HUNGARIAN AGENCY, HANSEN ENTER DEAL

NEW YORK — U.S. sheet music firm Hansen Publications has concluded a deal for "very large order" of their dition with Kultura of Budapest, a government agency dealing with cultural arts. Jodie Goldmark, Hansen's director of public relations, said it was the first deal of its kind with a U.S. firm. "We are just establishing a cultural link — here's no profit involved. Kultura will price the books within the range of the population's capacity to buy. With the exchange rate as it is, Hansen will just break even."

The deal was concluded by Goldmark, with Kultura director, Georg Korda, during an observation-business visit to Russia, East and West Europe and the U.K. by the Hansen executive.

The agreement was signed despite the availability of pirated and bootlegged Hansen product — and material from other U.S. publishers — in Eastern Europe. The same is true for U.S. and U.K. records and tapes, he said.

In Moscow, Goldmark noted the biggest British and American artists, with exact replicas of the original sleeves, were readily available.

BRITISH TOURISM IS ALIVE AND FLOURISHING IN U.S.

By IAN DOVE

Bartalona said this is so because U.K. groups generally lease less product than their U.S. counterparts.

Here are the locations and the audience are still out there, he said. "You can make money on the road and personal appearances are the only things that are left for them." (Continued on page 62)

DISCRETE-BACKED STUDY TO FCC; DECISION IN YEAR

By CLAUDE HALL

SAN FRANCISCO — The fate of discrete quadrasonic broadcasting is now in the hands of the Federal Communications Commission and even a "quick" decision of approval or disapproval may take as long as a year, according to James Gabbert, president of KODI-FM here. Gabbert has just spent some $25,000 in research to prepare and present to the FCC a document totaling 405 pages. This was just turned over to the FCC.

Gabbert, who has an engineering background and considers the matrix system now being used by many FM radio stations "a con job," believes that true quadrasonic broadcasting is "the next step in radio but that it may take the FCC a year to process all the paperwork on the system." (Continued on page 26)

DISK-STATION TIE IN JAPAN

By MAC DAVIS

TOKYO — One of Japan's leading radio and television broadcasting companies, TBS (Tokyo Broadcasting System), will establish a record company with one of Japan's 12 existing major record firms.

The name of the company and other details will be announced here shortly.

TBS owns Japan's largest music-publishing firm, Nichion, and has established Tami Music Art. (Continued on page 61)

MAXIN TO WIDEN FOREIGN, 'NOW' VISTAS AT E.H. MORRIS

By MIKE GROSS

NEW YORK — Arnold Maxin, who took over as general manager for Edwin H. Morris Music last month, will be steering the publishing firm into an international expansion by bringing more writer-performers into the Morris fold.

The "casting songs with countries" concept is based on the matching of songs, both domestic and international, to market personality of a country other than that of the song's origin. It's Maxin's belief that as far as tastes in songs and recordings go, Holland is closer to the U.S. than England, and Germany is closer to Europe than the U.S.

The new Morris plan, for example, will be to pitch a U.S.-originated song at the recording act in Holland, wait for a national breakthrough and then (Continued on page 62)

RECORD AND TAPE SALES UP 4.7% TO $1,660 BILL IN '70

NEW YORK — Record and tape sales in the U.S. for 1970, in terms of list price value, amounted to $1,660 billion. This marks an increase of 4.3 percent over 1969 when sales of records and tapes amounted to $1,586 billion.

Of the 1970 total, record sales accounted for $1,182 billion of which $1,017 billion was in sales of LPs. In 1969, total record sales amounted to $1,170 billion, of which $995 million was in album sales.

Total sales of prerecorded tapes in 1970 came to $478 million, compared with $416 million in 1969, an increase of almost 15 percent. Tape sales were broken down as follows (comparable 1969 figures in parenthesis): 8-track cartridges $378 million (39 million); cassettes, $77 million ($75 million); reel-to-reel, $18 million ($20 million), and 4-track cartridges and others, $5 million ($3 million).

The sales figures were compiled by the Recording Industry Association of America. (Continued on page 14)

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Bill Gavin's Personal Pick—
"Cheers for composer-producer Jeff Barry, who turns a recital of population statistics into an impressive musical statement of the world's need for peace."
"This compelling ballad, a cut from their 'Sunshine' LP, went to No.1 in South Africa and is now released here. A different approach 'or the group, the moving Jeff Barry material could prove a giant.'—Billboard
"... the outstanding song comes as a warm and testimonial theme for teen and MOR airing."—Cashbox
"... should repeat (South Africa) success here as its message is a universal one."—Record World
Now spreading throughout the world.
#63-5014
Produced by Jeff Barry / Music Supervision Don Kirshner

Manufactured and Distributed by RCA Records
LOS ANGELES—ABC/Dunhll Meet Shows Fall Product

WASHINGTON — The Senate Judiciary Committee has recommended extension to the end of life of expiring copyrights to Dec. 31, 1972. The vote came within a few days of approval by the Senate Judiciary Committee in August 1971.

The extension will save copyrights from expiring in 1972, thus insuring that publishers would gain with passage of the copyright revision bill. Over 50-000 copyrights would be affected. Sen. McClellan has also suggested that the House may want to run the extension through 1973, if the members feel it will take that long to pass.


COPYRIGHT GETS UNIT EXTENSION

NEW YORK — The Jefferson Airplane will continue its association with the Capitol label, its newly formed label, Grant Rec, and that label along the market the Grant Line.

Grant’s first release will be the Airplane’s latest, “Brave Heart,” which will be released in mid-August. The record is to be handled by regional vice president who will sign the contract.

There will be a continuous flow of product from Jefferson Airplane as is total distribution through Capitol albums by various combinations of members.エス, the group, will be handled by Jack Casady and Jorma Kaukonen.

Bill Thompson, manager, of the Jefferson Airplane, will function as head of business affairs for the new label which is being formed under the umbrella of Afterthought Productions. Capitol Monteverdi will be in charge of marketing, based in New York, and Ainge said that the BMI single record for the group will have a high cut on his label.

The BMI single record will be the company out the Jefferson Airplane and Grant Rec in the fall.

Commenting on the RCA-Tie

Executive Turnable

Anthony Martell, named president of Famous Music Corp. He replaces William P. Gallagher, who signed. Jack Wiedennann, executive vice president, also has resigned. Martell had been vice president of the Music Group for RCA companies. He joined Decca Records in 1968 as director of marketing and played a major role in the company’s success. He was also in charge of marketing under the RCA banner in the past five years. During that period they racked up 10 gold singles and four gold albums.

The contract with RCA was formulated by Executives at the Jefferson Airplane and Grant Rec.

AGAC Gets 62 New Members

NEW YORK — The American Guild of Authors, Composers & Actors has enrolled 62 new writer members in the past three months.

Among the new writer members are Leonard Edelson, John Donvan, Alan Blumenfield, Karen Sohn, Irwin Graham, Doris Cohen, Mike Sloan, Joe Effron, and John Northern.

Al’s Asylum 1st Releases For August & September

NEW YORK—First releases for the new Asylum Record label, the fourth of the four major indies, are scheduled to be released September 13th. David Geffen, manager of Laura Nyro, Crosby, Stills, Nash and Young.

Asylums has no rigid schedule of releases although the label expects to issue between two and three albums per month. Artists already signed to Asylum are: Jimi Hendrix, Ike and Tina Turner, Steve Winwood, Jackson Browne, Jo Jo Gunne, David Blue and Danny O’Keefe. Dave Fruchter will do the art direction.

The label will run independently with the help of a staff. The label is to cover all aspects of the business, from the sale of records to the sale of record club memberships. The label is to be owned by the three partners.

Copyright Gets Unit Extension

Airplane, RCA Tie Continued Via Label

Copyright Gets Unit Extension

Albums: RCA Tie Continued Via Label

Hearing Set on Dismissal Bid Of CBS Suit

NEW YORK — Arguments on the motion filed by four members of ASCAP will be heard by the United States Court for dismissal of a class action suit has been set for August 14. The suit seeks to have ASCAP and BMI grant its request for a new form a license fee CBS-TV would pay only for music it uses.

If the motion is denied, a BMI motion for a separate trial on the single issue whether BMI may be required to issue such a license will be taken that motion is granted, the BMI single issue motion will become subject to appeal by CBS to higher court.

ASCAP has contended that all of the issues were to interrelated that they must be settled together and should be tried at once. However, CBS has held that the step-by-step approach would be more efficient, more fair to the companies, and would not prejudice any party’s case.

PLAYBOY CORP. TO ESTABLISH RCA-GRANT RECORD CLUB

CHICAGO — Industry people indicated that a new record club, although company, although officials have refused to confirm. McClorey said pending plans to offer a stock broker has times announcements that could be construed as making it sound of the company.

Dick Ettlinger, formerly with RCA, is planning a new record company although official sources in New York were not sure whether he will head any such record club operation.

Because there has beenOTA that he was consulted as to whether Playboy’s record club might endanger the magazine’s advertising from other clubs. However, Playboy’s ad executives also appear to involve the magazine formed its own record club recently.

Jarrard Signs Bell Prod Pact

LOS ANGELES—Bell Records has signed an agreement with independent record producer Joe Jarrard for the production of four albums, with the credits to include the Jefferson Airplane, Jose Feliciano, Nilson, Green bypass, and John Hartford.

The first artist Jarrard will produce for Bell will be the songwriting team of John Horley and Bonnie Wilkinson. He will produce their forthcoming album.

For More Late News

See Page 62


Postmaster, please send Form 3579 to Billboard Publications, Inc., 2160 Patterson St., Cincinnati, Ohio 45214, Area Code 513, 386-6400.
Disk & Film Projects Move Donovan to Warner Bros.

NEW YORK — Donovan has moved to Warner Bros. from the Epic label on a disk and film deal. He'll record for Warner Bros. Records, which he'll release worldwide, and he's been signed for one million dollars. Pictures for a full-length feature film. The film, of which the major portion will be filmed, will feature Donovan as the writer and star, and Patrick, an artist, as the chief artist. Sid Maurer will serve as the film's executive producer. Donovan will also compose the film's score.

In addition to the Warner Bros. film project, Donovan is completing several soundtrack records, to be published by Doubleday under the title "Dry Songs and Snatches" and a film "The Pied Pider," now shooting in Germany in which Donovan is also starring and also scored the film and sings in it.

After completing his contract with Warner Bros., Donovan will start work on his debut WB album. The LP is scheduled for release in the fall, with which time Donovan will also embark on a tour of the U.S.

First LP for Love Label

LOS ANGELES—Love Records is expanding into the album field and will release its first album in about eight weeks. The label, under the direction of Kathleen Emery, Joe Gardner, president of the company, is planning on tracting on singles in an effort to build the record label up. The first LP, titled "Color of Wheat," will spearhead a total expansion of the label into rock, gospel and country music. The first rock group signed to the label is Stoney Rock. Buddy Jones is the country act. Mission Mission is the gospel group.

Gardner, formerly in the construction field, said that he is totally committed to developing a major record label and will be seeking a distribution deal with a major label. "I didn't expect to score top 10 hit records with the first record entry—Sometimes I Feel Like a Child," he said. But all that held it back was $30,000 in the industry and would apply business tactics in the field. Kathleen Emery has been performing on the night club circuit, including The Apartment in New York.

Butler Arranges Tom Clay LP

LOS ANGELES — Composer and arranger Tom Clay has arranged Tom Clay's first McG West LP, "What the World Needs Now." The LP, which contains the Top 10 chart single, is the first arrangement for Butler since he completed the Raiders' "Indian Reservation." Butler has arranged most of his current compositions for the film "The Traveling Band." Butler has a host of arranging credits for other artists including Janis Ian, which Shadow Morton produced, and Diamond, produced, by Jeff Barry and Phil Spector, and Andy Williams, produced by Dick Glasser.

Colossus Bankruptcy But Sets A New Push Into Market

NEW YORK—Jerry Ross' Colossus Records filed a petition of bankruptcy last Tuesday. Ross, president, said he could not go any further in the market. He's continuing to record the hits of the two WB albums, "Bill" and "Marmaduke," and will be releasing a record of the hit songs. He's filed for bankruptcy and also plans to release a record of the hit songs. The label's bankruptcy is expected to have a minimal impact on the market's operations.

Spinnaker Sues Stills for $1,080

LOS ANGELES — Steve Stills is being sued for $1,080 in damages by music publisher John A. Daley of Spinnaker Music, charging breach of contract in Supreme Court. Daley's complaint was filed along with five other contracts dated January, 1966. According to reports, Daley, who is a writer, composer and publisher, was the first publisher of Spinnaker Music, which was started by Daley and Jerry Ross Productions. Ross also operates Heritage Records. The complaint alleges that Stills failed to deliver the goods.

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HIT 100

HOT "LP"-TAPE REALES

NEW "LP"-TAPE RECORDS

NEW "LP" RECORDS

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Hot Country Albums 39
Hot Country Singles 40
Hot 100 56
New "LP"-' Tape Reviews 52
Tag Tape Cartidge Charts 20
Top 40 Easy Listeniny 37
Top 40 Easy Listening 55

August 7, 1971, Billboard
Ray Stevens believes in his new single so strongly, he sang it eight times.

He sings the lead melody. And the four-part harmony of the chorus. And does three background voices on top of that. The song is "All My Trials." A beautiful gospel classic that Ray decided to bring up-to-date. Without taking away any of its original inspirational power.

Ray also wrote the arrangement and produced the session. So "All My Trials" is guided by the same talented hand from intriguing opening to satisfying end.

Ray Stevens' new single, "All My Trials." He put all of himself into the song. So that what comes out has more to give everyone who listens.

RAY STEVENS' NEW ALBUM IS THE GREATEST SHOW ON EARTH.
Because "Ahab the Arab," "Bridget the Midget," "Gitarzan" and "Harry, the Hairy Ape"—some of the most bizarre imps of popular song—are now together on a new album starring their creator.
And "Ray Stevens' Greatest Hits" also includes songs Ray has written about the real world: "Everything Is Beautiful," "Mr. Businessman" and "Unwind."
"Ray Stevens' Greatest Hits.
It's all there on one big black disk.

On Barnaby Records and Tapes
Distributed by Columbia Records
MILAN:
Patterson St., offices.
Subscription rates payable in advance.
Puerto Rico:


MEXICO:

CAMPUS: Bob Sobel, 201 W. 110th St., New York 29, N.Y., and at other addresses.

EASTERN STATES:

U.S.A.:

Cincinnati, Ohio

EASTERN STATES:

New York, N.Y.

SOUTH AMERICA:

Buenos Aires:

BUENOS AIRES:

CAMPUS: Bob Sobel, 201 W. 110th St., New York 29, N.Y., and at other addresses.

SAN DIEGO, Calif.:

San Diego:

GALLAGHER FARE COMMITTEE SET

NEW YORK — Joseph D’imperio, chairman, of the dinner committee for the coming Ed Wynne Memorial Award dinner has named the following: 

Tom Walters, president of Morgan Guaranty Trust Company of New York, as master of ceremonies for the dinner; 

Al Nespoli named vice president, general professional manager, Campotton Management, New York.

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The Moody Blues
new album
Every Good Boy Deserves Favour

As in life, so in music
As in music, so in life
RAY PRICE sang the title tune from "For the Good Times" album as he closed Columbia's "Nashville Night" during the 1971 Sales Convention in Los Angeles.

GEORGE DEACON, of Columbia's Hollywood Branch, receives from Clive Davis the award for Distributor of the Year.

BOB KERNS, from the New York Branch Office, receives an award naming him Columbia/Epic Salesman of the Year, from Clive Davis, CBS/Records Group President.

JOHNNY MATHIS sang new songs as well as many of his classics.

KAREN WYMAN, recently signed Columbia artist, sang at the Convention.

MADURA, a rock trio produced by James William Guercio, made their debut at the Convention.

BILL HEARD of the Dallas Branch Office, is shown receiving his award from Clive Davis, CBS/Records Group President. Heard was named Columbia Local Promotion Man of the Year.

TOMMY CASH sang his hit, "Six White Horses," and several more during Columbia/Epic's Nashville Night.

ED MASTERSOHN, Epic's Distributor of the Year, receives his award from Clive Davis, CBS/Records Group President, at the Columbia National Sales Convention in Los Angeles.

Highlights of Columbia Convention

LOS ANGELES—Columbia and Epic Records handed out a flock of awards to their promotion staff, sales force and engineers at the Columbia sales convention here last week. The highest annual awards were presented by Clive Davis, president of CBS Records Group to Bob Kearns of the New York branch, winner of the salesman of the Year Award for Columbia and Epic/Columbia Custom Labels; to Bill Heard of the Dallas Branch Office for Columbia's Local Promotion Man of the Year, and to Mike Atkinson of the Los Angeles Branch, Epic's promotion Manager of the Year.

Davis presented the Distributor of the Year Award to George Deacon of the Hollywood Branch for Columbia, and to Ed Masterson of the Philadelphia Branch for Epic.

Granville White, of Columbia's Chicago branch, received the Special Meritorious Promotion Award for Continues Outstanding Performance, Columbia's regional Promotion Manager of the Year Awards were presented to: Ed Hynes, Boston office; Bobby Hurt, Miami office; Russ Yerge, Detroit office; Tim Keel, Minneapolis office; and Terry Powell, Hollywood office.

Col & Epic Awards to Top Staffers

Epic/Columbia Custom Local Promotion Man of the Year Awards by region were received by: Lennie Petze, Boston office, East Coast Region; Bill Catin, Cleveland office, Mid-West Region; Bill Heard, Dallas office, Southern Region, and Tim Keel, Minneapolis, Mid-West Region. In addition, Don Burt of the Memphis Branch Office was named Epic's Regional Promotion Man of the Year.

Ten Columbia engineers were awarded gold records. From the New York studio, Frank Laio and Ed Michalski each earned gold records for "Sussex Street," while Don Puluse earned two gold records for "Chicago III" and "New Morning." Nashville's Louis Bradley and Charles Bragg earned a gold record for Lynn Anderson's "Rose Garden" single, and for Ray Price's "For the Good Times" LP.

The West Coast was represented by Rafael Valenti and Peter Romano from the Los Angeles studio for their work on Andy Williams' "Love Story," and Phil Maca earned a gold record for Janis Joplin's "Pearl." San Francisco was represented by Roy Halie and David Brown, who earned gold records for "Blood, Sweat and Tears 3" and Santana's "Abraxas," respectively.

Radio-TV Programming

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Please check nature of business

1. Record/Photograph Retailer (25)
2. Radio-TV Broadcaster (20)
3. Operator/Dist. of Juke Box/Colin Mach. (9)
4. One-Stop, Rack Jobber (14)
5. Buyer of Musical Talent (40)
6. Booking Office or Artist Mgmt. (40)
7. Enterainer (40)
8. Music Publisher, Song Writer (20)
9. Newspaper, Magazine (10)
10. Mfg. of Records or Photographe (30)
11. Mfg./Pkg. Supplier of Juke Box/Colin Mach. (60)

Name
Company
Address
City State & Zip
Type of Business Title

COL '72 MEET IN LONDON

LOS ANGELES — Columbia Records will hold its 1973 Sales Convention in London. The annual conclave will take place late in July. Announcement of next year's meeting's site was made by Clive Davis, CBS Records Group President at the Los Angeles meeting last week.

The opening Convention banquet show, July 21, showcased Columbia and Epic's talented country artists. Presented by Nashville producers Billy Sherrill and Frank Jones and hosted by Jones, the evening's entertain- ment was launched by Epic's Bob Luman.

Fox Agency in New Crackdown

* Continued from page 1

man, "would make the profitability of selling bootleg tapes very slim."

The Harry Fox Agency's efforts against bootleg tape have been coordinated with Robert Osterberg of Abeles & Clark; Henry Brief, executive secretary of the Recording Industry Association of America, and Jules Yarnell, special counsel for the RIAA.
the shortest distance between global hits!

BELL RECORDS is extremely proud to distribute PYE RECORDS in the United States

OUR FIRST RELEASE!
“LADY ROSE”
RECORDED BY MUNGO JERRY
Produced by BARRY MURRAY

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.
Dance Sparks De-Lite Record

NEW YORK — The breakout of a new dance called The Penguin has sparked the relaunch by De-Lite Records of similarly titled disk by Kool and the Gang. De-Lite had another record by Kool scheduled for release but the pickup on the dance, which Kool had been showcasing at personal appearances, has been so great that De-Lite decided to get behind "The Penguin" disk.

Kool and the Gang recently completed appearances at PJ's in Los Angeles, Washington, and several RKO theatres in Jamaica and Brooklyn. The group will fill out a series of one-nighters in August when it returns from a 10-day stand in the Virgin Islands which began July 29.

Sam's Records Sues 6 Distribues

LOS ANGELES—The trustees in bankruptcy for Sam's Record Shops has filed suit for $40,000 in Superior Court here against a complex of record wholesalers located at 22433 S. Vermont Ave., charging that the companies unlawfully stored records and tapes from the Sam's warehouse.

Charged by trustee Curtis Donning in the suit which also seeks $125,000 in punitive damages, are L.K. Enterprises, California Record Distributors, United Tape Company, Inc., National Tape and Records of California and the Merit Distributing Corp.

Summons in the suit were served on F.G. Rohloff, listed as vice president of all the companies charged.

Cartridge Television Stock Gets $20 Mil

NEW YORK—Cartridge Television Inc. has realized the $20 million needed to get its cartridge TV operations off the ground. The company which went to the public with a stock offering of 1.1 million common shares at $20 a share on July 10, announced three days later that it had been over-subscribed.

It is believed that a Sears, Roebuck commitment to test market in excess of 30,000 units in selected shops across the nation, was one of the key factors to the overwhelming buyer response.

Another shot in the arm of Cartridge Television came from Avco Corp., which decided to accept stock in the company in lieu of payment of the $7.5 million which it has invested in Cartridge Television since the establishment of the company in 1969.

According to the stock prospectus issued by Hornblower & Weeks-Hemphill, Noyes, underwriters for the Cartridge Television venture, Avco has exchanged the principal amount of the company's outstanding indebtedness for 355,000 newly issued common shares of the company and 10-year common stock purchase warrants evidencing the right to purchase 12,500 shares of the company's stock at the right price to the public.

Cartridge Television is primarily involved in manufacturing and marketing "Carttvision," cartridge television hardware and software for the consumer market.Blueprints for an industrial model is also on the drawing boards.

Bacharach & David, Thomas Disk Team

NEW YORK—Burt Bacharach and Hal David will be reunited with Scepter Records' B. J. Thomas to produce the single "Long Ago Tomorrow," theme from the forthcoming film, "The Raging Moon.

The last time Bacharach and David, working with Thomas was on "Raindrops Keep Fallin' On My Head," which sold over 3 million singles.

Motown University "Class of 71," another great hit.

The Supremes, Marvin Gaye, Diana Ross, Stevie Wonder, Never Say Goodbye, Born to Wander, and now the Motown 71 convention at Le Chateau Champlain in Montreal...a great hit—the best in the business.

When Motown hits they hit big with records, with performers and now with the Motown University "Class of 71." This year Motown combined their superior creative knowledge and ability with the best travel people in the business—Prestige Travel Enterprises. The result—a hit convention.

Prestige offers years of combined knowledge in incentive and motivational travel along with the closest attention to details. A Prestige convention, meeting or travel program assures you of a hit. Tell Prestige what your plans are and they do the rest—right down to providing Prestige Travel Directors on the scene looking after the details. Take a tip from Motown—plan your next convention with Prestige Travel Enterprises. Fill out the coupon below and mail today to receive the new Prestige brochure or call us at our world headquarters in St. Louis, Missouri.

CLASS OF 71

Just ask any of the following members of the "Class of 71" about Prestige Travel Enterprises.

Gaylen Adams • Jerry Bringardner • Larry Blouin • Pat Burock • Jim Cashman • Alan Cooper • Jim Davenport • Weldon McDougall • Stan Lewerke • Andy Lane • Bob Lehrer • Stan Lowry • Winston McKnight • Roy Malawitz • Jerry Morris • John Morgan • Dick Nelson • Milh Oshits

Motown University "Class of 71":

The Supremes, Marvin Gaye, Diana Ross, Stevie Wonder, Never Say Goodbye, Born to Wander, and now the Motown 71 convention at Le Chateau Champlain in Montreal...a great hit—the best in the business.

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THE SURVIVAL OF
ST. JOAN

THE FACTS
1
The first American rock opera.
2
It's a two record set and the debut of SmokeRise.
3
It was released by Paramount 3 weeks ago and got tremendous initial response.
4
Second and third distributor re-orders have already come in from key markets throughout the country. Where?
   Atlanta
   Boston
   Buffalo
   Chicago
   Dallas
   Los Angeles
   Miami
   Minneapolis
   Newark
   New York
   St. Louis
5
Radio and dealer demand has forced the rush release of the first hit single from this album:
   "I'm Here/Love Me"
   b/w
   "Survival"
   PAA 0113
6
This is a hit album and a hit group. And to really drive the point home, SmokeRise is going on the road. They will perform "St. Joan" in cities from coast to coast. And Paramount will support and promote SmokeRise's concerts on every level, in every city on the tour.
Contributions for the benefit of the homeless children of Bangla Desh (East Pakistan) can be sent to: THE GEORGE HARRISON-RAVI SHANKAR SPECIAL EMERGENCY RELIEF FUND c/o UNICEF, UNITED NATIONS, N.Y. City
(we've got to relieve)

BANGLA DESH

george harrison

Contributions for the benefit of the homeless children of Bangla Desh (East Pakistan) can be sent to: THE GEORGE HARRISON-RAVI SHANKAR SPECIAL EMERGENCY RELIEF FUND c/o UNICEF, UNITED NATIONS, N.Y. City
Outstanding Sublease

In Prestige
West Hollywood High-Rise
2100 Sq. Ft.

Attractive Rates for this Hub Location, Suitable for Anyone in the Music-Record-Entertainment-Amusement Industries

Available September 15

Contact:
Pete Heine
or
Bill Wardlow

Billboard Publications, Inc. 900 Sunset Boulevard Los Angeles, California 90069 213/273-1555

Ua Suit Vs 4 Shippers

Los Angeles—United Artists Records is suing four shippers in Superior Court here, charging that the companies didn't deliver $60,167 worth of records they were paid $1,000 to transport. Named in the suit are the California Shipping Co., Ray L. T. Trucking Co. and Medina-Cleveland Freight Lines.

The Ua suit charges that the Universal Catlinghouse and Distributing Co. returned $17,190 in undelivered records to the latter and obtained payment of $13,204 for freight and storage. Later inspection showed the records were returned damaged, according to Ua, which is suing for repayment of its fees—plus 7 3/4 percent interest from Jan. 11—on account of dishonored bills.

Publishers to Give Lyrics

Continued from page 1

have announced this policy, and the National Music Publishers Association (NMPA) has agreed to ask its members to furnish the lyrics, but only on request by industry organizations and on a case-by-case basis.

The joint NAB-Riaa Liaison committee will provide broadcasters with the names and addresses of copyright owners on a case-by-case basis, so that stations may request the lyrics. The committee said the overwhelming majority of record lyrics pose no problem to radio stations, but there are occasional recording whose lyrics are "indiscernible or ambiguous."

An earlier NAB directive requiring record manufacturers to provide printed copies of lyrics for all records released after May 1, 1971, was withdrawn by the record industry association because the idea that lyrics were copyright material, and record companies do not have the right to distribute them.

The problem was kicked off by the Federal Communications Commission's March "drug lyric" statement warning broadcasters not to air lyrics that might "promote the use of illegal drugs" (Billboard, March 13, 1971). The FCC later put out a softer interpretation of the original statement, but the hard fact remains that no station's airing of the words the FCC considers a pro drug lyric can be brought up on renewal. The policy statement is being challenged in court (Billboard, April 24 and May 1, 1971).

Tushinsky Sells 1/2 Mill Shares

Los Angeles—Supercope's combination public offering of 500,000 common shares worth $11,750,000 was sold out at $23.50 a share.

Of the 500,000 shares, 300,000 shares were offered by the Tushinsky family, Supercope's founders and owners, for benefit of their own accounts. (The offering reduced holdings of the Tushinsky family to about 31 percent, from 46 percent.) The remaining 200,000 shares were sold to repay short bank debt of about $7.85 million.

Following the public offering, Supercope had about 2,303,513 common shares outstanding, up from about 1,092,000 shares outstanding.

Josephson Gets Dalton Agency


The Dalton staff has been consolidated with IFA's London office.

HUNGARIAN AGENCY, HANSEN ENTERS DEAL

Continued from page 1

Available Attempts to find the source were met with "the big shot said he was noncommittal replies." said Goldmark.

"But the nearest West we went was the actual original copies and books available. It appears the probable source of these was West Germany."

"There is such a vast hunger back there, though, for inter-change, despite the different political ideologies. Everyone talked to didn't want to be looked like renegades by the rest of the world."

"I'm sure the time is near when a definite international agreement will be signed when U.K. and U.S. publishers and record companies will all be paid on common market."

The initial Hansen/Kultura deal calls for editions by Bacharach and David, Creedence Clearwater Revival, Walt Disney ("Disney is most popular," said Goldmark), Glen Campbell, Grand Funk Rail- road and Chicago, among others.

Goldmark is also meeting Mondays, (2), with State Department officials in Washington to propose a cultural exchange scheme for Eastern Europe involving John Birnalla, director of education, keyboard music for Hansen, Dr. Lee Kjelson, choral director, University of Miami, and Paul Yoder, dean emeritus, American Band-

Market Quotations

As of Closing, Thursday, July 29, 1971

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LOS ANGELES — When Ray Dolby burst upon the tape scene several years ago with his noise reduction system, he evoked the image of a David battling Goliaths.

He won the skirmish to convince industry chieftains that before the cassette could be truly classified as a high-fidelity medium, it would need certain technological advances.

The advent of so-called hi-fi quality cassette recorders appears to be at hand, chiefly because of the Dolby noise suppression unit.

Ray Dolby won that encounter, but he may lose the war to industry Goliaths — Philips (Norelco), Panasonic, JVC, Sony—all of whom are entering the market with noise reduction systems.

In short, Dolby no longer has the field to himself. JVC, Panasonic and Sony have agreed on a noise reduction system.

By BRUCE WEBER

Dolby's Noise Dive Concept Threatened by Behemoths

LOS ANGELES — The campaign to snuff out tape piracy continues here in Superior Court, where preliminary injunctions and temporary restraining orders were handed down against 24 retail outlets in separate actions.

In separate actions, Warner Bros., A&M, ABC-Dunhill, Columbia and Atlantic Records received injunctions against the following defendants:

Chester Knudt of Campus Outlet, Robert Sackett of Tape Shoppe, Jim D. Foster of Munitz Cartridge City and Promona Tape Town, Sid Weishat of Cartridge Stereo West, Edward Barnes and Florida Jones of Sandy's Records and Variety, Thomas Ellis of Jeff's Records, G. A. Spaulding of Inglewood Music Center, Sabbath and Muriel Strong of S&M Records and Gifts, Angelo and Demetria Di'irre of Moody's Record Shop.

Charles R. Reynolds of Flash Record Shop, Lucette Brazelton of Smitty and Jose's Records, Claus Anderson of V. J. P. Records and Byron Ellison of Ellison Sound.

Two Tape Player Makers Gear for Youth Market

LOS ANGELES — Two tape player manufacturers are going after the youth market with lines of auto stereo units for the high performance, speed and custom car field.

Car Tapes is introducing an 8-track 3-model line, Competition 8; while Automatic Radio is offering an 8-track 6-model line called High-Performance.

“Our's is strictly a product for the "new" generation," said Jim Le-Vitus, president of Car Tapes. “It fits perfectly in the Camaro SS, the Mustang Mach 1, the Cuda 6 Pack, the Javel AMX—all competition-oriented models.”

The models include the Sprite 220 at $59.95, the Rally 460 at $69.95 and the Boss 880 at $89.95. The Boss has fast forward, automatic shutoff, channel repeat, three hottest money-makers to date, Smulders pointed out.

NEW YORK — Norelco is introducing a line of chronismium dioxide blank cassettes in October, said Ed Smulders, manager of the company's cassette department.

The line, series 400, will be offered in 60 and 90-minute lengths and will be marketed on Norelco's normal distribution channels.

The series 400 is being added to the four blank tape lines already being distributed by Norelco.

Admittedly a very small market, the chronismium dioxide tapes will be offered, “because there is enough equipment in the field to warrant a line,” Smulders said.

The future of ceramic cassettes, he feels, will depend largely on product development (more cassette recorders with bias switches), promotion and merchandising. “But before chronismium dioxide becomes an accepted standard in the marketplace,” he said, “there may even be new technical breakthroughs in blank tape itself.”

According to Smulders, the dollars still are with the standard tapes, and the C-60 continues to dominate the business, accounting for about 52 percent of the blank tape sales. The C-90 brings in about 21 percent of the business, and the C-120 about 13 percent and the C-30 about 10 percent.

While the economy continues to be of concern to many manufacturers in the tape industry, the blank tape producers are enjoying banner sales.

Research studies by Norelco indicate that blank tape in the U.S., especially cassette, will continue to boom, Smulders stated. Norelco expects an industry-wide blank tape market in cassettes of 90 million units this year, an 18-20 percent gain over 1970. The company report indicates a total cassette market of 116 million units worldwide this year.

Figures for 1972 (projected) are even higher, with blank cassettes achieving 108 million and the total tape market (including prerecorded) of 142 million.

The crop of blank 8-track cassettes is developing into a better market, but the biggest trend is in wholesale, auto-rec/record units being sold and not merely filling the pipeline, Smulders doesn't feel it is an important sales area. Like many others, he has sensibly dubbed it "strictly a playback configuration."

As blank cassettes achieve notable gains, Smulders also reports that cheap tape is being gradually phased out of many stores. "They're just not carrying cheap product," he said, after taking a tour of 12 of the largest Midwestern locations.

The 3 companies manufacturers to continue a strong campaign against cheap tape, the feedback from dealers is, "Why carry cheap product? All it brings is a giant headache and a bunch of returns."

"Dealers are carrying major name brands, like ours, TDK, BASF, Audio Magnetics, Hitachi (Maxell) and not worrying about cheapies."

An industry-wide education drive helped clean out the cheap product, but he feels that the same education effort has to be made in alerting dealers and consumers to the different grades and brands of tape.

Package Carry's Recommendation

"We have graduated (Norelco) lines and put recommendations on our packaging for both dealers and consumers," Smulders said. "For example, we don't recommend our "(Continued on page 53)"

3M ANNOUNCES 3RD OVERSEAS TAPE FACTORY

ST. PAUL, Minn.—3M has expanded its international network of tape manufacturing facilities by opening a plant in Campinas, Sao Paolo, Brazil.

Avalible range tape will be manufactured in a 3M plant producing many of the company's various products, including duplicating equipment and the business field. 3M Brazil will supply other South American countries, the tape cassette, reel and cartridge tape.

3M also has plants in England (Wales) and Italy (near Naples) to supply the European market and for export to some countries in Africa and Japan. The Canadian company supplies the tape production facilities in St. Paul.

$5 OPPORTUNITY $5

Multi-million dollar Amex corporation seeks additional material to supplement spoken-word catalog for newly-created Educational Products Division. Professionally produced and recorded tape makers needed in self-enrichment of education, languages, literature, drama, current events, children's areas, on licensing, royalty, or outright purchase basis to be marketed through unique, consumer distribution channels.

Billboard Index (Wales) and Canada, September 1971, Billboard Pub., Inc., 9000 Sunset Blvd., L.A., Calif. 90069
**Tape Cartridge**

**International Tape**

LONDON—Decca is not renewing its cartridge duplication contract with Ampex. Manufacturers of Decca's 8-track product will shift from Ampex's Nivelles, Belgium, plant to the label's own factory at Bridgenorth, Shropshire, beginning Sept. 1. Decca's plant is already configured for 8-track and cartridge duplication being handled to install the cartridge requirement.

Decca's 8-track tapes for the UK, EFTA, and the Far and Middle East markets will be manufactured at Bridgenorth. A contract for distribution of Decca's tapes to non-record locations, now handled by Ampex, is also up for renewal. Graham Smith, Decca's tape manager, said several alternatives are being considered, including the possibility of forming an internal sales force to service specialty markets. . . .

**MCA Tech, Recordex Enter Teachers’ Dubbing Mart**

LOS ANGELES—Two companies, MCA Technology, North Hollywood, Calif., and Recordex Corp., Atlanta, are pursuing the educational market with cassette duplicating equipment. MCA Tech has introduced a portable high-speed cassette copier which duplicates the contents of a master cassette once every two and a half minutes. Model 521 has application for use in classroom, librarian, research center, and home study courses.

The copier resembles an attache case and can copy from one to 50 cassette tapes. It is capable of reproducing all prerecorded cassettes. Decca is introducing the system in a stereo cassette unit this year to retail at $239.95. The 9720 is complete with tuner, amplifiers, changers and four speakers. Weichman believes the matrix system is an interim step before the industry follows the demand curve, although the simulated version could last for several years.

The company is putting much of its emphasis in the new electronics line on 8-track. It has introduced four decks, ranging in price from $49.95 to $129.95, and a record-playback deck at $139.95. The biggest surprise in the line has been the 8-track record-playback unit, according to Weichman.

**ITA Offers Cassettes of Washington Tape Seminar**

NEW YORK—Highlights of the First International Tape Seminar held in Washington last May are now available on prerecorded cassettes at prices ranging from $8 for a single cassette to $165 for the complete set of 24 cassettes in a carrying case.

Copied details of the seminar which covered all facets of the audio/video industry are being made available through a joint agreement between the International Tape Association, sponsor of the seminar, and Audio Marketing Inc., a company recently formed to develop and sell talk tapes for trade, consumer, education, and other uses.


Speakers were called from key industries around the nation, and include John Jackson, BASF Systems; Eric Daniel, Memorex Corp.; Gerald Citron, North American Philips Corp.; Oscar Kusinito, Motorola Automotive Products; M. Warren Trooth, legal counsel to the ITA, and Virginia Kraemer, Special Assistant to the President on Consumer Affairs.

(Continued on page 53)

**Dolby’s Noise Dive Concept Threatened by Behemoths**

Dolby and Japanese companies both work on the principle of boosting low-level signals in portions of the audio spectrum during recording, then reducing these signals in relation to the rest of the music during playback. With the playback reduction, tape hiss and other background noise can be reduced up to five db.

While debates continue on values of each system, dealers are most satisfied that compatibility is not being endangered—cassette decks outfitted with the Japanese system are capable of playing Dolbyized prerecorded cassettes and can realize the noise reduction benefits of the Dolby system. In turn, equipment with Dolbyized circuitry is capable of reproducing tapes boasting the Automatic Noise Reduction System.

All that remains, however, is prerecorded product, which is another story. Although a handful of titles from Ampex is on the market, there is no great rush by software manufacturers to release product in catalog form.

"What for?" claim record companies and tape duplicators.

"There’s not enough product (equipment) in the market and contemporary music doesn’t lend itself to the added expense of reproducing it in Dolby format."

Ampex has released a few classical titles, but others are holding back. It will be some time before consumers will have a large selection of Dolbyized cassettes. (Billboard, July 3.)

---

**WH Covers Itself; Sells Both Discrete and Matrix**

EDISON, N.J.—Westhousington's portable products division is traveling both sides of the quadratic avenue: discrete and matrix.

"Until we see a definite trend in one direction, and eventually we believe it will be discrete, we have to offer both," said Earl Weichman, product manager.

Westhousington has added to its home entertainment line a four-channel discrete 8-track system, model TSC-8164, with one speaker enclosures at $239.95 and three quadrasymmetric dimensional matrix sound system: model 9720 at $169.95, 9730 at $209.95 and 9760 at $239.95. The 9720 is complete with tuner, amplifiers, changers and four speakers.

Weichman believes the matrix system is an interim step before the industry follows the demand curve, although the simulated version could last for several years.

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(Continued on page 53)

**SOON! On Atlantic Records & Tapes Tapes Distributed by Ampex**

*FROM THE No. 1 BESTSELLER*

**RECOMMENDED FOR ADULTS ONLY**

The way to become

The Sensuous Woman by "J"

We have 10s of thousands of factory cut outs, 8-Track and Cassettes, from $85 to $150. English and Spanish. Also Many items of low and end prices. Ask for Al Frank

---

**August 7, 1971, Billboard**
Too Many 'Cookin'' Shows Spoiling Recorders' Trough

By EARLE PAGE

CHICAGO—Tape recorder exhibitors at the Conrad Hilton moaned about slow traffic and at the summer housewares show, Promotional prices on tracks abounded.

The basic problem is that the Consumer Electronics Show (CES) came too close to the recent housewares show at McCormick Place and the two independent expositions, one almost exclusively electronics.

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 sound. And consistent sound delivery. Valuable in winning and keeping customers.

Unconditionally Guaranteed

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

The Right Sales Philosophy

Maxell back 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.

There were also fewer electronic exhibitors at the Transcript-National Housewares and Variety Exhibit. Opening day traffic was brisk.

"We can't complain at all," said Emerit Klein, B&B Imports-Export Co., Detroit, who had just exhibited at CES. In fact, Klein, who was saving his old Navy Pier exhibit for the Hilton and had the slow traffic at IHIEE made him hold up exhibiting in both independent shows.

He brought his CES exhibit to the Pier. Klein has increased his cassette parlors from three to six models and was very high on Krick units with record feature. He sells one that can be promoted at $79.95 (Alaron $59.95). Juliette, also on the Pier, had an 8-track with record feature that lists for $99.95.

Such equipment, exhibitors said, is drawing the attention of small dealers, the major shoppers at the show.

At Juliette, a salesman looked around at the milling throngs in the very cool building (air conditioned) and was functioning smoothly in comparison to sweltering conditions last July and said we wondered how it would be, once the big McCormick Place housewares show would open. He had increased sales so far, selling high-end quadratic synthesizing.

Juliette's A04-24 synthesizer, worth $454, was hooked up to play both discrete quadrasonic synthesizers, each of four channels from FM multiplex, disks or tape. A tape cartridge deck, which plays both 4-channel and 2-channel cartridges was hooked into the A04-2.

From the synthesizer unit sound was produced through four separate speakers.

Juliette Claims Sales

Another top model Juliette salesman claimed good sales on the KTR-654X console unit on wheels that can be promotionally priced at $197. It features AM/FM multiplex, phonograph and 8-track player.

Typical of some prices on the Pier was Fortune Star Products' 8-track player and multiplex receiver component package with two speakers—priced to dealers at $115 and pegged at $199.95 list.

Amco-McLean Corp. was featuring "close-out" prices on Norico mode 245 and model 2602 (a cassette car unit) for $35.

Ross Electronic, Midea Electronic, Marubeni-Mitsui, Lake Electronics, Katone Corp., Elgin, Electric-Brand, Diplomat Enterprises, Delmonico International, American Sankyo Corp. — these were the electronic exhibits at IHIEE. Electro-Brand executive vice-president Richard Eltechon said the show wasn't worthwhile, even through his firm is based in Chicago.

At Delmonico on Sunday, where the booth was manned mainly by local reps, one tape retailer was keeping busy. This was Peter S. Vinik, Harbor Record Shop. E. Chicago, Ind. Vinik was working for a franchise dealer.

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Tape Cartridge

Audio Devices in Education

GLENBROOK, Conn. — Audio Devices has introduced a line of blank cassettes and open reel tapes for the educational market.

Cassettes will be offered in 30, 60, 90 and 120-minute lengths, with the possibility of either a 20 or 40-minute product. Blanks will be packaged in cartons of 12. Both five and seven-inch reels will be available.

Distribution of the "Quote" education line is still undetermined.

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Audio Brings You the World's Most Popular Tape Winders.

for Cassettes and 8-Track.

The Electro Sound 100-48C

Top Tape Cartridges

(based on best selling LP's)

This Week

Title, Artist, Label (Duplicator) (B-Tr. & Cassette Mfr.)

1 WEEK

TAPESTRY

Paul & Linda Evans, "79" (A&M) (77000; 7 7000)

2 MID SLIDE SLIM AND THE BLUE HORIZON

James Taylor, Warner Bros, (MPS/261; M2611)

3 EMMY

Paul & Linda McCarron, Apple (RTE 3275; RTE 3275)

4 TAMPA

Jesus Christ, Salsoul (Atlantic, CA 35501; CA 35501)

5 STICKY FINDERS

Joe Stevens, Rolling Stones (MPS/2619; MPS/2619)

6 WHAT'S GOING ON

John, Peter, Paul & Mary, (CBS/4241; CBS/4241)

7 CARPENTERS

R.M. (RT 3505; RT 3505)

8 AQUALINGU

John Tell, Riptunes (MPS/2035; M2035)

9 EVERY PICTURE TELLS A STORY

The Rolling Stones, Mercury (MCA 8-1070; MCA 8-1070)

10 B.S. & T

Blood, Sweet & Tear, Columbia (CA 35090; CA 35090)

11 ALIVI STREY

Crosby, Stills, Nash & Young, Atlantic (MPS/2619; MPS/2619)

12 ARTIZEL TEI ATFOM WESE.

America, Los Angeles, (MPS/2619; MPS/2619)

13 L.A. WOMAN

The Doors, Rhino (CBS/1605; CBS/1605)

14 BLUE

Jimi Hendrix, Riptunes (MPS/2035; M2035)

15 PEACERS, PARKERS & PROMISES

John Denver, RCA Victor (CBS/7111; CBS/7111)

16 SURVIVAL

Grand Fork Railroad, Capitol (CBS/744; CBS/744)

17 TEA FOR THE TELLERMAN

Lasc Stevens, A&M (MPS/2619; MPS/2619)

18 HOMELAG

Dorothy (CBS/2619; CBS/2619)

19 BEST OF

Santana, RCA Victor (CBS/2619; CBS/2619)

20 CHASE

Decca (CBS/2619; CBS/2619)

21 UP TO DATE

Partridge Family, Bell (MPS/2035; MPS/2035)

22 INDIAN RESERVATION

Riders, Columbia (MCA 8-1070; MCA 8-1070)

23 BISQUITS—THE GREATED ROTH

Three Dog Night, Dumill (CBS/8088; CBS/8088)

24 SIX TO THE LIMIT

The Monitors, Fantasy (CBS/54795; CBS/54795)

25 YOU KNOW WHAT IT IS WHAT YOU GET/AT CARNegie HALL

George Wein, Capitol (CBS/2619; CBS/2619)

26 THIRD'S

The Brothers, A&M (MPS/2619; MPS/2619)

27 11-17-70

The Osmonds, Uni (CBS/2619; CBS/2619)

28 CURTIS LIVE

Zepp/headland, Corton (CBS/2619; CBS/2619)

29 PARADISE

Marvin, Warner Bros, (MPS/2619; MPS/2619)

30 DONNY OSSOM BOND

Bond (MPS/2619; MPS/2619)

31 RED ROUSSELL & THE SHEPHERD PEOPLE

Shelter (CBS/8088; CBS/8088)

32 MAYBE TOMORROW

Jackson 5, Motown (CBS/77375; CBS/77375)

33 DIXIE SIMON

Columbia (CBS/3002; CBS/3002)

34 THUNDER STORY

Bobbi Knight & The Phalions, (CBS/2619; CBS/2619)

35 CHICAGO TRANSIT AUTHORITY

CBS/2619; CBS/2619)

36 ONE WORLD

Earth, Wind & Fire (CBS/2619; CBS/2619)

37 SWEET BABY JAMES

James Taylor, Warner Bros, (MPS/2619; MPS/2619)

38 ABRAXAS

Columbia (CBS/2619; CBS/2619)

39 CLOSE TO YOU

Carly Simon, A&M (CBS/2619; CBS/2619)

40 PARTRIDGE FAMILY ALBUM

Bell (CBS/2619; CBS/2619)

41 DISK TWO

Robert Flack, Atlantic (MPS/2619; MPS/2619)

42 NATURALLY

Three Dog Night, Dumill (CBS/8088; CBS/8088)

43 BYRAMIAN

CBS/2619; CBS/2619)

44 THE LEAGU

Lee Michaels, A&M (CBS/2619; CBS/2619)

45 CHICAGO III

CBS/2619; CBS/2619)
NEW YORK—Few people will buy television cartridge players for their recording capabilities, and programs will emerge as the main ingredient which will stimulate people to buy the equipment. This is the feeling of Lawrence Hilford, vice president and general manager of Columbia Pictures Cassettes as expanded during a recent cartridge TV conference.

Columbia Pictures will build its own CTV software from its inventory of feature films, but “the public will be attracted to CTV in terms of programming, and what the public demands we must try to supply,” he said.

“As producers and distributors, we are in a rather peculiar position. We have billions of dollars of inventory, some of which is momentarily marketable in the new (CTV) form. We have production personnel and factory space to produce. We have a marketing and distribution network. We must use the new medium to make money and to shape it to our goals. And we must find a way to make our operation self-supporting during this period of planning and preparation.”

It is essential to have new production concepts, TV programming ideas, and investments in production organizations hope to excite the consumer, he emphasized.

“There will be a strong relationship between the amount of material developed for this medium of player penetration in the home market. This is a cash�ore competition will increase the possible profits of the participants, not cut them down,” he explained.

The film industry executive went on to say that the cartridge TV industry is promoting programming, and that the industry will not be overly impressed with the gross figures of billions of dollars which have been paraded in the past.

The billions will come during the 1970’s, Hilford said, “but so will the costs. With mass distribution, a small share of the retail selling price will be required. What’s more, the cost of duplication will not go away, and neither will the demands of the various craft guilds and unions. If there is a market for, that industry will be there, and it will be profitable.”

Hilford reiterated the oft-repeated criterion for CTV systems that the “old age of the great performance features, cost as little as possible, require minimum duplication costs.”

LOS ANGELES—The slowness with which the television industry is developing can have a major influence on the role of cartridge television in the future of TV programming over the wire.

If the Federal Communications Commission’s proposed plan is adopted, cable systems in the top 50 markets must broadcast three subscriber distant signals from three different network stations or their own original programming.

In markets 51 to 100, the FCC would allow cable operators three networks or their own original signals from out of their area, and below the top 100 the FCC would allow three independent channels, plus their own original programming.

In markets with systems could import any number of noncommercial stations and sell them to subscribers. The FCC has not yet defined the point at which losing any programs for their own local origination.

Still, there are many executives sitting optimistically on the fence waiting for CTV to reach the point when it becomes a home consumer item. One believes CTV is the “killer” and the fastest, surest way of enjoying cable TV at home.

The fact that CTV players can be hooked into a cablecasting system gives them hope that cable operators will buy CTV machines as an immediate rush order. The call will be either to the cable operator or the call will be to the bank. But some are concerned about the high cost. Or, it will come with a planned feature and pricing strategy.

American Federation of Musicians, United Office, Theatre and Allied Workers, will be the first CTV effort to make a recording for the performer, even perhaps more than CTV. At present CTV is going into the educational and industrial areas, where operation or top name value are not required.

Motorola and Avco’s Cartrivi- sion, a large, leading hardware companies which have aggressively been involved in the CTV market. But, neither has yet found the market is not the key to the future, he said. It is a question of when, not if. The key to the future, he predicted, will be whether the instances the operators don’t have the money can pay for the equipment.

One of the highlight features of CATV is the opportunity to bring over CATV to those communities which are not capable and those ideas which are not readily available on commercial television.

CATV Minority Aid

Group Provess Films to VCA

NEW YORK—Group Provess has given the presenters of the 1970 film for America additional titles for TV conversion.

Initial releases will be the “Mandalay,” the African film which won the best foreign film award at the 1970 Atlantic Film Festival, and “Boy,” the study of an Indian child in modern India.

Group previously licensed to VCA for television series on emotionally disturbed children, thereby extending the license to the medical market. There are five shows in that series which deal with the role of the television programmer at the center for children.

Group Provess has also made available some of the central concerns and community issues. These include a series on over-the-counter drugs, an exploration of the drug of pain resistance, which examines the medical realities of illegal and legal drug counseling, AWOLs and the problems they cause, and living in a constant state of making ends meet.

Other shows available in the social commentary series include “Rhodesia Countdown,” which shows a group of Rhodesian people and a series that features the role and responsibilities of the military and the role of the homemaker in the country.

Japanese CTV For U.S. Flicks?

WASHINGTON—Since American motion pictures are popular in Japan, the United States Dept. of Commerce predicts U.S. movies will be successful as cartridge TV programs.

U.S. films look as strong items for the future market in Japan and eventually for home viewing. 

Last year, 25 foreign language-made films distributed in Japan, of which 120 were from American films. In the past, the other hand, Japanese producers released 421 items.

There seems to be a trend away from cinema and towards more on-demand motion picture houses, which CTV sources feels could help launch the program.

First film sold in Japan this fall from such suppliers as Sony, Maitstotsu, Hitachik and Telesat.
American Talent's Blacker in U.K. Deals

NEW YORK—Ira Blacker of Annora Talent International Ltd., will be in London this week to wrap up arrangements for European tours for Buddy Miles, Lobo and Tommy James as well as to develop new deals for the firm.

Blacker, who holds exclusive U.S. booking arrangements with such acts as the Faces, John Baldry, Savoy Brown, Badfinger, Cactus, Deep Purple and Black Pdf, spent several days in London for extensive meetings with Adlo Artists and Clifford Davis regarding "Heavy Blues" Hitting Road

NEW YORK—Lee Magid Productions is packaging a show entitled "Super Heavy Blues Express." Featured in the package are Big Mama Thornton, Joe Turner, T-Bone Walker, Eddie Cleanhead Vinnie, Pee Wee Crayton and Al Hulbert.

Lee Magid is setting up a series of dates for the package which will blitz the U.K. first and will make its first European concert tour visiting England, France, Germany, Switzerland and Holland.

FACES Show Teeth; Win Suit Against Concert Promoter

NEW YORK—the American Arbitration Association has ruled on behalf of Faces in a suit against concert promoter Bill Stein. Litigation against Stein was started by recent Talent International Ltd., the company who books the Faces in the U.S., after Stein stopped paying a check paid to their agency by management for the group's appearance on April 2-3 at the Capitol Theater, Portland, Ore.

Stein claimed that he had bought a package (Faces, Savoy Brown, Grease Band) which wasn't delivered, but Savoy Brown canceled due to illness. He further stated that the concert promoter was the remaining group's renegotiated by his office in his absence and without his knowledge.

Although the refunded tickets were resold at a discount, it was a SRO, Stein admitted that he was in town, he would have taken the same action: i.e., issuing the check and subsequently canceling the concert.

Stein replied that his management then called him to ask him to pay the same money for only the dates actually performed, the fact that the group's appearance was only twice as long as was required in the contract.

As a result, the American Arbitration Association ordered Stein to pay $2,750 in full payment and an additional $820.70 as attorney's fees.

The Faces and ATI were represented by the law firm of Bledsoe & Kustich.

North Door Unit On Singing Tour

NEW YORK—The North Door Singers, a contemporary group of eight singers, will kick off a six-week fall college tour on Tuesday (10), playing state fairs in Illinois, Iowa, Missouri and surrounding areas, starting headline at the Manning Country Fair, 150,000 people with 81 performances. Following a series of one-nighters through Sept. 27, they'll be featured at the Farm Progress Show in Van Horne, Iowa, Sept. 28-30. Following a date at the Plowforth Sheraton Hotel, Ft. Worth, in the middle of the tour, they'll appear for 10 days at the Louisiana State Fair in Shreveport, Oct. 22-31.

Dreams Line Up Dates; Cuts Spot

NEW YORK—Darks, Columbus, Ohio, have cut their dates for August after completing their second album in Memphis. The band, which was produced by Steve Cropper, was dropped by the company briefly so the group could do the institutional tour for a Beechnut Squash television spot.

The Aug. 10 date includes Atlantic City Steel Pier, 5-12-71, and the Dillon Stadium, Hartford, Aug. 29.

The group's recent 19-week tour of Canada was a big success, and the country played to an estimated 304,000 people, 81 percent of the locations sold out.

Talent Signings

The Shuffle signs RCA Records, enabling of Shirley Aiston, Beverly Lee and Bae, is playing their first album for RCA which is scheduled for release in September. Randy Irving is their producer. Upon completion of the tour, the group leaves for a European concert tour.

The Shockicks which marks Campbell's performance was the last week of a tour in Los Angeles, including concert, biographing guests Murray and Jerry Reed, and Larry McNeil.

Campbell opened the concert in support of his latest album and was supported by three vocal groups, 36-piece orchestra led by Dennis McCarthy. This was the pop music star of the week "For Once in My Lifetime" and "More" connected to "There's a Place for Us." Campbell picked up his guitar after those first two impromptu selections and played a country "Ain't Missing My Baby, Bridge Over Troubled Water," was her best selection after some of the most comfortable offerings of "Sitting Black Loving You" and "Put Your Hand in the Hand." After the song "Snow Bird," Campbell came out to perform the most unique number of the entire night in which he sang "By the Time I Get to Phoenix" while she slowly moved through "Say a Little Prayer."

Jerry Reed's portion of the program encompassed his light wit and eight songs including "Hello Man," "Georgia Sunshine," "Amos Moses," "When You're Hot, You're Hot," Early Morning Rain" (an excellent example of his rich ballad style).

Campbell with the member Goodtime Band worked an hour, totally satisfying the large audience, their fans, especially in Dreams Bury," "Rose Garden," "Time Is One" (a new ballad), "(It's Only Make Believe) Hold Me Make It Through the Night," "Love Is a Battlefield," "You've Seen Her Face," "Classical Gas," "Oh Happy Day," plus a medley, showed the audience that Campbell is musically...ELIOI TIEGEL.

GRAND FUNK RAILROAD MASHMACHAN

Korakuren Stadium, Tokyo

Over an inch of rain in less than an hour on July 7 buried the world's largest city in a muddy quagmire. But the stage of the major Tokyo train lines, but it didn't stop the Grand Funk Railroad from storming in to play in front of the city's jammed Korakuren baseball stadium. The Japanese rock group Mops who opened the bill on the winding, sultry Saturday evening put the 40,000-plus crowd of young, long-haired Japanese fans into a frenzy. Their backdrop was a solid wall of rock n roll, and their audience knew it. Next, Rimi Aso, a blues-singing ten-year-old granddaughter De- lenay tradition, was welcomed back from a year and a half in the U.S.
SAN FRANCISCO
Burt Bacharach did a one-nighter at The Cow Palace, July 25, with Orange Colored Sky opening the show. Sly and the Family Stone left San Francisco for a Hollywood mainland with its own recording studio. San Francisco Symphony's 1971-72 season ticket sales are 78% ahead of last season... Oakland's Sportmen's Club No. 2, a rhythm and blues mecca, closed permanently the weekend of the 17th. Final show featured Bill and Dorothy Coombs, the Project Soul Band and Jeann London... Bill Graham, lately of the Fillmore West and East, has a $50,000 advance check dangling in front of him, held by his book publishers Little, Brown and Co. for his memoirs. Ella Fitzgerald, the Count Basie Band and the Tommy Flanagan Trio open Concord Summer Festival on Friday (6)... Other names as follows: Saturday (7), Stan Kenton and His Orchestra, Trinidad Steel Band, and Kai Winding, George Auld, Orchestra, Trinidad Club, Sunday (8), Oscar Peterson Trio with Ray Brown and Herb Ellis, Count Basie and His Orchestra and the Cal Tjader Quintet, Friday (13); George Shearing as guest artist with San Francisco Symphony, Arthur Fiedler conducting... The Fears with Rod Stewart and Southern Comfort at Berkeley Community Theater on Sunday (1) followed by Stephen Stills on Aug. 20 and 21, Frank Zappa on Aug. 25, Procol Harum on Aug. 26, and Led Zeppelin on Sept. 13 and 14... At Pacific Recording Studios, San Mateo, Catero Sound Co. is finishing new release on Warner Bros. of the original Moby Grape... Also Lamb's third album, Fillmore Corp. cut a demo featuring Nancy Brown on bass. Miss Brown formerly was with Rejoice... This group called House... Just Us Productions of Beverly Hills, owned by Michael Gruber and Vad Garay, have new agreement with Paul Caruso to record their acts and new talent exclusively with Pacific... SHIRLEY LEWIS HARRIS

PHOENIX
Helen Forrest returns for two weeks at Scottsdale's French Quarter in the Hotel Safari. Preceding her, the Clara Ward Singers are scheduled for a two-week stand July 20. Following Helen Forrest, the Back Porch Majority, featuring Tony Sparks, begin Aug. 23 for a fortnight's engagement... Quickie Peace Messenger Service and Cactus appeared for a one-night concert at the Coliseum... Frankie Laine and Dorothy Shay headlined a special "Musical Salute to Summer Show" to benefit Phoenix areas prisoners of war families at the Coliseum July 17... Northwall, a rock group from Northwall, S.D., opened a run at the Round Up Room of the Hotel Adams. The Master Plan and the Sophisticates are scheduled to follow... Norwegian folk-rock songstress-writer-singer Bjornson is the weeknightly attraction at the Smuggler's Inn... Jim Bing's songs and guitar are co-headlined with the group in the Copper Room of the Hotel Westward No. 17, Planet over San Francisco harbors touristically nightly at the Carefree Inn... The Ricardo Lemus Trio has been held over through the summer at The Islands... Atlantic's Stephen Stills and Crazy Horse were set for an Aug. 14 concert at the Coliseum... The Beatles were penciled for a stint of two weeks at the Safari's French Quarter starting Nov. 1... Los Angeles Martiches perform in the lounge of Mountain Club and Cabaret on the Hollywood Freeway... Hay Day is the Friday and Saturday nights-only attraction at the Carefree Inn... The Jimmy Dee Trio is on tap those nights and the rest of the week... Spanish guitarist Francisco Espinosa concertized at Carnegie Auditorium of Arizona State University... The Arrangement group is in the spotlight at Saddleback Inn... The Flagstaff Summer Festival, directed by resident conductor Izler Solomon, is on through Aug. 4 among the guest artists are Karen Armstrong, lyric-coloratura soprano, the Metropolitan and New York City Opera, pianist Menahem Pressler, violinist Sidney Harth, and the U.S. Army Chorus. The Debbie Dunhill's Three Dog Night do a Coliseum concert Sept. 1... PHIL STRASSBERG

LOS ANGELES
Curt Stevens set his third U.S.-Canada '71 tour for this fall. San Francisco Dancin' Convention lead, is announced as opening act. MORE TOURS

—Yes, Atlantic group, returns stateside in November-December after gigging Australia and Japan... Crowther, Paramount's Canadian comedy tours in mid-October... Group just signed with Heller-Frank agency. Procol Harum arrived for 11th U.S. tour with Dave Ball replacing Robin Trower on guitar and Alan Cartwright on the new bass... Mike Merrill PR firm is now Merrick, Reiss & Clark Inc. with headquarters in Los Angeles. Marlyn Reiss takes charge of L.A. operations at 9000 Sunset while Buddy Clarke heads the New York office and John Hills moves to London. Franklin Craig Braverman, who specializes in capsule reviews of all kinds of Mankiewicz & the U.S., using fast montages of still pictures, takes on a 20-minute promo movie of the history of A&M... Muddy Waters finished July 25 at the Ash Grove... Ray Charles was given a special Memories Award from Florida American University, honoring his 25th anniversary in music. One of the freshest promo emanations in pop music is Bobby Roberts' Prophesy label which is shipping thousands of air freshener cans to pop promotions of the new single, "Do You Really Have a Heart?"... THE CROWD SCORE — The Bergmans are penning lyrics to a Laurence Rosenthal tune... For more details, contact: "The African Elephant" Trans-American's zany comedy "Dagmar & Co." to have two songs written by Mike Clifford and available on a single from A&R Records... Delaney & Bonnie's favorite "Warren Bros. "Heckle" for music to feature on Cover and Indian dance ceremonies. Basketcase's "Medium Cool" trailer preparing the "Woody Guthrie Story" for release and seeking James Taylor for title role... Island Records press party for Nick Drake at the Troubadour had the balladist sounding fine though he looked a little flat... Drake was home in England while his album played and a spotlight picked out his life-size cutout of him... Phil Silvers in "A Funny Thing Happened on the Way to the Forum" opens the fifth season of the Music Center Theater Group... Grass Roots at Magic Mountain Showcase Theater Tuesday (2) for three nights... Daddy Cool, with "Eagle Mock" a number one chart hit in their native Australia, makes their U.S. debut at the Whisky A Go-Go Wednesday (4)... Session starts recording on their own... Bobby Womack's "Communication" on UA, cut in Muscle Shoals with back-ups by the likes of Sly Stone, Delaney and Bonnie and Ike Turner... Rockfoot, British studio band, just completed a debut album for A&M... TV SOUNDTRACK — Fancy, female rockers on Reprise, guest on Group W syndicated "Organic"

(Continued on page 25)
talent

**Talent In Action**

- Continued from page 22

and even though her back-up U.S. trio Wynd has visa hang-ups, a pick-up Japanese supergroup of Pyg (Nisograph Gramophone) and ex-Samurai men put up a fine wall of rock behind her rough but right-on vocals. She had the guts to do Joplin's "Me and Bobby McGee," twice, both times to roaring cheers. Mashmakhan came on coming on but were only mildly appreciated until the Japanese skies interrupted drummer Jaky Mecer's introspective solo with a much-needed gust of cool wind. Mecer didn't miss a beat, continuing to pound out accompaniment for the building mini-tanod and the distant rumbles of thunder. The wind ripped through the huge Grand Funk Railroad sign which fronted the second-floor stage area, an event loudly applauded by the crowd which began to relax for the first time, even standing to shout the English words to "As the Years Go By" and "Days When We Were Free" with Mashmakhan as they finished their set.

The downing of the sign was unmissably symbolic to the young audience who, remembering that the much-respected Chicago on a recent visit here had put Grand Funk down hard as a bunch of acrobats and attention-seekers, were waiting for the Funk to make "Monkey's a Dumb Waiter." A wait while the rains cooled everything down was fun for the crowd which shed shirts and shared umbrellas—down home on Mack Yagurs farm. The rain-soaked stage was too slippery for exag-gerated acrobatics where Grand Funk finally turned on their amps and that fact saved the day for good music, good vibes and a great reception for a group which otherwise might have been too sweasy for the discriminating Japanese audience.

MACOLM R. DAVIS

**CROWBAR, SWEATHOG**

Whisky A Go Go, "Los Angeles"

If the local reaction is any indication, Paramount Records' Crowbar, is on the verge of becoming a huge act in the States. The Whisky A Go Go was packed for each Crowbar set, and not only was the dancing area also jammed.

The audience was scattered with college, and some opening act, CBS Records group president Clayton Thomas of BKS (who also joined Crowbar for one number), John Kay and Goldie St. John of Steppenwolf, the Five Man Electrical Band and the Chambers Brothers in attending.

Crowbar's music is rock 'n' roll, circa 1971. It is a simply revved rock (in the manner of a Sha Na Na); rather it is rock brought back in today's forms with a new energy and vigor. Old and new are combined in a frenzied union.

The group lends its considerable vocal and instrumental talents to several rock standards, but it is on its own material that the band really demonstrates its enormous potential. Selections from the first Crowbar album "Bad Manors" were enthusiastic all the way, especially with the barnstorming "Oh What a Feeling," and "The Boogie.

Also on the bill was Columbia's Sweathog. With heavy influence from the first Crosby, Stills and Nash album, Sweathog worked its way through a set noted more for its sleness than anything else.

Certainly Sweathog is proficient and perfunctory at what it does but the question arises as to whether what the group is doing is what the market wants. After all, the really big groups these days are the bands which do not sound like everybody else. That is the greatest strength of Crowbar, and at the same time, the most obvious weakness of Sweathog.

**RITCHIE YORKE**

**PERRY COMO THE ESTABLISHMENT**

International Hotel, Las Vegas

Perry Como's third appearance at the hotel is his best. Master of the television show, his enormous charm captured the hearts of the showroom audience who responded by continually interrupting his show with applause. Como's performance in the smashing opening night was enough to set to the Establishment. They offered selections from "Jesus Christ Superstar," which stopped with show and resulted in a standing ovation from the room's hopped up press section.

Como's segment is kicked off by an opener which was interrupted three times by applause. He walks on stage, starts to sing and immediately captivates the audience. Seven songs later he passes to say hello. Como's effortless style is elegantly blended with the Establishment's sound. The selection of songs range from his Gold Record Medley to his current "It's Impossible," to a new image for the new season in Como's "Dream Ruby," "Close to You," "Something," and "Love Story.

He is a cleverly written routine with the Establishment on "What Do They Think of Me?" A heart-wrenching comedy hit throughout "By the Light of the Silvery Moon."

The Como Show backed by Nick Perico conducting the hotel's orchestra, is the finest kind of entertainment.

**LAURA DENI**

**Sensational Summer of '71**

**B. J. THOMAS**

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"101 STRINGS" ORCHESTRA AND VOICES

A'S RECORDS 4519

ALSHIRE INTERNATIONAL P.O. Box 7107 Burbank, Calif. 91505

**Campus News**

By Bob Glassenberg

Janet Dubosk is taking at least a month's leave of absence, which may be permanent, from Atlantic Records College Department to go to Europe and work on "Groupie" promotion. Janet is one of the truest friends of campus radio. Between her and Gunther Hauer, the Atlantic wizard of promotion, there was so much happening at the company, it was hard to believe someone will be able to take her place. If this sounds like an obituary, it is, I do not think the department will fall to pieces. I simply think that campus radio is losing one of its best friends.

I am sure Hauer will take up the slack and find a suitable replacement. But anyone who knows Janet must admit that it is going to be strange communicating with a new voice on the telephone. She gave such life to campus radio. I will miss her and I am sure everyone else will.

A change will come department. The A&M Records campus representative system will re-form into regional representation instead of having reps at specific universities and cities. "The old system inherently limited the representatives' sphere of influence," said Andy Meyer, new director of college promotion. The new regional breakdown will be the northeast; northwest; Pennsylvania; Florida; Ohio; Michigan; New York; Washington, Maryland, California; Illinois; Indiana; Texas; and Colorado. The reps will be working with the A&M distributor and promotion men. Through this association, Meyer hopes to draw a closer identification between the college markets and the primary markets through this new structure.

Meyer is also hand-picking each representative this year. He is looking for a background in journalism and communications, if possible. If it is at all possible, the perspective representatives will be personally interviewed. Meyer said, "The real backbone of the new college department is going to be a new life force which will bring the new concept to campus. I am looking for people with creativity and initiative to keep fresh blood pumping into the program at all times. I really believe that the new college department is the key to record companies. Our promotions are going to approach that market from a fresh and exciting new perspective." A&M has always been one of the leaders in the campus promotion field. This new approach sounds really good on paper. Changes must take place constantly here is a real need for it. Look this column for a complete list of new representatives in all of the districts throughout the country.

Are you going to attend the Radio Programming Forum in Chicago at the Hotel's Ambassador, Aug. 19-21? I had someone in my office the other day who said that she could talk to the people who were important in the radio business without shelling out the magazine stuff of $50 and plane fare plus accommodations in Chicago. This stuffed-shirt attitude is quite immature. Eg-epoching is for kids. Can someone at a campus station on the East Coast find out what's happening at commercial stations on the West Coast? I doubt that campus radio programmers really have all of the answers. If someone does, I offer my job to them. The Forum is to be learned new for everyone. How can we get the pros assist. They can learn from each other and are not afraid to ask questions or get their head beaten into the ground for mistakes. Some of them even find new ways of talking about the real pros. Use your own definition. Do you know every radio consultant's name in the market? What is your on drug lyrics and is the stand credible? What about methods of polling your listeners. Do you get to everyone? Do you know more about radio than people who have been there for years on their years? If you do, don't come. If you don't get with it—soon.

Be sure to place the call letters of the station, the location, and

(Continued on page 36)
These are the Georgia Prophets!

The Now Sound of The Georgia Prophets

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A FEW CHOICE DISTRIBUTORSHIPS ARE NOW AVAILABLE

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Midnight Man
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PROGRAM THREE:
California
Long Time Gone
Honky Tonk Women
Sambo Rock No. 1

PROGRAM FOUR:
Don't You Think It's Time
Down By The River
4 & 20

Katherine


More Talent News
Page 42

AUGUST 7, 1971, BILLBOARD
Discrete-Backed Study Goes to FCC: Hope Out for Quick Decision

*Continued from page 1*

James Gabbert, president KIOD-FM, said that it is unlikely his company, in its role as the broadcast industry’s most representative group, will be forced to take the issue to the courts as a test case.

The idea is to come to the FCC for some vigorous discussion and see how it goes. "The FCC will give us a legal interpretation of our laws," he said. "It will tell us that our present programs are not acceptable, and then we will go to court to get a legal interpretation of our law."

The FCC has already held a hearing on the matter. It will probably take another hearing before a decision is made. The decision will be made by the FCC itself, not by a court of law.

Gabbert said that the FCC will be the final authority on the matter, and that it will have the final say in the matter. If the FCC rules in favor of the broadcasters, then the broadcasters will have to go to court to get a legal interpretation of their laws. If the FCC rules in favor of the record companies, then the record companies will have to go to court to get a legal interpretation of their laws.

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Radio-TV Mart

If you're a daydream searching for a radio station—or a radio station searching for a daydream—Billboard is the best buy. No other trade publication 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 can draw five times the results of the next leading radio-TV industry publication.

Box numbers will be used, if you wish. Send money and advertising copy to:

Radio-TV Job Mart
Billboard
165 W. 46th St.
New York, N.Y. 10036

Positions Wanted

AUSTRALIAN AUSTRALIAN: David Frei and Warren Spanger recently approached the Australian Broadcasting Commission (ABC) looking for a suitable report- er to cover the ABC's overseas activities. Discussion centers on exchange arrangements. A press release will be published later in this issue.

Looking for a reposition: Everybody's favorite, MURRIN ANNOUNCER, has been discharged from his "boring" position at St. Louis' WWJN. He is now a WABX announcer in Detroit. Call George Butler for details on $1.00 a gig.


Positions Open

ATLANTA—Radio and Recording Engineer Position: (a) Interested in gaining knowledge and skill in electronic and acoustical engineering; (b) experienced in building, installing and maintaining radio station facilities; (c) working knowledge of engineering principles and methods, preferably in broadcasting, TV or recording. Must be a U.S. citizen and have 5 years of college training in engineering or related field. Experience: 3 years' experience in electronics and acoustical engineering; experience in TV or recording. Send resume to Box 614, Radio-TV Job Mart, Bill- board, 165 W. 46th St., New York, N.Y. 10036.

English DJ with five years' radio experience is ready to change stations, preferably mining direction, in Southeastern or Southwestern U.S. Own car. Excellent references. Available in early May. My contact is John Pfeiffer, 115 South Main, Meridian, Miss. 39301. Phone 822-5241.

NOW ANNOUNCER: Needed for a modern country music station in West Tennessee. Should be entertaining, have a clean sound, and have the ability to attract the 18-35 demo. Send resume to Box 371, Radio-TV Job Mart, Billboard, 165 W. 46th St., New York, N.Y. 10036.

Continued on page 26

19 Chairmen for Radio Forum Named

Continued from page 26

Puerto Rico, and England. Early registrants will be able to take advantage of especially low rates provided by the hotels. Registration fee for the Forum is $150 per person and should be sent to Radio Programming Forum, 9th Floor, 300 Madison Ave., New York, N.Y. 10017. Registration may be made at the Forum early Thursday morning.

Topics which will be covered at this year's Forum include "Cleaning Up Your Radio Sound" by Ted Kandil, president, Ted Kandil Enterprises; "The Dangers of Over-Programming Your Station" by John Dett, general manager, WABX-FM, Detroit; "Building Your Audience with Creative On-Air Contests and Promotions on Country Music Radio" by $135 in adsauce. Bailey, program director KKKK, Houston, and Joy Hoffer, vice president, KRAK, Sacramento; "Selecting the Right Music for a Morning Program" by Jay Cook, program director, WFL, Philadelphia, and sources of information on music popularity—a study of the use of charts, letters, tip sheets, and requests by a series of experts from various market sizes.

One of the highlights of the three meetings, of course, will be special registration sessions set up between record and radio men. This will be the chance of every radio man attending the Forum to meet and discuss records, artists and artists, and will be the leading promotional representative of almost two dozen of the industry's major record companies. For instance, Steve Posner, president and general manager, Columbia Records, will be on hand with a number of his promotion staff. Ron Saul, national director of promotions, WABC, and Ross Brooks, regional director of promotions, WOR, will bring their latest long list of promotion executives from his label. Just about all of the major label's representatives are included, containing Motown, A&M, RCA, ABC/Dunhill, Sussex, Metromedia, Sports, Peace, Nashboro, Buddah, Roulette, Bell, Plantation, Elektra, MGM, Capitol, Starday-King, and Mercury.

So, floundering around the Sa- rah Bahou, or looking for the perfect song, may be the order of the day in Nevada, who do I bump into but Paul Drew and his charming wife, Edith, and Elvis Presley's personal manager, Don Akin and wife. I also caught El- lery Becket, former sawg, show, and Monte Funder, general manager of the Sahara Tahoe, that El- lery, and Monte, both very interested in the show I saw so good that you'd think Don needed the money.

Good news. Rates for the Bill- board Radio Forum will stay at $150 even after Aug. 1. Latest registrants at the time I'm writing this received a special promotion director, WRR, Dallas; Russ Bar- ner, director of programming, KMPK, Hollywood; N. Brian cliff, program director, CHNS, Houston; and M. L. Rieger, program director, WFGH, Bristol, Va.; Gary Model, former WFGH, Bris- tol, Va.; Ron Monseley, vice presi- dent, Sunset Records, New York; Marty Armstrong, program manager, ABC Records, Los An- geles; Barry Geis, vice president, national promotion manager, Dun- hall; Steve Ebert, Los Angeles; Bruce Wexler, program director, WBZ, Buffalo; Dave Hammond, program director, WYCL, York, Pa.; Richard Irwin, program director, WYCL, York, Pa.; program director, KRSY, Corpus Christi; and Oogie Pringle, program director, WRIE, Erie, Pa.

Don Kelley, program director of WQX, Cleveland, has moved to WHK, Cleveland. Both stations belong to the Knight Quality chain. Lineup at WHK, a non-screamer: Top 40 operation, includes Don Rogen, mornings; Dave Derenda, afternoons; Kelley in afternoon drive; Dave Cokely, evenings, and Bill Silver, from WDWH. Keith Eastwood is now the night slot incidentally. Robey Young, program director of WUP, New York, is now program director of WQX, Cleveland.

Joan Keating is now the new production director of Radio and TV Programming.

Anne Keating, the existing program director, has resigned to follow her husband, doing a job in Dayton, Ohio.

Radio & TV Programming

Continued from page 30

The FCC on Wednesday afternoon warned station owners in the metropolitan New York area that they were subject to fines for failure to provide their listeners with "sufficient service in the public interest." The commission further instructed the station owners to meet their obligations in the public interest role, to the extent necessary to provide the service that is justified by the station's position in the media market and to the extent necessary to meet the public interest obligations that are imposed on the station by its license.

The FCC's decision on Wednesday is based on a complaint filed by New York consumer groups, which have been pressing for a more vigorous enforcement of station obligations in the public interest. The FCC has been under increasing pressure from consumer groups to enforce its public interest obligations more vigorously.

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Should Ratings Dictate Format Changes?

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

AT THE 4TH BILLBOARD RADIO PROGRAMMING FORUM
August 19-21, 1971, Ambassador, Chicago, Illinois

PROGRAM

THURSDAY, AUGUST 19
1:45 p.m. - 2:15 p.m. A special program for record promotion men from record companies and distributors - SEPARATE REGISTRATION FEE

THE IMPORTANT ROLE OF THE RECORD PROMOTION MAN
This extra morning session is a special addition to the 1971 Forum, it is directed especially to record promotion men from 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 Station Served by a Station

Talk C: How the Promotion Men Can Be Helpful to Station Personnel

THE EXCITING NEW SOUND OF RADIO-QUADRASONIC BROADCASTING
a. Why is Quadrosonic the Sound of the '70's
b. What Makes the Quadrosonic System Editions

THE INTERDEPENDENCE OF RADIO AND RECORD INDUSTRY FOR PROFITABLE OPERATIONS
a. Records—The Value of Multiple Releases or Too Many Tight Psychologists
b. The Impact of Quadrasonic Broadcasting on Your Listeners

CON Current Manager K-TIL Radio San Francisco, California

SESSION 3
11:00 a.m. - 12:30 p.m.

DEVELOPING A STRONG MORNING SHOW
a. Your Morning Personality—The Days and Don'ts of Nailing a Strong Audience Rapport

Talk D: Building Your Audience with Creative On-Air Contests and Promotions on Top 40 Radio

SESSION 4
1:00 p.m. - 2:30 p.m.

BUILDING YOUR AUDIENCE WITH CREATIVE ON-AIR CONTESTS AND PROMOTIONS ON TOP 40 RADIO
a. John Randolph Program Director WAKY Radio Louisville, Kentucky
b. Jim Swain Vice President & General Manager CKOL Radio Montreal, Canada

SESSION 5
2:45 p.m. - 4:15 p.m.

BUILDING YOUR AUDIENCE WITH CREATIVE ON-AIR CONTESTS AND PROMOTIONS ON MODERN ROCK RADIO
a. Allan Holten Program Director WPRY Radio New York, New York
b. Bob Morency Program Manager WMQK Radio Chicago, Illinois

SESSION 6
4:30 p.m. - 6:00 p.m.

BUILDING YOUR AUDIENCE WITH CREATIVE ON-AIR CONTESTS AND PROMOTIONS ON TOP 40 ROCK RADIO
a. Julius NBA Program Director
b. Mike Halliday Program Director

SESSION 7
6:15 p.m. - 7:45 p.m.

BUILDING YOUR AUDIENCE WITH CREATIVE ON-AIR CONTESTS AND PROMOTIONS ON TOP 40 FREE-TO-AIR MUSIC RADIO
a. Jerry Byrnes Program Director
b. Lee Zoltan Program Director

SESSION 8
8:00 p.m. - 9:30 p.m.

WHAT IS THE LARGE MARKET STATION'S MOST USEFUL SOURCE OF INFORMATION ON MUSIC POPULARITY?

SESSION 9
9:45 p.m. - 11:15 p.m.

WHAT IS THE SMALLER MARKET STATION'S MOST USEFUL SOURCE OF INFORMATION ON MUSIC POPULARITY?

SESSION 10
11:30 p.m. - 1:00 a.m.

WHAT IS THE MEDIUM MARKET STATION'S MOST USEFUL SOURCE OF INFORMATION ON MUSIC POPULARITY?

SESSION 11
1:15 a.m. - 2:45 a.m.

Bring The BEATLES to America-
A Program Director's Viewpoint

SESSION 12
2:00 a.m. - 3:30 a.m.

SESSION 13
3:45 a.m. - 5:15 a.m.

SESSION 14
5:30 a.m. - 7:00 a.m.

SESSION 15
7:15 a.m. - 8:45 a.m.

SESSION 16
8:55 a.m. - 10:25 a.m.

BRING THE BEATLES TO AMERICA—A PROGRAM DIRECTOR'S VIEWPOINT

You will be in on an actual recording session. You will see how the producer directs the session to create excitement on record. You will observe the mixing process of current music. You will hear how the engineers blend the music to produce a unique sound. You will listen to records after this session and get a new appreciation of the music heard—creativity and complexity that goes into making the kind of music heard on radio.
These represent the labels that are participating so far:

- Gil Bateman
  Promotion Director
  Elektra Records
  New York, N.Y.

- Irv Biigel
  Vice President & General Mgr
  Bell Records
  New York, N.Y.

- Buddy Blake
  Vice President, Promotion
  Shelby Singleton Corporation
  Nashville, Tennessee

- Harold Childs
  National Promotion Director
  A&M Records
  Hollywood, California

- Soi Handwerger
  Public Relations Director
  MGM Records
  New York, N.Y.

- Marvin Helfer
  Vice President
  ABC/Dunhill Records
  Los Angeles, California

- Steve Pappovich
  Director of National Promotion
  Columbia Records
  New York, N.Y.

- Mike Kegan
  Director of National Promotion
  Epic Records/Columbia
  New York, N.Y.

- Dave Knight
  National Promotion Manager
  Metromedia Records
  New York, N.Y.

- Frank Marcini
  Director—Promotion
  RCA Records
  New York, N.Y.

- Sidney Miller
  Director, National Promotion
  Capitol Records, Inc.
  Hollywood, California

- Hal Neely
  President
  Starday-King Records
  Nashville, Tennessee

- Gordon Prince
  Single & Sales Director
  Motown Record Corporation
  Detroit, Michigan

- Ron Saut
  National Promotion Director
  Warner Brothers
  Burbank, California

- Jerry Sharell
  National Promotion Director
  Buddah Records
  New York, N.Y.

- Lou Simon
  Senior Vice President
  Mercury Record Productions, Inc.
  Chicago, Illinois

Procedural Information

Registration fee is $150.00 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 $35.00 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.

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
Add $35.00 per person to attend Thursday morning session.
Please enclose check and return registration form to:

RADIO PROGRAMMING FORUM
NINTH FLOOR—300 MADISON AVENUE, NEW YORK, N.Y. 10017

NAME

TITLE

COMPANY

ADDRESS

CITY, STATE, ZIP

Complete refund will be made for cancellations received before July 23, 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.
Letters To The Editor

Dear Editor:

It’s been so long since writing a note to Billboard I can hardly get it in my “B” in upper case. After 11 years of blow-out everything from Sandy Nelson’s “Beep Beep” to standards of Beales, Stones, and Mama Cass the challenge was gone. Towards the end of those halcyon days at KDKW, Minneapolis, I stood there with my invisible glove mentally reminiscing one day of great heavies like Chuck Blore, Don French, and Sam Hahn. I also remember Don McGinny, Gary “Radiolead” of WNOA-WLQ. After all these years, more of a realization it was. The flavor had either faded from my mind, or pop radio didn’t give me a silver bullet every day anymore!

After turning in my Vic President & General Manager washroom keys and windshield parking sticker at KDKW, the task began for a new challenge. Those early days of search are still quite vivid. I can remember my wife saying silly things like food. The cries finally fixed it to me it was a cool fall Minnesota day in October when the entire family gathered around the kitchen table and we ate our last summer sushi. To this very day I as reach for the sum of a new success, my entire family has been out of employment. By 1965, Claude, my new challenge, was the up-and-coming rock station in Minneapolis that has now taken its place as a radio competitor. WAYL-FM is a beautiful music format that broke into a 50 percent audience increase in the last ARB that also showed a 50 percent audience increase in the previous volume. Our 17,400 average quarter hour audience puts only five FM’s in the country ahead of us, WOR-FM, WRIF, WDRV, etc.

WAYL-FM’s beautiful music concept is all the more contemporary than many beautiful music formats in today's climate. The Wayne King and Glenn Miller and putting in the lushness of a great string section, is the name of Larry Roberts, former of WURL in Peoria by way of St. Louis.

If you ever have the hot flashperience, I can really collect for Sam Sherwood. If you can’t remember the name Sam Sherwood, just remember the name Aristotle Onassis. mune has two less “S”.

Sam Sherwood general manager WAYL-FM Minneapolis

LOS ANGELES—The announcer is a radio station’s first line of attack, according to Jay Hoffer, outgoing program director, and “Operation & Broadcast Stations.” The book, just published by Tab Books, Blue Ridge Sum-

Dear Editor:

In anticipation of much rap on wages in the industry at the forthcoming Radio Programming forum, may I lay a theory on you in ad-

I must admit I shuddered a bit when I read the biographical week’s “Vox Jox” (July 3) concerning the young jock just out of college for the FM format. "For peanuts in almost any capacity." It seems to me the true element in Billboard from apparently a jock to the very top of his families who are beginning to feel the pinch as air personalities’ salaries are rising. You can’t teach these two situations are directly related.

Don’t misunderstand, I give the lad his due, I think he’s gone on. Life makes sacrifices in order to break into the profession. I do love this jock’s style, I love the way he talks. I love the way he reads the features, and I love the way he reads the features. I love the way he reads the features. I love the way he reads the features. I love the way he reads the features.

Perhaps the answer lies in the creation of a professional society (not a union), as you have so often proposed (without appreciable sympathy I gather). Many thanks for the opportunity to rap a little.

Richard Hyatt
Music director WGHQ

Study Goes to FCC

• Continued from page 26

RCA Records material being re-

Fourth annual
Billboard Radio Programming
Programmer Hotels Ambassador.
Chicago August 19-20-21
Radio Programming Forum
9th Floor
300 Madison Avenue
New York, N.Y. 10017

nounced on 4-channel quadraphonic sound.

KIOF-FM had been broadcasting for many years in mono and had recently made headway in stereo. It has been cut back, pending FCC ap-

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Ron Riley has left WPQJ, Jack-

M substance, Mr. Lowery.

The flavor had either faded from my mind, or pop radio didn’t give me a silver bullet every day anymore!

Our listeners particularly dig that record. It should be released.

Ron Jacobs compiled that 75 stations have already committed themselves for “The Elvis Presley Story” presentation. Watermark Inc. Jacobs did the production work, Jerry Hopkins wrote the 12-word hyp.

At 10 a.m. Mountain Time, on WATT-FM, San Francisco, Glenn Miller was given a show. He has a Sunday 4-a.-m. show. Mike Kleinler, another DJ, will join in on the show.

Craig Erickson, program direc-

and The Adven-

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Craig Erickson, program director of WATT-FM, San Francisco, Me, writes that the progressive rock FM stereo service has three smallest markets, is now pick-

There are many men, possibly a few others from learning to know his audience, to know the problem, a couple of stations here have charged formats and have brought in new talent to replace those stations. People are still out of work or have been forced to leave the industry. The closest they can get to the problem, many of those who are doing the best job are from smaller markets, without the big budgets, and they are doing so that are needed in this very competitive market.

• • •

Another great record CBS in the house is Dino’s “Wake Up Baby.” Best thing Dion ever cut. A progressive rock hit. If I ever heard one, I would have the thing on album and listen to it fairly often.

Bruce Nelson is the new pro-

substance, Mr. Lowery.

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Another great record CBS in the house is Dino’s “Wake Up Baby.” Best thing Dion ever cut. A progressive rock hit. If I ever heard one, I would have the thing on album and listen to it fairly often.
**BEST SELLING SOUL SINGLES**

BILBOARD SPECIAL SURVEY FOR WEEK ENDING 8/7/71

**BEST NEW RECORD OF THE WEEK:**

"Nickel and a Nail"

O.V. WRIGHT

(Back Beat)

**By ED OCHS**

**SOUL SLICES:** Atlantic has tapped Chicago for its next soul explosion, Raspoutine's Stash. The eight-man group just completed their first LP at Criteria in Miami. Bill Withers, who sparked at his Bitter End opening last week, wrote and sings the 'Better Days' theme for Bill Cosby's first full-length movie "Man and Boy." Sussex has the soundtrack LP. Next door, Custom has extended its distribution pact with Buddah for four more years. New Edwin Hawkins from the title LP, "Children Get Together." . . . New Sam Moore on Atlantic, "I Should Lose Your Love." . . . Next on Bobby Womack's agenda is the standard he's been plugging for. His new single on UA, "Communication," features backing hits by Sly Stone, Delaney & Bonnie & Ike Turner. He's also rethinking his new band, Peace, for live action, singer Neva Wes, and actor Brock Peters, who Womack will produce. Drummer Elvin Jones plays the Village Vanguard for five days, beginning Tuesday (17), to coincide with the release of his next Blue Note album. . . . At the Apollo until Tuesday (3) is Isaac Hayes - David Porter, Hayes' writing partner, has been knocking on the same door. Hayes burst through for three gold LPs for the Enterprise label. His latest LP is right there, and ironically, he's got down that Motown sound - Album Happenings: Booker T. & Priscilla, (Share); Funkadelic, "Maggot Brain" (Westbound); Clarence Wheeler & the Enforcers, "The Love I've Been Looking For" (Atlantic); David Porter, "Victim of the Joke" (Enterprise), Dells, "Freedom Means" (Cotillion); Wayne Shorter, "Odyssey of Isla" (Blue Note); Ernie K. Doe, (Juana); 8th Day, (Invictus); King Curtis, "Love at Fillmore West" (Atco); At Green, "Get Next to You" (Hill); Terry Callier, "Occasional Rain" (Cotillion); Nikki Giovanni, "Truth Is On Its Way" (Right On); Rasash Roland Kirk, "Natural Black Inventions" (Atlantic); Marion Williams, "Standing Here Wondering" (Atlantic); New Birth, " Ain't No Big Thing" (RCA), Count Basie with Oliver Nelson, "Afrique" (Flyning Dutchman).

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**Soul Sauce**

The flip side of "JODY IS ON THE RUN" - "IF YOU WANT ME TO KEEP ON LOVING YOU" is a solid smash throughout the South. Looks like the Hill Co. has another winner in Sonny Green.

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**Vox Jox**

- **Continued from page 30**
  - manager of WRFM-FM, New York. By the way, Martin, would you believe the name Ted Nierenz?
  - New Lineup at WVJO, Jackson- ville, Fla., includes Roy (Roy Wooten) Bradford, formerly of WGWG, Chattanooga, program di- rector Gene Pope, Ken Kirby, and Doug Carter, Kirby, who now doing the 6-midnight show, will move into sales as an ac- ceptable replacement is found.
  - Sydney A. Abel has been named general manager of WJMD-FM, Washington;
  - he'd been general manager of WJMD-FM, Washington.
**Soul LPS**

*STAR Performer—LPs regrouping greatest proportionate's upward progress this week.*

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE—ARTIST, Label &amp; Number</th>
<th>Weeks on Chart</th>
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<td>1</td>
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<td>BARACK OBERON</td>
<td>Rhino, Tres 310 (Motown)</td>
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<td>TEMPTATIONS, Sing the Line</td>
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<td>4</td>
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<td>IF I WERE YOUR WOMAN</td>
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<td>CURTIS CAIN</td>
<td>Street 50 3500 (Buddah)</td>
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<td>DONNY HATHAWAY</td>
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<td>ROBERTO HOLLAND</td>
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<td>MORNING, NOON &amp; THE NITE-LIVERS</td>
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<td>VOLCANIC ACTION OF MY SOUL</td>
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<td>WE CAME TO PLAY</td>
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<td>EARTH, WIND &amp; FIRE</td>
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<td>SLY &amp; THE FAMILY STONE</td>
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<td>KINGS OF THE ROAD</td>
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<td>DO ME RIGHT</td>
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<td>SLY &amp; THE FAMILY STONE</td>
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<td>Kool &amp; The Gang</td>
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<td>BACK TO THE ROOTS</td>
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<td>ONE WORLD</td>
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<td>SAN FRANCISCO</td>
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<td>24</td>
<td>MESSAGE TO THE PEOPLE</td>
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<td>B.B. KING LIVE AT COOK COUNTY FAIR</td>
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<td>26</td>
<td>PAUL HUNPHREY &amp; HIS COOL JAZZ BAND</td>
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<td>27</td>
<td>BLACK CAT</td>
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*Continued from page 35*

**Soul Sauce**

- Continued from page 23

ON THE HOTLINE: Soul Sauce picks & plays: Valerie Simpson, “Wait Until Tomorrow” (Tamla); Originals, “Keep Mr. (Soul); Persuaders, “Thin Line Between” (Atco); Garland Green, “Just My Way of Loving You” (Cotillion); O.V. Wright, “Nickel & A Nail” (Back Beat); Denise LaSalle, “Trapped by a Thing Called Love” (Westbound); Lloyd Price, “Natural Sinner” (Scepter); Oscar Toney, “The Baby Is Mine” (Capricorn); James Carr, “Hold On” (Atlantic); David Porter, “If I Give It Up” (Enterprise); Ollie Nightingale, “I’ll Take Care of You” (Memphis); Eddie Floyd, “Blood Is Thicker Than Water” (Stax); Fifth Amendment, “Don’t Leave Me Now” (NYS); Geter Davis, “Your Precious Love” (House of Orange); General Johnson, “I Love You, Darling” (Invictus); Leva Roberts, “Can’t Get Enough” (UA); War, “All Day (Is a Long Time)” (A&M); Lucille Old Mother Nature” (Invictus); William Bell, “My Back Ain’t Got No Bone” (Stax); Connie Smith, “A Goin’ Down” (United Artists); Tina Turner, “Just Realized” (Wand). ... Breakouts: Nite-Liters, Impressions, Delts, Temps, Aretha, Parliament, LaVern Baker, Diana Ross, Aretha Franklin, the Supremes, the Temptations, and others.

**Campus News**

- Continued from page 24

the college or university with which the station is affiliated on each play list. Also, underline or star the pick which is to be printed in this section. Thank you.


WMUC, University of Maryland, College Park, Sheldon Mischelson reporting: “I Trust,” (LP cut), Byrds, Columbia. WMUL, University of Michigan, University, W. V. A., Tony Rutherford reporting: “Mozart Symphony No. 40 in G Minor,” Waldo de los Icos, UA.


Mastey, Mike Lee, and all-night man Greg Allen, with Diamond on weekends. **WBS-FM** became Atlanta’s first station to broadcast four-channel series of “Quadrasonic Tones.” The station used the Electro-Voice system for broadcasts and is now programming music for its festi vals from both four-channel discs and cartridges. Station officials expect that the broadcasts will spur the sales of quadrasonic equipment in Music City (A) they estimate that all the 1400-odd families own complete equipment to pick up the broadcasts in 4-channel stereo. The quad music will be integrated into the 100,000-watt station’s regular stereo program.
**Gospel Music**

**Nominee for Gospel 'Hall of Fame' Named**

**NASHVILLE—**Balloting for gospel music's first Hall of Fame nominees is underway. Executive directors in the category, which includes songwriters, artists, music publishers, record companies, and music teachers, will choose one from a list of five finalists in this category and five others in the declassified categories.

Names of the first members of the Gospel Music Hall of Fame will be announced at the annual Dove Awards Banquet here. The banquet will be the opening of the convention of Gospel Music Week and the National Convention. The five finalists in the living category are: Lee Roy Abernathy, James Blackwood, Dr. Albert Brumley, Brook Stamps, and Jim Wisten.

Named as finalists in the balloting in the deceased category were: James Dean Braddock (Dud) Soper, Lena Brack (Mom) Soper, Frank Stamps, Virgil O. Stamps and James D. Vaughan. The five finalists were selected from an original list of 15 nominees in each category. The voters, after balloting for one of the deceased, then cast their votes for the living. The five finalists will return their ballots to the auditing firm of Ernst & Ernst here for final tabulation. Names of the winners will be kept secret until the banquet.

Brumley was the first publisher of gospel music in both categories. He is also associated with several groups, and was the number one winner.

Blackwood has been singing gospel music for 30 years. He won the award for one of two Dove Awards, and helped develop singing groups in that category.

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Radio-TV Council Moves to Embrace Nashville Musicmen

NASHVILLE — In a move designed to improve community relations and create understanding between the music industry and the general public, plans are being formulated to establish a new organization. Mrs. Joseph F. H. Seidman, past president of the Middle Tennessee Radio Television Council, has proposed expanding this group to become the Communications Art Council of Middle Tennessee, with total involvement by the music industry.

“There is a general lack of understanding which can be resolved by such an organization,” Mrs. Eskind said, “and we can mutually benefit each other.” The council consists of some 150 organizations, including virtually all of them educational and civic.

A general plan, still in its formative stages, is to involve the industry to the extent that it will make the general public aware of its problems (political and otherwise) and utilize the basic women’s groups to aid in surmounting them. In turn, the music industry could provide seminars, occasional entertainment and a general educational program for the council.

The council, in the past, has concentrated on the evaluation and betterment of radio and television alone. Now it feels that the overall field of communication should be included. It has established an outstanding presentation in the past, whether this would be extended to the music industry would be part.

The council also conducts a broadcast training program for young people, and envisions music industry involvement in this. Since many of the young people plan to become a part of the broadcast industry, they feel a closer understanding with those directly working in music should be part.

Although embryonic at this point, the plan has received enthusiastic support from those taking part in the preliminary discussions. Representing the music industry at the initial meeting were Jack Stagg, Tree International, and Bill Williams of Billboard. Both are former members of the Radio-TV Council.

Among those representing the Council were Mrs. Jean Eskind, who has just successfully concluded her term as Secretary of the Communication Arts Seminar, which involved all related fields. Guest speakers were brought from across the nation to take part, and local business leaders demonstrated everything from the Moog to light shows.

Canadian Show
Honors R. Acuff

NASHVILLE — Roy Acuff and his Silver Horseshoe Boys have been selected by the Smithsonian Institution for a series of Performing Arts to appear at this summer’s presentation of “Collections America.” The show will be held at the U.S. Capitol, Aug. 2-8.

Mark Cereceris, director of the Montreal project, said the selection was made due to Acuff’s “unparalleled understanding of the field of country music, and to the millions of fans from all around the world who have made him a legend.” The Smokey Mountain Boys are Pete (Owsuld) Kirby, Charlie Coleman, Jay Nelson and Jimmy Riddle.

Radio-Starmobiles To Tour Country

ACUFF-ROSE hosted a champagne party for its employees to celebrate having the number one pop record on the charts, "Indian Reservation," by the Raiders on Columbia. The same firm has five songs in the country charts, two in the top five. Left to right, John R. Brown, Wesley Rose, John Neil Brown Jr., and Joe Lucas.

Radio-Starmobiles To Tour Country

Canada.

More will LIVE the more you GIVE

HEART FUND

FOR SALE-A MINIATURE VEGAS

This famous luxurious 3 year old Western entertainment complex of steel and water was built for $25,000. It is 52x32x12 with a 2nd story, located just outside the city limits of San Antonio, on 8 2/3 acres, including dance hall (12,700 sq. ft), 11 with 50’ doors, stage, 3,000 person capacity. Grounds include a dance hall, 1,000’ ballroom, a 1,000’ bowling alley, 2,000’ racetrack and private club (15,000’ ft). A unique mini restaurant.

DEE. P.O. Box 6795, San Antonio, Texas 78209

RCA’s ELROY KAHANEK and Wally Cochran view the new RCA-Country Music Hall of Fame Executive Director Jo Walker. The unique ad program is boosting attendance at the Hall of Fame. The idea was conceived by the RCA Records Creative Services and the Bill Hudson Advertising Agency. The signs are posted in 24 locations.

Gotham Area Starts Tiny Country Air Shot

ELIZABETH, N.J. — Beginning Aug. 15, country music will return to the New York Metropolitan area on a very limited basis. Radio Station WJDM here will program a country format every Sunday between the hours of 3:00-5:00 p.m.

No other station in the area is programming country at this time. WJIZ, a few miles closer to New York City, had carried country music on a full-time basis until recently when it changed ownership and also format. This left one of the strongest record markets with no outlet.

WJDM blankets all of Manhattan, Brooklyn, and much of the Bronx and Queens, according to a station profile.

Tony Lupio, general manager of the station, said the two hour program was a direct result of promised sponsorship by Edward S. Enderle, owner of the Record Wagon, a retailer in this city. Zentilli has waged a constant battle to establish some sort of country show in the metropolitan area since the changeover by WJIZ. He even battled the Federal Communications Commission with complaints about the lack of such programming.

Lupo, in announcing the two hour show, said “we have almost a responsibility to program country music since the shift in music policies of WJIZ has left the largest market in the country without any country music being played. This amounts to a form of censorship.”

Scruggs & Hartfield Unite For College Performances

NASHVILLE—Earl Scruggs and John Hartfield, two of the foremost banjo pickers anywhere, have joined forces in a series of college concert dates. Mrs. Louise Scruggs here and Ken Kragen and Friends, Beverly Hills, Calif., are booking the dates.

They perform separately on the first half of the show, and join forces for the final half. Described or something of a jam session, the show is meeting enthusiastic response.

The first such concert was played at Middle Tennessee State University, and the second at Southern Illinois University's Amphi theatre at the Mississippi River Festival sponsored by the St. Louis Symphony.

The third will be Aug. 15 at Milton, Va., in the Catamount Stadium.

Included in the Earl Scruggs Re- view are his three sons, Garry, Randy and Steve, and Jody Mahaffy, son of Joe and Rose Lee Mahaffy, and Lee Jane Bernill. Hartfield’s group includes Vassar Clements, Junior Blake and Tut Taylor. Blake, an acoustic guitarist, performed on all of the Johnny Cash television shows, while Taylor has been performing on the Dobro for a number of years.

COUNTRY STARS SPOUSES 'ICING' NARAS CARNIVAL

NASHVILLE—Dorothy Faye Ritter, wife of Capitol's Tex Ritter, has baked a $62.00 cake. She donated a strawberry cake to last week's NARAS carnival here, it was auctioned by Mayor Beverly Briley.

After spirited bidding, the cake sold for $62.00, and was bought by the wife of a musician who had just received a royalty check. Other cakes which went for high prices were baked by Mary Reeves Davis, June Carter Cash, Goldie Hill Smith, Lorene Mann, and many others.

The carnival was established to bring together for the first time the music industry here and the general community. It was a massive success.
Country Music

Nashville Scene

By BILL WILLIAMS

Johnny Cash and June Carter made one of their rare appearances at the "Grand Ole Opry" last week, and the occasion surpassed anything heard in recent years. The Tennessee Three also appeared with them, taking time from their vacations to "come back home." Paty Montana's "Opry" appearance was the first in her life, although she was the first woman in country music ever to sell a million records ("I Want To Be a Cowgirl's Sweetheart"). Miss Montana explained that she had always sung "western" songs in the past, while Nashville was considered "country." She has been performing for more than 40 years. Alynyn Beasley, a singer and later a piano player on the WSM show since its inception, joined forces with her two daughters, Nancy Hunt and Barbara Thompson, to sing together for the first time in more than 20 years. Stoney Edwards, Capitol's only black country artist, made his "Opry" debut and was warmly received. Wilma Burgess is off to London for a four-day tour. It's official now, Loretta Lynn is being managed by her husband, Mooney Lynn. They have new offices on Music Row. Loretta's long tenure with the Wilburn Brothers has ended amicably, and she will no longer be with the Wilburn agency. Capitol's Greenwich has done the first session on that label for Charlie McCoy, who has been the Wilburn Brothers' top side-men in the business. Cappie also will produce a new Dick Curless single this week. Don's Jim Foglesong and Larry Rinnacher report that the cast sheet for Dot country produced last week was the heaviest ever in the history of the label's involvement with country music. "Country Crossroads," the consistently outstanding radio syndication done by the Baptist (Continued on page 45)

Jim Reeves' Firm Renews Disk Label

NASHVILLE—Shannon Records, an affiliate of Jim Reeves Enterprises here, has reactivated to exploit a new artist.

Reeves started Shannon Records to give unknown talent exposure for contracts with major labels. Since January, Reeves has been managing a new talent, "Morning Sun Rememberance," which he co-wrote.
As it always was and as it still is... The original (and still the best) Lenny Bruce albums are on Fantasy. They are all available and may be ordered from whichever of Fantasy's distributors you deal with. They are also available on Ampex tapes and cartridges. This historic archive of Bruce material consists of:

**INTERVIEWS OF OUR TIME**
(Fantasy 7001) — with Father Flotski's Triumph; Djinni in the Candy Store; Enchanting Transylvania (the Dracula bit); and The Interview (musician applying for a job with the band-leader we all know and love).

**THE SICK HUMOR OF LENNY BRUCE**
(Fantasy 7003) — with Non Skeddo Flies Again; The Kid in the Well; Adolph Hitler and MCA; Ike Sherm, and Nick; Psychopathia Sexualis and the classic original Religions, Inc.

**I'M NOT A UG, ELECT ME**
(Fantasy 7007) — with White Collar Drunk; Esther Costello Story; The Tribunal; the classic comic at the Palladium plus other bits.

**LENNY BRUCE AMERICAN**
(Fantasy 7011) — with Marriage, Divorce and Motels; Don's Big Dago; Father Flotski's Triumph; Lima, Ohio; Airplane Glue; Shelley Berman/Chicago; Commercials; How to Relax Your Colored Friends at Parties and The Lost Boy.

**THE BEST OF LENNY BRUCE**
(Fantasy 7012) — with Father Flotski's Triumph (unexpurgated); Lima, Ohio; How to Relax Your Colored Friends; Religions, Inc.; White Collar Drunk, and much, much more.

In preparation: The historic Curran Theater Concert album, planned for fall release.
Jukebox programming

1-Stops Argue Long Singles' Effects; Tell Programmers' Resigned Attitudes

By EARL PAIGE

* Continued from page 1

ment is typical of Midwestern one- stop management. However, Paul Yoss, manager of four South Atlantic 1-Stops in the Southeast, said: "I have had no problems at all with jukeboxes. Not since "Hey, Jude" is a few dollars. I think the major reason that the 1-Stop to-day is being blown out of proportions is, in my opinion, a combination of three factors: Vocalists, like "Hey, Jude," that don't sell well; limited space at 1-Stops; and the attitude of jukebox manufacturers. I think the attitude is that they feel that they can't do any more. 1-Stops are a one-stop operation where you have to sell everything, and if you can't sell a jukebox you can't sell anything."

Typical of one-stop personnel who report a generally resigned attitude among programmers is Del Borsky, Williams One-Stop, Philadelphia. "I think programmers feel that they are just up against the wall, that they can't do anything about the long singles, that the record companies will do what the record companies want to do."

There is a reason that this attitude exists in New York City, according to Irene Joyce, Double H One-Stop, Passaic, N.J. "We have had a few complaints about jukeboxes and jukebox artists. We think it's pretty much clearing the problem. There has been no incidents of refusal to buy for the programming department."

There is reaction on the West Coast, too. Chuck Blacksmith, manager, Mace Record Sales, Seattle, said: "One-Stops we are selling are talking about the problem. It's been a common feeling for some time and it probably reflects on sales. Operators are looking at jukeboxes as merely as many record play as possible in a given time period."

Another one-stop reporting few complaints is Mobile Record Service Co., Pittsburgh, where manager Maurice (Bud) Oseroff said: "From what I have heard, there are no complaints. I think the general feeling among programmers is that they would rather have a long record that plays than a short one that is a one- time producer. We wouldn't want a record that lasts too long. When they're closer than 5 minutes that's reduction."

Most people in one-stop management said they had read the Billboard stories about the Pepperbox flip-side that triggered vociferous criticism from Pittsburgh to Chicago and more.

The exhibition marks the first time for a large-scale amusement coin machine business introduction in Russia. Before this, only Poland-made 50 selection Melo- matic jukeboxes were exhibited in numerous Russian cafes and restaurants. Otherwise, Russian Union company dealing with amusement business, and coin machine business introduced in the country since 1970. That it is the 5th exhibition of this kind in Russia, and occupies 36,000 square meters, where 150 domestic and foreign companies and Soviet organizations.

Over 100 amusement coin machine manufacturers from the Soviet Union, Japan, West Germany, France, and other countries will participate in the exhibition. As the latest in the exhibition, the coin machine "Star" is the first example of this kind in this country and ex- cellent feel Russia may well become a vast market for amusement coin machine business very soon.

NEW ORLEANS—Oldies are spinning jukeboxes here as never before. Naturally, recordings by the late Louis Armstrong are in great demand by jukebox program- mers. He has been leaving the air but getting action and many more would if he were. One of TAC Amusement Co. programmers, Henry Holzenthal, said the firm immediately spotted its 200 copies of "Hello Dolly" and "Night Train" by Armstrong. Among them, "Cabaret," and "Canal St. Blues" (Columbia) and "Someday" (Decca).

But Holzenthal has a growing list of oldies the firm can’t locate. He said TAC is going over its massive library and finding a shortage on many oldies. Some are naturally worn out.

Just recorded and received are Johnny Mathis’s "Ken” and A Certain Smile"—25 each.

Need Oldies

But stores have developed in obtaining others.

For example, "Cry" and "That Little White Cloud That Cried."

Programming jukeboxes has its own charm, especially if you’re a male programmer with a location like the West End Hotel, Lake Geneva, Wis., where opera- tor Kenneth Sauers has installed this Rod & Reel Jukebox Photograph. Question: Are you really looking at the music machine?

Coin Machine World

JUKEBOX AWARDS

For the first time, Music Opera- tors of America (MOA) will aug- ment its poll of operators with a committee to determine the top jukebox by midwestern manufacturer of the year. Ballots are now in the mail with an Aug. 15 deadline for return to MOA’s Chicago offices.

Fred Granger, MOA executive vice president, said response in the past year has been so slant to the committee to help determine winners.

Last year, response for record- ing company of the year was so slight the award was dropped. There was also discussion last year as to whether recordings and artists to choose from, however. Rather than fundamen- tally change the present vot- ing system, the committee arrange- ment will be used, which has the committee’s responsibility to make the decision.

The committee reporting to MOA convention chairman Fred Granger will be chosen from jukebox operators here and received.

But there is a question of whether people are listening to oldies and they’ve been a hot topic lately. A lot of the groups have broken up and individuals from the groups have had to start their operations as jukebox operators. We’re not sure what happened to people like that we did. The new Blood, Sweat & Tears are actually one of the groups that have broken up, or at least more interested in the general evolution of rock music.

In the case of Johnny Ray, the fact that he is recording a new album which has gener- ated the requests for Ray singles.

Part of the fragmentation in the heavy album cut play radio category, this is particularly so for an "Uncle Albert" by Paul Simon. This album includes the "Ram" LP or "Maggie May" (Rod Stewart LP) or "Don’t Want to Be a Widow" (Patti & The Animals). There is a lot of momentum now, he believes. Some people are looking for the "East-West" or the "West-East" groups that have broken up, or at least more interested in the general evolution of rock music.

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PROGRAMMER’S POTPOURRI

Italian 45’s Available in U.S.

CHICAGO—Peter Internation- al, Inc., with a regional office here in Illinois, El. and headquarters in New York City, is importing sin- gles from many European coun- tries. The following titles are re- cently released in Chicago.

Adriano Celentano: “Una Storia Come Questa Brutta” (BF 70016).


Andrea Bruno: “®world” (SRL 10538), "I SRL 10638), "What is it" (SRL 10540), "A Certain Smile." The committee reporting to MOA convention chairman Fred Granger will be chosen from jukebox operators here and received.


New Orleans Oldies Boom; Some Very Hard to Find

By EARL PAIGE

Johnny Ray has been ordered repeatedly from suppliers with no luck. A new oldies album in Chicago is said it’s available there as a boot-to- back Hall of Fame record (33028). Oldies have more and have them: "Sweet Work of Love" (RCA), "It’s Been So Long" (RCA), "Woozy Demons," "Love Is A Many Splendored Thing" (Capitol), Hank Thompson's "I'm from the Future Now" (Capitol) and Lucy Brown's "I'm From the Future Now" (RCA).

Holzenthal has written record companies for numbers such as Mancini’s "Mr. Lucky." Why the oldies boom? Bobby Solo: “Una Lasciat Mi Servire/Non Ne Dico di Più” (SRL 46876), “S Festival” (SRL 46876), “What is it” (SRL 46876), “A Certain Smile.” The committee reporting to MOA convention chairman Fred Granger will be chosen from jukebox operators here and received.

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They attribute it to several fac- tors. First, they say the market has shrunk. Secondly, the attitude among programmers is that, not only is there a lot of change in the flip-side direction, there is a lot of change in the flip-side direction.

In the case of Johnny Ray, the fact that he is recording a new album which has gener- ated the requests for Ray singles.

Promotion is a major part of the fragmentation in the heavy album cut play radio category, this is particularly so for an "Uncle Albert" by Paul Simon. This album includes the "Ram" LP or "Maggie May" (Rod Stewart LP) or "Don’t Want to Be a Widow" (Patti & The Animals). There is a lot of momentum now, he believes. Some people are looking for the "East-West" or the "West-East" groups that have broken up, or at least more interested in the general evolution of rock music.

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Italian 45’s Available in U.S.

- Continued from page 45
Coca-Cola.—Available from dealer.

Peoria and vicinity.

Scottsdale Distributors.

Milwaukee, Wis.

Dan Balmer, West Coast Sales Rep., Balmer Distributors.

Philadelphia.

New York City.

Los Angeles.

San Francisco.

Chicago.

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**Nashville Scene**

- **Continued from page 39**

Church headquarters in Fort Worth, now has spread to Australia. B.S. Smith, 1426 Weatherly, Sept. 5, by 48K Radio in Brisbane. Jim Rupe is the capable producer.

-Buck Owens has recorded a live album at the Dallas High School in Dallas, Tex., where he is appearing for a third week engagement. A camera crew also accompanied the group which included Don Rich and the Buckaroos, Susan Raye, Buddy Mize, the Jesse James Band, and Brisco and Komi Hinkley. No date has been set for the release of the I.P. which will include all the listed talent. 

-Harry Smith, the most successful

**Shaped Notes**

- **Continued from page 37**

Hills Farm presents a gospel show called ‘Christmas with the Brothers’ this summer. Talent includes the Florida Boys, Blackwood Brothers, Statesmen, Stamps, Quartets, Singing Rams, Dixie Queers, DownEast, Downings, Prophetis, and the Thunder Brothers. The largest single gospel music event in the region is the all-night gospel sing at Springdale, Ark., set for Aug. 15. Seven quartets sing from 7:00 p.m. to the early morning hours. 

-One of the most refreshing and entertaining radio groups to make the scene recently is Jake Hess and the Sound of Youth. Hess, who has formed several groups that have joined forces with the bright young folks. The group includes Chris and Beck Hess, both his children. Harry Kantor of three students from Belmont College, Beverly Furniture, David Humphreys, and Jon Emmiti. The four instrumentalists are Bill Urrey, Mike Padgett, Doug Dauphany, and Barry Hess. Jake’s nephew. 

-The Lewis Family gospel sing from Lincoln. Ga., will be the entertainment at the 3rd Annual Hill and The Sound of Youth and Arts and Crafts Show and Sale at Powell, Mo., Sept. 24-26. Two recording artists for Word Records was recently in Nashville to make personal appearances at the South German. Miss Virginia, and several former Miss America, sang selections. 

-The program was handled by the group included Chris and Beck Hess, both his children. Harry Kantor of three students from Belmont College, Beverly Furniture, David Humphreys, and Jon Emmiti. The four instrumentalists are Bill Urrey, Mike Padgett, Doug Dauphany, and Barry Hess. 

-Davie Motz of Waco, Texas, has been named a new sales re- presentaional salesperson for the Illinois territory, which includes Dallas, Fort Worth, Waco, Austin and San Antonio.

-FCC Radiation Rule

- **Continued from page 2**

Another hazard to be prevented is an intermittent flicker in the color television receiver caused by a short-circuit in a home TV power line. The home TV power line is a short-circuit in a home TV power line. 

The rule was to place an upper limits on the frequency radiation from “Class B” TV devices. 

Once the FCC is to interpret the rule, the information is not going to be included in a few words. Comment has been asked for by Aug. 25, with replies by Sept. 6, 1971.

**AUGUST 7, 1971, BILLBOARD**

45
Angel Steps Up Thrusts on Sales, Promotion Programs

NEW YORK—Capitol's Angel Records is stepping up its sales and promotion programs. The company is concentrating on three activities, and is being propelled by Fred Sepaniak, national sales and promotion manager of classical product. The areas of concentration are in-store promotion, service, and in a closer, more direct relationship with stores.

Three men have been assigned to oversee the program's implementation. Personnel are from the eastern district. Another promotion group is headquartered in Chicago; the other in Los Angeles. "We have been specializing in classical music as well as pop," Sepaniak said. "They try to establish a personal-relationship with the store, from the owner of the shop to the clerk. The clerk, in turn, is a necessary key in selling records, and we try to cultivate his friendship so that we can have educational process which helps the record sell."

"This is done in a number of ways," he said. "We rap with them, discuss specific problems and try to cooperate on a general level. In addition, Angel sends out a monthly newsletter, the Inner Circle, which goes to the store's principals, giving them information on the label's newest releases. "In these ways, too, service needs are met, because our direct approach enables us to request made regarding the supply of product or on other matters that may need personal attention. We feel this is a 'must' service, which a responsible label must give."

On Releases

"Regarding releases, we're not afraid to tell them about our own," he said. "This is much different from our competitors, who hide their product under a cloak of secrecy until the last minute. The more advance publicity we get, the more the sales in the long run. For example, we're always interested in the contemporary scene and we're to relate that our latest product in this genre is "Today's Great Motion Picture Themes." This album will be released in September, and contains themes from recent films like "Venice."" (Continued on page 53)

Audio Fidelity Series Makes New Inroads

NEW YORK—Audio Fidelity's mass merchandising program on its first Exponent Series is picking up momentum in both records and tape. The firm has just added 11 new tracks tapes, which will retail for $3.98, and has placed three more salesmen in key areas to merchandize the new product in addition to its present force.

Henry Weinberg, vice president, has recently returned from a successful sales trip to key locations in Wisconsin, Oklahoma and Minnesota. "The people there feel we have strong classical sales potential. We're trying to reach the on the fence classical buyer in this section, and to concentrate on selling to camera stores, electronics stores among others," he said. "We rely on our packaging and price, and it's paying off. High's Department Store, in Cleveland, for example, is buying our tape product, and they've got a mass merchandising concept."

SEVERAL THOUSAND fans surged into the hall of John Wanamaker's in Philadelphia when Van Cliburn appeared there recently to autograph RCA Red Seal recordings. Cliburn was being advertised in Wanamaker's Reeves Wetterhill. Cliburn autographed thousands of his albums.
A two hour film can do more for a man's music than 80 years of concerts.

Gustav Mahler predicted it himself, in 1888, when refusing to let public and critical hostility defeat him, he said "My time will come.' Now, after millions of moviegoers discovered the beauty and power of Strauss through "2001: A Space Odyssey," and Mozart through "Elvira Madigan," Gustav Mahler's time has come through the box office and critical success of "Death in Venice." And no one captures that time more beautifully than Rafael Kubelik and The Bavarian Radio Symphony Orchestra conducting the major themes from the film.
The concert was being produced by Joseph C. Benet for Sud- westerk, (South Western German Radio & TV Network, Baden- Baden).

Brazillian Song Entrants Chosen

RIO DE JANEIRO—Some 157 songs for RIO's Annual Popular Song Festival, Brazil's most important, were submitted today for the third year in a row. The contest winners will compete with the foreign entries in the International Festival in October.

PHONOGRAPH RECORDS and 8TH TRACK CARTRIDGES FROM POLAND

For information, catalogues contact:
POLISH RECORD CENTER OF AMERICA Inc.
200 Posting Rd., New Rochelle, N.Y. 10801
Phone 772-8004

Bolivia Acting to Restrict Disk Imports on Radio

LA PAZ, Bolivia—Bolivia may be the next Latin-American country to impose restrictions on the amount of imported records that can be played by radio stations.

The Ministry of Information and Culture is currently studying a proposal made by ex-minister of information Gaston Lupe that the stations use 90 percent national music and 10 percent foreign music. A decision is expected in the early part of August.

Chile put into law a similar proposal six months ago. However, the Chilean radio stations protested to the Federation of the September, national music to take the fill time slots.

'The Free Jazz Fest Set

BADEN—BADEN, West German—Top acts including Soft Machine, Don Cherry, Kristof Penderecki and a large group of world famous jazz and classical jazz orchestra will take part in a mammoth jazz concert at this year's Baden-Baden Spring Music Festi-

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FROM THE MUSIC CAPITALS OF THE WORLD

TORONTO

Three Dog Night, Dunhill artists, are about to receive a gold leaf award for Canadian sales of their "Joy to the World" single. The Capitol Records release has sold over 72,000 copies in the U.S. and is already a hit in Canada. The group, which has achieved success with "Save the Country," "Love Child," and "Delilah," is currently working on their new album, "The Best of Three Dog Night." The group's continued success in Canada is due to their ability to connect with the Canadian pop audience, and their ability to write and produce hits that resonate with Canadian listeners.

POLYDOR CANADA DISTRIBUTION BROWN

The recent success of Polydor Canada, which includes artists like David Bowie, Kate Bush, and Bob Dylan, is due to the company's strong marketing and promotion strategies. The company's national promotion manager, Louis McKim, has been instrumental in the group's success, and the company's merchandising manager, Richard Roberts, has been critical in ensuring that Polydor Canada is able to reach its target audience. The company's recent successes are a testament to the hard work and dedication of the Polydor Canada team.

NEW ARTISTS FOR CAPRICORN

Toronto—Southern Ontario booking agency Capricorn Music Association has signed a new act called "Pepper Tree and Mother Tuck." The group, featuring singer-songwriter Joanne Pepper Tree and her backing band, "Mother Tuck," is a perfect fit for the Capricorn roster, which includes established acts like "The Guess Who." The band's debut album, "Pepper Tree and Mother Tuck," is scheduled for release in May, and the group is already generating buzz among music critics.

DUTCH PIRATE RADIO PROPOSAL

Amsterdam—Former Dutch Prime Minister, Mr. De Jong, has sent a formal proposal to the government of the Netherlands to establish a "closed circuit" radio station similar to those found in the United States. The proposal, which was met with mixed reactions, aims to provide an alternative to the country's existing radio stations, which are often criticized for their lack of diversity and quality.

The government of the Netherlands is expected to make a decision on the proposal in the coming months, and the fate of the proposal is likely to depend on the outcome of the upcoming elections.

MCA, Canada

Execs in N.Y.

Toronto—Six of MCA's top executives will be in New York this week to meet with the company's U.S. counterparts. The executives will be reviewing the company's performance in Canada, discussing future strategies, and exploring opportunities for collaboration. The executives will be meeting with MCA's U.S. CEO, Mr. Gold, and other senior executives at the company's New York offices.

Canada Tour

For Buys

Toronto—Spector recording artists, the Buys, are currently on tour, and they have become a significant force in the Canadian music industry. The group's latest tour has taken them across the country, and they have received critical acclaim for their live performances. The Buys have also been gaining attention for their unique sound, which combines elements of folk, rock, and country music.

Columbia Canada—

A&A RECORDS CHANGES

Toronto—Columbia Records of Canada's first retail outlet, the A&A Records branch, was closed last week after a purchase agreement with the U.S. branch was announced. The A&A branch, which was located at 97 Spadina Avenue, was one of the last remaining Columbia outlets in Canada. The closure is part of a larger trend in the music industry, as stores are being forced to close due to increased competition from online retailers.

Phonodisc

Renews Pye

Toronto—Don McKim, president of Phonodisc, has announced that the company will sign a deal with Pye Records of England. The deal will allow Phonodisc to distribute records released by Pye in Canada. The move is part of Phonodisc's strategy to expand its international presence and to reach a wider audience.

Canada Sound Studios

London

WESSEX SOUND STudios

WHERE WESTERN EXPOSURE MEETS WESTERN EXPRESSION

WESSEX SOUND STUDIO IS ONE OF THE LARGEST INDEPENDENT RECORDING STUDIOS IN THE UK, PRODUCING RECORDS FOR OVER 70 MUSICIANS. WE OFFER CONTINUOUSLY UPDATED FACILITIES THAT MEET THE NEEDS OF THE WESTERN MUSICAL WORLD.

WE ARE FAMOUS FOR OUR HIGH QUALITY RECORDING EQUIPMENT, AND ARE RECOMMENDED FOR INNOVATIVE RECORDING OPTIONS. OUR FULL AIR CONDITIONING AND MUSICIAN'S LOUNGE ARE DESIGNED TO HELP YOU GET THE BEST POSSIBLE RESULT IN THE STUDIO.

UNLIMITED CAR PARKING FACILITIES CAN ENSURE THAT YOU CAN ACCESS THE STUDIO DIRECTLY, WHETHER YOU ARE A PROFESSIONAL OR A BEGINNER.

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Gramophone

The group's latest release is called "Give Up Your Gun's," which is included in the "Three Dog Night" album. The group's marketing manager, Louis McKim, has been instrumental in the group's success, and the company's merchandising manager, Richard Roberts, has been critical in ensuring that the group is able to reach its target audience. The group's recent successes are a testament to the hard work and dedication of the group.

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National Awards Show Trend to Australian Talent

SYDNEY—Australia—the 1971 National Awards Show, sponsored byдело by Fable Records, was held at the Sydney Opera House on October 14. The show was directed by Goody Magruder and was produced by Fable Records. It was a major event in the Australian music industry.

Daddy Cool to L.A. Whisky

SYDNEY—Australian rock group Daddy Cool have been booked in to record with the American label, looking to the success of the first single “Foggy’s Hand” which has been released in the U.S. and is expected to see the charts there. DAVID ELFF

Ventures Japan Tour

SYDNEY—The 1971 Ventures Japan Tour also included a stop in Boston. According to the group’s manager, the tour was a success in all countries and the group is looking forward to their next tour.

U.K. Mojo Label Gets De Lite and Red Lite

LONDON—Mojo has acquired the U.S. De Lite and Red Lite labels in a three-year licensing deal for the U.K. and Irish market. The deal includes the groups Thin Lizzy, Judas Priest, and Todd Rundgren.

W. German Pop Gala To Be Recorded Live

BERLIN—The record industry’s pop gala will be one of the highlights of the illustrious (June 27, Sept. 5). The performance will be recorded live by the joint ARD Madrid Firm

MADRID—Newly formed record company Alba’s will be released this first product soon. The Madrid-based company is producing two instrumental LP’s for the company.

As its first release, “Mirage” by Alba’s vocalist Ely, the company’s first album, will be released on November 3rd. The album features Alba’s signature sound and has been received with great acclaim by music critics.

The performance takes place in the same venue, the TV studio, and includes a joint A&R-ZDF production. Artists engaged for the opening program include Shirley Bossey, Kiki Malmqvist, Karel Gott, the Black Theater Paris, Charylli, and many others.

MEXICO CITY

Spanish singer Raulf, after a month of successful performances that earned him $160,000, left to appear in the United States. He will be completing a new album of Spanish music with producer Sonny Bono.

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From The Music Capitals of the World

MANILA

The two-album set “Woodstock” was released by Morgan followed by the release of a new album, “Woodstock,” recorded live in Woodstock, New York.

The release was announced by the Philippine government, and is expected to see the charts there.

ENRIQUE ORTIZ

Japanese Jazz Festival Set

TOKYO—The Third Numa Jazz Festival will be held on July 24-25 at Numa No Sato, the green and red location in Kita Prefecture in central Japan. The festival is named after the famous Pearl Island Park, which is the new owner of the music center is the Yamauchi & Sons Music Education.

SUNBURY MUSIC EXEC CHANGES

LONDON—Sunbury Music executive changes make the changes public. The new owner is to take over as of next year.

EMI London to Build Complex

LONDON—EMI Cinema Properties, the record firm’s property arm, has applied for Planning permission to build a massive complex to include distribution buildings, shops and flats in Tottenham Court Road.

If permitted—granted—a decision is expected by the end of September—the complex will be ready for occupation by the end of 1973.

Bryan Samms, from EMI’s public affairs department, said last week that the office block will house the company’s executives and is not yet clear from which of the firm’s present premises they will be transferred. Samms confirmed, however, that the leases on almost all EMI’s London offices—Manchester Square, Grosvenor Place, Golden Square and Wardour Street—will be exchanged within the next few years.

A&M had signed artist and writer Billy Preston to a recording contract. The company is currently producing his first album for the company, previously recorded for Apple. A series of live programs from London’s Talk of the Town Hotel was the return of BBC’s ‘Cliff Richard Show,’ announced that these would be continued this autumn together with new series by Mantovani and Cilla Black are among the forthcoming programming plans announced this week by head of BBC’s entertainment.

Cotton Jr. The special series from (Continued on page 51)
Argentina

**Week 1:**
- **LA CHICA DE LA BOUTIQUE** (Capitol)
- **Pepito Frez (D. Jockey).**

**Week 2:**
- **LOVE STORY**—Francis Lai (CBS)

**Week 3:**
- **Bobby Vinton**—Johnny Mathis (CBS), Henry Mancini (Columbia)
- **Gato De Lo (Odeon).—Kena.**

**Week 4:**
- **Papa Noch**—About My Baby—Odile (CBS)

**Week 5:**
- **LA CANZA DEL AMOR**—Loc-Azúcar (CBS—RCA, Original Version (RCA))

**Week 6:**
- **YO QUIERO DIBUJARTE**—Elio Roca (Polydor)

**Australia**

**Country (SBS)**

**Week 1:**
- **EAGLE ROCK**—Daddy Cool
- **YES YES YES**—Yes

**Week 2:**
- **TOO YOUNG TO BE MARRIED**

**Week 3:**
- **FIRE**
- **THE FAIRIES**—Stevie Wonder

**Week 4:**
- **THE BANANAS**

**Week 5:**
- **IN THE MONEY**—Frankie Ford
- **TAKE ME HOME COUNTRY ROADS**—John Denver

**Week 6:**
- **IN THE MONEY**—Frankie Ford
- **TAKE ME HOME COUNTRY ROADS**—John Denver

**Belgium**

**Country (BUMO)**

**Week 1:**
- **POUR UN FILTRE**—Michel Delpech (Bep), Robert Charlebois (Bep)

**Week 2:**
- **CO-CO**—Apolo

**Week 3:**
- **SOLDIER OF FORTUNE**—Dave Harris & Twinkle Stars (Decca)

**Week 4:**
- **TOMORROW (IN) TINA TURNER**

**Week 5:**
- **PLUS**—Ray Conniff

**Week 6:**
- **MY DARLING HELENA**—Walton

**Brazil**

**Rio de Janeiro**

**Week 1:**
- 1ST-BREAD (CBS)
- **VOZ ARSIL**—A Carlos & Joaqué (RCA)

**Week 2:**
- **OUTDOOR DAY**—Paul Kruger (Apple)

**Week 3:**
- **ME OH MY B.J. Thomas**

**Week 4:**
- 1ST-BREAD (CBS)
- **OUTDOOR DAY**—Paul Kruger (Apple)

**Week 5:**
- **YOU ARE THE POISON**—Ray Conniff

**Week 6:**
- **YOU ARE THE POISON**—Ray Conniff

**Sao Paulo**

**Country (I.G.O.E.M.)**

**Week 1:**
- **ROSE GARDENS**

**Week 2:**
- **NEGRA-DEVINSON**

**Week 3:**
- **NERA-DEVINSON**

**Week 4:**
- **NERA-DEVINSON**

**Week 5:**
- **NERA-DEVINSON**

**Week 6:**
- **NERA-DEVINSON**

**Latin America**

**Country (B.M.I.)**

**Week 1:**
- **JACAREPE**—100% Brazil (RCA)

**Week 2:**
- **JACAREPE**—100% Brazil (RCA)

**Week 3:**
- **JACAREPE**—100% Brazil (RCA)

**Week 4:**
- **JACAREPE**—100% Brazil (RCA)

**Week 5:**
- **JACAREPE**—100% Brazil (RCA)

**Week 6:**
- **JACAREPE**—100% Brazil (RCA)

**Caribbean**

**Country (CML)**

**Week 1:**
- **THE BAYOU**—B.I.J. de Carlin
- **YOU ARE THE POISON**—Ray Conniff

**Week 2:**
- **YOU ARE THE POISON**—Ray Conniff

**Week 3:**
- **YOU ARE THE POISON**—Ray Conniff

**Week 4:**
- **YOU ARE THE POISON**—Ray Conniff

**Week 5:**
- **YOU ARE THE POISON**—Ray Conniff

**Week 6:**
- **YOU ARE THE POISON**—Ray Conniff

**South America**

**Country (CML)**

**Week 1:**
- **JACAREPE**—100% Brazil (RCA)
- **YOU ARE THE POISON**—Ray Conniff

**Week 2:**
- **JACAREPE**—100% Brazil (RCA)
- **YOU ARE THE POISON**—Ray Conniff

**Week 3:**
- **JACAREPE**—100% Brazil (RCA)
- **YOU ARE THE POISON**—Ray Conniff

**Week 4:**
- **JACAREPE**—100% Brazil (RCA)
- **YOU ARE THE POISON**—Ray Conniff

**Week 5:**
- **JACAREPE**—100% Brazil (RCA)
- **YOU ARE THE POISON**—Ray Conniff

**Week 6:**
- **JACAREPE**—100% Brazil (RCA)

**Spain**

**Country (A.M.S.)**

**Week 1:**
- **BIOBIO**—Pablo Casado

**Week 2:**
- **BIOBIO**—Pablo Casado

**Week 3:**
- **BIOBIO**—Pablo Casado

**Week 4:**
- **BIOBIO**—Pablo Casado

**Week 5:**
- **BIOBIO**—Pablo Casado

**Week 6:**
- **BIOBIO**—Pablo Casado

**United States**

**Country (B.M.I.)**

**Week 1:**
- **LAuraannon**—Jimmie Davis

**Week 2:**
- **LAuraannon**—Jimmie Davis

**Week 3:**
- **LAuraannon**—Jimmie Davis

**Week 4:**
- **LAuraannon**—Jimmie Davis

**Week 5:**
- **LAuraannon**—Jimmie Davis

**Week 6:**
- **LAuraannon**—Jimmie Davis

**From The Music Capitals of the World**

**Continued from page 59**

The talk of the Town will be networked on Saturday nights and will feature a variety of leading performances by artists appearing there. The talk is a part of a series of theme shows on BBC-2 and artists already for the series include Jimmy Westman, The Shadows, The Rolling Stones, King, Gordon Lightfoot and Mel Tormé.

CBS has signed Caprice to a five-year deal. Caprice (RCA) on one year with options for the remaining four. Deal was made by CBS with Caprice manager Steve Turner, former producer of the BBC TV program, “Disco.”

Ember is releasing the sound track album from the “Jimi Hendrix Experience” film. This week, the album was acquired by Ember’s Jeff Kruger at Midem.

Stephen Shane is currently producing several series in readiness for a production deal soon to follow. Stephen Shane had previously had a deal with Philips whereby the company had rights to use the act of Shane. Among acts being recorded are The Floyds, The Jims and the Jodys.

PHILIP PALMER

**ADVERTISING IN BUSINESS MEANS BUSINESS**
Amper Instavideo Sets Shipping in Late Summer

- Continued from page 21
Our dealers have taken orders but nothing has shipped yet.
Amper will have a full-hour roll of blank videotape by October 11.
- Special Edition
Amper is scheduled for a special edition in mid-October.

Angel Promotion
- Continued from page 46
Mach: "Space Odyssey" and others.

"Separation is bullish not only about Angel, but about the total classical scene. Everyone knows that Angel's sales have decreased in recent years. But we feel the panic is over. In our own case, we have shown an increase in this six-month period. And buyers now realize that the pop market is accelerated at a tremendous pace, causing the classical sphere to diminish. But business is certainly better than it was a few years ago."

"Takes Up Slack"
"And now it's time to turn to a softer sound, and minus the Beatle and Rolling Stones output, the classical field has taken up a lot of the slack. Also, and extremely important, is that more in-depth stores are opening, and that classical labels are carrying more significant albums than they did previously. Also, underground stations, which we also service diligently, are exposing classical product more than ever. All these are vital areas of expansion for us today, as well as this past season, giving them firsthand access to the market."

WH Covers itself
- Continued from page 17
"We realize it's basically a limited market, but by increasing our product and adding to the classical and increasing action on the model."

Westhingham Weighs In
"The survey which was released by Westhingham in the June 1970 issue indicates that..."

"It's basically a limited market, but..."

"Also, and extremely important, is that more in-depth stores are opening, and that classical labels are carrying more significant albums than they did previously. Also, underground stations, which..."

"Also, underground stations, which we also service diligently, are exposing classical product more than ever. All these are vital areas of expansion for us today, as well as this past season, giving them firsthand access to the market."

Seminole Cassette Market
- Continued from page 17
According to Jack Nelson, president of Audio Marketing, the tapes are available to the retailer through the ITA or by direct mail from the manufacturer's house in Rosemount, Minn.

Details of further availability are still under review, but tapes... directly to Audio Marketing Inc., 274 Madison Ave., New York.

The charts tell the story of Billboard's

"The charts tell the story of Billboard's..."

"The charts tell the story of Billboard's..."
STEVIE WONDER—If You Really Love Me (2:52)
(Prod. Stevie Wonder/Weather-Right/Glotel, MGM) The most expansive single of the summer, it's as if Hopeᓲ has put him right in the ears of the hot Top 100 chart and soul chart. This big, sprawling emotional number which just keeps on building, this dynamic, infectious rhythm number and it has all the ingredients to put it back in the Top 10. Flip: (No Information Available). Chart: 11408

BOBBY SHARON—With a Briefcase Full of BUS STOP (2:00)
(Prod. Bobby Skinner) (Writers: R. Bloodworth/Sharond) (Wally's-ASCAP)—Sharond’s name, announced and produced this dynamic, infectious rhythm number and it has all the ingredients to put it back in the Top 10. Flip: (No Information Available). Chart: 11322

SPITTED OUT—THE COUNTRY SINGERS

**LYNN ANDERSON—**How Can I Unlove You (See Pop Pick)
(Prod. Jim Vegsoer) (Writer: Lynn Anderson, BMI) - Unquestionably the top country item of the season. This dynamite rhythm ballad sure to grace another top chart winner. Flip: "Walking" (2:32) (Darpen, RCA). RCA 48-1087

HANK WILLIAMS JR.—After All They All Used to Belong to Me (2:28)
(Prod. Jim Vegsoer) (Writer: Williams, BMI) - Williams’ fifth hit in a row in the country field. This new and different country ballad offers all her potential and then some. Flip: "Happy Kind of Sadness" (3:13) (Williams, BMI). MGM 14277

WAVY JENNINGS—CEDARTOWN, GEORGIA (2:48)
(Prod. Danny Davis & Alton Allen) (Writers: Pickard, BMI) - Bennett, the dynamic rhythm ballad performer, a surefire chart topper. Flip: "I Think He's Right" (2:06) (Barnes, RCA). RCA 48-1003

DON GIBSON & SUE THOMPSON—The Two of Us Together (2:58)
(Prod. Milt Gelber) (Writer: Sue Thompson, BMI) - Team for the first time, the duo couple up with a winner in this delightful ballad beauty penned by Gibson. Will prove a big hit. Flip: "Oh You I Love You" (2:20) (Ackoff-Rox, BMI). RCA 1691

CHART

SPOTTED OUT—THE SOUL SINGERS

STEVE WONDER—If You Really Love Me (See Pop Pick)
MAIN INGREDIENT—Black Seeds Keep on Growing (See Pop Pick)
RAY CHARLES—Feel So Bad (See Pop Pick)
VALERIE SIMPSON—Can't Wait Until Tomorrow (See Pop Pick)
STONEY & MEATLOAF—It Takes All Kinds of People (See Pop Pick)

RICHIE HAVENS—Feltin' For Myself (3:30)
(Prod. Richie Havens) (Writers: Havens-Reed-Sherry Foreman-ASCAP) Havens follows his smash, "Swastikas and Warmth for You," with this latest followup offering much of that potent charm. For Top 40 and sales impact. Flip: (No Information Available). ABC 11307

LAURIE LEE & STAGGER LE (3:18)
(Prod. Steve Rose/Stephen L. Pickard/Logan) (Writers: BMI) - Rose updates Lloyd Price's rhythm classic and it has all the ingredients to re-establish him on the Top 100 chart. For Top 40 and sales impact. Flip: (No Information Available). ABC 11307

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

RITCHIE HAVENS—Feltin' For Myself (3:30)
(Prod. Richie Havens) (Writers: Havens-Reed-Sherry Foreman-ASCAP) Havens follows his smash, "Swastikas and Warmth for You," with this latest followup offering much of that potent charm. For Top 40 and sales impact. Stomy Foreman, 640 (BMI)

SENGO MOENDA & BRASIL 77—So Many People (3:30)
(Prod. Sergo Mendes) (Writers: Mendes-Mendes (Brazil) - Brazil. It's a new and more commercial sound for Mendes on strong material from the pen of Willians & Nichols. "Fainting Days and Mornings," "I'll Be Only Just Begun," etc. Much here for Top 40 and MOR. A&M 1279

MAIN INGREDIENT—Black Seeds Keep on Growing (3:31) (Prod. Silverstein, Silverstein & McPherson) (Writer: Donald McPherson) (Kingfish) - Silverstein's big hit on the Highway to Heaven, a commercial rhythym number with a lot of potential. For Top 40 and MOR. A&M 1279

IAN & STEVA—Creatures of Rape (3:40) (Prod. John Hill) (Writer: Smokey) —Ferocious Hit. The Super Canadian duo move to the Columbia label with a moving ballad beauty for Top 40 and MOR. It could prove a big chart item. Columbia 6-4340


SAM KAPU—Chart Matte Kudosai (Never Say Goodbye) (2:35) (Prod. Edward Brown Jr./John Boldy) (Writers: Nakahara-Samuel) (RCA) - The No. 1 ballad hit from Hawaii is issued here on the new label, distributed by United Artists, and it should prove a big MOR item and move over Top 10 as well. Atlantic 12008 (United Artists)

CHRIS MONTZ—The End of the Lane (2:01) (Prod. Billy Mithrel) (Writers: Mithrel-Mithrel) (Famous, ASCAP)—Montz returns to the disc scene via this label debut and it's a commercial ballad rock that should bring him through on Top 40. Paramount 1019

FLYING BURNT BREAD—White Line Fever (2:15) (Prod. Jim Dickinson & Bob Hughes) (Writer: Haggard) (Blue Book, BMI) - This cut from their current for the youner and soul oriented rocker that should make a hefty chart dent. A&M 1277

ROGER LEAVITT—If You're Going to Be Bad Make It Good (3:34) (Prod. Tom Tandy) (Writer: Leavitt) (Writers: Clear Sky, BMI) - Strong debut of a new oriented rocker that should make a hefty chart dent. Amos 1032

ENRIQUE MENDOZA—Love Theme from the "Red Test" (2:15) (Prod. Ramon T. Lopez) (Writers: Mendez, BMI) - From the forthcoming film comes a beautiful and warm theme, a natural for MOR play with sales to follow. Paramount 1016

EMILIO HERNANDEZ—Love Theme from the "Red Test" (2:15) (Prod. Ramon T. Lopez) (Writers: Mendez, BMI) - From the forthcoming film comes a beautiful and warm theme, a natural for MOR play with sales to follow. Paramount 1016
'WAITING AT THE BUS STOP'

The new single from Bobby Sherman
<table>
<thead>
<tr>
<th>TOPS THIS WEEK</th>
<th>ARTIST</th>
<th>Title, Label, Number (Distributing Label)</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CAROLE KING</td>
<td>Tapestry, B quota SP 57109 (A&amp;M)</td>
<td>18</td>
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<tr>
<td>2</td>
<td>JAMES TAYLOR</td>
<td>Mud Slide Slim &amp; the Blue Horizon, Warner Bros. BS 2561</td>
<td>14</td>
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<tr>
<td>3</td>
<td>PAUL &amp; LINDA MCCARTNEY</td>
<td>Ram, Apple SMAS 3375</td>
<td>10</td>
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<td>4</td>
<td>JESUS CHRIST, SUPERSTAR</td>
<td>Jesus Christ Superstar, Decca DLX 7236 (WCA)</td>
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<td>5</td>
<td>ROLLING STONES</td>
<td>Sticky Fingers, Rolling Stones EPC 0910 (A&amp;M)</td>
<td>12</td>
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<td>6</td>
<td>HARRY'S CAYE</td>
<td>What's Going On, Tamla M.G.M. 1387 (Tamla)</td>
<td>9</td>
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<td>7</td>
<td>CARPENTERS</td>
<td>Close Your Eyes, A&amp;M SP 4571</td>
<td>10</td>
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<tr>
<td>8</td>
<td>STEPHEN STILLS</td>
<td>Arista, Atlantic 2706</td>
<td>4</td>
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<tr>
<td>9</td>
<td>JETHRO TULL</td>
<td>Aqualung, Reprise RS 2025</td>
<td>13</td>
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<td>10</td>
<td>BOB STEWART</td>
<td>Every Picture Tells a Story, Warner Bros. BS 4099</td>
<td>8</td>
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<tr>
<td>11</td>
<td>BLOOD, SWEAT &amp; TEARS</td>
<td>B S &amp; T, Columbia KC 9590</td>
<td>5</td>
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<td>12</td>
<td>CROSBY, STILLS, NASH &amp; YOUNG</td>
<td>4 Way Street, Atlantic 2-292</td>
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<td>13</td>
<td>ARETHA FRANKLIN</td>
<td>Aretha Live at Fillmore West, Atlantic 5009</td>
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<td>14</td>
<td>DODGERS</td>
<td>L.A. Woman, Elektra EKS 73011</td>
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<td>15</td>
<td>JONI MITCHELL</td>
<td>Blue, Reprise RS 2028</td>
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<td>16</td>
<td>JOHN DENVER</td>
<td>Poems, Promises &amp; Promises, RCA Victor LSP 4699</td>
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<td>17</td>
<td>EMERSON, LAKE &amp; PALMER</td>
<td>Time Machine, Capitol STG 9990</td>
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<td>18</td>
<td>ALLMAN BROTHERS BAND</td>
<td>At Fillmore East, Columbia 2-2002 (A&amp;M)</td>
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<td>19</td>
<td>GRAMMY NASH</td>
<td>Songs for Beginners, Atlantic 729</td>
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<td>20</td>
<td>GRAND FUNK RAILROAD</td>
<td>Survival, Capitol SW 764</td>
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<td>21</td>
<td>CAT STEVENS</td>
<td>Tea for the Tillerman, A&amp;M SP 2480</td>
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<td>OSMONDS</td>
<td>Homemade, Polydor 2405</td>
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<td>23</td>
<td>GUESS WHO</td>
<td>Best of RCA Victor LPA 1004</td>
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<td>CHACE</td>
<td>Epic K 30472 (CBS)</td>
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<td>25</td>
<td>PARTRIDGE FAMILY</td>
<td>Up to Date, Bell 8009</td>
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<td>26</td>
<td>RAIOERS</td>
<td>Indian Reservation, Columbia C 30588</td>
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<td>27</td>
<td>THREE DOG NIGHT</td>
<td>Golden Slumbers, Dunhill DS 8098</td>
<td>24</td>
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<td>28</td>
<td>TEMPTATIONS</td>
<td>The Sky's the Limit, Motown FS 9917 (Motown)</td>
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<td>29</td>
<td>BURT BACHARACH</td>
<td>Close to You/One Less Bell to Answer, A&amp;M SP 3001</td>
<td>21</td>
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<td>30</td>
<td>IKE &amp; TINA TURNER</td>
<td>What You Want Is What You Get, Live at Carnegie Hall, United Artists UA 9553</td>
<td>19</td>
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<td>31</td>
<td>JAMES GANZ</td>
<td>Thirds, ABC/Dunhill ABC 721</td>
<td>17</td>
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<td>32</td>
<td>ELTON JOHN</td>
<td>I'm Gonna Love Me Again, Warner Bros. BS 2520 (TCA)</td>
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<td>33</td>
<td>CURTIS MAYFIELD</td>
<td>Curtis Live, Curtom EKS 8006 (Stax/Volt)</td>
<td>11</td>
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<td>34</td>
<td>BLACK SABBATH</td>
<td>Paranoid, Warner Bros. MS 1887</td>
<td>25</td>
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<td>35</td>
<td>DONNY OSMOND ALBUM</td>
<td>Donny Osmond Album, MGM DL 4872</td>
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<tr>
<th>LAST WEEK</th>
<th>ARTIST</th>
<th>Title, Label, Number (Distributing Label)</th>
<th>Week on Chart</th>
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<td>LEON RUSSELL &amp; THE SHELTER PEOPLE</td>
<td>Shelter SW 9009 (Capitol)</td>
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<td>37</td>
<td>JACKSON 5</td>
<td>Maybe Tomorrow, Motown MS 725</td>
<td>15</td>
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<td>38</td>
<td>CARLY SIMON</td>
<td>Eloise EKS 74982</td>
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<td>GLADYS KNIGHT &amp; THE PIPS</td>
<td>If I Were Your Woman, Motown FS 7371 (Motown)</td>
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<td>40</td>
<td>CHICAGO TRANSIT AUTHORITY</td>
<td>Columbia GP 8</td>
<td>117</td>
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<td>41</td>
<td>RARE EARTH</td>
<td>One World, Rare Earth RS 520 (Motown)</td>
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<td>42</td>
<td>JAMES TAYLOR</td>
<td>Sweet Baby James, Warner Bros. W 1843</td>
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<td>43</td>
<td>SANTANA</td>
<td>Columbia KC 30130</td>
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<td>CARPENTERS</td>
<td>Close to You, A&amp;M SP 4571</td>
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<td>45</td>
<td>THE PARTRIDGE FAMILY</td>
<td>Album, RCA Victor LSP 4586</td>
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<td>46</td>
<td>ROBERTA FLACK</td>
<td>Chapter Two, Atlantic 37169</td>
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<td>47</td>
<td>THREE DOG NIGHT</td>
<td>Naturally, Dunhill DS 8098</td>
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<td>48</td>
<td>BYRDS</td>
<td>Columbia KC 30640</td>
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<td>LEE MICHAELS</td>
<td>2001, A&amp;M SP 4502</td>
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<td>50</td>
<td>CHICAGO III</td>
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<td>51</td>
<td>ELVIS PRESLEY</td>
<td>Love Letters from Elvis, RCA Victor LSP 4530</td>
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<td>ELECTRIC HOT TUNA</td>
<td>First Pull Up Them Pull Down, RCA Victor LSP 4530</td>
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<td>EDDIE HARRIS &amp; LES McCANN</td>
<td>Second Movement, Atlantic 5009</td>
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<td>GORDON LIGHTFOOT</td>
<td>Summer Side of Life, Reprise RS 8027</td>
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<td>JERRY REED</td>
<td>When You're Hot, You're Hot, RCA Victor LSP 4536</td>
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<td>56</td>
<td>EMERSON, LAKE &amp; PALMER</td>
<td>Time Machine, Columbia STG 9990</td>
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<td>HUDSON &amp; LANDRY</td>
<td>Hanging in There, Dove 3271</td>
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<td>58</td>
<td>OSIBISA</td>
<td>Decca DL 75265 (WCA)</td>
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<td>TONI JONES SINGS SIE'S A LADY</td>
<td>Album, Polydor 2405</td>
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<td>60</td>
<td>JANIS JOPLIN</td>
<td>Pearl, Columbia KC 30223</td>
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<td>CHARLIE PRIDE</td>
<td>I'm Just Me, RCA LP 4500</td>
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<td>62</td>
<td>RAY PRICE</td>
<td>I Won't Mention It Again, Columbia C 30100</td>
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<td>STEVE WONDER</td>
<td>Where I'm Coming From, Tamla 13508 (Motown)</td>
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<td>64</td>
<td>GRAND FUNK RAILROAD</td>
<td>Live Album, Capitol STG 9917</td>
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<td>KRIS KRISTOFFERSON</td>
<td>The Silver Tongued Devil &amp; I, Monument 2 3067 (CBS)</td>
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<td>ELTON JOHN</td>
<td>Tumbleweed Connection, Epic K 30472 (CBS)</td>
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<td>NEIL Young and the Gold Rush</td>
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<td>SLY &amp; THE FAMILY STONE</td>
<td>Greatest Hits, Epic K 30472 (CBS)</td>
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<td>CARPENTERS</td>
<td>Close to You, A&amp;M SP 4571</td>
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<td>70</td>
<td>ALICE COOPER</td>
<td>Love It To Death, Warner Bros. MS 1887</td>
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Awarded RIAA seal for sales of 1 Million dollars of manufacturer's level. RIAA seal audit available and optional to ad manufacturers. ( SEAL indicated with red bullet.)
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WHERE'S THE MONEY?

SIGNATURE OF PERSON FINGERPRINTED

Dan Hicks

SCARS, MARKS, OR AMPUTATIONS

Moustache

SIGNATURE OF OFFICIAL TAKING FINGERPRINTS

Duck Tracy

DATE: 7/28

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**SPECIAL MERIT PICKS**

- Continued from page 52

In-law"-man, and to this day a most soulful man within the domain of Western producer Alcoa/Conrad's. The slip and slide with their funky New Orleans beat, offering a clean, smooth groove perfectly in tune with Toscanini's "A Place Where We Can Be Free," and "Lover Man," would be required for this album. **CLARENCE WHEELER & THE ENTERTAINERS** (Columbia 33 107)

Clarence Wheeler and the Entertainers bring to their approach style and swing with impressive vitality for their second LP. Wheeler's tenor sax explores "Something." "We've Only Just Begun," and "America," all of which are well favored. Their overall sound is one of good, hard-swinging jazz lead, sensitivity, while the group with guitarist Eric Gale, turn on for "Highway Blues." and four progressive-minded U.S. stations that the Entertainers have the kind of sophisticated sound that attracts listeners.

**CLASSICAL**


Bonnynge's delightful conducting and fine per- forming which, with its considerable ingredients and a sensitive, well-tuned ensemble, will result in the broad appeal of the music.** CATALAN: LA WAXLY HIGHLIGHTS: The Baker, Delino, Geffner, Capicelli, Clave, Dixie L 0302

"The Baker, Delino, and the final duet, "Waxly's All," spotlight the outstanding effort by this extremely talented and dedicated group. They are led by saxophonist Ignacio Capicelli, and Janine Diaz. The Flamingo Club is excellent, full-length version available too.

DELIVERS: LEAD HIGHLIGHTS—Sutherland, Vercy, Bonynge, Bonynge, London L 0302

Jean Sutherland leads the way in this LP that captures the highlights of the "Waxly's All." It shows the full strength and scope of Sutherland's tenor. Bonynge is the conductor. **VERDI: LA TRATTATIVA HIGHLIGHTS—Eminence, D'Orsini, Agar, 1954**


This highlights LP should be considered as a good sampling for all. It is because of its fine cast, with Kathleen Battle, soprano; Lorna Fried, mezzo-soprano; and the usual fine recording techniques used.** VAUGHAN WILLIAMS—SYMPHONY No. 4, Concerto Academy—London Symphony (Pye/RCA LSC 3797)

Pye's touring recording effort with the London Symphony gets a fine handling by the conductor and a distinguished performance by young American violinist James Buswell. This performance should stir up some more recording activity.

**JAZZ**

CHARLESTON MEMORIAL CONCERT—Jazz At Lincoln Center—Volume 3 (Cbs/CBS LSC 3024)

A collection of various groups recorded in Chicago in August 1973 is a tribute to jazz historian Charlie Parker. All the material and most of the musicians were associated with Parker and the bebop era of the 50's. It is recommended for the fans of this era.
Maxin to Widen Foreign, 'Now' Vistas at E.H. Morris

- Continued from page 1

get that Holland-made disk into the U.S. market. The same inter-
play would be worked out on Morris' originating in England for the

gitto, Berlin, London.

The Morris firm is represented in England by Edwin H. Morris, Ltd., in the West Coast and East Coast with George L. Landau, and Chappell for other major coun-

circle. As far as the drive for domestic

Maxin is a joint venture with Screen Gems-Columbia Music.

Our present projects include a debut album by British band Tacky Buzz-

ried, and newly released by Capitol Records, as well as forthcoming Decca LP's by Hop and com-

poser-performer Ken Lauber.

Just Us is producing Evie Sands and Johnson Tiltman singles for Buddah Records, while the firm's songwriting team of Terry Clements and John English wrote the Buck Owens hit, 'I'm Going Home.' A new-orientated novelty by Jim Stein was placed with ABC.

Associated with Gruber in Just Us Productions are Mark Hopkins, head of management and tour division, Vail Garay, head of productions, and Lynn Stonehill, publicity director.

In addition, Just Us has ac-

quired the Ron Sunshine Manage-

ment Co. The firm manages the London-based group Whispone Ash, Ashkackle and singers Gordon Gilliap and Brian Auger. Whispone Ash, Stakkler and singersec for Decca, and Auger is with RCA.

20% of the deal, Sunshine will join Just Us as a management executive. The Sunshine deal is the second corporate acquisition for Just Us, it was a partner-

ship in Pacific Recording Studios in San Francisco operation.

A peanut in the world, the firm will be a no-

name company housing R&B talent. The label has been able to

HUNGARIAN CO.,

Hanssen in Deal

- Continued from page 14

Listening booths, Customers were able to hear the songs on the

booth, made up of a box that could be

played on any radio that could receive

the program. The booth will be mounted

in a corner of the store, with a sign

indicating the time the booth will be

open. The booth will also be used for

checkouts, and will be a good source

for sales.

Hungarian Co.,

Hanssen in Deal

- Continued from page 16

duced on getting score and theme

song libraries for Morris writers.

The emphasis is on publishing, "because the publishing house has one creative

function, and the music manufacturer has another," said Morris.

Morris plans to dig into the Morris catalog to bring many of the firm's records to the con-

cern market. "There's gray area in the music business today," he said, "that's between the tra-

ditional standard song and the contemporary rock. We'll be working in that gray area as well as at the top of the pops." Also in Maxin's plan for Morris is a further buildup of its film department. The company is working closely with independent film pro-

ducers on getting score and theme song libraries for Morris writers. Current film push by Morris is the John Barry score for "Walkabout." In looking over the music busi-

tess, Morris can't say he is not a band musician, an a&r man, head of the Big 3 publishing com-

pany. Morris is the first man to have been able to absorb all the different areas of the business. Morris was also able to convince the management of the firm to invest in the music business, which was what they wanted in the first place.

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GRAND FUNK

GIMME SHELTER

The National Anthem of an entire generation is now available as a single.

Produced by Terry Knight
"I Don't Know How To Love Him." And it's following her last smash single right to the top. It's only natural. So's Helen.