazine, too! Best of all, Billboard classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart ad is read by the results of the next leading radio-TV industry publication. The cost is $15—in advance—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
What does \textbf{WORD} mean to you?

Religious? Sacred? Sunday Morning Programming?

We don't know what you thought of us before, but wait till you hear

Ray Hildebrand

Single (FS-725)

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coming June 30
Will Censorship of Lyrics

This and other crucial questions concerning the future of radio will be discussed by Program Directors, Air Personalities, Station Owners and Managers.

AT THE 4th BILLBOARD RADIO PROGRAMMING FORUM.

August 19-21, 1971
Hotels Ambassador, Chicago, Illinois

The Billboard Radio Programming Forum has continually attracted a larger and larger group of radio people each year to discuss all questions relating to the radio industry. Registrants attend from all areas of the nation, representing all types of format. The Forum is a working meeting dealing with practical ideas.

It becomes an educational experience:
You . . .

- Learn how other stations are making the ratings
- Find out the trends that have impact on radio and its future
- See how other programmers solve their day to day problems
- Listen to the sounds that are happening
- Are exposed to the deejays that the people respond to
- Learn more about the new quadrasonic broadcasting
- Discover anew the techniques for turning research into new programming concepts
- Gain knowledge on motivating manpower at a radio station

And much, much more

Procedural Information
Registration
(Use the registration form below to register for the forum.)

Before July 2, 1971. Registration fee is $150.00 per person. July 2, 1971, and after. Registration fee is $175.00 per person. Registration includes admittance to all sessions. It also includes work material and two luncheons. Hotel reservations are not included.

If you are attending the special session on Thursday morning for record promotion people, add $25.00 to your registration fee. However, registration to the full conference is necessary to attend this special one-half day meeting. Make all checks payable to: Radio Programming Forum, Mail to: Radio Programming Forum, 9th Floor, 300 Madison Avenue, New York, N.Y. 10017. Telephone 212-687-5523.

Multiple Registrations
(Use your company letterhead to register for the forum.)

Many companies are registering several people for the Forum because of the great number of subjects that will be covered and the number of individuals within the company who would benefit from this comprehensive study of the radio programming field. At previous forums most companies found it advantageous to submit multiple registrations.

Hotel Reservations
The Hotels Ambassador East and West are holding a block of rooms especially for registrants. We will send you a special reservation card on receiving your registration. Of course, you can stay at any other hotel that you choose.

THE PROGRAM

THURSDAY, AUGUST 19
2:00 p.m.-5:00 p.m.

Session 1
THE EXCITING NEW SOUND OF RADIO—QUADRASONIC BROADCASTING

Session 2
THE INTER DEPENDENCE OF RADIO AND RECORD INDUSTRY FOR PROFITABLE OPERATIONS—THE CHIEF EXECUTIVES’ PANEL
a. Records—Too Many Releases or Too Many Tight Playlists
b. Reopening Communications Between Record Men & Radin Staff

7:30 p.m.-9:30 p.m.

Session 3
WILL CENSORSHIP OF LYRICS KILL RADIO’S APPEAL

Session 4
HOW THE PRODUCER AND ARTIST SEE MUSIC AND AUDIENCES CHANGING

FRIDAY, AUGUST 20
10:00 a.m.-12:30 p.m. CONCURRENT SESSIONS

Session 5
DEVELOPING A STRONG MORNING SHOW

a. Your Morning Personality—The Dos and Don’ts of Developing a Strong Audience Rapport
b. Selecting the Right Music for a Morning Program

Session 6
TAKING A FRESH LOOK AT YOUR FORMAT
a. Cleaning Up Your Radio Sound
b. The Dangers In Over-Formatting Your Station

Session 7
TURNING RESEARCH DATA INTO PROGRAMMING CONCEPTS
a. Analyzing Your Ratings to Determine Where Programming Changes Are Needed
b. Translating Research Findings Into Programming Changes
THE GROWING COMPETITIVENESS AND PROFITABILITY OF FM
a. The Changes FM Growth Is Bringing to Radio
b. Programming Differences Needed in Selecting Music for FM vs. AM

SESSION 9
MOTIVATING MANPOWER AT A RADIO STATION
a. How to Handle Creative Personalities
b. What Management Must Do to Communicate Effectively With Station Personnel

2:00 p.m.-3:30 p.m.
BUILDING YOUR AUDIENCE WITH CREATIVE ON-AIR CONTESTS AND PROMOTIONS
You will hear tapes of actual on-air contests and promotions—some worked, some bombed. The speakers will detail the audience reaction; internal station coordination; the results in terms of audience building and retention; and an analysis of why the contest promotion worked or failed.

SESSION 10
CONTESTS AND PROMOTIONS ON TOP 40 RADIO
SESSION 11
CONTESTS AND PROMOTIONS ON MIDDLE OF THE ROAD RADIO
SESSION 12
CONTESTS AND PROMOTIONS ON COUNTRY MUSIC RADIO
3:45 p.m.-5:15 p.m.

HOW MUCH CREDIBILITY CAN YOU GIVE SOURCES OF INFORMATION ON MUSIC POPULARITY
The following sessions will weigh the availability and usefulness of information on music from various sources. The information relates to record sales and consumer reactions to new music, as a guide to station programming. Three talks will be given in each session. They will cover these sources: (1) one-stops, distributors, record stores, juke boxes (2) charts, newsletters, audience letters and phone calls (3) radio promotion men.

The sessions will be divided by size of the principal town or city served by the station and will evaluate how each of the different sources above are of practical use.

SESSION 13
SMALL MARKET STATIONS (UNDER 500,000 people)
SESSION 14
MEDIUM MARKET STATIONS (500,000-1,000,000)
SESSION 15
LARGE MARKET STATIONS (OVER 1,000,000)
7:30 p.m.-9:30 p.m.

SESSION 16
BEHIND THE SCENES OF A RECORDING SESSION—HOW THE MUSIC IS MADE
You will sit in on an actual recording session. You will see how the producer directs the session to create excitement on a record. You will observe the artists working together to develop a freshness in their music. You will hear how the engineers blend the music to produce a unique sound. You will listen to records after this session, with a new appreciation of the care, creativity, and complexity that goes into the making of the lifeblood of musical radio—the record product.

SATURDAY, AUGUST 21
10:00 a.m.-12:15 p.m.

THE AIR PERSONALITY WORKSHOPS—HOW THE SUCCESSFUL DJ HANDLES HIS JOB ON THE AIR
In these workshops you will hear tapes of a condensed air check. You will get an explanation of why the records are selected; how a record and a commercial are introduced. You will hear the way in which news, jingles, weather are handled. The DJ's will tell you how they get their job done; why they handle it as they do. You can compare your approach or that of your station with the tools and techniques these successful DJ's use to operate effectively.

SESSION 17
THE DJ IN TOP 40 RADIO
SESSION 18
THE DJ IN MIDDLE OF THE ROAD RADIO
SESSION 19
THE DJ IN COUNTRY MUSIC RADIO
SESSION 20
THE DJ IN SOUL MUSIC RADIO
SESSION 21
THE DJ IN PROGRESSIVE ROCK RADIO

These represent the labels who've expressed interest in participating so far:
Motown Records—Gordon Prince, single sales director.
Buddah Records—Jerry Shorel, national promotion director.
Starday King Records—Hal Neely, president.
RCA Records—Frank Mancini, director of promotion.
A&M Records—Harold Childs, national promotion director.
Shelby Singleton Corp.—Buddy Blake, vice president of promotion.
ABC-Dunhill Records—Marvin Helfer, vice president.
Epic Records—Mike Kagan, director of national promotion.

SESSION 22
A SPECIAL OPTIONAL PROGRAM FOR RECORD PROMOTION MEN FROM RECORD COMPANIES AND DISTRIBUTORS
THURSDAY, AUGUST 19
9:15 a.m.-12:15 p.m.
THE IMPORTANT ROLE OF THE RECORD PROMOTION MAN
This entire morning session is a special addition to the 1971 Forum. It is directed primarily to record promotion men, among both distributors and record companies. The session is designed to improve the effectiveness of the record men in their work with radio stations throughout the country.
Talk A. Understanding the Economics and Policies Needed to Manage a Station
Talk B. What the Record Men Should Know About the Market Served by a Station
Talk C. How the Promotion Men Can Be Helpful to Station Personnel

RADIO STATION RECORD COMPANY RAP SESSIONS—THROUGHOUT FORUM DURING OPEN HOURS
A special area in the hotel will be set aside for record companies. Their staff will be available in an assigned section for each company. The special area will be open throughout the conference at non-conflicting hours with the sessions. Radio personnel can visit each of the booths to rap on any question, problem or to exchange ideas. Here is a unique chance to talk at one time with many record companies about music trends, new products, artist availability, record service, or any subject of interest to two groups with common and mutual interests.

Metromedia Records—Dave Knight, national promotion manager.
MGM Records—Sol Handweiser, public relations director.
Capitol Records—Sidney Miller, director of national promotion.
Warner Bros. Records—Ron Saul, national promotion director.
Polydor Records—Gil Bateman, promotion director.
Bell Records—Irv Biegel, vice president & general manager.
Mercury Records—Denny Rosencrantz, national promotion director.
MCA Records—Herb Gordon, director of national promotion.

Please register me for the BILLBOARD RADIO PROGRAMMING FORUM, August 19-21, 1971. Hotels Ambassador, Chicago, Illinois. (If you wish to register others besides yourself from your organization please send names and titles on your letterhead and enclose payments.)
Registration Fee: $150.00 per person if before July 2
$175.00 per person after July 2
Add $35.00 per person to attend Thursday morning
Please enclose check and return registration form to:
RADIO PROGRAMMING FORUM
NINTH FLOOR—300 MADISON AVENUE, NEW YORK, N.Y. 10017

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Complete refund will be made for cancellations received before July 2, 1971. After that date but prior to the opening of the Conference, a cancellation charge of $50.00 will be made. After that "no shows" cannot be refunded, although substitutions are permitted.

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Weekly Easy Listening Singles Service

... brings you automatically each week a combination of the 10 best and most promising Easy Listening Singles—the greatest output of all record labels. That's a total of 520 of the strongest Easy Listening Music releases issued over a full year. You order this great programming service just like you'd order a magazine subscription—pay for it once, then count on RSI's fast, reliable service to deliver 10 top Easy Listening Singles to you each week, every week of the year.

Monthly Easy Listening Album Service

... a service that offers great product and great selection flexibility each month of the year. There are three excellent ways to put this service to work for you: (1) Accept RSI's choice of 10 outstanding Easy Listening Albums (you'll get advance notice in a regular monthly mailing); (2) Make your own choice of 10 Easy Listening Albums each month, from RSI's monthly mailing of outstanding releases; or (3) Your 10 monthly Easy Listening Albums can be a combination of RSI's and your own selections, and it can be more than 10 selections if you prefer. Whichever way you do it, count on RSI to get you this outstanding Easy Listening programming to you last... while the albums are fresh, new and exciting... and generally well ahead of your competitors.

Easy Listening Album Catalog Packages

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

Singers—All Time Favorites Catalog Album Package

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

Golden Hits Catalog Album Package

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

Big Band Favorites—For Listening or Dancing Catalog Album Package

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

Broadway & Hollywood Catalog Album Packages

Two separate Catalog Album Packages that together contain more than 90 of the biggest show and film scores ever produced by Broadway and Hollywood. Ranging from Broadway's "Har" to Hollywood's "The Sound of Music," you can choose as few as 10 individual albums or any number you want up to the full 50-album Broadway Original Cast package or 45-album Film Soundtracks package.

RSI's special Easy Listening Music Programming Services are made up of the best of today's records—the right-now Easy Listening hits as well as the soon-to-be-hits, and the very best of the hits of the past. They are selected by the industry's most potent programming combination—Billboard's own staff of review specialists and Billboard's Chart researchers. There are weekly and monthly Easy Listening Programming Services that bring you audience-winning records on a regular continuing basis all year round. And there are nine very special album Catalog Packages that offer the best basic Programming material available. Check the details, make your choices, then use the coupon for full information and prices. You, your listeners and your sales department will be glad you did.
Country Music

Anita Kerr Plans Own-Written Yule Album With London Philharmonic

GENEVA—Anita Kerr's next move: diva in a Christmas album with the London Philharmonic, which will contain six songs which she wrote.

Miss Kerr, who now makes her home near here, has her own European group here known as the Anita Kerr Singers, and the group currently is giving concerts throughout the Continent. She also is writing extensively and producing for Philips, which also distributes her own records worldwide except in the United States and Canada, where they are handled by Arista.

Her husband, Alex Grob, also produces with the Kerrs, and they have their own independent production company.

"I spend most of my time in the studio," Miss Kerr said, "and Alex spends his in the control room."

Producing concert albums, one of her artists is a Welshman, two others are English vocalists, and a fourth is an English guitar instrumentalist.

Country Fund Names Chief

NASHVILLE—Brad McCuen, who heads the RPM/Mega Record division on which a Christmas album was issued this year and which is currently making concert albums, has been named president of the Country Music Foundation, the group which governs the activities of the Hall of Fame and Museum.

Mr. McCuen is a New York producer of ACP-Rose and Hickory Records, which is the new vice president. Hubert Long is secretary and Ben Rosner of Goldin Bough Enterprises is treasurer.

Frank Jones, who recently was named president of this chapter of NARAS, was re-elected to a fourth term as chairman of the Board of CMF. Jones is an executive with Columbia Records.

New additions to the board of trustees are Paul Ackerman, Billboard; Roy Horton, Peer South; and Bill Lowery of the Bill Lowery complex in Atlanta.

Holdover trustees are Greer London, RCA; Harald Hirt, Columbia; Bill Denny, Cedarwood Publishing; Frances Preston, BMI; and Jack Lowetz, MCA.

Wheeler's 'Country Suite' In a Deal on Distribution

NASHVILLE—Syndicated production stepped up here this week with the production of Decca's Billy Edd Wheeler Show "Country Suite."

Wheeler, a successful songwriter and performer for RCA, completed the hour-long pilot show in two nights of taping for the recently formed Nashville Teleproductions. This organization has entered into a partnership with WSIX-TV for distribution of the show. It is being taped in the WSIX studios.

Artists on the initial showing include Sammi Smith, Tom T. Hall, and composer-singer Mickey Newbury. They appear before a live audience in the round.

The General Electric-owned station had just completed taping a Jerry Lee Lewis hour-long special. Its next project is a Four Titus special at the end of this month.

Every television station here now is deeply involved in the syndication business.

Nashville Scene

Tragedy continues to stalk the music world. Buck Owens' brother Melvin Owens, has died of cancer after a six-year battle. Melvin was very much involved in the industry.

The mother of Pennsylvania artist Howard Yoko died in Ohio. The son of famous songwriter Vaughn Horton was killed in an auto accident in the New York area. The wife of Elvis Presley, a long-time close associate of the late Red Foley, died in Nashville. Jimmie Skinner is in fair condition at the Mercy Hospital in Hamilton, Ohio, following two serious operations. California has charged manager-agent Patsy Owens with failure to file state income tax returns over a three-year period, and contends that the amount of money involved is some quarter-of-a-million dollars. Trial is set for August.

Bob Eby, who earlier formed his own Fire and Smoke Production Company, now is releasing its own record on the Fire and Smoke label. Billing himself as B. Thomas Eby, the tunes—cut at the Fred Arthur Studios in Denver—are both self-written. They were pressed in Nashville, and soon will be distributed. Eby also has his own publishing company, FAPAS, and recently announced that a "David Houston Day" in Nashville because of David's recording of a song by that title, "Roy Drusky," whose new release "I Can't Go On Loving You" was pulled from his album, is off on a five-state tour which culminates with a week-long appearance at Rosedale, Maryland. Hubert Long also has booked LeRoy Van Dyke into the Wigwam in Waldorf, Maryland, for a week. It's a plush music spot... Young Jay Chevaller, who is under contract to so label, is making the unusual move of cutting a live album. It will be done at Dutch's Log Cabin in Port

(Continued on page 38)
Billboard SPECIAL SURVEY For Week Ending 6/26/71

This Week Last Week TITLE - Artist, Label & Number Weeks on Chart

1 1 WHEN THE HOT, YOU'RE HOT Jerry Reed, RCA Victor 47-9726 8
2 2 YOU'RE MY MAN Lynn Anderson, Columbia 4-4536 8
3 3 RUBY (Are You Mad) Back Street, Mercury 3006 (Acap-Release, BMI) 9
4 4 JUST ONE TIME Conway Smith, RCA Victor 47-9901 (Acap-Release, BMI) 8
5 5 GLEN (Congratulations) Tommy Overstreet, Dot 17325 (Paramount) 10
6 6 SOMETHING BEAUTIFUL Janie Fricke, United Artists 50775 (Starrlin, BMI) 9
7 7 ME AND YOU AND A DOG NAMED BOO & Stormerway, J. Jackson, Columbia 4-45381 (Bharat, BMI) 10
8 6 I'VE GOT A RIGHT TO CRY Margo Flowers, MGM 4-4532 (Records, BMI) 10
9 8 I WON'T MENTION IT AGAIN Roy Price, Columbia 4-45325 (Stanwood, BMI) 15
10 16 THE CHAIR SEVVENTEEN Marty Robbins, Columbia 4-45377 (Martha, BMI/Hyperion, BMI) 6
11 15 THEN YOU WALK IN Shelly West, Mercury 31118 (Tone-Oaks, BMI) 7
12 14 PLEASE DON'T TELL ME how the STORY ENDS Bobby Bare, Mercury 73203 (Combina, BMI) 7
13 12 TOMORROW NIGHT IN BALTIMORE Roger Miller, United Artists 50776 (Tone-Oaks, BMI) 11
14 13 COMIN' DOWN Dave Dudley, Mercury 73195 (Kellwil, BMI) 11
15 15 OH, SINGER Jo Anne Campbell, Mercury 73194 (Kellwil, BMI) 13
16 19 HOW MUCH MORE CAN SHE STAND Connie Francis, Capitol 20287 (MCA) (Bron. 2, ASCAP) 15
17 19 CHARLIE'S PICTURE Patti Page, Mercury 73197 (Tone-Oaks, BMI) 8
18 17 STEP ASIDE Ferma Young, Mercury 73191 (Blue Echo, BMI) 14
19 21 NEW YORK CITY Kansas Joe, Mercury 73194 (House of Cash, BMI) 10
20 23 ME MY HAND Mel Travis & Sherry Britch, Wde 4-45355 (Sherry Britch, BMI) 4
21 20 THERE'S A WHOLE LOT ABOUT A WOMAN/MAKING UP HIS MIND Jack Cope, Crest 32273 (CBS) (Forest Hills, BMI/Jaray, BMI) 12
22 36 BRIGHT LIGHTS, BIG CITY Sonny James, Capitol 3114 (Conrad, BMI) 2
23 18 TOUCHING HOME Jerry Lee Lewis, Mercury 73192 (Hill & Range, BMI) 14
24 26 ONLY A WOMAN LIKE YOU Nat Shreacy, RCA Victor 47-9977 (Forest Hills, BMI) 10
25 25 MARRIED TO A MEMORY Don vergil, Capitol 32076 (MCA) 9
26 23 I WANNA BE FREE Luna Lang, United Artists 4-45362 (Tangale, ASCAP) 14
27 37 INDIAN LAKE Fred Welker, Columbia 4-45308 (Pick-A-Sleeve, BMI) 3
28 31 SHE DON'T MAKE ME CRY David Romano, Capitol 32063 (Tangale, ASCAP) 5
29 27 LET ME DO YOU THINK YOU TO PRAY Conway Twitty, RCA Victor 47-9974 (M) (Hill & Range, BMI) 10
30 30 IT'S TIME TO LOVE HER By-Net Markets, MGM 4-45329 (Forest Hill, BMI) 8
31 31 CHIP IN YOUR LIKE'S PLACE Claude King, Columbia 4-45340 (Pick-A-Sleeve, BMI) 12
32 32 ANGEL'S SUNDAY I'm Movin' On, RCA Victor 47-9905 (West-Rock, BMI) 15
33 43 (I Heard That) LONESOME WHISTLE Don Gibson, Hickory 1908 (Peer Int'l, BMI) 6
34 34 IF YOU LOVE ME (Really Love Me) Lamar Woods, MGM 4-45366 (Duckhill, BMI) 11
35 24 MISSISSIPPI WOMAN Wahoo Screamer, RCA Victor 47-9967 (Tree, BMI) 13
36 48 RIGHT WON'T TOUCH A MAN George Jones, United Artists 51440 (Gan, BMI) 3
37 37 LIFE Eliza Presley, RCA Victor 47-9985 (Presley/Last Straw, BMI) 4

This Week Last Week TITLE - Artist, Label & Number Weeks on Chart

49 49 MOUNTAIN OF LOVE TO REMEMBER Bobby G. Rice, Royal American 32 (Rice, BMI) 6
49 39 THE WORLD NEEDS A MELODY Red Lane, RCA Victor 47-9970 (Tree, BMI) 10
40 41 COUNTRYFIED George Hamilton IV, RCA 74-0469 (Beekman BMI) 6
40 50 NASHVILLE David Houston, Epic 5-10478 (CBS, Tree, BMI) 3
41 56 DREAM LOVER Billy "Crash" Cook, Cadet/Ashwell 196 (Audubon Boy/Mill & Range) (Columbia-Screen Gems, BMI) 2
43 22 GYPSY FEET Johnny Reaves, RCA Victor 47-9969 (Open Road, BMI) 12
44 47 JOY TO THE WORLD (Murphy Kellum, Epic 5-10741 (CBS) (Lady Jane, BMI) 2
45 45 FADED LOVE Tom & The Sierra Brothers, MGM 14246 (Hill & Range, BMI) 3
46 42 SUNDAY MORNING CHRISTIAN Marion Howard, Roper 1058 (Wildfire, BMI) 12
47 44 COMIN' FOR TO CARRY ME HOME Polly Parham, RCA Victor 47-9971 (Dowager, BMI) 2
48 52 I AND YOU SO Bobby Goldsboro, United Artists 50776 (Moyse/Tunewell Tunes, BMI) 5
49 53 LOST IT ON THE ROAD Carl Smith, Columbia 4-45292 (Flagship, BMI) 4
50 50 MAKE ME YOUR KIND OF WOMAN Patti Page, Mercury 73199 (Gallion, BMI) 8
51 51 YOU'RE JUST MORE A WOMAN Bob Landry, DMG 2012 (Chart) (Sun-Net, ASCAP) 6
52 46 WORKING LIKE THE DEVIL (For The Lord) Del Reeves, United Artists 50763 (Four Star, BMI) 12
53 54 HE'S SO FIRE Jack Miller, Epic 5-10374 (CBS) (Bright Tunes, BMI) 3
54 62 LONELY IS Deria West, RCA Victor 47-9982 (Jack & BMI) 5
55 55 BABY, YOU'VE GOTTEN WHAT IT TAKES Close Harmony & Melody Worshippers, Capital 3111 (Charlton/Eden, BMI) 3
56 57 AWARD TO AN ANGEL Wayne Kem, Deco 73204 (MCA) (Tree, BMI) 5
57 58 WALK ALL OVER GREG Ross Sacred, United Artists 50774 (Palm Surf, BMI) 5
58 58 SINGING IN WENATAN TALKING BLUES Jimmy C. Lewis, Columbia 4-45393 (House of Cash, BMI) 4
59 60 THE RIGHT COMBINATION Porter Wagoner & Sylvia Barker, RCA Victor 47-9994 (Dowager, BMI) 1
60 57 I'M JUST ME Darrell Price, RCA Victor 47-9996 (Tree, BMI) 1
61 67 FISHIN' ON THE MISSISSIPPI Bobby Blue, Capitol 3110 (Blue Book, BMI) 4
62 64 HE'S MY MAN Melody Montgomery, Capitol 5091 (Champlain, BMI) 2
63 63 ONE MORE DRINK Mel Travis, Appie 3212 (MCA) (Lampes, BMI) 8
64 60 ALL I NEED IS YOU Carl Smith & Darryl Jean Robinson, Decca 32568 (AA Star, BMI) 8
65 65 HAPPY ANNIVERSARY Ray Rogers, Capitol 3117 (Phoenix, BMI) 1
66 60 DON'T CHANGE ON ME Perry Deffreitas, United Artists 50787 (United Artists, BMI) 2
67 70 TREAT ME RIGHT Barbara Mandrell, Columbia 4-45391 (BMG) 5
68 63 PINE GROVE Cantleberry Brothers, Dot 17328 (Paramount) (Brothers 2, ASCAP) 3
69 70 LOVE ON THE ROAD Jerry Lee Lewis, Sun 1125 (SSI International, BMI) (Charlton/Eden, BMI) 1
70 71 BLACK LAND FARMER Jody Compton, Capitol 3115 (Phoenix, BMI) 2
71 66 SWEET BABY ON MY BLACK LAND FARMER Jody Compton, Capitol 3116 (Phoenix, BMI) 4
72 67 MADISON PULPY Dickie Lee, RCA Victor 47-9969 (Flagship, BMI) 2
73 75 UNDER YOUR SPELL AGAIN Sammy Davis Jr. & Ray Charles, RCA Victor 47-9992 (Central Songs, BMI) 5
74 75 TAKE ME HOME, COUNTRY ROADS John Denver & Jerry Jeff Walker, RCA Victor 74-0440 (Cherry Lane, ASCAP) 1

JUNE 26, 1971, BILLBOARD

453812
Nashville Scene

Bowman Back To Live Dates

NEW YORK—Don Bowman, former RCA TV personality and currently back to radio recently on the West Coast while working out his new program, is returning to life performing under the guidance of manager Gerard Purrul.

Bowman, famous back to radio recently on the West Coast while working out his new program, is returning to life performing under the guidance of manager Gerard Purrul. Bowman will return to radio to perform on the West Coast while working out his new program, and is expected to return to the recording industry soon.

RCA's WALLY CORRIGAN presents Dolly Parton with her first gold record, signed by her first A&R producer, Jerry Reed. Parton is one of the country's most promising new artists, and is currently making waves in the industry with her unique style and infectious personality.

Brite Star Pick Hits

I'm Just Me—Charley Pride (RCA) is back on the scene with another great new release. Pride continues to impress with his soulful vocals and catchy tunes. For his latest release, he team's up with legendary producer, Lloyd Gaines, for a top-notch musical production.

Touch Me Jesus—The Glass House (Invictus) is back with another great new release. The band's unique sound and powerful lyrics make for an unforgettable listening experience. For their latest release, they've teamed up with producer, Mark

...Continued from page 36

Houston, Michigan. The young man, still the king of the town, is mured in demand as a performer. Since New Year's Day, he has only had two nights off.

John Henry III has a new re-
lease, and a lengthy absence due to an auto accident. He last re-
corded the month of March for Mon-
ton. Sonny James and his Southern Gentlemen are off for a month of fishing and relaxing. He re-
starts his tours in July.

The Jack Clement recording sessions here have been set for recording in recent days Lynda K. Lance, Bill Rice, Sonny James, the Mozeman.

Music Country

Ferguson, Miss.

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SOUL SLICES: The Dramatics are what you get in the "What You See" sweepstakes. Stoney & Meatloaf has billed its "Lady Be Love" and Little Joe Mixon has slipped after denoting the charts with his version on Duco. Then there's Ike & Tina Turner's new LP on United Artists with the same title, but this double album is this duo's greatest hits done live, and including their breakthrough, "Ooh Poo Poo Doo ." New Joe Tex: "Poppa's Dream," on Mercury's Dual label. The Jefferson Starship has turned on a new chapter of their Joplin's Fountain label. A new Ollie Nightengale single is a month away, while his big solo single is still picking up the play. 

New Hearts of Stone on Motown's V.I.P. label: "If I Could Give You the World" ... Much of the applause at Edwin Starr's opening at the Copacabana was to Hyrpsoul Band. Free-form radio stations are finding souls fit in, especially Aretha & Ray's "Spirit in the Dark," Marvin Gaye's "Inner City Blues," Stevie Wonder's "Do Yourself a Favor" and the Temptations' "Smile" (executive production). The last two cuts appear on a single cut, "exclusively produced" Motown promotional album for free-form stations. Ike Hayes, Bill Withers and Curtis are there, too, while the Undisputed Truth is riding. "Smiling Faces Sometimes" is a breakthrough. "What's Going On" album 150 percent. "Mercy Mercy Me (The Ecology)": his new single, and don't be surprised to catch Gaye in a movie role one day soon. 

Album Happenings: Ike & Tina Turner, "What You See Is What You Get" (United Artists); Emotions, "Untouched" (Volt); Chuck Berry, "San Francisco Dust" (Chess); Great Performances, "Sweet Woman's Love" (House of Orange); Nina Simone, "Here Comes the Sun" (RCA); Kim Weston, "Kim, Kim, Kim" (Voli); Soul Children, "Best of Both Worlds" (Vocalion); The M-List (Impulse); Freddie Hubbard, "Straight Life" (CTI); Supremes, "Touch" (Motown); The New Birth, " Ain't No Big Thing" (RCA); Eddie Floyd, "Down to Earth" (Stax); Ceysons, "Pass the Plate" (Chisa).

ON THE HOT LINE: Kool & the Gang play the NATRA Convention in Chicago, set for Aug. 1-16. Next Temptations single looks like a Motown oldie, "It's Summer." The Temptations and the Funsters are making appearances in Europe. The last two cuts appear on a single cut, "exclusively produced" Motown promotional album for free-form stations. Ike Hayes, Bill Withers and Curtis are there, too, while the Undisputed Truth is riding. "Smiling Faces Sometimes" is a breakthrough. "What's Going On" album 150 percent. "Mercy Mercy Me (The Ecology)": his new single, and don't be surprised to catch Gaye in a movie role one day soon. 

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Talent In Action

* Continued from page 36

itself. It recently added a congo player, although this only makes the group the third of the three in several songs. The material all seems to work towards a cracking style, which it has to do if it is not going to resolve the mistakes.

The moving grace of the band is that its music is very danceable, and it got the people on their feet to shake their tails. With a bit more searching for a distinctive style, something may arise above the rest of the hard rock pack.

GEORGE KENNEVER

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From The Music Capital of the World

DOMESTIC

DTREIT

Trumpeter Al Hirt will be performing Saturday (26) at Lefty’s Pavilion Room. Bobby Ubrihnen was in town for a one-nighter June 19 at Edge- water Park. This band will be at Windsor’s Elmwood Casino through Saturday (26). Clyde McCoy and his band are at the Room’s Velvet Canyon for an extended stay. Roger Williams will be performing Friday (25) on the Room’s stage. The Vanity Ballroom reopened June 18 with its “Name” Groups. The opening weekend included the Velvet Underground, Guardian Angels, Magic Lamp and Coming.

HARRY TAYLOR

LAS VEGAS

Robert Goulet opened with John Thursday (24) at the Frontier while Jack E. Leonard opened the same night in the lounge and song. Another Thursday (24) opening was held at the Flamingo Lounge for the Mills Brothers, Nelson Randell, and the World Band and the New Direction. Sergio Franchi is still in the studio’s main room for a four-week engagement. The Landmark had a Wednesday (23) opening featuring Buck Owens, Bob Newhart and Abbe Lane on the bill. Opening Friday (27) at the Desert Inn while Tex Beneke, the Modernaires and B. B. King in the lounge. The Flamingo opened Friday (27) at the Desert Inn while Tex Beneke, the Modernaires and B. B. King in the lounge.

JOE WENDEL

CINCINNATI

Lumie Muck, Elektra Records artist and producer, stopped off last week en route back to the West Coast, following a bus- ty schedule in Nashville and a re- cord session in Muscle Sholes. Lumie has just finished work on his latest album, tentatively titled “Lay It Down,” slated for release in late August. With five songs five of Lumie’s own tunes.... Pat Nelson, now the Cincinnati plan- tern promotions out of Nashville, was here last week to put the hu- bble on a new single by Janice Johnson, of Fort Pierce, Fla., titled “The Hurt Hasn’t Gone Yet.” It’s on Harry Cattis’s fraternity label.

Rud McKuen makes a personal at the Cameo-Carousel Theater Thurs. (22) for the world premiere of “Scandalous John,” for which he penned songs and lyrics.

Steve Rossie and Spiggie White are current at Dick Schilling’s Beverly Hills, Southgate, Ky. Atlantic T. Berry T. Berry set for the June 23-July 1 stop at the Playboy Club.

Al Morgan, long a huge fa- vorite in this party is making with his acro pianists at the Lookout House, Covington, Ky. Morgan recently shifted from WUBE to WCLU as program director. He’s done it again. Bruce was married Friday (4) to Darlene Ann Brown.

A country music package spot- lighted George Jones and the Jones Band. Tommy Walsworth, Har- old Morrison and Patsy Sled disc- jockey at WVTM Nashville, is the country Music Party, Ashland, Ky. Sat- urday (3) at the national’s hand- ing promotion.... Chase, Epic Records group out of Chicago, took off here Friday (23) to play a party date for John Warrington. The James Band did a Top Concert Series, presented under sponsor- ship of porn, as a prelude to the band’s second season at Tad Auditorium Oct. 19 with Roger Williams & Co. James Whitmore’s one- man show, “Will Rogers U.S.A.,” in the nearing peak season at the International. He is scheduled to be there Dec. 10. Other attractions in the series will be the first appearance of the Norman Luboff Choir, the King Family, Tony Sandler and Ralph Young, John Gary and Co. and Ferrante and Teicher.

Lee Fogel, promotion manager of the local WNCN, moves up, jour- neyed to Louisville Sunday (6) to catch the Eric von der Ley performance at the Exhibition Center. He was there by Don Johnson, NCA’s Louisville rep.... Tom Jones’ recent appearance at Cin. was part of a tour, which took them to some 6,200,000,000 seats in the so-called Golden Cir- cle—Chicago, Fremont West, Fort Wayne, Columbus, Ohio, Cleveland, New York, Pittsburgh, Philadelphia, Boston, Atlanta, and Reading. They kicked off this season at The Apollo Theatre in Springfield, Ohio, Friday night—Saturday, Sept. 10, 1960. This was part of a tour, which took them to some 4,500,000 seats than Jones pulled on his previous engagement here last year.

Steve Reece, hubby-manager of S.R. Records and R. B. and Diner How- ard, was a subject of a feature story in an upcoming issue of a magazine.... The piece spoke of Reece’s successful career, but the youth- ful Reece heads up the newly formed Reece Enterprises, Inc., which will engage in the booking and promotion of talent.

BELL SACHS

JUNE 26, 1971, BILLBOARD
Jukebox programming

MERCHANDISING PUSH Star Co. Keys Strips to Music

• Continued from p. 3

MILWAUKEE, Wis.—Yellow transparent overlay strips are bringing more green stuff into the Mitchell Novelty Co. jukeboxes, according to route foreman Cliff Costrell. All new records in a jukebox are highlighted by short yellow cellulophane inserted directly over the title strip. Patrons know at a glance which discs have been added since the serviceman paid his last visit to a location.

Our regular customers know that yellow strips mean that new records are in a jukebox and they spot that fact as soon as they walk into a location of ours,” Costrell says. “We change an average of 10 records every two weeks in our local good locations. These yellow, or amber strips emphasize the fact that we are keeping that location current with all the latest releases. About a half dozen years ago before he began using these ‘eye-catcher’ strips, he provided locations with types of all new records, but the serviceman put in the box. But typing up the lists was too time-consuming. Besides, they select the list for serious collectors could see them. So we started using this yellow cellulophane strip system,” he said.

Costrell does not have time to inventing these cooling strips. The idea was adapted, he says, from jukeboxes where users utilize blue code strips to indicate which numbers on their new machines were from record albums.

Why yellow cellulophane? Why not red?

“Red does stand out more,” says Costrell. “But it is difficult to read title strip information beneath red cellulophane. Yellow transparent cellulophane is the best color to see titles through and it doesn’t give the machines a gaudy look.”

Furniture Style ‘Jukeboxes’ Will Widen Programmings

FLINT, Mich.— Furniture look jukeboxes are a thing of the past, with the 446 open up new locations with different programming requirements, according to Mr. Shirley Gable, Hi-Fi Amusement here. “We’re looking atjukeboxes with more oldies, easy listening records and the like,” he predicted. This fine with Mrs. Gable, who programs the firm’s jukeboxes, because she thinks there’s too much rock right now. “I’m using a little light rock on nearly all my jukeboxes. For one thing, most locations attract younger people who want it, and for another thing, I can’t get too much else.”

Mrs. Gable, and her husband Bud, who has been in the business for 53 years, would like to find more stops for the 466, which she has designated to “a jukebox.” She said: “We are sort of limited in this area as far as better locations. We are looking at machines that will go into any real plush lounge. How well they do in those, I can’t tell.”

Other locations to such a different looking jukebox vary all the way from complete amazement to mericulious buyers. The overhead jukeboxes are the best machine for the home, she said. “A couple of sub-grouped players are doing well.”

(The continued on page 44)

Coin Machine World

MONTANA ASSN.

A program of more interest to vendors, visits by at least one two-stop managers and other national figures and legislative reports will be featured at the 17th meeting of the Montana Coin Machine Operators Association at the Sleeping Giant Motor Hotel, Helena, Mon. There will be equipment exhibits, too.

Executive secretary Dorothy Christiansen will change her name to反映 the needs of vendors.

One Step Manager Evelyn Dalrymple Lieberman’s Omaha, Neb., and a representative from Seattle Record One-Stop are attending. The legislation has been in part on the looming state sales tax. “Montana does not have one.”

Arizona ASSN.

There is a possibility that the now former Amusement Vendors of Arizona will meet concurrently at a later date with the state’s vendor organization, according to Charles Smelton. AYA steering committee chairman, Sunset Zone manager for Standard Cigarette Service, Amarillo, Tex., large diversified company with operations throughout the Southwest.

(The continued on page 44)

Mo. Firm’s Efficient Library Eases Jukebox Programming

By GRIER LOWRY

ST. JOSEPH, Mo.—A systematic plan for stocking take-offs, oldies, current hits and request records is a marked feature at Acme Music Co., St. Joseph, Mo.

Wallace Gable, assistant and founder of the business. His son, Tom, is in charge of management and Richard L. Brady has served as programmer for the company for 22 years.

Behind the efficient arrangement in the firm’s local offices, Bill Cobb, a graduate of the School of Business at Washington University, St. Louis, Mo., the Acme Music library is lined with five shelves. There are prescribed sections for each category of sounds—current disks, oldies, requests and current take-offs.

Against the backwall, two top tiers are utilized for request-records going to locations. These are filed by the day of the week on which vendors call on specific locations.

Requests are a request from a location, he writes down and sends it to the office. He then puts the record aside until the name of the location on it. Then we put it with requests on a certain box of the day the location visits, Cobb advised. “This means that the routine automatic prints out all requests for locations he makes that day.”

“Requests are a big deal with us and we do our best to follow through on them for locations. When we get them we want them to go out promptly,” he said. “The efficient stocking plan,” young Cobb said.

“Only a small section of shelves we keep current records which we’ve received, keyed by type with all country and so on,” he explained. “Built in this section is a feature. We’re constantly screening records to make sure we’re routing them to the locations they should go to.”

After we get back from a visit to our Kansas City one-stop, we give the records a second run-through and put them.”

Against a sideways is a set of bins for take-offs, old songs, current take-offs which continue to be requested by locations. These are separated by type of music and sub-grouped alphabetically by artist. There are over 300 records.

(The continued on page 44)

Sterling Strips Color Coded

NEWARK, N. J.—Sterling Title Strip Co here offers an alternative to separating strips on the jukebox program panel through use of a small color code card which guides patrons to types of music. The system is foster according to Dick Steinberg, president of the firm.

Sterling uses a different colored strip for each of five types of music: popular, country, easy listening, soul and oldies. No matter where a particular title is on the program panel, the code card also placed on the panel, guides the person. “Time is money in jukebox programming,” he said recently. “When the records are changed, the programmer does not have to disregard them, so changing time is cut. The code card, of course, can key less than five types too, where necessary.

Small Strip Offer

PITTSBURGH—Unless small labels furnish title strips, it’s almost impossible to interested one-stop. According to William Miller, general manager, Star Jukebox General, here. Thus, his firm offers a small strip and will print as few as 100 cards.

JUKEBOX programmer Mrs. Shirley Gable and her husband Bud Gable of Flint, Mich., claim they have had serious injuries from lounge patrons who wanted to know if they could purchase the Rock-Ola 446 for their homes.
THE BEST MACHINE WE'VE EVER MADE

See it during Rock-Ola Open House Week October 19th through October 24th at your local Rock-Ola Distributors Showroom.

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www.americanradiohistory.com
Montooth Plugs Grouping Disks

- Continued from page 42

problem with records that break from one programming category to the other. "Where something such as 'Rose Garden,' breaks from country into a pop hit, we merely place it higher in the country category so it reflects the popular records," Bush said.

He added that Montoooth Phonograph Service places more emphasis on its programming technique than the location factor. The firm is not involved in games or a "pick-a-box" system of jukebox operating firms.

"We've simply found that grouping the music on jukeboxes increases the revenue. It's been proved time and again. It's worth the trouble some programmers think it is," he said.

Coin Machine World

- Continued from page 42

Colorado as well, it is a bound member of its taverns. Merchandising Council AUA has tabulated its first meeting in September.

Schenbott sent out 652 promotions for a state organization of jukebox companies and received 27 replies. It is the third year that the radio station's programming

KENTUCKY

The Kentucky Automatic Merchandising Council elected Robert E. Taylor, owner of Green Vending Service, president at the recent meeting.

Others in the new board members: Rev. L. Thorton, Canteen Food & Vending Service, Lexington; Secretary John Revel, Central Music Vending of Lexington; Treasurer Francis G. Miller, Miller's, Irvine.

The three-year old board members: Revel, and Lewis Jones, Vendors Exchange, who have been on the programming staff. The last three years: Calvin Colburn, Colburn Amusement Co.; Russellville; Don it is anticipated a membership of 16 to 17 companies.

What's Playing?

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

Albuquerque, N.M.; Campus Location

Mary E. Roth, manager

Servataion of New Mexico

"Joey to the World," 3 Dog Night; Dunhill 4154.

"It's Too Late," Carole King, Ode 660015; "Crazy," Janis Joplin, Columbia 45379.


Current releases:

Alton, Ill.; Easy Listening Location

Harry Schaffner, operator.

Frank B. Katz, programmer.

Fabiano Music Co.

Austin, Minn.; Country Location

Jerry J. Laniert, programmer.

Evans & Service Co.

Baltimore, Md.; Jazz Location

Buchanan, Mich.; Easy Listening Location

Bernard Halston, programmer.

McGowan Bros. Music Co.

Hudson Falls, N.Y.; Campus Location

John Powiers, programmer.

H.C. Kobelbach & Son

Jackson, Miss.; Soul Location

Windham Cauhman, programmer.

Capitol Music

North Bend, Neb.; Country Location

Ed Kort, operator.

Los Reginson, programmer.

Amusement Co.

Philadelphia; Jazz Location

Mel Epstein, programmer.

Blue Ribbon Vending Co.

REQUEST records at Acme Music Supply. If the records are out of stock, they are arranged on top shelves according to days of week on which route men will call on locations. This plan ensures customers automatically pick up location requests they go for out of town. Complete retirement area is devoted to take-off with current value.

New and Used" Machine Operators

MERCHANDISE—Leather back gum; wreath design; hand tooled wooden plaques, unpainted cardboard, bulk & vacuum packed nuts, bulk beans, nuts, bulk peppers, combs, tote bags, package gum; spirit gum, vacume packed nuts, soap sprays, machine cleaners & lubricants, food equipment, vending machines & hot beverages.

DEPENDABLE, FAST SERVICE, LOWEST PRICES FROM LARGEST INVENTORY IN THE U.S.

Mail for prices and illustrated literature.

MAIL THIS COUPON TODAY for a complete listing of all northern equipment.

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414
Classical Music

Classics Sales Up 3-20%, Poll of 3 Key Areas Shows

• Continued from page 1

promotion of Beethoven and the response from Stravinsky buyers in marking the late composer’s 80th birthday celebration.

Steven Stinson, manager of Sam Goody’s Third Avenue store, said that sales are as healthy as ever. He said that all pricing categories were doing well, especially budget and discontinued product. Regular-priced product was up about 3 percent, he said.

According to Jim Parsons, assistant purchasing agent of Record Hunter on Fifth Avenue, sales have increased in all three of the operations, especially in February and March. Economy lines registered strongly. Turn-About Records and Leonard Warren product on Victrola were given as examples.

Terry Miller, record buyer of the Drublesky store at Fifth Avenue and 53rd St., said that sales were improving after a slight downturn in the overall record business. He blamed the bad economy for the dip. Budget lines were adding in the better sales picture, he said, because “manufacturers such as RCA are becoming more discriminating as to what it releases on its budget labels.”

Los Angeles

In Los Angeles, classical record business is up an estimated 20 percent here since the first of the year. California Music, southwestern California’s pioneer one-stop, owned by Sammy Ricklin, carries over 2,000 classical LP titles, according to Neil Rizaldi, who heads that department. He continued to cite the increasing number of classical artists appearing on IVX variety shows, and specials has aided interest over the past six months. Rizaldi stated.

Vinyl Count Music Sales, another one-stop, went full stream into classical package sales in February when Jack Warfield, previously of the Record Mart chain, Philadelphia, took over its budget division. He is helping to settle the city’s only full-time classical radio outlet, has heightened consumer buying. Vinyl Count stores carry a full-line of classics, with bargain-pricing of LP’s to entice new customers. Russ Soleman’s Tower Records on the Strip has over 1,000 covers on display. Store manager Charlie Shuw uses the Friday editions of the Los Angeles Times to pump out new classical business. The store carries a full-line classical inventory. The store opened six months ago. Four of the five Vogue record store carries classics. The Pasadena store, which opened in February, carries an excellent classical sales, according to Joe Cooper of the store.

The greater competition has old-line classical suppliers working overtime. Art Grobath, chief of the 10-store Discount Records Centers, bemoaned the fact that so many retail promotions are based on heavy price-cutting. As a full-line classical music pioneer, he pointed out how this drives some of his pool customers away temporarily, “but they come back quickly when the reductions are over.”

Grobath said that he and other retailers are losing out on a lot of plus classical business in that so many distributors “and even Amex” are not stocking or maintaining proper inventory of classical tapes, from reed-to-reed thru the cartridge configurations. Grobath said he knows he could do an extra 15 percent in classical business in tape and it would not take away from his classical LP sales, he added. Grobath urged classical repertoire directors to come up with music books and roll out the deluge of reissues hitting the market. Cooper noted that he can best keep track of classical clientele trading at the stores by stocking not only full-line on the major labels, but playing as far east as New York and up full-price classical labels that are not represented here by distributor Irma Leffel, buyer for the Music City Mart chain, Philadel-phia, took over its Chalfont division. However, the city’s only full-time classical radio station, Chicago Classical Music, was helping to hold sales in between big surges of such items as Georg Solti’s Mahler sets, according to Chicago record-tape retail buyers. Said one Mahler: Symphony 5 sold very strong all during the winter,” said the city’s largest independent music store chains. “If the manufacturer would just put more promotion behind certain classical packages, they would find that a market is there.”

The same buyer documents this remark by saying that the market here is very strong on budget classical lines such as Victor’s Odyssey and Nonesuch, Seraphim and Turnabout. “I think the budget classics are like the paperback books, and offer the consumer some culture at a reasonable price.”

Chicago

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RCA RECORDS—Van Cliburn doing his autograph thing recently at Korvette in New York to help push sales on his albums. Results, according to a 10-station survey, are excellent, with promotion luring many customers.

JUNE 26, 1971, BILLBOARD
the members of PBA the right to perform publicly through radio and television broadcasting, the phonograph use, and the public performance of its songs.


These networks, representing the Philippine major broadcasting as well as 16 television channels.

Industry people in the Philippine musical works the members of the licensing agreement are Corrales (Pilgrora), Bennett, Matt Monroy and Ray Conniff.

Local cover versions are mounting: those of Hench, Pili Calo, Carmen (Magsalang), Mora (Abora), Jonathan (D'swan), Pilila Calo, Carmen (Magsalang), Carmen (Villam) has also performed on taffa. The tagalog label has scheduled Justo C. Juan to do a new version of Cancio to do another Tagalog version.

It is predicted that the Francis Lai work will surpass the record set by any of the best sellers of the Beatles, Lettermen, "The Sound of Music" soundtrack, Elvis Presley, Frank Sinatra, Andy Williams, and Andy Williams and Ray Conniff.

King Mounts Rock Promo

TOKYO—"We Got Rock" is being called the new push of rock and blues product. The company has already spent over one million yen ($2,800) on printed promotion materials, including a four-color booklet.

King's salesmen are establishing King's dealers in the face of heavy competition from the rock campaigns of Toshiya ("Rock Now"), Warner/Pioneer ("Rock Age"), CBV/Sox ("Rock Promotions"), and Do It ("Do It Program") and other local area promoters.

King's rock artist includes Ten Years, Myrza, the King, Spook Tooth, Lee Michaels, Procol Harum, Savoy Brown, Humble Pie and others.

King's salesmen will be called to the catch. With all of its sales, these sessions will be brought to be marketed and other special techniques.

SABC Takes Over LM Radio

JOHANNESBURG—The South African Broadcasting Corporation will take over the broadcasting concession of Lawrence Marques Radio Corporation.

Under the new agreement, SABC, which has a total of 25 stations on the SABC, will have full control of the programming and content.

Petey Horsley, deputy on Springbank Radio, and director of SABC Regional Services, said talks (Continued on page 47)
**Capitol U.S. Planning Biggest Canadian Release**

**By RITCHIE YORKE**

TORONTO—Capitol of Canada president Arnold Gosnich announced this week an expanded inter-company schedule of U.S. releases for Canadian product which would begin immediately.

Gosnich, who just returned from a week-long visit to Capitol's Hollywood head offices with Canadian ad director Paul White, has enjoyed much chart success in Canada with popular product, but this advantage has often been lost by a lack of follow-up release activity in the U.S.

One example is Edward Bear, the Trast solo which spearheaded Capitol's return to the Canadian talent scene late in 1969. After scoring a Hot 100 chart single in the U.S. with Edward Bear's first single, "You Me and Mexico," Capitol U.S. waited nine months before releasing the follow-up. The second single, "You Can Call Me All Mine" had been paraded by the group even before "You Me and Mexico" had been off the American charts.

The purpose of Gosnich's trip to Hollywood this week was to iron out such traditional problems and to boost the parent company's belief in the burgeoning Canadian music market.

One of the first meetings set up by Gosnich was a special luncheon for Arnie Megall, ad head of Capital's international radio department at Capitol's world headquarters in New York.

**GRT marketing manager, Ed Lk. Billboard, Toronto, June 25 A & M's Joe Woodhouse is preparing tie-in promotion for new Capitol release.**

**From The Music Capitals of the World**

**Bell Receives Four Golds**

**TORONTO—Quality Records is to receive four gold record awards for recorded music.**

The Patridge Family receives one for the "Patridge Family Album," the single, and the "I Think We'll Get Gold records for two singles, "Criminals" and "Knock Three Times."

**Up to GRT, Canada**

**TORONTO—GRT of Canada has cut its sales staff.**

The first release under the new producers is the Pepper Tree single of "Try," which is reportedly getting a hefty promotion push. The Pepper Tree album, which Capitol is promoting strongly in Canada, will be released in the U.S. Aug. 2.

Gosnich and White also met with Allan Davis, vice president of merchandising and creative service, and the Capitol promotion manager. There will now be increased merchandising and promoting between the two companies.

Gosnich also feels that much has been done this past year by having office thinking on the Canadian record market and promoting. The company is now making a comparison to its long accepted role as world market leader for U.S. product which has been losing.

**Big Chief In Canada Country**

**TORONTO—Big Chief Records, which handles the country's pop domestic production scene recently, is now being supervised by the Capitol U.S. executive producer."**

**London Handles Its Own Tape**

**MONTREAL—London Records will take over distribution and manufacturing of its pre-recorded tape product effective immediately.**

London tape releases were previously handled by several distributors which now has a six-month sell off period and an available inventory, ending Nov. 30.

**Producers for Moffat Awards**

**TORONTO—Moffat Broadcasting, a company which operates five TV stations in Canada, is now preparing its presentation to the Canadian Music Awards for achievements in Canadian music.**

The company sent an announcement to each Canadian record company with 200 words to nominating entrants for each of the 15 categories.

For the first time, Moffat will make awards to Canadian record producer, studio engineer, and record composers and record companies. Non-Moffat artists will not be played on each of the Moffat stations. The company's own AM and FM stations—WCHM's CHED, CKXL in Calgary; WHMO, KDKC, and WJPH in Winnipeg; and WJMO and WJMK in Moosonee—will help.

**Requirements for any record nominated for an award is that it must be a Moffat release. The first three Moffat releases—"Shoestring" of Nanaimo, "The Story" by former Moffat artist, and "I Don't Have Anyone In The World"—are designed to get airplay on non-Moffat stations in order to get a wider audience for the Moffat record.**

**From The Music Capitals of the World**

**New LP from Riss is recorded in both English and Spanish.**

Danyel Gerard (CBS) has recorded his song "Butterfly" in both languages. Vocal background was supplied by the Spanish Aguapina (Accion). While Raphael (Hispa) is currently recording in Mexico—following a successful tour of the U.S.—he has recorded a new record with the "Te Voy A Dar Lo Que Quiero" (I'm Going To Give You Whatever You Want), and the Spanish version of "My Way," entitled "A Mi Manera." New single from the group Bravo (Polydor) has both songs composed by Augusto Alguacil y Mano Amor (My Love).

**Diana Maria (Zafiro), ex-member of the vocal group Vegas Amigas, made her first record as a solo artist, "Adonis" (Goodbye) and "Un Rio Amargo" (A BITTER RIVER) for Columbia.**

**Carlos Calderon, also previously with Estrella Revela (CBS), girl singer with the group Los 3 Latinos, arrived in Madrid for an appearance on local TV. New single by Mari Trini (Hispa) has two of her own compositions—"Yo Confieso" (I confess) and "Escuchame" (Listen To Me).**

**Hispa has distribution in Canada through International Music EMI.**

First singles of Spanish rock act, Los Stones—"Boy" (Brown Sugar) has released a new single in Spain. The Stones LP "Sticky Fingers" will be released in Canada by EMI's Canadian label. "Oh Man" (Teen Night) has released a new single in Canada along with his recent album, "El Ultimo Romantico" (The Last Romance)."

**MADRID**

**Basilio (Zafiro) won first prize at the "Dias Infantiles de Música" competition organized by Spanish Television (TVE) with a song composed by Herreros and Armenteros.—Tener Lezana (I'm Away Lands).**

**Spanish singles also performed as special guest star during the last list of hits contest organized by the Decca label, No. 1 single "Un Hombre (A Man)" by Haya Martinez and "Last Night of the Week" by the group Los Amigos.**

**London's Dick Reienzeu said the "Flamenco" which only apply to tape product sold by a London branch.**

**The charts tell the story—Billboard has THE CHARTS**

**JEUNE JUIN 26, 1971, BILLBOARD**

**POP ART POSTERS with Slogans**

Available black & white or color.

**$11.00 including p. & p.**

Available—B. J. BOYCE Dromine Records, Warren Point, Ireland

Please allow 21 days for delivery
JERUSALEM—A hallad, "Rak Huyare'Ach" (The Eyes' Sweet Light) —viewed by the young Sani Keshet (Hed Arzi), with 3,629 votes. This song was particularly attributed by riloo (music) and Rachel Shpiro (lyric). The third prize went to "No red halls" (We Won't Know Tonight), with 3,090 votes. The winners were: Shlomo Shlomo (both music and lyric), and Shulamit Chem (both music and lyric), performed by the duo Duda'im (Isphoron).

According to the results in the festival song contest had been chosen from 700 original entries and were sung by 12 students from various university and academic groups. The remaining nine artists were: Aharon Ben-Zion, Silvia Levi (Israelite), Dani Gol- den and Shulya Chom (Chom), Shlomo Shlomo, Shlomo Shlomo, Shlomo Shlomo, Shlomo Shlomo, Shlomo Shlomo, Shlomo Shlomo, Shlomo Shlomo, Shlomo Shlomo, Shlomo Shlomo, and Shlomo Shlomo.

Israel's Broadcasting Authority, which is the promoter of the festival—decreased its interest in the festival, as it is a representative of the government, and the Minister of Culture.

Other critics demanded a change in the rules of the contest. They also said that the official list of 9 songs was neither a full list of the 12 songs, as well as in the whole system of entry, and to divide between professional songwriters (missing from this festival) and amateur songwriters. The festival was broadcast nationwide, on both TV and radio.

Hed Arzi, not CBS, recorded most of the performers who appeared at the contest. An immediate release was made for both a CBS record and a second prize record (which are available in both CBS and Radio and Shulan Chem (both music and lyric), performed by the duo Duda'im (Isphoron).

In the contest, there were 700 contestants, 320 of whom were amateur songwriters. The competition was handled by the duo The Eyes' Sweet Light and Shulamit Chem.

Justo debuted his new song, "A Song of the Thousand Places," recorded by The Eyes' Sweet Light and Shulamit Chem. The song was written by Boots Randolph and is sung by Boots Randolph, with lyrics by Smoky Robinson and the Miracles (Tahma).

OSCAR SALAZAR

AMSTERDAM

The eight-song Dutch tour by Udo Jurgens in May was a tre- mendous success, culminating in a final concert in the Concert Hall. Amsterdam. Here, Udo Jurgens made a special TV program, "The Story of the Week," which was presented with the Edew (1971) a UK 45. The recording of the Udo Jurgens album "while taking part in the TV show." The CD contained eight songs, and included a special hit from Holland: "The Eyes' Sweet Light." The song was released by the duo The Eyes' Sweet Light and Shulamit Chem.

The MAYOR of Jerusalem, Teddy Koleas, presents the first prize award of an envelope containing $425 to the winner of the 1971 Song Festival. Shlomo Shlomo (lyric) and Danny Arzi (music), while right, Ilanit (Ariella) and Danny Arzi (music) perform the winning song, "Rak hayare'Ach." (Only the name of the song is mentioned.) The song and the original festival album which became an instant best-selling item on the Israeli record market.

From the Music Capital of the World

• Continued from page 47

Declared "No Soy de Aqui" (I Am Not From Here), Arrangement by: "The Eyes' Sweet Light," with Shlomo Shlomo, who is currently performing at El Million (Catalan: Espanola).

In recent years, the Eyes' Sweet Light has been sung by the duo The Eyes' Sweet Light and Shulamit Chem, with Smoky Robinson and the Miracles (Tahma). The Eyes' Sweet Light is a member of the Eyes' Sweet Light group.

The Eyes' Sweet Light, who is known for his "Wily label," Vicor released two new 12-inch singles, "I'm Going to New York," and "Mr. Brown." Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Going to New York," was recorded by Vicor's first single, "I'm Goin..."
everyone's looking for the best, effective convincing profitable instant impressive constant super major way to reach their music markets daily.

here, everyone.

BILLBOARD'S 1971-72 BUYER'S GUIDE.

Look no further. On August 28th, the Buyer's Guide comes into full view. As the yellow pages of the international music-record-tape industry, it's the super-marketing place where music executives all over the world find the answers to their business needs—instantly, constantly, accurately.

Last year, over 300 music advertisers enjoyed the benefits of reaching their buying influentials daily, in music markets around the world. From record companies, tape equipment manufacturers, recording studios to talent and agencies, everyone who shops for the best way to sound off, finds it at the source. Billboard's Buyer's Guide. You can't afford not to get into it.

ADVERTISING CLOSING: JULY 23
ISSUE DATE: AUGUST 28, 1971
**TITUS GROAN ENVIRONMENTS-Disc of SOUNDTRACK**

Biliboard reports that TITUS GROAN has scored a huge success with its latest disc release. The soundtrack features a variety of musical numbers that perfectly capture the essence of the film. The reviews are unanimous in praising the disc for its ability to transport listeners back into the world of Titus Groan.

**SPECIAL MERIT PICKS**

- **Cocktails-Sweet Taters**
  - COCKTAILS-Sweet Taters was a popular U.S. band in the 1960s and 1970s. Their music was often described as a mix of country, rock, and soul.
- **JAMES DAVIS**
  - JAMES DAVIS is a well-known artist who has made a significant contribution to country music.
- **GEORGE HARRISON**
  - GEORGE HARRISON was a member of the famous Beatles and is known for his exceptional musical talent.
- **BOBBY BARE**
  - BOBBY BARE is a legendary country music artist with a career spanning decades.
- **LORETTA LYNCH & THE CHILLIE PIES**
  - LORETTA LYNCH & THE CHILLIE PIES are a dynamic duo known for their high-energy performances.

**RECOMMENDED RECORDS**

- **MIDLAND**
  - MIDLAND is a contemporary country band that has gained popularity with its infectious melodies.
- **KISS & MAKEUP**
  - KISS & MAKEUP is a group that has gained a following with its unique sound and style.
- **SUNFLOWER**
  - SUNFLOWER is a band known for its acoustic and folk-influenced music.
- **THREE DOGS**
  - THREE DOGS is a band that has received critical acclaim for its experimental and innovative approach.
- **PIANO**
  - PIANO is a well-known artist known for his piano skills and soothing melodies.

**ALBUMS**

- **WHEN THE WORLD WINTERS**
  - WHEN THE WORLD WINTERS is a work that explores the themes of love and loss through music.
- **TENNESSEE STORY**
  - TENNESSEE STORY is a collection of stories that have inspired many songs.
- **JUKEBOX**
  - JUKEBOX is a compilation of popular songs from the past.
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Not since the late 40’s has Bluegrass king Lester Flatt and Mac Wiseman worked together, but here they are, picking up the old-fashioned feel of the old-time Bluegrass Sound, with other country all-stars, the Twin Fiddles of Howdy Forrester and Paul Whiteman and keyboard master, Keith Emerson. The result: A keenly awaited effort that stands up to the high standards set by the group’s past success. Here’s another top album performance from Webb Pierce that should keep right on top of the best-selling charts, with its recent single hit “Tell Him That You Love Me” is the kind of follow-through close behalf are all in Pierce’s performances of “Warshaws Are Too Many, Not Too Few,” “Shining His Dollar” enticed a new recording of his classic “Little Rose.”
BRUNG TO EWE BY RAM

apple records
### Billboard Top Weekly Albums

**For Week Ending June 26, 1971**

**TOP 50**

<table>
<thead>
<tr>
<th>WEEK</th>
<th>ARTIST</th>
<th>Title, Label, Number (Distribution Label)</th>
<th>Males on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CAROLE KING</td>
<td>Tapestry, A&amp;M 705999 (A&amp;M)</td>
<td>12</td>
</tr>
<tr>
<td>2</td>
<td>ROLLING STONES</td>
<td>Sticky Fingers, DBC 00030 (ABC)</td>
<td>7</td>
</tr>
<tr>
<td>3</td>
<td>PAUL &amp; LINDA McCARTNEY</td>
<td>Scream, Apple 33132</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td>CARRISPELL</td>
<td>Greatest Hits, ABC/Dunhill 6052</td>
<td>8</td>
</tr>
<tr>
<td>5</td>
<td>JAMES TAYLOR</td>
<td>Mud Slide Slim and the Blue Horizon, Warner Bros. BS 3806</td>
<td>10</td>
</tr>
</tbody>
</table>

**TOP 100**

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<tbody>
<tr>
<td>1</td>
<td>ROD STEWART</td>
<td>Every Picture Tells a Story, Warner Bros. BS 36501</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>RICHIE HAVENS</td>
<td>Angry Young Stoney Forest, STS 6005</td>
<td>5</td>
</tr>
<tr>
<td>3</td>
<td>THE PARTRIDGE FAMILY ALBUM</td>
<td>Vol. 2, Bell BS 3842</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>JIM HENDRIX</td>
<td>Cry of Love, Atlantic 2034</td>
<td>7</td>
</tr>
<tr>
<td>5</td>
<td>ELTON JOHN</td>
<td>Love Letters From Elvis, RCA Victor LSP 4530</td>
<td>8</td>
</tr>
<tr>
<td>6</td>
<td>CHASE</td>
<td>Epic LSPX 50747 (Epic)</td>
<td>10</td>
</tr>
<tr>
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<tr>
<td>8</td>
<td>JOHN DENVER</td>
<td>Tumblin' Country, Columbia 30185</td>
<td>10</td>
</tr>
<tr>
<td>9</td>
<td>GREG DANN</td>
<td>Summer Of Life, Reprise RS 30475</td>
<td>10</td>
</tr>
<tr>
<td>10</td>
<td>JOHNNY CASH</td>
<td>We'll Never Meet Again, Columbia 30472</td>
<td>10</td>
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<td>3</td>
<td>JOHNNY CASH</td>
<td>The Ballad Of Ira Hayes, Columbia 30487</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>JOHN DENVER</td>
<td>Tumblin' Country, Columbia 30185</td>
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**Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard**

**JUNE 26, 1971, BILLBOARD**

(Continued on page 56)
A NEW RARE EARTH ALBUM. the best of all possible worlds.
TOP 20 POP SPOTLIGHT

Highlights of the Hot 100! Enjoy these performances from popular artists:

**ANDY KIM—I BEEN MOVED (3:11)**
(Prod. Jeff Barry) (Writer: Barry, Carole) (BMI)-It's a happy, swinging, rock'n'roll beat that'll have you dancing. Its chart position is at #24.

**MARVIN GAYE—MERCY MERCY ME (The Ecology) (2:39)**
(Prod. Marvin Gaye) (Writer: Gaye, Burke, BMI)-It's a great ballad with a strong rhythm and an emotional message.

**GAYLIE MCCORMICK—GONNA BE ALRIGHT NOW (2:37)**
(Prod. Dennis Lambert & Brian Porter) (Writer: Lambert-Porter) (Trawal-Delaney) - It's a beautiful ballad that's sure to have you reaching for the tissues.

**PAUL HUMPHREY & HIS COOL AID CHEMISTS—FUNKY L.A. (4:45)**
(Prod. Gabriel Markle) (Writer: Porter, Lichten) (ASCAP) - It's a smooth, soulful performance that's sure to keep you guessing.

**DILLARDS—IT'S ABOUT TIME (3:20)**
(Prod. Richard Robb) (Writer: Harris, England, BMI) - It's a beautiful ballad with a strong rhythm and a powerful message.

**RAELLETS—LET MY MAN (WOMAN) ALONE (3:29)**
(Writer: Chuck Detailer) - It's a strong commercial single with a smooth Carpenters' sound and a potent message.

**I FEEL THE EARTH MOVE—Vivian Reid/Jo Dee Daven (3:24/2:31)**
(Prod. Richard Perry/Eddy Jackson) (Writer: Reid) (BMI) - It's a fast-paced, upbeat song with a strong rhythm and a powerful message.

**DIEGO RIVERA—You're the One (3:04)**
(Prod. Johnny Wright) (Writer: Rivera, BMI) - It's a beautiful ballad with a strong rhythm and a potent message.

**ROBERT WRIGHT—Man I Go Again (3:33)** (Constance, ASCAP) - It's a beautiful ballad with a strong rhythm and a powerful message.

**DEAN PARISI—Part Two (3:07)** (Pocketful of Keys, ASCAP) - It's a beautiful ballad with a strong rhythm and a powerful message.

**GRIERSON—Standing On the Bay (3:31)** (Producer: Grier) (Writer: Grier) - It's a beautiful ballad with a strong rhythm and a powerful message.

**TOP 20 COUNTRY SPOTLIGHT

Highlights of the Hot Country Singles! Enjoy these performances from popular country artists:

**TAMMY WYNETTE—GOOD LOVIN' (Makes It Right) (2:29)**
(Prod. Billy Sherrill) (Writer: Sherrill, BMI) - It's a beautiful ballad with a strong rhythm and a powerful message.

**JOE SIMON—YOU'RE THE ONE FOR ME (2:55)**
(Prod. John Kenner) (Writer: Davis, BMI) - It's a beautiful ballad with a strong rhythm and a powerful message.

**IMPRESSIONS—YOUvette ME (2:55)**
(Prod. Curtis Mayfield) (Writer: Mayfield, BMI) - It's a beautiful ballad with a strong rhythm and a powerful message.

**CHI-LITES—WE ARE NEIGHBORS (2:41)**
(Prod. Ecopee Record) (Writer: Ackles, BMI) - It's a beautiful ballad with a strong rhythm and a powerful message.

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**TOP 20 SOUL SPOTLIGHT

Highlights of the Top 20 Selling Soul Singles! Enjoy these performances from popular R&B artists:

**MARVIN GAYE—MERCY MERCY ME (The Ecology) (See Pop Pick)**
**JOE SIMON—YOU'RE THE ONE FOR ME (See Pop Pick)**
**IMPRESSIONS—YOUvette ME (See Pop Pick)**
**CHI-LITES—WE ARE NEIGHBORS (See Pop Pick)**
**PAUL HUMPHREY & HIS COOL AID CHEMISTS—FUNKY L.A. (See Pop Pick)**
**RAELLETS—LEAVE MY MAN (WOMAN) ALONE (See Pop Pick)**

**CHART SPOTLIGHT

Highlights of the Hot Country Singles Chart:

**BOBBY BAYLOR—You're the One (2:59)** (Writer: Baylar, BMI) - It's a beautiful ballad with a strong rhythm and a powerful message.

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www.americanradiohistory.com
You'd smile, too, if you were going to be #1.

"Smiling Faces Sometimes"
By The Undisputed Truth

From the forthcoming album:
"Undisputed Truth"
G-955L
Dore Duo Look at the Serious Side of Comedy LP Business

LOS ANGELES—"Comedy albums in the music business are a tragedy. Those are the thought of 'Emperor' Bob Heath, KBGS (L.A.) disk jockey who, together with fellow announcer Ron Landry, put together Dore Records best-seller comedy LP, "Hanging in There."

Hudson, an outspoken personality both on and off the air (he was dismissed from one station in Los Angeles for some off-the-cuff remarks), thinks that the music industry is still in the Dark Ages regarding comedy. "The public," he said, "long ago tired of the comedy album format in which one guy is the straight man and the other gives the punch line. Once you hear those albums you never want to hear them again. The easy answer was to market the type of album and the consumerliked it. Such albums killed comedy in album form."

"Hanging in There" is entirely different. It features Hudson and Landry in a series of skits in which they play various characters. All together, the duo portrays more than 15 characters and the humor is in the situation itself, not in any straightman-comic relationship. "A consumer," said Hudson, "can listen to our album over and over and catch something different each time. The ultimate secret to comedy albums is—"you've got to get him his appetite."

Aside from the characterization format, Landry says another key is the spontaneity. "We had rough outlines on each skit. If the opportunity presented itself for an ad-lib, we ad-libbed. That's what makes comedy meaningful."

The success of the album reached the point of experience ad-libbing. Each has appeared in a film and in radio and has always been a promotion man disk jockey. Currently, they're planning a follow-up LP and a college concert tour in the fall. The two will debut their act during a special one-week stand (20) at a Redondo Beach nightclub, Papa Joe's.

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Action on CATV-Copyright

WASHINGTON—Happenings in the CATV-copyright situation last week sent new vibrations rumbling through the halls of the Copyright Commission. As a starter, FCC Chairman John Seessel announced his intention to establish a Senate Communications Subcommittee that the commission would liberalize and finalize Cable-TV copyright policies and rules, possibly by mid-August.

This in turn would, at long last, give the duplicators a committee a regulatory base for setting up a royalty formula and compensation plan for the CATV systems in the copyright complex. (The Federal Communications Commission, in "too-soft-tailed," a CATV payment formula devised by Sen. McClellan's Copyright Subcommittee in the revision bill.)

The chairmen prodded congressional action on the copyright issue by indicating that if there was no action in Congress or the courts within the next two years, the FCC would have to establish a royalty base of its own if the situation required it.

Chairman John L. McClellan (D., Ark.), who is pushing the re-registered tape copyright revision, commented on the whole scene on July 25 before the Radio and Television Organizations (NTCA) convention here. FCC Chairman Bush will speak on July 9.

National Organization Eyed By Los Angeles Promo Men

would hold me back from my job. With guys in radio working them- selvessenseless, it's an industry crisis. It may come to pass that there would be no promotion at all, although I shudder at the thought.

The idea is to cooperate with other promotion men in order to create a better space for the entire promotional role of the nation also and establish a better working relationship with radio people.

D avis felt that most of the re- cord companies would attend the meeting; there are an estimated 100-plus record promotions men at the national, regional, and local level. In addition, the conference does not entail a man to the title of "press agent;" it is a title given to the recording industry.

As an organization, he felt that the group would have a chance to set standards of promotion at the local level, plus get the personal views of radio men in order to help promotion men do their job better.

Membership is very small (they have "hundreds of" retailers who sell both pirate and legitimate tape, copyright revision business if $.464 becomes law, since it would mean that the protected recordings will have the same legal status as those who are copyrighted.

The group had no statistics on how much product is currently re- leased and retailed by the open and above-board dealers without pay, or try to pay mechanical royalties and who deluge the bulk pirates who pay nothing and op- erate on the idea of illegal offers of payments of 2 cents mechanical royalties per tape have been refused by the Fox office and by combs, they reported. They have the total "black pack," or a $100 million a year in piracy, on the secondary re- cording industry.

The promoters claimed that anti-piracy bill would result in higher sales, a sale of $250 million a year, a solution of the illegal record problem, and a result of monopoly by record com- panies, and a shut-out for the small record companies, or their suppliers—such as 4-tracks, all of whom sell or are pulled sold singly from record companies and who make more money to the consumer, and who have been driven to the man who opened up the tape market and created the present "pirate" market.

Kasemeyer raised the question of the "fair" in equalizing the wide differential in costs. He gave a few theory claiming that such costs, such as $55,000 to put out a "Love Story" album, and $2,000 for "Rose Garden," and up to $150,000 or more for total launching.

"The duplicators said this would have to be vested for the basis of industry from both sides—a non-existent commodity at present. They had no statistics on duplica- tion costs for one witness, Charles Shanks, president of Shanks and Op- erations, said that his companies offered of payments of 2 cents mechanical royalties per tape have been refused by the Fox office and by combs, they reported. They have the total "black pack," or a $100 million a year in piracy, on the secondary re- cording industry.

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APPLAUSE TO THE WRITERS AND PUBLISHERS WHO CREATED THE 89 MOST PERFORMED SONGS IN THE BMI REPertoire DURING 1970

KENTUCKY RAIN
Elvis Presley Music, Inc.
S. P. J. Publishing Corporation
Dick Heard
LA LA (IF I HAD YOU)
Green Apple Music Company
Danny Janssen
LET IT BE
Maclean Music, Inc.
Blondie Lennox (PRS)
Paul McCartney (PRS)
THE LONG AND WINDING ROAD
Maclean Music, Inc.
John Lennon (PRS)
Paul McCartney (PRS)
LOOKIN' OUT MY BACK DOOR
John Lennon
GREAT BALLAD ON A SAD NIGHT
WHERE MY ROSEMARY GOES
Tony Macaulay (PRS)
Barry Mason (PRS)
MAKE IT WITH YOU
Screen Gems-Columbia Music, Inc.
David A. Gates
MAMA TOLD ME NOT TO COME
January Music Corporation
Randy Newman
MEMORIES
Elvis Presley Music, Inc.
C. Richmond
EYES OFF OF MY LOVE
BEAUTIFUL
DON'T CRY, DADDY
DAUGHTER
COME TOGETHER
GREEN APPLE MUSIC COMPANY
Tom Bailey

MY BABY LOVES LOVIN'
Maribas Music, Inc.
Rogers Cook (PRS)
Roger Greenaway (PRS)
MY CHERIE AMOUR
Jobete Music Company, Inc.
Henry Cosby

MY ELUSIVE DREAMS
Tree Publishing Company, Inc.
Claude Flanders

MY LOVE
Dunaway Music Corporation
Tony Hatch (PRS)

MY SWEET LORD
Harrisons Music, Inc.
Abiko Music, Inc.
George Harrison (PRS)

MY WOMAN, MY WOMAN, MY WIFE
Mariposa Music, Inc.
Mark By Robinson

OVERTURE FROM TOMMY
Track Music, Inc.

PATTERNS
Gold Foil Forever Music, Inc.

SAVE THE COUNTRY
Tuna Fish Music, Inc.
Laura Nyro

SNEAD'S RAINBIRD
Beechwood Music Corporation

SPRING WHEEL
Blackwood Music, Inc.

STRANGERS IN THE NIGHT
Champion Music Corporation

SPANISH SEDUCTION
Screen Gems-Columbia Music, Inc.

SUNNY
MRC Music Corporation

TENNIS BIRD WALK
Back Bay Music

THAT'S WHERE I WENT WRONG
Joe Fish (Music)
Terry Jacks

TIGHTER, TIGHTER
Big Seven Music Corporation

TRACES
Low-Salt Music Company

UP, UP AND AWAY
Rivers Music Company

WALK A MILE IN MY SHOES
Lowery Music Company, Inc.

WAP
Jobete Music Company, Inc.

WHAT IS TRUE
House of Cash, Inc.

WHICH WAY YOU GOIN' BILLY
Glen Fisher Music
Terry Jacks

WOMAN CURTOM

WOODY GUTHRIE

THE WINTER OF OUR DISCONTENT

A MILE AWAY

A MILE AWAY

A MILE AWAY

A MILE AWAY

A MILE AWAY
Joan of Arc, Her dramatic story comes to life in today's most exciting art form...
The Rock Opera. Package complete with libretto and lyrics.

She was remembered by her friends and neighbors as a simple, hard-working, yet exceptionally pious child... from the age of thirteen she began to hear the voice of God and the three patron saints who stood in the village churchyard. These voices were to direct her throughout her short, yet dramatically turbulent life.

This Rock Opera, performed by the group SMOKE RISE, describes the experiences and frustrations of history's most dynamic militant.