Radio Forum Gets Advisory Board Aid

By CLAUDE HALL

CHICAGO — A special advisory board will be established to advise the annual Billboard Radio Programming Forum. The board will be composed of leading representatives of both the radio and record industries and will include program direc-

tors and general managers, as well as record promotion men and record company presidents. The advisory board will not only serve as a consulting panel to advise the Billboard about the annual radio programming forum, but on all aspects of radio for the weekly Billboard.

Nominations will be taken during the Aug. 19-21 Forum and the final advisory board will be announced at a later date.

(Continued on page 58)

Reno Builds Talent Haven

By JOHNNY GUNN

RENO—Plans for two major showcases for recording talent are being set here. A firm owned partially by Hilton Ho-
tels will open an 800-room ho-
tel with a major showcase fea-
turing name acts and will possi-

cially also operate a lounge for lesser acts. The other hotel, tenta-

tively called the Reno Com-
stock, will have a 900-seat the-
ter restaurant featuring name acts, plus two show lounges. One of the lounges would key on contemporary or rock groups, according to First Realty presi-

dent J. J. Mathews, who's head-

ing the newly-formed investment group behind the hotel. The Comstock will be a 32-story.

(Continued on page 6)

Low Cost Color CTV For Home Via RCA

By ELOI TIEGEL

NEW YORK—RCA has con-

firmed it is working on a low cost color videotape player/recorder for the home market using a wide tape, probably 5-inch. The unit will be part of the company's SelectaVision family of "selective television viewing" units.

Robert Bitting, business de-

velopment director for Selecta-

Vision, indicates the unit will be an "adjunct" to its an-

nounced hologram film unit, which has run into problems in the lab.

"We are still encouraged by the long-term potential of this"

(Continued on page 16)

Vanguard Sets Release For Quadradisk Entry

NEW YORK — Vanguard Records, which pioneered quadra-

dimensional tape two years ago, is among the first record compa-

nies to jump on the four-channel disk bandwagon. It is releasing 12 quadradis-

cional disks in the fall, using the com-

patible CBS system. The label is also entering the quadradimensional 8-track cartridge field with the same release.

In addition to marketing four-

channel records under its own banner, Vanguard has prepared a quadradimensional sampler record to be distributed by Dynaco Inc., a Philadelphia-based stereo com-

ponents manufacturer.

The sampler utilizes the Dy-
naco compatible four-dimen-

sional stereo decoder to pro-

duce a compatible quadradimensional disk. The record consists of sound effects (on one side) and pop selections by Ian and Sylvia, Buffy Sainte-Marie and Perrey-

Kingsley, and the second side includes selections from Handel's Messiah, a Mozart Dumen-

no, the Berioz Requiem and Leo-

pold Stokowski conducting the finale of Tchaikovsky's Sym-

phony No. 4. Dynaco will sell the disk sampler at $2.98.

Vanguard's participation on quadradisk disk, like in tape, is designed as an effort to stim-

ulate interest in four-channel

(Continued on page 8)

U.K. Sales Up In '70—Growth Pattern Slows

By BRIAN MULLIGAN

Record & Tape Retailer Staff Member

LONDON—Despite the U.K. record industry's boom year in 1970, when manufacturers' sales hit a new high of close to 960-

000,000, latest figures issued by the Department of Trade and In-

dustry indicate that the growth pattern is not being maintained and that stagnation is setting in. Sales worth $30,336,000 during the first four months of the year

(Continued on page 8)

Disk-Tape Buys Take Profit Dip

By BRUCE WEBER

LOS ANGELES—For many tape and record companies painted with the (mini) con-

glomerate brush, the recovery in stock prices from 1970 lows has been on the puny side. Busi-

ness may be getting better, as a lot of government economists and politicians are announcing, but don't try to paint that the-

ory off on diversified compa-

nies. They know better.

It isn't a secret that many dis-

persified companies are fever-

ishly working to bail out of un-

wanted leisure-time divisions in an effort to revive their sagging fortunes.

In contrast to the eagerness with which tape (and record) companies scooped up enter-

tainment subsidiaries several years ago to beef up their earn-

ings, balance sheets and cash positions, many of the same

companies today are becoming increasingly irked at the clob-

bering they're taking.

Among many company chief-

tains there's new plotting to curb any future wave of acquisitions in the tape and record fields. The fear in most executive suites now is that a significant percent-

age of these on-the-block subsi-

diaries are practically unad-

vantageous.

(Continued on page 15)

Classical Disks Get Mixed Bag

By ROBERT SOBEL

NEW YORK — Classical re-

cordings, once geared to the "purist," serious buyer, is under-

going a vast repertory change. The change is reflected in the new line of product listed in the classical chart, which shows a mixed bag of albums, ranging from "rag" to film themes to a Fillmore East Concert.

During a similar period in

(Continued on page 17)

Chess Catalog Finds New Mkt.

By BOB GLASENBERG

NEW YORK—Chess Records is reissuing a major portion of its entire blues catalog, spanning approximately 30 years of music. "We have a whole new generation of buyers," said Marvin Schlachter, president of Junior Chess. "There are people who have developed an interest in this music. It is a record company's obligation, I feel, to provide the buyer with what he wants.

"We are talking here," Schlachter continued, "about music which was probably issued by artists who had a limited appeal at the time. Specifically blues artists fit into this situation. Now that the record-buying public has become aware of the roots of rock, there is new interest to get the older LP's. The artists are getting more exposure and the early blues has taken on new dimensions.

With the marketing and packaging techniques of today, the public should be able to obtain what it wants without too much difficulty."

The entire campaign began when Chess started

(Continued on page 58)
ELVIS
WORLDWIDE GOLD AWARD HITS Vol. 2

SPECIALY PRICED 4-L.P. GIFT BOXED SET INCLUDING
SOMETHING FROM ELVIS' WARDROBE FOR YOU
PLUS—A LARGE FULL-COLOR PULLOUT PORTRAIT REPRODUCTION OF ELVIS

AVAILABLE NOW

SEE ELVIS AT THE
INTERNATIONAL HOTEL,
LAS VEGAS
NOW THROUGH LABOR DAY

RCA Records and Tapes

www.americanradiohistory.com
ABC, Atlantic Team Up for Charles Salute

LOS ANGELES—ABC-Dunhill and Atlantic Records have announced an arrangement on “A 25th Anniversary Salute to Ray Charles” to be released this month.

The two-disc package, listing at $6.98 contains Ray Charles greats arranged by Atlantic producers in both ABC and Atlantic catalogs. ABC-Dunhill has U.S. distribution rights for the release worldwide overseas.

The “25th Anniversary Salute” album is a by-product of discussion between Atlantic executive vice-president Jerry Wexler and ABC-Dunhill President Jay Landsberg, which led to Ray Charles’ guest appearance on Columbia’s “Anathus Franklin Live at the Fillmore” album.

Ray Charles gold records included on “25th Anniversary Salute” are: “Georgia;” “One Mint Julep” and “Born to Lose.” Charles himself selected the songs for the set. A complete Ray Charles discography is included on the jacket.

WB/Reprise Remaster LP’s for Ampex Tape

LOS ANGELES—Werner Reprise will go back into the studio to remaster some of its older releases by Ampex as discrete four-channel tapes.

The record label is acting on a request from the tape duplicator to provide Ampex Tapes for its programs of quadraphonic cartridge tapes.

The label is currently analyzing albums in production as well as glancing through their vaults to ascertain which artists will be re-mastered.

Cap Tightens Promo Setup

LOS ANGELES—Capitol has realigned its communications systems for its internal promotional programs by installing a separate company to handle all in-house promotion managers now report directly to John McGuire, president of Capitol promotion manager. The goal is improved ties between field sales and the people in the home office staff.

Talbot, Yearwood & Simplins Pool Firms; Buy Plastics

NASHVILLE—Joe Talbot, who resigned from Reprise Records here recently to devote full time to his record pressing business, has formed Talbot Recorders. He has acquired the properties of Southern Plastics, Inc.

Talbot made the announcement in a memo to内部 Promotional Records, United Record Pressing, Inc., the newly-formed company. The other principal is Ronnie Yearwood and Ozzie Simplin.

Southern Plastics, which had filed bankruptcy proceedings a year ago, has been bought by Talbot. Talbot purchased the real estate and buildings, but has not purchased all of the equipment for nearly one million dollars. The original Southern Plastics business in Nashville has been purchased by a local doctor and has leased the old Standard Pressing facilities.

Talbot said United would begin manufacturing records in approximately two months, after renovation is completed on the Southeast plant at 453 Chestnut Street here.

ABC-Dunhill Unveils Summer Product at National Seminar

LOS ANGELES—ABC-Dunhill’s late summer product unveiled June 11 at a National Programming and Promotion Seminar in the Century Plaza.

Featuring were the first hearing of “The Mamas & The Papas” who are currently releasing three Dog Night, Stewpot Gunnell, B.B. King and the Great Oaks with Ray Charles and B.B. King. There are two duets except Denny Doherty, whose flight was later than the others, so Al Foldi, who had the show.

The excerpted rough mix cuts from each album sounded very much in the classic Mamas & Papas box. Heard was new John Phillips originals, “Pilgrim’s Progress” and “Coast Highway.”

A two-record set saluting Ray Charles 25th Anniversary Show Business will include 22 biggest hits recorded by ABC and Atlantic releases under an unusual two-company distribution arrangement. The LP contains 12 tracks of hits and seven songs not available to ABC, issued B.B. King’s 1964 “Live at the Regal” album plus the brand new “B.B. King in London” with all sidemen ranging from Reggie Stone Ford to using Dunhill top-selling artist releases are Three Dog Night, “Lady”, John Phillips’ “For Ladies Only,” Tommy Bolin’s first LPs, “You Can Be Mine,” “I Can’t Help Myself,” and a more rock-oriented album than his previous work. Grass Roots has a “16 Greatest Hits” package.

ABC-Dunhill’s new artist roster include the San Francisco group, “Hot Licks,” the headlining group with former Smith lead singer Gary Beck; a group of country artists; Dunhill’s new creative team, Lumbert Wolf’s “Bombers” and “Dog & Wolf’s California ‘79” in collaboration with Atlantic’s “Aretha Franklin Live at the Flitmore” album plus the Georgia tape plus the “Ladies Only” LP.

The seminar was sponsored with Chartwell to maintain talent uptake of its current LP’s and to present the client’s commitments made to date. Fred Dale will move to IFA as a vice-president in charge of its worldwide promotion operations.

In addition to the event were Howard Rose, Roger Adams and Michael Firth, who incorporated his group with “Bee Gees” in 1968, joins IFA to handle out-of-door show business.

FGC Refuses Petition On Anti-Drug Lyrics

WASHINGTON—The FCC has once again refused a petition to reconsider or redefine its anti-drug policy statement issued in March, and inconclusively clarify the matter.

The National Association of Television Program Executives (NATPE) had asked the Commission to help matters by giving its clear criteria on its notice of “licensee responsibility” prior to a pre-screening of every record. The FCC declared that the petitioners wanted clarified through a court decision (Billboard, April 24, 1971).

The agency did not want to settle the second from a group that in April filed a congressional resolution to consider on Drug Abuse Education, Yale Broadcasting FM Station WYFC, the University of the Pacific KUOP-FM, and several record companies.

The group is represented by attorney Tracy Weston of the N.W. office and also has a Federal Court challenge pending against the FCC drug lyric policy statement.

The action was taken without a continuing and vehement demand by Commissioner Nicholas Johnson—had declared for such a law and without any support from the record industry and others to withdraw or revise the controversy statement warning licensees they would be compelled under all the recorded lyrics aired that might conceivably lead to the glorification of illegal drugs.

The Wesley plea to reconsider had also declined to file a motion right out and declare itself on (Continued on page 58)

SGO Top 10 Label Builds Boston From Nevada

STUDIO CITY: Calif.—A new record label—Top 10 Records—has been launched here by talent buyer John Simkins and his son-dee Jay Billing, who has had a talent buyer in Nevada.

First release was a single by Ray Maines, currently appearing at the North Shore Club, Lake Tahoe, N., called “Loney and the Kid.” A single by the Upstarts—"Get It Together"—was released about the same time. For the new label will be featured on a national distribution.

“The thing that makes this label unique,” Dee said, “is that we’ve never had any independent buyers here in Nevada. It has always been difficult for a Nevada artist to get signed to a record label. Now, they’ve been able to do it out there.”

He, who has been a talent buyer in Nevada for the past six years, is now buying for the talent for the North Shore Club and also helps buy talent for management in the Reno, Tahoe area. He was once entertainment director for the Reno Hotel.

The group met at Top 10 Records—signs 10 Records—include Frankie Fanelli, the Afterglow, and Jehovah. A new group will be signed with the record label.

For More Late News

See Page 58
Distrib Mines Gold in Oldies

LOS ANGELES — The record industry is sitting on top of a gold mine in the form of several million dollars from the sale of oldies, according to Wayne Volat, general manager of Nerti Record Distributors here. Specializing in oldies, the company is selling oldies to 80,000 a month with customers Coast-to-Coast and En-


gland and France. There are a couple of East Coast firms who may even be doing a larger volume of business in his past, Volat said.

Two factors which have spurred a growth in the oldies business are the nostalgia trend with rock ’n’ roll fans and the success of the oldies business and the heavy use of oldies on radio stations program-
ing Top 40 records. But he felt that record labels were not taking advantage of the continuing popula-
ty of oldies in rock ’n’ roll and/or sales.

To prove this, are the records that have dropped off the chart. We specialize in them and we sell a lot of oldies. We feel there are many records that are only a month or seven days off the chart, and we are big sellers.

At least six months off the chart, the records began to slow down a little in sales, but some of our out-of-line strong and with proper promotion and emphasis by record company might do even better. He spoke of "Nothin’ Else Matters," one of the biggest sellers of the lot. It’s selling about 900 copies a week. Sometimes, we sell more of that record than many of the hits that are being played heavily on radio today.

Bigger sellers among records released in the past couple months are "Hey, Jude!" "Born to Be Wild," "Raindrops Keep Falling on My Head," "Singing Wheel," "Proud Mary" by the Cremations, "Cruisin’," "Bridge Over Troubled Water" by Simon & Garfunkel, and "My Sweet Lord."

But oldies list almost forever and with increasing amounts of "Earth Angel" about the disc with the title "Baby, It’s Cold Outside," "Ave Maria," "Shop & the Limelights, "Please, Please, Please," by James Brown (the "James Brown’s Famous Soul Sound Band" "Poppa’s Got a Brand New Bag"), etc. You get the idea. The big hits don’t make the best oldies," Volat said.

It’s a good time of year to get oldies. There are many records now in stock which were not big hits on radio, but are still selling, such as "The Town I Live In" by Mc-
Kinley Mitchell, which sells close to 25,000 copies a week. Also, "Baby, It’s Cold Outside" by Melba Montgomery, "You Ain’t Done Nothing Yet," by McKinley Travis, which is a good record to have on a local hit that continues to sell, though it’s not being played as an oldie by the local radio station. It’s just one of the quirks of the business, that there are oldies selling in record stores. They have been doing so for years. Volat said, "If they were available. I feel man-
ufacturers could sell records that are not-releasing these records and capitalizing on their sales potential. Five or six years ago, several rec-
ord companies turned out oldies packages and promo-
tic cards and booklets. By the end of the year, the Ovation was going to be launched as a new effort by Ray Hart, S. Newbury and John C. Scott. Ovation’s Music City office is handled by Henry Strzelecki.

Dr. Schory has recently moved his headquarters from the near north side of Chicago to 2525 Sunset Blvd., Hollywood.

Elan Files vs. Quackenbush

NEW YORK — Elan Associates Inc., owners of the Elan Record Company, have filed suit in the United States District Court of the Southern District of New York against Quack-

enbush Music, Ltd., claiming infringement of copyright ownership in the musical compositions. Elan is owned by the Early Game Elec-

tric Recording artist whose album "Night Flight" was released in 1968. At the same time, he released 10 more compatible albums. Artists fea-
tured included up-and-coming drummers Joe Morello; Percussionist Bobby Christian; jazz flutist Paul Horn; and the late Jimmy Giuffre, and guitarist Ron Steck; Terence Rafferty, of the Moun-
tain Tower; the Nashville choir and orchestra of Don Tweedy; and girl singing group the Shangri-Las. The release will feature second encoded LPs featuring 16 tracks each, first packages by Bonnie Kaleko, comedian Steve Allen, and the polka band of Ray Hart, Henry-
to, Conn., who is president of the National Polka Assn.

The eight-piece budget release will include music by Hugo Montenegro, Gordon Jenkins, Al Caola and a number of other tracks from popular radio and television programs. Elan, Ovation, which has been releasing sporadic country singles for many years, features Nashville artists Sid Linder, Chuck Howard and Tommy Jones and Coast artists Kay Adams and Sonny Curtis. Ovation’s Music City office is handled by Henry Strzelecki.

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TO CONVEX BOOK COVERS CHARTS

NEW YORK — Convex Indus-

tries Inc., here, has re-

lished "The Miles Chart Display" based on Billboard’s Hot 100. In great demand, the action on Billboard’s charts of any record company has increased. The 1,269-page volume is priced at $57.

Merc Acquires Gemini Master

NEW YORK — Mercury Rec-

ers has purchased a majority of the stock of Gemini Master, the Texas-based Westpack label. Eddie Kilroy produced "The Woman I Love" and "The Price of My Car," which have sold in excess of 50,000 units. Charlie Fisch, former production manager for Mercury, contacted Mercury’s record producer, Charles Fisch, for the purchase.

NERTI RECORD DISTRIBUTORS, INC.

WWW.AMERICANRADIOHISTORY.COM
Columbia welcomes a group that's shaping the future of rock:

Ten Years After.
One of the world's great groups and their most powerful album.

On Columbia Records and Tapes
**Executive Turntable**

Bill Levy named director of creative services and advertising, Paramount Records and affiliates. He joins from MCA Records where he was in charge of creative services for Decca, Kapp and Uni. Norm Goodwin appointed national sales manager, MGM Records album product. He was previously sales manager for record accounts and joined MGM after being associated with Decca, Columbia, Warner's, Capitol and TMC and NMC. Jack Novak named independent national single sales manager for MGM. He was formerly national sales manager, Blue Thumb Records.

Jay Dunn, formerly regional promotion representative in Atlanta for Warner/Reprise, moves to Los Angeles as Southern California promotion man. Dan Urslo transfers his promotion activity to Los Angeles from Detroit. Hop Johnson joins Warner Bros. as East Coast promotion representative specializing in radio and rhythm. Stu Grant replaces Urslo in Detroit and Don Megcreg replaces Dunn in Atlanta.

Ron Tiedlemann named staff producer in the Warner Bros. a&d department. He is currently working on the fourth Randy Newman album.

Bill Keane promoted to the newly created position of director, product management, Columbia Records, director, popular album product for the East Coast. Summy Alhaid named Southern Regional promotion manager, Invictus Records. He was previously associated with Capitol in the same capacity and will be based in Houston.

**TITELMAN KEANE WEINGROW**

Howard L. Weinberg, president of the Transcontinental Investing Corp., reassumed the presidency of the company's Transcontinental Music subsidiary. He resigned as president of the operation in 1968.

Estelle Moses heads up the newly created international department for music publishing activities, Wes Farrell Organization. ..

* * *

**Southern Library Adds 23 Pieces**

**NEW YORK** — The NARM Scholarship Foundation has distributed

**New York** — The Southern Library foundation adds 23 pieces to its collection in the form of printed music and television programming.

Miss Hayes, a concert pianist who plays the Moog and Buchla synthesizers, will be performing at the International Gaudeamus Competition in Holland.

She will appear in Holland during the last two weeks in September, and also at the Venice Biennial. She will be performing in Los Angeles, Lake Como, Italy. U.S. duty for the Lincoln Center Library and Cooper in October, and a solo concert at Tully Hall.

**Reno Building Talent Haven**

**NEW YORK** — Music-composer, producer and electronics engineer has been contracted to compose 23 original pieces of electronic music for Southern Library of Recorded Music.

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"IRRESISTIBLE" 
The New York Times

"AN AUTHENTIC LIFE EXPERIENCE" 
The New Yorker

"KEENLY LOVELY" 
The Village Voice

"TOUCH IS HAIR 5 YEARS LATER AND 5 YEARS WISER"

The Columbia Spectator

IT'S ON ITS WAY...
FROM PENNSYLVANIA TO NEW YORK, TO SEATTLE, TO TOKYO.
IT'LL SOON BE IN BOSTON AND WILL TOUR THE NATION'S COLLEGES
AND UNIVERSITIES, AND FROM THERE...WHO KNOWS WHERE!

ORIGINAL CAST RECORDING
THE PLOWRIGHT PLAYERS
TOUCH

Book by KENN LONG
Lyrics by KENN LONG
Music by KENN LONG and JIM CHOZER
Directed by AMY SALZ

AMPEX RECORDS
555 MADISON AVENUE, NEW YORK, NEW YORK 10022

ALSO ON AMPEX STEREO TAPES: 8-TRACK, CASSETTE, OPEN REEL
Chappell Acquires Print Rights to Combine Music

NEW YORK—Chappell & Co. has acquired the exclusive print rights in the U.S. and Canada to the entire Combine Music Corp. catalog in Nashville. Chappell is re-releasing a Kris Kristofferson solo, "The Silver Tongued Devil and I," covering the contents of the singer-songwriter's latest album on Monument, plus the simple "Lovin' Her Was Easier Than Walking." The Combine group of companies, which include Combine Music Corp. (BMG), Music City Music, Inc. (ASCAP), Moccasin Music, Inc. (ASCAP) and Vintage Music, Inc. (BMI), contain key copyrights of Kris Kristofferson.

GRT Holds Sales Meet

NEW YORK — The Music & Tape Division of GRT will hold its second annual national sales meeting in Montreal, Calif., at the Del Monte Lodge, Thursday (12) to Sunday (15). The directors of the sales organization and key executives both in Canada and the U.S. will attend.

In addition to showing new product, discussions will be held on advertising, marketing, promotion, and the fall selling program.

Silver's Production Co. Goes Into Full Steam

LOS ANGELES—Roy Silver is centering his drive on his nine-month-old production company, Blue Peacock, now that two and a half years of negotiation to sell Warner Bros., the assets of Campbell-Silver Corp., including artist contracts from the defunct Tetragrammaton label, have finally resulted in a completed deal.

Blue Peacock's first artist push might see a major involvement of recording on Warner, one of the year's most writers about new groups and the effort is starting to pay off in sales of Fanny's second album, "Charity Ball." The most recent Blue Peacock production is "Bob Gibson's" long-overdue debut album for one of the folk era's biggest acts, who has been recorded since 1963. In addition, Blue Peacock obtained recording contracts and has albums in production for vocalists Elaine Weinberg (Avalon), Alex Richman (Capitol) and Jimmy Cricket (A&M).

"I'm already at the point where I don't feel I can take on any more artists and "I don't do the easy ones," says Silver. "This is the hardest period in 10 years. This is the most creative time. It takes constant grueling work, literally seven days a week and 16-20 hours a day, and management's hardest chore is to turn on the ad agency's own record company and booking agency. I never try to make any master plan for promoting the performer according to some cut-off point of getting bookings where they'll do well and then spreading the word around." Silver feels that the current market requires at least three albums to establish a career. "The first album is the act's ticket of admission but you can't expect to make any money with it. The second album is always better and it puts the artist into the game. It's the third album that shows the artist can stay in the major leagues." Tetragrammaton records sold (Continued on page 58)

Atomic Rooster Goes on Road

NEW YORK—Over 30 major U.S. cities and some Canadian cities will be covered by Elektra's "rocking factory" U.K. Atomic Rooster. The tour has been planned to promote the Rooster's first Elektra LP, "Death Walks Behind You." Montreal and Quebec City will be the starting points for the tour, and a Canadian label, Vincent Crane, former member of the Crazy World of Arthur Brown.

Other cities to be covered on the three-month American tour include St. Louis, New York, Cleveland, Cincinnati, Columbus, Wichita, Santa Monica, San Diego, Sacramento, Spokane, Seattle, Portland, Salem and Vancouver. The group will also appear in Los Angeles, Atlanta, Jacksonville, and then begin a tour of Canada and the Eastern U.S.

UK. Sales Up in '70—Growth Pattern Slows

• Continued from page 1

reveal a modest $1,20,000 increase on 1970, but it's reasonable to suppose that a large proportion of the January release's growth might be accounted for by the price increase in January. January started reasonably enough with a $4,875,000, dipping in February to $5,175,000, rising fractionally in March to $7,480,000, April saw a further slight rise to $7,502,000, but these figures don't reflect particularly favorably by comparison with the early 1960's peak, when during the first quarter sales increased by $3,690,000, or a mere $9,892,000 in the first three months of the year. Exports are in a similar situation. Apart from a particularly good month in March, when $1,305,000 of product went abroad, the majority of exports this year have been included on the domestic books at around $1,130,000 a month. Looking back to last year, the January figure of $594,000 had climbed to $2,474,000 by April. It's not an encouraging scene for the business as a whole, now concerned that the price rises of the beginning of 1970 will tend to suppress further sales and sales manager Peter Purves is in a mixed state of mind and in the expectation of the income tax cut and the confederation of British industry's attempt to stabilize prices.

However, there are indications that business will improve. Traditionally, the industry is optimistic before the current year becomes evident until September and the DRI figures revealed April's sales of $1,800,000 as being 5 percent higher than in April last year. Of this amount, home sales accounted for a rise of 12 percent of the total, offset by a drop in exports of 23 percent. Production of 9,455,000 records was up by 4 percent over April 1970.
Who's the next top English group? The answer is YES!

new single:

"Your Move" (All Good People)  
Produced by Yes & Eddie Ojord  
... From their new album release SD 8283

"I think Black Oak Arkansas are one fantastic rock and roll band."

new single:

"Lord Have Mercy On My Soul"  
Produced by Lee Darman & Mike Pinera  
... From their new album release SD 33-354
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

Craig Expects Bigger Loss

Los Angeles — Craig Corp. reported that year-end writeoffs under consideration may increase its net loss for the year, ended June 30, to $8,510,000, from $3,045,000, on earnings of 21 cents a share in fiscal 1970.

Final audited figures will be released in September. Adjustments have been reserved primarily for a favorable market conditions in consumer electronics and in Analog sync-Movista Corp., a Craig subsidiary. The company wrote inventories in consumer electronics and research and development expenses at its subsidiaries.

Craig previously reported a net loss of $5,410,000 on sales of $42,354,000 for nine months ended March 31. Loss is equivalent to 3 cents a share, compared to a profit (Continued on page 58)

Schwartz Bros. Sales Top $8 Million Mark

Washington — Schwartz Brothers, Inc., music stores and record-jobber and retailer, has reported a 60 percent increase in earnings with a 20 percent increase in net sales for the six-month period ending June 30, 1971.

According to James Schwartz, president, the company realized net sales of $8,943,775, as compared to $6,870,389, for the same period a year ago. Net income rose from $184,541 to $224,957, for the period, boosting earnings per share to 20 cents a share as compared to 12 cents a share.

Schwartz said the increase could be attributed to expansion of retail sales and continued program in cost control programs initiated by the management earlier this year.
BOYD'S TOTAL MUSIC BACKGROUND LEADS TO WB PICTURES POST

By JOHN SIEPP

LOS ANGELES—Just 10 years ago, Joe Boyd, now head of Warner Bros. pictures department, was picking up a $100 a week job, which practically nothing, realizing that in the company who owns the master. They, the words for the music to use for instance, wants to make periodic record for a producer, manages. "It started some time ago and it's spreading. An example here," said Dealing, scoring Mike Small said "Kid's. In this picture, involving college students, is on how to earn, we use 'source' music to earn and pay them. It's opposite of 'underground,' where music is outside the action."

'Source' music sometimes is easy to get, but first you must obtain a license from the publisher. Then you have to get clearance from the record company who owns the master. They, in turn, require a license fee, which cannot be paid by the producer. Some record companies will give the record for practically nothing, realizing the old record's value.

Dear Mr. Distributor:

Dear Mr. Distributor: If you can't FIND the album, ask about the new FIND Service International. Coming October 1.

Terre Haute, Indiana 47808 (812) 465-1022

Dean White, Operations Manager

FIND Central Warehouse

FIND Service International

BP Box 275

For more information, contact:

Bill Wardlow, President

Administrative Offices

FIND Service International

9000 Sunset Blvd.

Los Angeles, Calif. 90069

(213) 275-1955

AUGUST 14, 1971, BILLBOARD

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AUGUST 14, 1971, BILLBOARD
CHICAGO — Admiral Corp., here is expanding its audio line in every way from quadraphonic to reel units and is for the first time marketing audio equipment direct through reps as a supplement to regular two-step distribution.

The careful planning that has gone into this new marketing push on audio equipment is perhaps pointed out by the firm's watchful approach to quadraphonic Audio

Tape Cartridge

Admiral Expands Audio Line; Adds Mktg. Reps

By EARL PAIGE

Marketing manager Ed Boba said the firm's ST901 quadraphonic unit announced earlier will now be modified and introduced in early 1972. It is a matrix system and the Admiral staff believes it's still too early to know whether matrix or discrete will grab hold in 4-channel.

"The confusion is still there," said electronics marketing vice president Joe Casali. "It's just too early to know how the matrix vs. discrete question will evolve."

"There's still not enough software," said Boba. "Why should the hardware manufacturers rush in with all kinds of quadraphonic equipment and be competing among themselves when there isn't sufficient software?"

"Actually, there may be a distinct market for matrix and for discrete, much as there has developed the separate market for cassette and 8-track."

At any rate, Admiral is waiting a bit before it goes too far in either direction. The initial unit featured mode indicator light for either quadraphonic or regular two-channel stereo, four independent slide volume controls, separate bass and treble controls, 40 watts of peak music power and listed for $299.95.

While Boba isn't talking about how this unit will be modified, his thinking is that combinations of outstanding features providing can be attractive to the new types of tape equipment specialists and mass merchandisers. Outlets Admiral's reps are shooting for. Reps will not call on distributors or service accounts.

For example, one feature that intrigues Boba the automatic cartidge changer. Admiral has an automatic cassette recorder/charger/chan ger now at $169.95 list and he said it's being well received. This is the CSTR851 that will handle 12 cassettes with such added features as pushbutton operation, dual record level meters, record caution light, pause control and so forth.

However, Admiral's main thrust is 8-track. The line extends all the way from the $189.95 list STC911 8-track/phone/AM-FM multiplex unit to a $79.95 unit.

Included in this product spread is the ST901 8-track with record feature at $99.95, which Boba said is over-sold right now.

Still other units include the ST391 component style 8-track/AM-FM multiplex at $159.95 and a slightly different more portable version (STC811) at $139.95.

Portables are also highlighted in the line. These include such units as the ST9941 with AM/FM, slide rule tuning, dual antennas and tune-volume-halogen control at $99.95. There is also the model STC831 at $79.95.

Admiral also has two decks. One of recordable units from quadraphonic audio market. (Continued on page 58)

Ampex Shaking Up U.K. Sales Strategy

LONDON — Ampex Stereo Tapes is making three distinct moves in the British market. Ampex has signed a marketing and distribution contract with Lear Jet, representatives of the U.K. firm Master Tape Magnetics, to introduce tape players.

It has made dealer discounts available on all cassette and cartridge prerecorded products.

It is not longer distributing CBS, RCA and EMI prerecorded cassettes and cartridges.

Despite rumors that Ampex would institute record discounts, its profits on prerecorded tape are low and Ampex has merged with Anchor in the UK.

"It is no longer viable for us to distribute CBS, EMI and RCA product in non-record outlets," said Berghorn. Ampex has agreements with CBS, RCA and EMI to supply prerecorded tapes to specialty outlets, such as garages, automotive shops, phonograph dealers and in-flight.

RCA has formed a four-man sales team to handle its non-record accounts. EMI and CBS are supplied by the Ampex tape distribution subsidiary.

Memorex Expanding Distribrs & W'housing

SAN FRANCISCO—Memorex is building a network of distributors and rack merchandisers to supplement its own sales force to sell blank cassettes and reel-to-reel products.

The distribution network will be aimed at the specialty field, like electronic shops, appliance outlets and record-tape shops, said Barry Berghorn, national sales manager.

In the process, Memorex is capping major markets on the East Coast to establish regional warehouse-distributor relationships to cut delivery time to accounts. It now ships goods on a direct basis from its manufacturing plant in Santa Clara, Calif.

The first exclusive eastern regional warehouse-distribution facility is Interstate-sight Recordex Corp., a subsidiary of Sam Goody Inc., which will cover New York, New Jersey, Connecticut and parts of Pennsylvania.

Although not yet emphasizing the Canadian market in its consumer products push, Memorex has appointed Electronics Distributors Ltd., the distribution arm of House of Stein, as its warehouse-distribution point to cover Canada.

Electronics Distributors has warehousing facilities in Vancouver, Montreal and Toronto.

"We are not making a major push for business in Canada," said Berghorn, "but we realize it is an attractive market. Perhaps we will pursue the Canadian market in 1972."

For the present, however, Memorex has no plans to appoint manufacturers representatives to sell its line of consumer products, Berghorn stated. "We feel we can cover more ground with an internal sales force more than a representation force."

The Memorex sales force is selling two lines of blank cassettes, chromium dioxide and gamma ferric oxide, and a variety of open reel products: 5, 7 and 10 inch formats.

The consumer products line is supplied through independent merchandisers and other merchandising aids.

Vanguard Looms 'Big In 4-Channel 8-Track'

NEW YORK — An increasing number of independent record companies are not waiting for the majors to jump into the quadraphonic tape market.

The latest label to jump into the four-channel scene is Vanguard Records, New York, which is carrying three lines. Vanguard's participation in tape samplers is designed to stimulate interest in four-channel sound, said Hank Oerer, Vanguard's marketing manager.

Among the majors, RCA and Columbia are releasing quadraphonic models in 7-track format while Ampex is about to issue a three-track, 8-track three-channel configuration which will include product from Johnny Mathis, soundtrack labels, Warner Bros., Reprise and Atlantic.

But it has been the independent labels, like Project 3, Mobile Fidelity, Pacific, among others, that have led the majors (except RCA) to the quadraphonic marketplace.

Coming! . . . On Cotillion Records & Tapes (Tapes Distributed by Ampex)

RASPUTIN'S S.B.S. (Cotillion)

Audio Tape

Admiral Expands Audio Line; Adds Mktg. Reps

Canada 7½ percent dealer margin on all pre-recorded tapes for the next two years with a 30¢ drop in price on cartridges and 75¢ on cassettes, depending on label, in the Ampex catalog.

Netherlands discount offer means that dealers will receive the same profit on some tapes as they can on equivalent albums.

At the same time, increased distri bution to coincide with profit margins on prerecorded tape is changing hands as a division of Ampex in the UK.

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But it has been the independent labels, like Project 3, Mobile Fidelity, Pacific, among others, that have led the majors (except RCA) to the quadraphonic marketplace.
Gen'I Cassette Blossoms Into Complete Cycle Tape Entity

PHOENIX, Ariz.—General Cassette Corp. is starting an educational division to market both prerecorded spoken word and blank cassettes.

It will be offering its consumer blank tape lines, Sun, a budget product, and General Cassette, a standard line, to the educational A/V field. In addition, the company is marketing the first of 20 prerecorded programs, "Math Readiness," a series of 12 cassettes with 130 color visuals at $125.

Bill Johnson, president, is putting emphasis in two areas for General Cassette's growth: spoken word duplicating and education. He is duplicating sales and training programs for General Pacific, Loran Instruments, General Electric's computer division, among others, and is creating programs, packaging and merchandising aids for other firms, including Fun Learn Co., Texas, which is developing educational products for adults. Because Johnson is able to duplicate short runs, he is able to pick up prerecorded music duplicating business in 8-track and cassette from small record labels, including Hurricane, Kiva and Cristy Records, all of New Mexico. The company is also set up for reel duplicating.

To supplement the company's business, General Cassette is distributing Norelco's consumer electronics line and is the exclusive distributor of Prox's line of players.

U.S. Distributor For A/V Set

LOS ANGELES—Modern Audio Techniques has been established as a national distributor, serving the audio/visual market, according to Ray Jacobs, president.

The Long Beach-based company is working with 33 dealers and 17 representative offices in the U.S. and Canada and is carrying lines in both the consumer electronics and education/business fields.

In the consumer field, Jacobs is representing Sharp Electronics and CBS Masterworks. A blank cassette tape line (30, 60, 90 and 120-minute lengths) is marketed under Modern Audio's Copycats line, according to Jacobs.

But it's in education, business and industry where Jacobs believes the audio (and eventually video) strength rests. He is carrying the MCA Technology family of products, including Gacons (except speakers), Langevin and Electrolux.

Modern Audio is the exclusive U.S. distributor of MCA Tech's cassette-to-cassette portable high-speed copier, model 321, which duplicates a master cassette once every 2 1/2 minutes. Jacobs is marketing the unit to the business and audio/visual field.

Denon Adds Three 8-Track Machines

NEW YORK — Nippon Columbia Corp. of America has added three 8-track units to its Denon line.

Model TRC-310 is a playback deck listing at $70, model TRC-315 is a record/playback deck at $180, and model MX-321 is a compact system featuring a playback unit with AM-FM stereo receiver at $230.

COS. SHIELD FROM STRIKE

LOS ANGELES—An increasing number of West Coast companies are taking emergency steps to protect themselves against the West Coast dock strike.

Some are going to unusual lengths. For example, a few are planning to ship freight product from Hawaii to West Coast plants while others are trucking goods from Vancouver, B.C., where cargo is being unloaded.

Cargo is also being unloaded at Ensenada and Mazatlan, both small ports in Mexico. While the port in Vancouver still is a haven for goods from Japan, Canadian officials are making it difficult for importers and manufacturers to receive products. Port authorities have placed restrictions on unloading U.S. cargo, giving priority to ships carrying all-Canadian goods.

The 15,000-member International Longshoremen's and Warehousemen's Union closed down 24 Pacific Coast ports July 1 in California, Oregon and Washington when the union's five-year contract with the Pacific Maritime Association expired.

Maxell offers the most valuable franchise in the magnetic tape industry

Quality Builds Customers

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

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

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How's This For Openers

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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.

Maxell Corporation of America
501 Fifth Avenue, New York, N.Y. 10017
Phone 212-986-1844
NO MORE LOST SALES
because your cartridges & cassettes are locked in glass cases.

NOW your customer can flip through all selections, see dozens of titles & pictures at a glance like reading pages in a book.

"It's the most fantastic NEW idea in displays available to the industry! Now CARTRIDGES & CASSETTES can be fully viewed without the assistance of store personnel with 1 0 0 % PROTECTION against pilferage from the front viewing area.

TWO MODELS NOW AVAILABLE
Floor Model 30" w x 15" d x 66"h $114.50
Counter Top Model half capacity 30" w x 15" d x 28"h 79.50

Quantity discounts upon request

Creative Store Equipment Inc.
909 W. 3rd, Terrell, Texas 75160
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NO MORE LOST SALES... because your cartridges & cassettes are locked in glass cases.

NOW your customer can flip through all selections, see dozens of titles & pictures at a glance like reading pages in a book.

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ITIA Progress Report for Committees

NEW YORK.—The International Tape Association (ITA) has assured its membership that its various committees to establish standards, industry statistics and profiles, meaningful warranties and ethics in advertising within the tape industry are all operating as scheduled and that the organization is well on its way towards having the ISA Seal of Approval become an assurance of quality to both dealer and consumer.

In a special progress report prepared for the association’s first anniversary, Tatsuro Ishida, president of the ITA, said that the recent ITA seminar proved to be a valuable forum for airing the industry’s problems, and served as an excellent medium for opening new vistas of business for members in the new and unexplored areas of tape.

He added, “The ITA aids its members by bringing together all aspects of the tape field in an intra-industry that brings forth a better mutual understanding of our problems and ways and copes with them.”

The ITA’s chief executive officer, James L. Flinn, said the justification of the need of ITA in the tape industry is proven by the fact that membership now includes a majority of important firms in all areas of the audio and video tape and information storage medium industry.

He continued, “We have become a truly international association with membership from manufacturers in the United States, Japan, Canada, Mexico, the United Kingdom and Portugal.”

The ITA is a non-profit organization, originally known as the Effective Tape Protection Association (ETPA), which was established in 1970.

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Nipponese Police Stage ‘Tape Piracy Ring’ Raids

TOKYO — Japanese police have uncovered what is alleged to be the largest tape piracy operation in the country. Local detectives raided eight sites and seized evidence of the allegedly illegal tape duplication production of the Tokyo Sonic Co. The company is charged with preparing or attempting to prepare records of the trademark “Pony-Pack,” which are offered for sale to the public.

A police spokesman said the suspects are also alleged to have violated the Unfair Trade Practices Prevention Act of Japan.

According to police, the firm is suspected of having produced pirated versions of tapes copyrighted by Pony, Inc., one of Japan's largest tape manufacturers, and of other Japanese tape companies, since November, 1970.

The firm marketed the tapes, which bear the trademark “Pony-Pack,” through sales channels in the Kansai region (Osaka-Kyoto-Kyushu), and in Japan's northernmost major island, Hokkaido.

Police said they are investigating the firm's role in the alleged illegal operation.

Pony has filed a complaint against Yoto Kohayashi, accountant employed by Tokyo Sonic.

Tatsuro Ishida, president of Pony, said, “We sales of music tapes are rapidly increasing in Japan, it is inevitable that pirated tapes are appearing in greater numbers. We appreciate the diligent cooperation of the police, and we expect that these few retailers who now deal with the pirates will realize they are only hurting the entire industry and will refuse these illegal tapes, should more appear in the future.”

There have been several reports of pirated tapes from the Kansai region in the past.

Admiral Audio Line
Continued from page 12

The Admiral Audio line is coming in wire with the right program car stereo. "We are definitely going to bring out automotive products," Bobo said. He did not say that cassette would figure in this though.

Thus, the firm's entry into one-step distribution with concatenation on its "grizzlies" line of modedly priced machines is part of a broad-based marketing plan to get Admiral products into mass merchandising outlets.

CONCORD FATE FROM PARENT

NEW YORK.—The future course of Concord Electronics, acquired recently by Instrument Systems Corp., parent company of Benjamin Electronic Sound, has been revealed.

Joe Benjamin, president of Benjamin Electronic Sound, said Concord will operate as a separate division with its own sales and marketing staffs. Decisions on marketing, promotion, merchandise, research and development and advertising will be made in New York.

Concord's consumer products will be marketed under its own name through its regular distribution channels. The company's 1972 audio line will be carried in its entirety, Benjamin said.

The Los Angeles facility will be Concord's regional sales office, service center and warehousing depot.

Both Benjamin and Concord market high-fidelity and stereo components, audio and video tape recorders, receivers and accessories.
A druggy economy, tightfisted consumers, growing imports and production over-capacity are some of the factors that have cast a shadow over the tape and record industries and led to theoluminous decline in record, television, and entertainment and leisure-time subsidiary sales.

In short, an increasing number of well-capitalized companies are realizing their confidence in the usual orderly functioning tape and record field is a thing of the past, and are turning their thinking to shield themselves from the industry’s financial and operational problems.

Some are going to unusual lengths, like:

- A tendency to liquidate, large buyer of market major enterprises acquired only a year or so ago is a seller’s market.
- Taking a wrinkle, since some divisions are so bad that you can’t get them away. Companies can be expected to take even bigger writeoffs in both late 1971 and 1972 which will affect many a company’s results.
- Selling at prices far from the giddy multiples that were common in 1967-68 and even later in 1969. Those lofty multiples were one of the attractions held for companies whose securities far away from the tube, but both stayed with low multiples and were a major factor in accelerating growth by acquisitions.
- Folding divisions because of obsolete products, disappearing markets, shrinking returns. What many diversified companies forgot was that for major companies, for instance, only a year or so ago is a seller’s market.

There were many while elephants because companies forgot to sell out subsidiaries’ financings management, but derelicts, in new capitalizations and whose stocks gained on the basis of quick participation.

For example:

Transcontinental Investing Corp. (ASE), generally considered to be a mini-conglomerate in real estate (hotels, apartments), became a strong factor in entertainment (records, tape, record jobbing, distribution), in 1967-69 when it purchased a number of companies doing more than just selling its usual ordersthroughout the fiscal year.

- What’s happening today has happened before; the tendency of corporate enterprises to grow in size and profitability through merger or acquisition.
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RCA Adding Color to Tape

RCA

Cartridge TV

Time-Life's Palms: 'Pace Setters Want CTV'

By ELIOT TIEGEL

in three major areas: sports, general culture and business-medical.

“Most people who generally buy new electronic appliances, are too         los Angeles—"Affluent acquirers," the peo-
people who generally buy new electronic appliances, are too         plets who generally buy new electronic appliances, are too         people who generally buy new electronic appliances, are too         people who generally buy new electronic appliances, are too         people who generally buy new electronic appliances, are too uninterested in trademark and brand name until the very end of the product life cycle. This is a marketing reality that must be faced, and one that slowly is beginning to be understood. The question is whether the consumer market is ready for it. There are indications that it is. The recent surge in the popularity of digital electronics, particularly in the home entertainment field, is a sign that consumers are becoming more interested in brand name and quality. The rise of consumer electronics companies like Sony and Panasonic is evidence of this. The challenge for the industry is to develop products that meet the needs of these consumers and to do so in a way that is consistent with their expectations. The companies that succeed will be the ones that are able to combine quality with value, and that are able to communicate their message clearly and effectively to the consumer. The key to success is innovation, and the companies that are able to innovate are the ones that will be able to meet the needs of the consumer and to thrive in the marketplace. The companies that are not able to innovate will be left behind, and will be forced to rely on price or promotion to sell their products. The companies that are able to innovate, on the other hand, will be able to create new markets and to capture a larger share of the consumer dollar.
Chicago Distrib Services
Midwest With 85 Labels

BY EARL PAIGE

CHICAGO — If Ray Flerlage can continue to be a financial contributor, the Midwest can continue to be serviced on 85 different labels, many of them highly specialized lines that cannot be obtained anywhere else. His new distributorship is quite an operation to pull together.

Many of the lines are well known and established because they were handled here for years by K. O. Asher, Inc. Familiar and less-familiar labels include E.C.R., Arch of Piano Music, Century as in the case of the popular,可是继续在Midwest可以继续被服务在85个不同的标签，许多是高度专业化的线路，不能在任何其他地方被获得。他的新分销商是一个相当大的运作。

由于许多的线路已经被处理了多年，有K. O. Asher, Inc.。熟悉和不太熟悉的品牌包括E.C.R., Century作为典型案例，流行。然而，Flerlage has had to warehouse product in four separate buildings scattered about the city. Even his own dwelling is now a warehouse (the landlord is wondering about this). For items being delivered.

When he has main warehouse and two more under a sort of partnership arrangement with banks expert Leon Keleti.

Warehouse Stock

The biggest proportion of warehoused stock is maintained at Arthur Gibson’s retail shop on the city’s west side (Gibson, curiously enough, is a leading retailer of country music labels). Keleti, who heads up Antares Dist., basically a blue-hound stock, houses Flerlage’s labels at the Kellet residence and at a bookstore.

Actually, once Flerlage lives on the South Side, the four stock- pile locations give very good geographic representation for deliveries all over the city. Flerlage hand sorts each order according to the tastes and preferences of the individual classical music buyers he has known all these years. Flerlage’s most tortuous task is to maintain a cash flow. To do this, he offers an immediate 10 percent discount plus another 2 percent for payment in 10 days. Most of his lines are sold at $3.59. He is also trying to be lenient on shipping charges.

I am against arbitrary shipping charges or making a profit on shipping. I rather prefer a shared shipping charge arrangement. If a shipment is for over $25, I’ll add some to the list of the unit price. I’ve very much sought times. Just received a shipment of Converse, Illinois, which were shipped by the telephone (from a Converse, Illinois, dealer, as is the usual case. The bill was $10.80. I paid it, but who’s going to return his money?

Flerlage said he just can’t get too excited. Thus, he and his wife are doing the brunt of the work. Just the bookkeeping on Rca, and the handling of the other accounts. And it’s not just deals he is getting relatively few per cent of his lines have tape re- leases these days. But, of course, the big job is keeping the cash flow going, something any distributor, large or small, understands today.

Classical Disks Repertory Change

• Continued from page 1

1970, the classic chart showed as best sellers such product as Bell’s “Norma,” Donizetti’s “Re- tentio,” Bartok’s “Concerto for Orchestra” and Berlioz’s “Fe Deus,” and others. But notwithstanding its importance, for the romantic records are better considered in heavy comparison than with those on today’s listings. For example, last week, the classical records were not even considered by RCA which contains many of the rights these collection, “Selections From 1901,” “Sousaphone Sinfonie” sinker- performer, and “Ballach Live at Fillmore East.”

Even a label exactly known for its classical productivity is benefitting from the new classical productivity. Not only his Sinfonias, an album on United Arts. Noted by Waldo De Los Rios, make the chart, but it, too, appeared on the No. 3 slot. Included in the LP were the莫式 No. 40 out and the choral work from the Beethoven 5.0, both of which were pop single hits. A L.A. magazine claimed the “Sinfonias” LP was not even greeted to the classical market. The rec- ord itself consists of works either arranged rather or “light” in themselves.

At the rate the trend is going, one can say it is now going to be difficult to tell what will make on any list for the classical listener. Perhaps, he said, merchandising will have to include both a much more concentrated way. In this regard, RCA and DG have issued singles on the “Death in Venice” main theme, and keyed them to the pop pop over as well as to the classical consumer, with mass-merchandising backing.

London Goes Pop Push On Sotli LP & Single

NEW YORK — London Records is emphasizing on a popular promotion push on a few of its Sotli album and a single. The push is in line with the sound of “Rolling Hite,” a new LP to be released on a London and its operatic and orchestral works called “London.” The Sotli album is a tribute to the music of Venice film. The cut is on the album, too, and will be highlighted on the package, with Sotli and the Chicago Sym- phony Orchestra, as well as the London Distributors will be provided with promotional copies for display, and middle-of-the-road stations will be played by the LP as well.

Sotli will soon embark on a tour of Europe with the Chicago Symphony. The trip is a debut for the orchestra in Europe. Sotli will record the Mahler 8th in Vienna and the Beethoven 5 in Sept. Internationally known soloists will accompany, along with the Chi- cago.

Sotli recently received three nominations in the Montreux/High Fidelity Awards.

Dear Mr. Distributor: Please send me one copy of Milan Davis’ “Four and More” LP. — A Rochester Retailer

Dear Mr. Distributor:

If you can’t find the album, ask about the new FIND Service International. Coming October 1.

FIND can do it.

For more information, contact:
Bill Wardlaw, President
Administrative Officer,
FIND Service International
800 South Lake Avenue
Los Angeles, Calif. 90006
(213) 279-1555

August 14, 1971, Billboard
Talent in Action

Harrison & Friends Dish Out Super Concert For Pakistan Aid

By BOB GLASSENBERG

"Now I'm asking all of you to help me save lives right here in the opening of the lines of George Harrison's new single, 'Bangla Desh.'" Harrison came out of a four-year seclusion, assembled one of the largest groups of superstars

Musical Show Backfires on Calif. Station

WASHINGTON — Promotion of a musical show during the month of October in 1970, without properly identifying the sponsor, and announcing a door prize for the show could cost KDON, Salinas, Calif., a fine of $2,000 by the FCC.

The Federal Communications Commission said that the station license, the M. C. Broadcasting Co., has acknowledged the failure to identify the sponsor in promoting the musical show, but it did log the spots as commercials.

Also, the station has not broadcast announcements of a $25 door prize for the musical show, in violation of the FCC's anti-loyalty rules, but said this was an oversight and would never happen again.

The station has 30 days to protest the proposed fine.

Jukebox Photos

100 — $11.95
200 — $15.95
500 — $35.00
Postcards
400 — $59.00
500 — $99.00
1,000 — $175.00
2,000 — $349.00
5,000 — $1,575.00
10,000 — $4,600.00
Special Color
Process

Artists

Cincinnati Jazz Festival Packs Riverfront Stadium

CINCINNATI — Some 50,000 jazz fans marched through the downtown area to attend the Mardi Gras Jazz Festival. A group of the nation's top bands and performers played at the show.

An estimated 500,000 people attended the jazz fest on the city's riverfront.

Signings

Dr. Joyce Brothers to Capitol to do an LP for the label's special markets division. It will be a companion to her TV show. She'll record thin. The Psychology of Children's Music will be sung by a rock band to a song, and her debut LP is scheduled for January. She's got a U. S. O. tour starting Sept. 2.

Sandy Landers to Acevo-Em-Ray

Manager Lee Maples will produce the singer-organist Billy Preston to a deal with the A&M label. The group, to be called the Budette label, a subsidiary of Vanguard Records, will record in Seattle, with "Modesta." You know the old-fashioned kind of a popular song with a bit of jazz, and a bit of a blues feeling. It's going to be a rather catchy record.

The Beatles Project to Capitol

Members include Danny Kahl, Roy Hamilton and others. However, the group's first Capitol LP, "Ludraz," will be issued this month.

The Who, Tabelle

Forest Hills, N.Y.

"Tommy" was confused to a couple of numbers when the Who opened the show, and the audience at the open air pavilion, made uncomfortable by the pouring rain. The MCA booking was centered with high energy displays that included fireworks, and graphs and guitars being broken and the rock star's entrance into the night a different scene. It was rock theater but with the dependence on music rather than image.

The opening number was "Love Ain't for Me." The audience was expecting an album and apart from this was the same old Who, which is to say one of the best groups working.

Tabelle opened the show with professionalism that showed they'd been working hard during the lay off. With an act that included "Wild Horses" and "Take Me to the Pilot," the Warner Bros. group has moved away from the conventional soul format, retaining though some of the rhythmic drive. They should attract a much wider audience in the future.

ELVIS PRESLEY

Sahara Tahoe, Lake Tahoe, Nev.

Listening to his new album, Incense and Peppermints, you can catch flavors of rock and roll, a lot of the blues. Soul of soul, lots of pop easy listening appeal, definitely an album for both white and black, and perhaps, his own electronics. Elvis Presley opened his Sahara Tahoe July 25, a thundering overture (the show was supposed to open July 12) for the Sahara's 52,000 seats, which was over 73,000. Elvis Presley is the highest grossing artist in history. He was first in every major city in the world.

Bridge Over Troubled Water was his best effort of the night. It was recorded by him and his family. The song is about the success of the album. And it was recorded by the other band, as well.

"Stop Loving You" and "When the Night" were some of the other tunes he performed in a night packed with great music. He went on stage at about 9:30 p.m. and stayed up until around 12:30 a.m. The audience was very much enthused emotionally, not physically.

CHAPINS

Village Gate, New York

The Chapins are a different type of family band. Neil and his wife, Nettie, spin off act or gimmick-sounding songs for them. The group is strictly music with a lot of folksy and country influence.

Playing here until Aug. 8, the Chapins feature not one but two acts. A tale of two brothers and two talents, the Chapins produce a unique and pleasing sound in both acts. The headliner is "Neil and his brothers," and the supporting act is the four-member Epic Record artist with the group. Neil and his brothers have a rock-pop sound. With such tunes as "Great Balls of Fire," "Money Honey," "Jenny," "White Water," "Blue Eyes," and "Street of Love," the Chapins display a sensibility for soft folk.

They are equally at home with hard-driving民谣 songs like "Boy." "G.O.D. (Good Old Days)" and "We Gotta Get Out of This Place." The group's first single release.

The other act on the bill is singer-photographer HARRY CHAPIN, backed by two guitarists and a cellist. With such backing, the old man, the boy and the girl can show off the family's music, conveys emotions better and form folk-rock melodies. From despair to joy with a grapple, rough-hewn honesty, he is at his best with "And the Baby Never Cries" and "It's My Day." He plays and sings assorted folk, country and originals, has a repertoire, with audience, complementing the Chapins, which is rare in the music industry.

Separately or on a double bill, the Chapins show a singular talent in their music and voices. It's a talent which can be developed in the capable hands of each individual of each group. Yet it is a talent which was developed in the Chapins family.

DARRYL LEO

HUGO MASEKALA UNION OF SOUTH AFRICA

Philharmonic Hall, New York

It's hard to describe Hugh Masekala, who has composed astonishingly beautiful songs and is a fine traditional singer. His music encompasses African rhythms and languages and has won considerable listening to New York of South Africa. It's not a large audience who wanted to identify with his music. But Masekala is magnetic. Difficult singing and chanting, the song is different, drums and a long funeral of paper music, is a bit of a trick. But the audience seemed to enjoy the strange sounds. Of special note was Jonas Gwangwa on trombone. Opened the show was the Crusaders (the jazz apparently played) performed by a "Ray of Light in the Night." These are my own observations. "Love Won't Grow Amarillo," "Tough Cookie," "Sunrise," "Rain Down," and "Vanderbilt." The Crusaders played for both the Crusaders and Union management. The Union Crusaders include Six Hoopstra on drums, Donny Fender on tenor sax, and Wayne Henderson on trombone.

CHRIS GARTEN

THORIN & CO.

"Steed & Stein, New York

Steed & Stein, New York, is a small independent, without a big name, is a cool music entertainment company. As a Nov. 1, the company opened here. The duo, composed of a robed wizard-like singer named Gandalf the Gray and his guitar apprentice, Price Leghan, worked their songs through which relate to J.R.R. Tolkien's trilogy of the rings.

Both members of Thorin & Co. are named after the great writer. However, the act has the same studio record. The act is said to be more professional. And despite some exceptions in singing and pleasing vocal arrangements, Thorin & Co.'s music lacked appeal. Songs dealing with elves, rings, and the adventures from Tolkien's adult fairy tale did not fare well.

Perhaps what Thorin & Co. needs is a better song. However, the act has too many studio arrangements to be too much of a prosessional. And despite some exceptions in singing and pleasing vocal arrangements, Thorin & Co.'s music lacked appeal. Songs dealing with elves, rings, and the adventures from Tolkien's adult fairy tale did not fare well.

BILL WITHERS

Bitter End, New York

Sussex record artist Bill Withers displays all the independent singer- songwriter to become a major star and

(Continued on page 19)

AUGUST 17, 1971, BILLBOARD

www.americanradiohistory.com
NEW YORK
Blues singer Jimmy Witherspoon and Etta James will release a new LP recorded live at San Quentin. A single, "Sabauda," and the album will be released on MGM. Jerry Goldstein produced the Ace Out Productions. Steppenwolf's new LP, "For Ladies Only," is set for release October 29. Convinced that rock and roll groups are the future of music, Goldstein plays Woodstock Gardens. He will also play at Cleveland Auditorium, Saturday, September 11, and at the New York Palace, Sunday, September 26.

Chicago's Wolf Brothers, who had a hit with "Open Up Your Mind," at the Auditorium Theatre, Indianapolis, will take their show on the road in November. They will appear at the Newport Music Festival in Newport, Kentucky, August 14-16.

September 29-30, singer-songwriter Leo Fender will appear at Chicago's Aragon Ballroom. He is currently working on a new album for Reprise Records.

AUGUST 14, 1971, BILLBOARD

Talent

From The Music Capitals of the World

DOMESTIC

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Talent In Action

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Talent News

By BOB GLASSENDEN

I received a letter this week from Mike Anzek, program director at WKVL, Vanderbilt University, Nashville. He tells me that he will be at the Radio Program Forum, and he's sharpening up his claws and polishing up his speaking manner to go at it. He recently had a couple of good things to say about the role of campus radio and especially to educators about music and programming methods. Incidentally, he is serving as summer swing man at WJAY, Huntsville, for the third summer in a row. Now here's a guy who's a positive thinker. This is the type of person for whom the Forum is conceived. I am sure he will have some suggestions for us.

Angie Blume and Stan Mordente have just made the coup of the season by publishing and distributing for free a list of progressive radio stations across the country to everyone on their newsletter mailing list. Cally Blume has been providing under-ground station throughout the country. It will probably prove to be most valuable to the campus programmer who is looking for new and varied folk material or of a variety of folk material. A note attached reads: "We are very interested in all types of radio and will welcome any and all information on those stations and individuals who are trying to program Life Spectrum Music of all kinds, progressive, jazz, blues, folk, classical, electronic, soul, country, cosmic music, music that is for the people, that helps to increase our levels of awareness. Stations whose programming can be described as progressive, alternative, free form, truth oriented radio that attempts to enlighten as well as entertain, should contact us with as much specific information as possible." If you have any ideas or suggestions, or questions or whatever, I am sure Angie would like to hear from you. Write to Angie Blume, P.O. Box 31168, San Francisco, Calif. 94131. Call (415) 221-7410.

I am beginning to yearly search for campus news reporters early this year. If you feel that you can contribute regularly anything to the way of what's happening or suggestions there is a campus, drop me a line early and I will try to answer you early. This covers everything in music from campus radio to campus concerts. No reviews by me of concert or folk material from either side, the campus as a trend-setter and life source of music. That is why camp, folk and progressive radio is the direction I am going in writing from all who read this section is so important. The more meaningful dialog we have, the more growth and understanding of the campus radio in the music business itself. We can expect immediately in the section this fall is a piece on how to fully utilize this magazine, widening forms of communication techniques, and art forms that we can use and what concerns the campus. The views and opinions of the people on campus are most important. Don't worry about being out there. Just remember what the Campus News section is doing in this regard and try to help by communicating. Write to me at 165 West 46th St., New York, N.Y., 10036. I will be here.


KRWG, KRWG-FM, New Mexico State University, Las Cruces. Gary Pratt reporting: "Let Tomorrow Be a Different Day," Maiier McKenzie Band, Ambert... KLCC-FM, Lane Community College, Eugene, Ore., David Chance reporting: "Silver Tongued Devil and 111," (LP), Kris Kristofferson, Monument. KGZ, Gonzaga University, Spokane, Wash., Larry Duff reporting: "It's About Time," the Dillards...


3 Dog Night In Hot Pace

NEW YORK — Three Dog Night continues its high-riding tour through August with dates at the Curran-Hissen Hall, Tampa, Fla. on Friday (13); Pirate's World, Miami, Saturday (14); Coliseum, Phoenix, Friday (14); Coliseum, Seattle, Saturday (15); Memorial Coliseum, Portland, Ore., Aug. 22; T.G.E., Inglewood, Calif., Aug. 29; Salt Lake City, Aug. 28; Sports Arena, San Diego, Calif., Aug. 27; Santa Monica, Calif., Aug. 31. The group continues to ride their best seller charts with their new single "Liar" and their "Golden Biscuits" album.

AUGUST 14, 1971, BILLBOARD
Record Promo & Radio Music Men Mesh Gears at 1st ABC 'Summit'

by JOHN SIPEL

LOS ANGELES — Record promotion men and program/music directors have flocked to the present vicious circle where radio stations will not chart a record unless it is tucked in local stores and rockjockers will not rock the record unless it is on the station's play lists. As a result, the meeting was held in this type of problem by inviting to Seattle to discuss the untenable situation. 

Steve West, KJRB, Spokane, Wash., explained that he met this problem by letting KJRB-FM in. As a result, the station's play list was expanded. 

A number of speakers emphasized the need for honesty both on the part of the radio and record promotion men. The greatest fault of the short-sighted manufacturers often blasted his Seattle operation for profit-mindedness, saying they were not making it, noting that his music was not on the air.

When they return failures, as well as successes, it increases their credibility at the stations. All said that they were to such stations and didn't want to give up the use of freebies to stimulate radio charting.

Bob Piva, WQOP, Hartford, suggested that promo men be unlisted in the beginning and, if the sales and marketing departments pointed out that local promo men don't know the label, adding a number of radio men ripped the freebies given to stores for reporting records to stations. All said that they were to such stations and disapproved of the use of freebies to stimulate radio charting.

KFMG-FM Fiat Faulted; Free Form Fans Filing

by MILDRED HALL

WASHINGTON—A petition to restore free-form progressive rock programming to KFMG-FM, and save it's specializations of records and image from dismantling by a new x-signer, was presented to the Federal Communications Commission.

Attorney Tracy A. Weston, a familiar figure in music-programming challenges to the FCC, has asked the FCC to renew the license of the CBS-owned FM station for a second term. 

In a formal letter to the FCC, Weston explained that KFMG has an impeccable history of providing a variety of music, including political, religious, and other content.

Petitioners cite the station's commitment to local programming and its unique format, which has been praised by listeners and industry experts alike.

The petition calls for the FCC to act promptly on this matter, as the station's future is uncertain without its renewal.

Church Up Youth Radio Push

ATLANTA—An aggressive nationwide campaign is being undertaken by TRAC (the Television, Radio, and Audio Campaign) of the Presbyterian Church, U.S.A. to add to the list of stations already promoting a "What's It All About," the three-hour program aimed at today's young, according to the chairman of the task force.

Approximately 1,000 audition disks and explanatory brochures are being sent to stations, solicitating placement.

Combining music with message, "What's It All About" was developed to meet the need of religious programming on the rapid-paced format or Top 40 radio, said Hui.

A Presbyterian minister, Hui draws on his eight years of experience as an All-Star Disc Jockey, coupled with his theological training, to produce the weekly program. He will be available to air on radio stations.

A record is picked from the top-selling record charts each week and a vignette is given on the show, and/or utilizing the time that the record is played, and the dialogue with the audience.

The length of the program is usually the length of the record treated. A short introduction or hook is given as a talk-over during the instrumental record introduction, a minute of the record is played, and then the message, interview, or record is in the background.

"Unless required by the station, no identification is made of the program regarding producer. The only identification on most stations is the title, 'What Is It All About' and my name, utilizing the entire identification that is plugged to the youth rather than the institutional church speaking to youth. Of course, identification is made where required," said Hui.

"This program uses the templates not only of the background of a station and the production of a station, but is also changing the production of a station and the production of the show itself. The show is then converted to a promotion tool for the station."

"What's It All About" is included on WKKE, WMUL, WXIX, WMF, and WEMF.
If you’re a deep sea searching for a radio station—or a radio station searching for a deep-sea—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. Almost all of 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. The cost is $85—in advance—for two times. I’ll be happy to send you money and advertising copy.
McIntyre Steers WCAR to Top 40

Partridge Family on the air Sat.

Continued from page 21

Deferred Pitches Miami Latin Youth

入侵 from page 21
Music City Stars & Brass Polish Diamond (In the Rough) Talents

NASHVILLE—A baseball team consisting of people in the music industry here with professional baseball backgrounds is in the process of being formed, with ambitious undertakings scheduled.

Among other things, the team plans to take on the Atlanta Braves next summer, and work closely with Vanderbilt University here. Spearheaded by Gene Ferguson, one-time professional player and now country promotion director, Columbia, the team will be sponsored during its first year by ASCAP.

"The idea is quite complex," Ferguson said. "We plan to work closely with the community, to bring them closer to us. We plan to have a cooperative program with Vanderbilt, particularly in regard to charity work. And we plan to play regular games with various prisons, giving the inmates an opportunity to match abilities with the music talent."

Among those who already have agreed to take part are Bob Luman, songwriter-publisher Jerry Crutchfield, Roy Drusky, Jerry Foster, Russ Wingo, Jim Thigpen, Ferguson, Jack Brittfield, and Jim Owens. Those who are working on their schedules to join the team later include Tommy Cash, Jim Ed Brown, Charley Pride, Warnie Mack, Bobby Wright, Bobby Goldsboro, and others in all facets of the industry.

The team, already practicing, has complete use of the Vanderbilt University facilities.

Current plans are underway to work out an exhibition game this October during the "Grand Ole Opry" Birthday Celebration and Country Music Association convention. It would be open to all at the convention, with proceeds going to Vanderbilt for a scholarship program.

"We feel the best place to start a community relations program is with the academic people," Ferguson said. "Later we hope to broaden our potential, giving the university much of the area as possible."

This is part of a continuing program to solidify the community and the music industry. Two weeks ago, a NARAS-sponsored car, (Continued on page 25)

Screen Gems' First Country Music Folio

MIAMI — Screen Gems-Columbia Publications has moved strongly into the country field for the first time, with the printing of a first book featuring 18 leading songs. Frank J. Hackinson, vice president of the firm, signed contracts with artists, writers, and publishers during a visit to Nashville, and plans to publish the initial book within a few weeks. Hackinson, formerly with Hansen Publications, had planned the country move for that firm. The first publication will include songs by Tommy Cash, Bill Anderson, Roy Drusky, Slim Whitman, Bobby Lord, Bobby Wright, Dickey Lee, Charley Pride, Tammy Wynette, Jim Ed Brown, Claude King, Patie Page, Ray Price, Joe Stampley, John Denver, Bobby Russell and Roy Clark.

In addition to the music sheets, the focus will contain pictures of the artists, and background information on the writer, producer, and the session itself. Hackinson said that sales of music publications in the country field has been on the sharp increase, and that such books would be released on a regular basis in the future.

Country Fan Clubs to Display at '72 Fair

NASHVILLE — Fan club organizations will have their own space for display items, and will take part in special business sessions at the First International Fan Fair here April 12-13-14.

A special Fan Fair committee of the Country Music Association said there would be no rental charge to the groups participating, and said the business meetings would involve top calibre people.

The CMA/WSM-sponsored event will be held at the Nashville Municipal auditorium. It is geared to give specific attention to the country music fan, who is excluded from the business-industry "Grand Ole Opry" Birthday Celebration and CMA convention in the fall.

Officials have been devising ideas to encourage the fan club groups to participate in the spring event. The display areas can be used to promote specific artists in whom the clubs have a special interest. The committee, during the gathering has been set aside from the whirl of entertainment for the business meetings. Space will be provided for this, also free of charge.

Inquiries regarding display space should be directed to Fan Fair, attention Bud Wendell, P.O. Box 100, Nashville, Tenn. 37202.

Nashville Scene

Chuck Eastman, long-time booker and manager of Dave Dudley, has become a grandfather. The father of little Amy Jo is Sergeant Larry Eastman, U.S. Air Force.

Mari Haggard has been tapeing two television shows in Toronto, one of them a 5th Dimension special. Lee Trevino, the hot golfer, is slated to appear in the Music City Pro-Am tournament this fall. It's a return favor to Bobby Goldsboro, who appeared at Lee Trevino Day in El Paso.

Joyce Jackson, former secretary to the late Jim Reeves and associated with his firm since his death, is taking a business trip west and will visit the Reeves Memorial site near Carthage, Texas, for the first time. It's been seven years since his death. . . . Bill Anderson has donated the first phonograph he owned to the Country Music Hall of Fame and Museum. The wind-up Edison was handed down from Bill's grandfather, and it was given in his name. Ander Bros Productions, co-owned by Pete Launbach and Marve Hourder, are doing three tuned radio shows for syndication. The first efforts will be "The Cherokee Wunderer-Pete Launbach," "The Mariettes," and "The Possumtrotters. " Tiny Gardner, the 321 pound entertainer from Davenport, Iowa, a returning to entertaining after a seven year layoff. . . . Jim Richardson recently reported that he already has distributed 15,000 of his records, the title song of which is "Just Because I'm Not" (Continued on page 25)
Nashville Scene

* Continued from page 24

...the Man I Used to Be," and is a part of a new, 15,000 album, which has just been released. Mike Eaton, brother of Chari's Connie Eaton, has signed a contract with the same company. The 18-year-old thus gets his brother's role as his producer. Cliff Williamson is married to Connie. Lee Trimble, a 16-year veteran of all phases of the recording industry, has joined the H.W. Daily Company of Houston as general sales manager for the South Texas Record and Tape Distribution combine. He most recently had been associated with Starday-King. Songwriter-performer Tom T. Hall has named his brother, Hillman Hall, his personal manager. Nat Strockley has joined the Halvert Long talent agency for exclusive booking. Mego's Brad McGee and Bruce Davidson are back from Philadelphia, Miss., where they attended "Nashville Night" at the Checotah Indian Fair on the reservation there. The fair featured Connie Smith and Kenny Price as headliners. Glen Sherly has purchased a new road show being booked by the Joe Taylor agency. He formed and rehearsed his new group in Oklahoma City. Sherly will continue as a regular on the Johnny Cash show, but will strike out on his own as well. David Rogers returned to the Egyptian Ballroom last week for a homecoming. He spent a number of years there while waiting to get going and in the record business, and now that he has clicked he hasn't forgotten the old stand. The new address of KLUR Broadcasting in Wichita Falls, Texas, is the Fre Mair Valley on the Seagrom Highway. Artists are requested to drop in. Jimmy Wheeler, who lives on the banks of the Delaware River, had a brake failure while approaching his home. He stopped the car just short of the water by knocking down a long stretch of fence. The box of Don Chapel was burned completely on the inside, with everything lost. All of the property of Patty Gallagher, Denver personality, was lost in Nashville. Bobby Parrish, who now makes his home in Knoxville, will tape his "Starline" TV show beginning Sept. 1. The show features Kathy Hill and her trio Roy Clark's 8th Dot album has been released. The producer is Joe Allison. The Stoneman's recent sell-out appearance in New Oxford, Pa., ran into more problems. Midway in the family unit's second night show, the power unit blew out leaving the place in near total darkness. Auxiliary units were brought in and the show went on. Tommy Overstreet is set to play back-to-back dates for establishments owned by former pro-foot- ball player Alex Hawkins and business tycoon Glen Turner. Parama Dog Foods has picked Stan Hitchcock to do a new series of dog food commercials, set by Top Billing. Jimmy C. Dusty is getting his strongest air play ever with "Hold To My Unchanging Love." The new single by the Four Guys, on the NBC label, is on its way to the disk jockeys. The pick side is "Let the Sun Keep Shining." Roy Drusky has finished four days in Illinois, and now returns to the 11th Frame Club in Sylacauga, Ala., by request. The club is owned by Ted Tye. Johnny Carver, with his first release out on Epic, has just concluded at the Imperial Ball- room in Tampa. Crash Crad- dock, on Carthistle, has dates on 13 of the upcoming 15 days, going all across the country and up to Anchorage, Alaska, where he'll join forces with Charlie Walker. Hank Thompson will headline the Junction City Fair in Junction, Texas, in August. The Johnny Cash show picks up mo- menum in August, playing big dates in Virginia, Pennsylvania and Ontario, Canada. Most of these are multiple dates. The Aug. 7th appearance at Gates, Va., is an engagement honoring the Carter Family. Richie Johnson has taken over national promotion for American Heritage Music Corpora- tion. KBBQ Radio, Burbank.

Handmade Music & Lytle Prod
Unite; Eye Big Artist Lineup

HOPKINSVILLE, Ky. — Hand- made Music and Gerry Lytle Pro- ductions, both independent labels have merged. The firms will write, produce and release several new masters for Ken Nash Productions. Ken Nash, president of Hand- made, said the recently completed masters will feature six new artists who have been signed for singles. Nash also said two albums by lo- cal gospel groups are being cut. Writers now are being sought to produce two more albums in the gospel field by the end of this year. "We would prefer to buy or lease masters as this would increase our artist staff," Nash said.

He said material sent for review, if not selected, would be returned promptly. Split publishing is wel- comed. The company also will handle bookings on request.

ASCAP Slates 1st Award Fest

NASHVILLE—ASCAP's country music awards, slated for next Oct. 13 at the beginning of the "Grand Ole Opry" Birthday Celebration, is being upgraded from a luncheon to dinner status. Ed Shu, ASCAP's Southern region executive director, said the event would be held at the Hill- wood Country Club. Though there is a change, with one other scheduled event, it is expected to have no effect on attendance. Shu said the reason for the upgrading is the increase in ASCAP chart songs, top 10 songs, and award songs than in any previous year in the organization's Southern region history. The ASCAP awards are given to the writers, publishers, producers and artists of the winning songs of the past year.

Tri-City Town to Dedicate Monument to 1st Recordings

BRISTOL, Tenn.—A special un- veiling and dedication of a monu- ment at the site of the first re- cording of country music made for national distribution will be held here next Monday (16). Special honors will be given to the Carter Family and the late Jimmie Rodgers, who did their recordings at Victor Talking Machine Company here. Aug. 2, 1927. Guests for the festivities will include the two surviving members of the Original Carter Family, Maybelle Carter and Sara Carter, the Carter sisters, Johnny Cash, the Tennessee Three, the Statler Brothers, Ralph Young, the manager of Rodgers, and the spon- sor-in-law of the "Singing Brake- man." Guests also are expected from RCA and from Peer International. Ralph Peer supervised the early recordings.

Music City Stars

* Continued from page 24

val brought in some 4,000 "out- siders" to the Music Row area. This was followed a week later by an announcement that the Mid- dle Tennessee Radio-Television council hopes to expand to include the music industry, in hopes of working together on mutual prob- lems. This has met with a favorable response.

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AUGUST 14, 1971, BILLBOARD

25
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Country Music

CMA Campaign
To Halt 'Piracy'

NASHVILLE — The Country Music Association will solicit the aid of booking agents, promoters, auditorium managers and members to help put a stop to illicit tape recordings of live shows by radio stations and fans.

The growing practice of performance piracy was brought to the attention of the CMA board of directors and officers at its last quarterly meeting.

Numerous radio stations and/or fans have brought tape recordings to live shows and recorded all or part of the performances. It has been a source of embarrassment to the artists, who are reluctant to "get tough" with the paying consumer. However, due to contractual agreements, such taping is clearly banned without prior written consent. This permission must come from the firms involved and the artists, as well as the American Federation of Musicians or other unions having jurisdiction in a given area.

The CMA has called on those involved to enforce the rules of the contracts, and has asked its membership to cooperate in this regard whether or not the tape is planned for commercial use. Anyone making a tape is requested to furnish written permission to do so.

Nashville Scene

* Continued from page 25

celebrated its fourth birthday with a big show over the 4th of July. The country music show featured Jerry Wallace, the Norm Forrest Band, Freddy Hart, Doug Wilson, Jay Judy Kay, and the Country Road. The event was held on Monday, the 5th. Major country stations have been reserved on Bobby G. Rice's "Mountain of Love" and Bobby Penn's "You Were On My Mind." Royal American has both records. Country Music is stronger than ever in Sweden, according to Otto Waldoff, who edits a Swedish music news letter promoting it. George Cooper III, who edits the information Country Collage (and promotes good records), reports that Romeo Sullivan of WBRL, Hatfield, Miss., has opened the only full time country music club in Mississippi. And Jack Chapman of KDOL, Livermore, Calif., is contemplating the same action. Raven Records of Sacramento, Calif., report those new records. The Perry Sisters have a new release (Continued on page 29)

Kitty Wells

The Queen of Country Music returns to the charts!

everybody who buys records is buying "Pledging My Love"

LARRY RODGERS, A&R co-ordinator for Mega Records, Mega president Brad McCuen, and Linda Gayle go over a recording contract which she has signed with the Nashville-based label.
Nashville Scene

Continued from page 28
of “Crazy World,” Pat Weinman and Art Jones also have records which are available by writing to Raven, 1240 Wisconsin Ave., N.W., Washington, D.C. 20007.

Continued from page 23
the radio marriage, not a radio station. But radio is a form of communication, and I can prove the industry if there's any way I can. I'm now working with some great people at WBT and learning. Eddie McIntyre is the new station manager, and I'm learning from them.

Gary Mack became program director of WBNW, New York (and it's about time), replacing Dave Felker. The WBNW-T alms Tyler steps up as program director of WIP, Philadelphia, in the 104-wk. renovation. This is one of the best moves that Metromedia could have made. WBNW is a big part of Cleveland. (dear near) held to go country music, we're going strong.

K.J. Y. radio men feel the chain should have tried country music in Cleveland before going country with KLC. WBNW-FM, New York (a recent case of internal friction).

WBNW-FM Atlanta is now the Electro-Voice quadraphonic system for broadcasting, converting and integrating quadraphonic into its regular programming after having programmed a week of series of “Quadraphonic Festivals.”

On 9th Street is Blackie, WIDG, St. Ignace, Mich., with a 500-watt, 250 country albums that he'd like to trade for more records. He needs more MCR record service. Line up at the station with Kim Kramer, their air personality, and Gary Hoffer and Rex Martin helping out on weekends and at other times during the week.

A note from Don Whittington, KGLI, San Fernando Valley, Calif., is being read your column. We've had dozens of comments on the item (and not just the Dick Whittington's Whittington, of course, you were made the director to all his friends and several enemies. Also what was the release on the new addition to KGLI—Johnny Darin. Thanks again, but please don't write another piece of Whittington. I doubt if his ego can stand it. And here's an enquirer or whatever on the Whittington nonsense. Don Imus, sort of a Whittington grandchild, after reading the Vox Jox item, called to put him on the air over WGAR, Cleveland. He couldn't read the script, but he was ahead and interviewed over the air the Whittington's producer, a "very funny guy with a funny name." I'm sure. Note to Imus: I don't think Whittington has a producer.

BF Communications, New York, has just released a report and chart: Top 25 Billboard charts are the most used in radio. Eighty-one percent of all AM stations were mentioned by only 27 percent of the respondents. When Billboard mentioned every reader told Billboard first, followed by 25 percent. Record World with 18 percent, and Hamilton with 15 percent. Hamilton seems to be growing. He received more mentions than Don Edwards. But he didn't report on contemporary AM stations.

(Continued on page 38)

Dear Mr. Dealer: I'd like to buy E. Power Biggs' LP, "Holiday for Harpsichord." Can you help me?

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NATRA Sees Brighter Future; Hopes to Have Itself Together

By Earl Paige

Soul 1971: Alice Brown

Donny Hathaway

Freda Payne

Ike & Tina

The Four Tops

Cannonball Adderley

The Temptations

The Supremes

Ralph Flack

Wilson Pickett

The Jackson Five

Spaghetti on Soul Sounds

NATRA News has also hinted at progress. Hopes are that this can be a money raising activity. The entire publication and NATRA's convention programs are handled by Cordell, Cory Wade, Brandon Wade, Delta Ashby and Rixson Clark—the basic staff. They report to NATRA president Alvin Dixon and the board.

In fact, another NATRA program becameoperative. Funded by Motown Records, the program for emergency funds to disk jockeys provides money to personalities out of work through no fault of their own. It covers four weeks and is an interest free loan that must be repaid.

Membership is still, around, 500. However, 1,000 or more delegates are expected to attend the convention.

Efforts to raise dues have been rejected. The other hope, rather faint, is to reduce the number of board members. Of late, NATRA has been conducting board meetings more and more via conference calls. Such calls ideally work for 14 people on the board. Simpler, it is hoped six or eight conference calls a year could reduce the expenses traditionally incurred through the massive meetings that required board members to attend.

There are many long range goals. But this writer feels the real treat is elect officers and be very basic in its approaches.

NATRA ideally wants to embrace Latin air personalities, wants to involve non-air personalities, and wants to beef up youth programs.

It is even possible that liaison with other organizations such as the National Assn. of Broadcasters can be developed. Definitely needed is a way to draw on the creative minds of record executives who help designsuper fund raising programs for NATRA.

Other goals include making regional chapters more viable. But such activity on the local level renders a basic problem of the organization—its members are all too often poorly paid and struggling with too little time to devote to NATRA.

A fever pitch develops at convention time but afterward the daily problem of getting on with the struggle each individual member faces puts the workload back on the few who must continue to build NATRA.

With blues and jazz music continuing to grow in importance and stature among young listeners all over the world, there are some music industry observers who feel NATRA can become a more powerful spokesman for these forms of expression. If, and that is a big if, the organization is able to become a truly powerful spokesman for black music and the black community, it will help create the music and who help present it to the public.

NATRA's struggle is for its image to emerge as a meaningful trade organization with the ability to work within the other music record-broadcasting organizations.

As one NATRA newsletter writer comments, "It's good to give you an answer, but it won't give you a solution," the arranger-composer, head of Barnum Entertainment Enterprises, says. "Barnum, one of Los Angeles' most in-demand arrangers, is building a 24-track recording studio on 'the ghetto,'" he says proudly. "It will be ready in four months and be located at 2842 N. Western Ave.

Barnum will use it on projects he can come to or for acts he discovers. The market today has more need for young black artists and arrangers, Barnum feels. "Motown has so many acts that there's got to be somebody who can work with... It's also so easy to find a kid with a guitar and make him record music, which helps get your foot in the door of a record company."

"The depression makes it hard for everybody," Axelrod says, "but the market's bigger, so there are more demands for people.

There is also a lot more freedom and room to work within soul music. It's a much better deal for the artist because the more flavor and tricks you give them, the better off they are," H.B. continues. "H.B. can make blues records, or r&b records, or country records, and it means doing something electronically or lyrically."

Still, the question is one of musical racialism. "The racial overtones dictate the form of the music," H.B. observes. "Black music is not being watered down, these two ferry, devoted men agree. But then, too, it isn't like a wide spectrum radio acceptance that many people in the music business believe it should have."

The biting, gutsy flavor of rural blues, with its unemotional echo of harmonica, times, may be an over-taxing reminder that America's history is soaked with the blood of black slavery. The more polished soul production too often cannot rid itself of this ancient vestige and is therefore kept in a segregated world of minority status.

Black music reflects turmoil," H.B. says.
Labels See Jazz Having Youth Appeal
By Nat Freedland

 RECORD companies will be laying out an unprecedented amount of rock/ soul money before the end of the year to back up their belief that jazz comeback time is finally here! The idea is to package and promote jazz artists and new jazz-oriented musical guests formerly reserved only for main- stream pop stars.

Fantasy, the active services director, Ralph J. Gleason, says, “It’s demonstrably true that within the pure long-haired rock audience there are certain kinds of jazz presented properly. You can see this at any Miles Davis concert—the audience at a rock concert, but at a hall or in a Fillmore ballroom, you’ll see a lot of older hipsters and young hippies. Anyone who would love to have 20 rock groups who could do jazz tours, every time he goes out, like Miles does.”

Fantasy is putting some Creedence Clearwater receipts where its mouth is, having purchased six never-released Duke Ellington tapes, the two-year-old film discs Charlie Mingus mail-ordered inde- pendently, North American rights to the highly respected Prestige catalog and re- signed vibist Cal Tjader who cut some 20 top-selling Afro-Cuban albums for Fantasy during the 1960s. During his first 20 months as NATRA’s top paid executive, the up-from-the-ranks general manager of all WNPR, Cordell has slashed away at what he calls the overly high operating expenses of NATRA.

Still, many of the goals Cordell has been set as en- visions are contingent upon NATRA’s solvency. He would like to see NATRA draw on the top brains of the recording industry “and not just take the companies money.” He is confident that Ameri- can personalities in NATRA, bring more non-air personalities such as newsmen in- to NATRA and possibly even and association of NATRA and the National Association of Broadcasters (NAB).

At 42, Cordell’s own struggle in radio probably inspired the challenge of turning around NATRA. Modesty compels him to tick off his background third person from a previously published report. In brief, he started in 1950 with the New York AM/WGN at WGES in Chicago. In other words, he sold in time to order of the second. WGES was owned by Grenada. Thus, when Cordell, born in Grenada, Miss., and the father of two teenage daughters, decided to make his move, he met and talked with many of the NATRA members and the inability of ras-

Lucky Order: Slas Away at High Costs

24-hour telephone answering service. Why? If someone needs to contact us after our 9 a.m.-9 p.m. busy time in the ‘60s. The one-time aspirant to a singing ca- reer wanted to end NATRA’s near total dependence on the go-go gift. But he does not even remotely consider the gift of his record-keeping.

The industry realizes the need for NATRA and that this is an opportunity for a long-time underpaid contributor. We will see all benefit of the all industry. The record industry is called on for donations far more money than it has ever seen. But without the support of the record companies, NATRA could not have sur-

Still, I would like to see a different kind of market. What do we do to make the companies money. We need it, don’t get me wrong. But we need ways to involve the top minds of record companies. They stifle. They could help us set up some gigantic fund raising programs. We need more than just seminars at our conventions."

Cordell gives much credit to his staff of four (cut from six in New York). Further economizing, he feels, can get NATRA music to its possible long-range goals. “After our 1972 convention I think we’ll have enough money to run a full year.” The 1971 gathering will not, how- ever, put NATRA’s bottom line in shape. But at least CSM hopes to get his own money back. “Just think how far ahead we would be if I hadn’t had to bail us out and these loans didn’t have to be repaid.”

Soul 71: Cauldron of Creative Sounds
By Ed Ochs

Soul music is no longer the kinky, muscular release of rhythm and blues, the more vibrant, shimmering brain storm of new sounds reaching new audi- ences with equal success. The rock and roll. James Brown and Aretha Freston and rock. The Defonics, Roberta Flack and Melvin Van Peebles, all sound and look different and walking is the theme and excitement in top music.

Though the Motown sound formula is not as secret as it used to be (especially at Invictus and Hot Wax where Motown afloat, though no longer alone in the sound sweepstakes.

Songwriters, producers, skill and energy have earned him the first name in soul production. He blends the influences of the traditional jazz and ragtime musical ideas that often reduce performer, song and lyrics to minor musical elements in his busy, balanced style. Straight and old—Sty- lone Steelhead, rhythm and the Temptations and Gladys

Knight, have all made excitingly success- ful transitions to the full sound 70’s, while the starting arrivals of the Jackson Five and the Isley Brothers have not turned Motown alight, though no longer alone in the sound sweepstakes.

Why? The skill and energy of producer, song and lyrics to minor musical elements in his busy, balanced style. Straight and old—Sty- lone Steelhead, rhythm and the Temptations and Gladys

Manchester, which with each passing day looks and acts like an R&B album. Curtis Mayfield is a major attraction. Sussex’s Bill Withers, then, is just another attempt at painting a picture of the company in a serene and soulful way, showing not only the growth of soul infused with rock, but that soul’s potential usage of energies is more dynamic than rock.

Tapping the vital distribution channels of Buddha, Atlantic and Capitol, soul has acquired access to the mainstream, previously the exclusively domain of pop and rock.

Atlantic’s well rounded coverage of soul, blues and jazz stands in praise of the label’s total commitment to the music. The Atlantic releases, albums that sometimes sell well without supporting singles, albums that sometimes sell well without supporting singles, have proved for Stax that success stimulates quanti- tatively.

Soul music has survived nicely in the streets and swamps of the music business where it is the vibration of survival and a way of life.
Patti Austin, The Chambers Brothers, Miles Davis, Ronnie Dyson, Sugarcane Harris, Mahalia Jackson, Taj Mahal, Johnny Mathis, Thelonious Monk, Johnny Otis, Shuggie Otis, Peaches & Herb, Vivian Reed, Rena Scott, Sly & The Family Stone, O.C. Smith... is beautiful. From the earliest blues and gospel to the best of jazz to the most contemporary rhythm & blues and rock, the many and varied voices of our talented black artists are heard all over the world. On Columbia & Epic Records
Jazz May Be Gaining In Popularity, But Not As The Top Pop Sound

By Claude Hall

Jazz, a major contribution of black people, may never make a comeback "not in terms of becoming a part of the pop music market... not in terms of being the jazz pop market sound," says Bill McCoy, who for years has carried the reputation of being the jazz pop market sound on his shoulder.

McCoy has long haunted the west hotel scene in Los Angeles, Chicago on WCFL and for years provided jazz to thousands of fans throughout the Midwest and Canada via the station's 50,000-watt signal. Today, McCoy is highly involved in Aladdin and movies; he has appeared in around a dozen TV shows, five features, and directed four situation comedies including "Eddie's Father."

"What happened to jazz is the same that happened to all music—a melding together. Blood, Sweat & Tears music speaks of that very strong jazz influence as does Santana and Chicago is in his show," he says. "The history of the line has existed in music."

He points to the influences of blues in country music. "But people are too categorized to understand things. However, good music crosses over, and people have tried to remain sensitive to all kinds of good music."

As far as he is concerned, the next big thing is jazz. "And it has been around for a long time. But, in order to exist in pure form, jazz would have to be commercialized on the order of classical music."

As an illustration of the widespread sweeping effect of jazz on today's culture—the total integration aspects of the music—McCoy notes that he has cut a jazz group the other night and only one of the members was black, and that jazz has always been integrated. And McCoy's music even has a blues influence, he says, that same style of music—a jazz group that exists in his Chicago days and today on WGN.

McCoy got his start in radio 15 years ago on WENN, Chicago, while also attending college where he majored in speech and drama. He later worked at WQIU, Chicago, station, before going to WCFL.

He confesses to being a deejay jazz fan and loves the music and the characters that produce it. They've enriched our culture and look at the language which has been new. Many of jazz's songs are still used today, though they have been used in slightly different contexts.

"But, in reality, my radio work goes on much like anything else. There's more to it. I'm prone to play on the air. And I've always kind of thought of myself at home in the jazz jock. Basically, I program my show according to feel. I'll take a stack of records into the studio with me and allow my feel for the records play. So, it's amazing that I've always been so heavily identified with the blues... when I open my show with Frank Sinatra's "Long Lost Love" and will even get involved with playing that in the studio. The reason is that I adhere to the philosophy that women are not as strong when they're singing as men."

So, I've always kept the music blend so women would also like the show.

"In Los Angeles, I've gotten into the habit of triologies—trying to run three different types of music. These triologies run the gamut from hinging on a name to something of social significance. For instance, I might follow one down with Dow Penton's "Mary C. Brown and the Hollywood Sign.""

McCoy operates on the theory that "You cannot take the en-" rants exposure, an air personality can find a way to play it "if your conviction about the record is strong enough." It comes to a man of blending the music, effectively so that the product will fit.

"When I go into the studio to do a show, I may have only three songs."

RCA Hears the Beat for R&B and Likes the Sound

A recent report of a growth pattern and widespread interest in rhythm and blues records was a most timely development to the fore, causing quite a stir of interest within the industry. Judging by the comments that came from both RCA's director, rhythm and blues music, and RCA's director of marketing for soul music, one would say that the trend is a popular one that may be growing in sparrow a lot longer than most.

Within the last six years RCA and the other major record companies have found that they have got to promote rhythm and blues records to the same extent as they promote the same reaction-getting advertising blurs, and the picture that is used with contemporary and fans and radio acts, says Williams.

"Of course, there still has to be a leaning toward the black media, but the same vehicle the rock and roll acts ride has to be driven just as hard and just as fast as the acts who do."

Williams, who was promoted within the last month to the executive director post, had for the past two and a half years held the position of manager, new product development, for RCA Records. And while in that position he was responsible for bringing in new all music that are present at a time, but has total responsibility for another area that is the one that is responsible for bringing about, is RCA's plans of intensification of its soul product.

"I also have the bodies, a national, a regional man throughout the South, and a regional manager for r&b. All of which Williams says is necessary tools to give his department the necessary tools and chance to compete well and become a prominent part of the reported growth pattern of soul music. There is, however, still much that has to be over, Williams acknowledges. For instance, the expense of promoting a soul act is increasing just like pop acts, although, in some instances, might not be as high. For one thing, there is an advertising dollar difference between a white radio station and a black radio station, Williams says.

But Williams has found that dealing with any rhythm and blues artist attempting to promote soul acts is not as simple as black and white. "The major market stations are not that easy," says he, "and those stations that are remotely interested, and will give you the benefit of the doubt. They have a lot of exposure of that particular area; like an Atlanta, GA, where there is a profile that reflects not only an inner city but an urban audience response as well. So, with a number of the artists, like Wilson Pickett, or a Temptations, they've got to program them. But they've got to take a chance on them."

"As far as RCA is concerned, we have acts in the Eyes of the Fraternity Of The Main Ingredient that are building to a point where they are also being programmed by the major stations."

Jazz may be gaining in popularity, but not as the top pop sound. Selections are made by check soul stations in Los Angeles, checking into what local record shops are selling including R&B and Soul, a record shop in the heart of the local black community, as well as chains in Billings, Montana.

A clear, more music sound is present throughout being national music by RKO. In addition to updating the format, the use of a cappella commercials to be heard in the near future the station will regularly run promotional contests and put out a weekly top 40 list.

The station is 5,000 watts non-directional and is 100 miles in all directions. It often is the first place to be picked up while driving into town.

Due to the constant influx of top black entertainers into this entertainment community, KVOV, the only station in the nation having the ability, is an entertainment guide. Red Fox, Sammy Davis, Golden Lions and Bobby Stevens (of the Checkmates), to name only a few, have conducted shows here and are still, says the talent is available," explains Parr. "People like Sammy Davis just love it, come in and hang around."

Although geared to the ever growing Afro-American community, KVOV is running neck and neck with other local stations in advertising for black listeners. Both Newman and Parr are white, while the sales force is black.

Parr feels KVOV's appeal to both black and white is because the station's name doesn't come from Los Angeles. Most of the blacks that live here come from Los Angeles. They get there, get a little fresh air, and we don't play the gut bucks. It has been a successful test of a manager and dew "The Mighty Rocky Gilbraltar," Parr reports that top of the time that is "profitable" is "black radio sound." Gladys Knight, James Brown, Smokey Robinson and Freda Payne.

"There aren't too many available," states Mark Parr, station manager of KVOV, the only licensed black station in Los Angeles. His philosophy has resulted in the station being trafficked in three months.

KVOV, the "Voice of Vegas," licensed to Los Angeles, has a black format for two years. Previously, it was middle of the road KIWW with some leaning toward jazz. The format change became apparent when it was discovered that soul was "profitable and that there was need in this community for a black outlet.

Los Angeles has over 50,000 black residents or 15 percent of the total residents. About one percent of the local blacks earn more than $5,000 a year, or 11 percent under the national average for blacks. Parr disagrees. "We have a very good and fluctuating black population. They work in the hotels and downtown. However, black people aren't great newspaper readers or watchers of TV. They do listen to radio. That's almost a cash market."

With this in mind, KVOV offers a popular listing of top spots geared to the black community.

The station, owned by Cy Newman, has made great success with advertisers. "Sponsors didn't know what the KVOV was," says he. "We had to really educate them. We have all types of clients; Sears, Pennys, tire stores. Our cancellation is almost nil."

Alvin Dixon, Lucky Cordell, are geared to the blacks, sponsors report that one of three sponsors are black. "We have a man who'sManagement Our Picks from an

Nevada's KVOV Switch To Soul Gifts Listeners

By Laura Deni

RCA sees the beat of R&B and likes the sound.

A number of controversial seminars and an annual convention, Jackson highlighted NATRA's conversion. Space at the Regency Hotel in Las Vegas has been taken over by the nearby Marriott Motor Hotel. Of the 1,100 delegates are expected.

Panel discussions by record industry fell through because area of the hotel is full of convention, so labels will exhibit in their suites.

Eight full-scale stage shows will high light the conference.

Rev. Jackson, of the Southern Christian Leadership Conference, will probably address the convention Friday, but some problems loom.

Pertinent seminars are slated for the convention. One panel will be held on the "Changing of the Times: the Role of Radio in Black Record Manufacturers," will be discussed.

August 14, 1971, BILLBOARD

AADP Signature Schedule

Thursday: "Programming Gospel Records" and "Radio on TV," 9-noon; Friday: NATRA officers meet with Record Industry and Kay Williams conducting "Which Way Is West?" program in a West Coast city, San Francisco, and 2-5 p.m., and associate membership 2-6 p.m.

Panel discussions will include those: chaired by Fraternity of Record Executives' executive director Aki Aelee and FORE officers; NATRA past president and FORE officer L. C. Wright; Laura Deni, of the "Changing of the Times: the Role of Radio to Black Record Manufacturers," will be discussed.

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Soul Sauce

BEST NEW RECORD OF THE WEEK:
"COMMUNICATION"
BOBBY WOAMACK
(United Artists)

By ED OHCS

Soul Slices: Though the MSGS benefit last week for the victims of Bengla Desh belonged to two Beatles and Dylan, it was Billy Preston ("If I ever leave this business I want to take over what I started," said Ray Charles) who turned a sourness on a rainy afternoon into a celebration of soul as well as spirit with his exciting song & dance of "That's the Way God Planned It." Preston, who paid his dues with Sam Cooke, James Cleveland and Charles, will jump into focus on A&M with a little help from guitarist David T. Walker and the Blackberries. New Ray Charles "Feel So Bad," on TRC. New Eddie Kendricks on Tamla: "I Did It All For You." Rare Earth and Invictus' fabulous Ruth Copeland share Sly & the Family Stone's return to Madison Square Garden, Sept. 8-9-10. A new Family Stone album is due before the month is out.


ON THE HOTLINE: Album Happenings: King Curtis, "Live at Fillmore West" (Atco), Isaac Hayes, "Shaft"/soundtrack. (Continued on page 46)

"YOU'D BETTER TAKE TIME"
A-223

The Hill Co. has created a new label, exclusively for Z.Z. HILL

Soul

Vox Jox

Jazz May Be More Popular, But Not as the Top Pop Sound

- Continued from page 29

though Gouin beat even Hamilton 43 percent vs. 37 percent.

Need oldies? Tell ya what ya do. Wayne Jackson, who runs the manager, Nesh Record Distributing Co., Records, W. New St., Los Angeles, CA 90066. He has a catalog of more than 300 records that he'd send you free if you mention your read about them in Jan/Feb "Jazz Weekly." Volat, incidentally, is an expert in oldies; the firm has customers in England and France and serves record stores coast-to-coast. Volat is THE man on oldies. Write him or call him for a copy of that catalog.

Spotlight on Soul Sounds

- Continued from page 45

or four definite records that I want to play. But I always have a couple hundred albums with me. As I look through the albums, I can sort of feel a flow of the music. It keeps me on my toes to program the show this way and I feel it's a whole lot more creative than sitting at home and plotting everything out. I can relate more to the music when I do try to show prompts."* * *

Actually, when McCoy left Chic ago after WCFL went to a top 40 format, he wanted to leave radio and become strictly involved in movies and television. He trans-
Here's nine different records that all say the same different thing.

Black music, soul: call it what you want to call it, it's all one thing anyway. What's important is that it all comes out any way you want it to. And that's the way our artists want it.

Groups like The Friends of Distinction: solid-sound all the way, but not afraid to take chances with something in a new direction, like their new LP "Friends & People."

Or Love, Peace & Happiness: two brothers and one ex-Marvelette. They may scream and holler a lot, gospel soul, and they do it well, but they also get in their licks at contemporary topical material.

Sonny Til, who sold a few million records or so a while back with the Orioles — now put on his own.

The Nite-Liters: a funk 'n' roll band, heavier on their axes than most and with a smash single called "K-Jee": The New Birth, fine soul with some extras thrown in, like a breakout single off the album, "It's Impossible."

Newer artists like The Swordsman, just starting to find their directions but finding them fast.

There's been a lot of pop — Top 40 crossover for The Main Ingredient — when a group is good enough to make it both ways, you know there's something there — now trying their hand at a less standard, more thematic album with "Black Seeds." (Out in September)

Percy Mayfield: the more he does, the less there is to say except that he keeps getting better and better. He's been around a long time, written some fine things, he'll be around a lot longer. "Blues...And Then Some."

And the incomparable Nina Simone's been around quite a while, too, through stages and phases most others wouldn't even think of. "Here Comes the Sun" shows her in a new positive posture: glad, shiny and very up.

It's all another side of the same thing. On RCA Records and Tapes.
Continued from page 34

incident that befell Isaac Hayes' first album which was an apparent success, although the album had sold in excess of 600,000 before the major record buyers bought even one piece. Such a problem is one that brothers who use talking to each other or to anyone about the major buyers handling soul product.

"That incident did, however, bring to light that a lot of black people do buy albums," notes Hayes. "There was a time that people involved in sales decided that they should concentrate on Kitting only singles in the R&B market because blacks don't buy albums. There is some truth to the fact that the black market was, and is, the largest buyer of single product in the country per ratio, as opposed to the white buyer.

"But that partial fallacy has now been thrown out the window. The black consumer is now buying albums as well. And not just black music is dictating the market. They're buying the Beatles; Blood, Sweat & Tears; Chicago and more.

Despite the obvious negative side of soul promotion, Willis notes: "That market is experiencing one of its best periods right now because of the acceptability by the white consumer, who now is experiencing and buying black product. Heretofore, they were never exposed to black product, so the possibility of product growth was cut in half. But once they were--and this must be attributed to the younger white consumer--they bought it and are continuing to do so.

Wills feels the possible trends soul might follow in 1971 will be most likely in the acceptance of product in the general market. "The industry, even more than the music, will have to use its ability to treat it by first and first rate class of product. Any music industry rather than just as an adjunct.

There is a total commitment in the major labels for sougk product growth. Willis continues: "The feeling of the major labels is that of the Records of Distinction, The Main Ingredient, The Fawns, The Nite-Liters, The New Birth, Percy Mayfield, Sonny Til, The Shirelles, and a major surprise with a new group called Swiss Movement."
FREEDOM MEANS  
(CA 50004)  
An album of songs and music written by Rod McKuen, Jacques Brel, Terry Callier, Francis Lai, Al Wade, Burt Bacharach, Hal David and Jerry Butler. FREEDOM MEANS was produced, arranged and conducted by Charles Stepney; and was recorded at Ter-Mar Studios in Chicago with as many good friends as eighteen years of music-making can produce.  
FREEDOM MEANS, A new album by The Dells. Includes the hit single;  
The Love We Had (Stays On My Mind).  

THE DELLS  
will celebrate 18 years of making music together this year. And it shows on their new album.  

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Exclusively Available on ORF 8-Track Cartridges and Cassettes
Conglomerates Brushing Off Record-Tape Diversification

*Continued from page 15*

...put that division on the selling block, but management just doesn’t want to take the loss.

United Artists, a subsidiary that is a major master producer and record-tape company, last year sustained an $18 million operating loss. It is hovering narrowly in the black at the end of its first half this year. For the first six months, United Artists grossed more than $52 million, and after-tax profit slumped nearly 15 percent to $759,000 from $2,605,000 a year earlier. The lower profit includes a loss of $1,500,000 after taxes in the United Artists Records division.

Thanks to Transamerica’s strong performances in financial and real estate subsidiaries, it reported substantial gains of Occidental Life Insurance Co., Transamerica Title Insurance Co., and property and casualty divisions of the Transamerica insurance group, Transamerica Financial and Transamerica Computer Co., lending and leasing firms. But it is in Transamerica’s entertainment division where gloom exists and where calls of “get rid of it” are heard by disappointed shareholders.

In recent months, United Artists’ worldwide cost-cutting program has been implemented and reported, and the personnel back alone has been figured to save up to $5 million annually in over-...
SOUNDTRACK

DIONNE WARVICK
The Love Machine
Columbia SP 395

Adding the name and voice of Dionne Warwick to a film soundtrack always means adding that certain something to the picture. Now the scene of Jacqueline Susann's Sex and the Single Girl is no exception. Love, lust, and the Beatles are the backdrop to a sizzling disposition that is Dionne at her best. Warwick's voice is a perfect match for the storyline of Susann's story, giving a whole new meaning to the term "時点で (The Soundtrack)"

THE MOODY BLUES— Every Good Boy Deserves Favor

The Moody Blues have always had some righteous things to say in rock's religious lushness. Their latest, "Out of the Fire," takes a whole new look at the subject of faith, love, and the 60s. The band's sound is as smooth as silk, with the exception of "Fragile," which is a bit too strong for its own good. Overall, a very pleasant album that deserves a listen.

THE CROW—Deep Purple

Deep Purple are back with another hard rock album, this time it's called "Made in Japan." The band's sound is as powerful as ever, with "Highway Star" being a standout track. Ian Gillan's vocals are as strong as ever, and the band's signature sound is still intact.

THE HITS OF CLASSICAL COMPOSERS—compiled by Paul Stoker

This album is a collection of some of the greatest classical compositions ever written. From Beethoven to Mozart, this album has it all. The performances are top-notch, and the sound quality is excellent. This is a must-have for any classical music fan.

UL Wanda

Arnold Wicke is from "The Trojans at Carthage." Sir Thomas' Seraphim's colorful finale. Now the score -

WILLIE NELSON—Vinyl WL

RCA Victor LSP 4558

Willy Nelson traces the story of a man from birth to death, each song capturing different moments of his life. The songs are simple, but the message is powerful. "I Can't Help Myself," "Shades of Green," and "Pancho villa" are just a few of the standout tracks.

DALLAS FRAZIER—Baby Baby, Baby Love Me and" (LP)

RCA Red Seal LSC 3132

Multi-talented Dallas Frazier is a colorful character and his music reflects that. His voice is powerful, his stories are moving, and his songs are soulful. "Mary Ann," "You One," and "Time Is on My Side" are just a few of the standout tracks.

DORIS DAY—MADDIE

Scepter B 2913

Doris Day's new album, "Maddie," is a collection of some of her most beloved songs. The album features covers of some of the biggest hits of the day, as well as some of her own original compositions. Day's voice is as sweet as ever, and the album is a must-have for any fan of her music.

GARY BARTT W4X TRIO—Blues

Michael, Arpeggio Chess 560002 (LP)

This is Gary Bartt Trio's second album, and it's a great follow-up to their first. The band's sound is solid, with some great solos from Bartt and some great harmonies from the rest of the group. The album features a mix of original compositions and covers of some of the biggest hits of the day.

BLUEBONNET—Sailor, Maid, Musician, Ork.

(St Tropez)

Interesting interpretations, and different, should put this LP over some of the others with a similar concept. Highlight here is the Adagietto, the Mahler No. 5 movement from "Death in Venice." Also included is "Valse Triste," and a few others. With the man's ability to put it all together beautiful.

FUNKADELIC—Fascination

Westbound WS 2007

Funkadelic is back with another funky, psychedelic, and experimental album that pits rough rock and roll against soul and jazz. The band's sound is as unique as ever, with "Mr. Nice Guy," "Merry Go Round," and "Westbound Train" being just a few of the standout tracks.

OPHEIUS W9 4061

Ophius is back with Bell and their nearly perfect round in a 2 1/2 to 3 tone with 2 hit single or two. Bruce Arnold & Dave Martin, who penned all the songs, work out a nice musical balance that makes their one together a pleasure.

CLASSICAL

KATONI—SYMPHONY NO. 97

Columbia CO 2014

The Cleveland Symphony (Szell). More Album Reviews on
Page 45

CLASSICAL

STRAHIS ARIKAS AUF KONZERT—ROMANIAN ORCH.

London OSA 1310

This twelfth set based on the Greek mythological topic gets an all-around pleasing and instrumental interpretation by orchestra and conductor. Conductor's Arikkas is extremely effective. Peter Neman, Barry Martin, and Ian s.M. are just a few of the standout tracks.

THE CLASSIC FILM THEMES—DUKE ELLINGTON ORCH.

(Columbia)

Interesting interpretations, and different, should put this LP over some of the others with a similar concept. Highlight here is the Adagietto, the Mahler No. 5 movement from "Death in Venice." Also included is "Valse Triste," and a few others. With the man's ability to put it all together beautiful.

SOUL

JUNE TAYLOR—Soul, Love Is Here

RIE C 450

This album offers a sensitive, soulful interpretation of the blues as played by one of the world's greatest blues artists. There are cuts which feature Waters, before his blues hard sound, but the most electric cums and runs such as "Medicine Cookie" and "Four N One Place." He is in great voice with the most sensitive tracks such as "My Baby's Here With Me."

LYLE JOHNSON—Wish You Were Here

Columbia ST 1082

This is Lyle Johnson's third album, and it's a great follow-up to his previous two. The album features a mix of original compositions and covers of some of the biggest hits of the day. Johnson's voice is as strong as ever, and the album is a must-have for any fan of his music.
**HOT 20 SPOTLIGHTS**

**WILSON PICKETT—CALL MY NAME, I'LL BE THERE** (2:16)
(Prod. Wilson House Prod.) (Writer: Wilson Pickens, Lee Ruffin, William G. Smith) (Atlantic, BMI) — This is a treat for fans of Wilson’s classic soul sound, with a strong rhythm and a catchy melody. It’s a great addition to the Hot 20 list.

**JAMES BROWN—MAKE IT FUNKY, Part I (3:15)**
(Prod. James Brown Prod.) (Writer: Bobby Womack, Fred Tucker, Andrew White, Jerry Butler, Johnnie Jackson, Thomas Johnson) (Arista, BMI) — Brown’s signature sound is on full display here, with a powerful bass line and driving rhythm. This song has staying power.

**RAY STEVENS—ALL MY TRIALS** (3:01)
(Prod. Ray Stevens) (Writer: Ray Stevens, Don Pardo) (United Artists, BMI) — Stevens delivers yet another soulful performance, with a strong melody and heartfelt lyrics. This song is sure to be a hit.

**JOHNNY TAYLOR—HIJACKIN’ LOVE** (2:53)
(Prod. Don Davis) (Writer: W. H. Taylor, G. W. McDaniel, Jr.) (Atlantic, BMI) — Taylor’s vocal performance is strong, with a catchy melody and a driving rhythm. This song is sure to be a hit.

**GRAND FUNK RAILROAD—GIMME SHELTER** (3:26)
(Prod. Terry Knight) (Writer: J. D. Allen, J. D. MacDonald, J. D. Reynolds, J. D. Rodgers, J. D. Mills) (Atlantic, BMI) — This is a fantastic rock song, with a strong melody and a driving rhythm. It’s a great addition to the Hot 20 list.

**KRIS KRISTOFFERSON—LOVING HER WAS EASIER** (3:39)
(Prod. Fred Foster) (Writer: Kristofferson, Brooks, BMI) — Foster’s production is top-notch, with a strong melody and a driving rhythm. This song is a great addition to the Hot 20 list.

**EDWIN HAWKINS SINGERS—Children Get Together** (2:47)
(Prod. Stan Shuler, G. W. McDaniel, Jr.) (Atlantic, BMI) — This is a powerful soul song, with a strong melody and a driving rhythm. It’s a great addition to the Hot 20 list.

**JOHNNY TAYLOR—HIJACKIN’ LOVE** (2:53)
(Prod. Don Davis) (Writer: W. H. Taylor, G. W. McDaniel, Jr.) (Atlantic, BMI) — Taylor’s vocal performance is strong, with a catchy melody and a driving rhythm. This song is sure to be a hit.

**LENNY GROEN—GIMME SHELTER** (3:26)
(Prod. Terry Knight) (Writer: J. D. Allen, J. D. MacDonald, J. D. Reynolds, J. D. Rodgers, J. D. Mills) (Atlantic, BMI) — This is a fantastic rock song, with a strong melody and a driving rhythm. It’s a great addition to the Hot 20 list.

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BULLETTIN
PREDICTS NEXT WEEK'S FASTEST MOVERS

These records have been selected by Billboard's Chart Department and the Billboard weekly computer ranking system to be those most likely to show the strongest gains in next week's Hot 100 Chart.

LIAR
Three Dog Night, Dunhill

SPANISH HAREM
Anita Franklin, Atlantic

JUAN EN MI AMOR
Bill Withers, Sussex (Geddy)

AINT NO SUNSHINE
Bill Withers, Sussex (Geddy)

BABY DON'T CARE
Blood, Sweat & Tears, Columbia

STICK-UP
Henry Cowell, Hot Wax (Buddah)

WHERE YOU ARE
Dewey, Buddha (Charly)

GO AWAY LITTLE GIRL
Danny Osmond, MGM

CHERRY ON TOP
Three Dog Night, Dunhill

I WOKE UP IN LOVE THIS MORNING
Partridge Family, Bell

UNCLE ALBERT/ADRIEL MALEY
Paul & Linda McCartney, Apple 6729

BANGLA DASH
George Harrison, Apple 1836 (Harringtons, N.Y.)

ALL DAY DUST
Wax, United Artists

THE NIGHT THEY WERE COMING IN
Joan Baez, Vanguard

RAIN DANCE
Guess Who, Rca

WHO'S WHAT, WHAT'S WHO
Sly & The Family Stone, Tamla Motown

If You Really Love Me
Steve Wonder, Tamla (Motown)

SURRENDER
Diana Ross, Motown

WRAPUP

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BILBOARD
Tape Release

New LP/Tape Releases
Weekly product list includes the most recent LP and tape releases. Listings are in alphabetical order by artist in pop, by composer in classical. Prices are manufacturers' suggested list price and subject to change. Symbols: — long-playing record album; CS—cassette; BT—B-track cartridge; RR—open reel tape.

TOP LP/TAPE RELEASES

(Continued on page 38)

We've covered the Billboard Radio Programming Forum Aug. 1-91. See ... 1990. For more information, call 1-800-960-6056.

SPECIAL MERIT PICKS

* Continued from page 43 reading is accepted, giving all the main entries for each chart. The chart is more

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POP

(Continued from page 38) we've covered for the Billboard Radio Programming Forum Aug. 1-91. See ... 1990. For more information, call 1-800-960-6056.

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BULLETTIN
BUBBLING UNDER THE TOP 100

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WEATHER REPORT

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VOLVO XJ60

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SPECIAL MERIT PICKS

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POP

---

WEBSTX

---

GRANDO'S COTTAGES

---

MAYDAY

---

HARLEY

---

ABANDONED

---

SILVER BIRCH

---

VOLVO XJ60

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SPECIAL MERIT PICKS

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POP

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WEBSTX

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HARLEY

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ABANDONED

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SILVER BIRCH

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VOLVO XJ60

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SPECIAL MERIT PICKS

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POP

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WEBSTX
Snowmobiles, Resorts Spur Jukebox Play

MADISON, Wis.—The snowmobile boom is making life more relaxed for jukebox customers as the year round at northern resorts. According to Mr. and Mrs. Frank Sawejka, Coin-Operated Amusement Co., Beaver Dam, Wis. In addition to your local activity, they expect the number of jukeboxes to double at major resorts.

The two jukebox installations are already a trend at many resorts, said the Sawejka’s. “The adults want their box and they also want one for the youngsters in another room where we can program the Portis, Fords, Bikinis, other brothers, and this sort of material,” said Mrs. Sawejka.

To illustrate the role of the jukebox at a resort the couple (Continued on page 49)

Firm’s Varied Stops Require 3 Programmers, 3 Supplies

WASHINGTON — D.C. Vending’s locations here are so varied in types of music preferred that it requires three programmers and at least as many one-stepers to keep up with music trends.

The location sweep radiates out to the country music lovers in Matanuska, Va., to Germantown and Laurel, Md., where they go for pop and established stars like Dinah Washington and Artie Franken. In the District of Columbia, the fare is more varied:

- Real soul in northeast and northwest
- Golden oldies for young Wisconsin an avenue locations
- Classic favorites by Frank Sinatra

In addition, they have attended the Portis, Fords, Bikinis, and other similar activities.

How does one programmer manage to keep track of all these categories, with the individual location differences within categories? In D.C. Vending, the company takes such steps as working with the individual location operators, keeping detailed notes, and using a computerized system to manage the music inventory.

The company uses a computerized system to manage the music inventory, which helps them keep track of the different locations and their preferences. This system has allowed them to manage the music inventory efficiently and effectively.

Coin Machine World

ILL. ASSN.

The Illinois Coin Machine Operators Association (ICMOA) is preparing for tax increases. House Bill 2386, originally proposing a tax of $25 on machine receipts, was amended following ICMOA action to $15.70, then tabled until further action. Meanwhile, several Illinois municipalities are considering local operating license and machine tax increases.

Some municipalities, such as Chicago, are planning to include machine tax increases in their budgets. However, the Illinois Coin Machine Operators Association is opposed to these increases, as they would lead to higher costs for businesses and customers. The association has been working to educate the public and elected officials about the negative impact of these taxes.

Steppenwolf Mgr.: B-Sides Important

By MAT FREEDLAND

LOS ANGELES—“B-sides are more important than ever, they’re no longer a shock,” said Tom Thacker, the Red Frontier Associates executive vice president. Their submission of a 14-minute B-side, “Farewell,” on Steppenwolf’s single of “Ride With Me.”

A special jukebox edition of the record was shipped with “Black Magic” (Continued on page 49)

Ask Industry-Wide Study Of ‘No-Cancel,’ Long 45’s

CHICAGO—The jukebox operating industry must make record manufacturers aware of such problems as non-cancellation and premature cancellation caused by overly-long singles.

This is the view of William Findlay, engineer at Rock-Ola Manufacturing Co. here, who suggests formation of a joint committee of jukebox experts and record masters, inspectors.

While most complaints about long singles have revolved around the playing time consumed, Findlay said that an even greater problem is the service call required when a record is stuck.

As things stand now, jukeboxes must be adjusted somewhere between a minimum time of 2 to 3 minutes and over 5 minutes. This means that recordings with a cut-out groove will not play properly. This has far enough into the center will not center properly, the final portion of long recordings may not be heard. Either problem may cause a $20 service call.

There are standards in to the run-in and cut-out grooves, but manufacturers of records do not follow these standards very carefully, said Findlay. Why can’t they meet our criteria? All these record manufacturers can’t be using different standards and still be turning out these products. Findlay, who with local RCA Recording Studio manager Joe Walls and Ed Webb of Webb Recording here outlined the problem to the major radio station operators, believes a committee should attack the problem immediately.

He agreed that the problem is not just the $20 service call when a record sticks. The record may be damaged and since the service man may not have an extra copy it might be desirable to get the box in the next record changing period—perhaps two weeks.

Fight Wis. Jukebox Tax; ‘Agencies’ Pry Into Files

by EARL PAIGE

MADISON—Wis. jukebox operators in this state see no end to tax problems. Already fighting the state tax on records, they are now being pressured by private investigators who apparently have access to operators’ income tax files.

National speakers at the Wisconsin Music Merchants Convention offered some consolation, Music Operators of America (MOA) president Les Montooth (Pearsall, Ill.) told a group in early May, clubhouse members are now volun-

ately raising their own dues to a higher figure. The dues, based on number of machines operated, is governed by the honor system.

MOA expects the copyright board to adjust fees for jukebox operators.

Attorney Chester J. Nieter outlined Wisconsin’s 4 percent sales tax. Jukebox operators contest the law on the basis that they are discriminated against in that they are not allowed to charge the same price as coin-operated telephones, lunch counters, and other machines exempt from the tax. States with similar legislation have been upheld by the courts.

They will delay you to death, Nieter said at one point, telling how months elapse without any action. He said he is “more convi-

ced that every jukebox operator is a victim of discrimination. In the best route is to perfect the association’s appeal, which must be done by the end of May.

Wisconsin Meeting

WISCONSIN JUKEBOX operators were honored by the presence of Lou Casola, Rockford, Ill., who attended the recent Wisconsin Music Merchants convention. Casola (left) is a member of the American Radio History Association (ARHA) and served for many years as a director of the ARHA before going into another business. MOA executive vice president Fred Granger (second from left photo) journeyed to Madison, Wis., from Chicago, Leaders of the Wisconsin group (center photo from left) Lou Glass, Jim Stansfield, Roger Boekmeyer and C. S. Attorney Charlie Nieble (second from right photo) outlined the tax and other coin-operated equipment receipts subject to a sales tax. This occurs in Manhattan and Lawrence, the latter the site of the Aug. 14-15 meeting of the Kansas Music Association and Music Operators Association.

KAN. ASSN.

For the first time, municipalities in Kansas' Kansas City area (Continued on page 49)
THE ONLY PHONOGRAPH WITH TWO BONUS FEATURES TO BRING PATRONS ALL THE MUSIC THEIR MONEY CAN BUY

The Wurlitzer Zodiac is today's only phonograph that can be equipped with a four-quarter coin system and two pre-selected programs. Two Bonus Play features that mean more music for patrons, a bigger take for operators.

A Bonus Play which offers 5 singles or 2 LP sides for two quarters or a half, 8 singles or 3 LP sides for 75¢, or 12 singles or 5 LP sides for quarters and halves to a total of one buck. And a choice of Golden and Burgundy Bar Pre-Selected Programs, each offering 6 singles for two quarters or a half dollar. A super combination to please every patron.

Bonus Play and Pre-Selected Programs in one phonograph! Another reason why Wurlitzer Zodiac is the best investment in the business. Consider the Zodiac possibilities, all the possibilities. At your Wurlitzer distributor.

See Them Both Demonstrated at Your Wurlitzer Distributor
PHONOGRAPh RECORDS AND 8TH TRACK CARTRIDGES FROM POLAND

PHONOGRAPH RECORDS and 8TH TRACK CARTRIDGES FROM POLAND

For information, catalogues contact:

POLISH RECORD CENTER of AMERICA
2005 W. Roosevelt Ave.
Chicago, IL 60618
Phone 773-924-0600

ABC ACTION AGAINST DGG

MONTREAL — ABC Records and Atlantic Records, the two American firms who own the four original members of the Rolling Stones and Lewis Jones, father of Brian, have filed a suit against DGG and Polydor Records of Canada. The papers state that Jones' home in damages from Polydor, alleging that the recording of their hit tune "It's All Over Now," a British hit, was done without a purchase contract for ABC's product in this country.

The distribution contract with Polydor was recently terminated after the group refused to renew the contract in Canada by RCA, which has had the group under a master line, Dunhill, for some years.

ROLLING STONES ISSUE WRITES AGAINST MANAGER

LONDON—Two High Court suits were filed here last week by the four original members of the Rolling Stones and Lewis Jones, father of Brian, against all North American song copyrights to a company called Nalkjee Pl puddle Mingo. It is claimed that the group were not paid properly for their work, and that the company, when it in fact belonged to Klein.

Mathieu Prod New Contract

BERLIN—Nero Muosvverlag, an offshoot of the Meisel Group, has extended its production contract for Tal-Mirelle Mathieu for another five years. According to Homs, not one of her albums has sold under 100,000, and all her sales are in excess of 1,000,000.

Hama predicts that the singer's current contract will take a new dimension following her German tour in the autumn.

All the numbers Mirelle Mathieu's features in are the result of the success of her last one. (Senior composer (conzer), George Bisher (author) and Gerd Auengermerling (producer—publisher).

German 'Sound Bible' Released on 3 LPs

HAMBURG—After more than 200 "full-house" performances in Berlin's landmark "Fleischmode "Sound Bible" will have its premiere in Hamburg on Sept. 21, and end of August. This joint work, by Malte Dirks, Eberhard Nies, Jan van Kerkhove (text) and Jan cardinal (composer) is to be released through the German Century Records. The German-language production, produced by Jürgen Haeicke, is entitled "Glory hallelujah 2000." In the work, Old and New Testament verses are interpreted in acontemporary fashion, often tinged with popular culture. The German production is the result of the international project "Sound Bible," a concept, comprising three girls and seven young men, and 212 candidates selected from 212 candidates by Decorder himself.

German tours take place on Aug. 16, at the Amstaur Spa, Rad Juci, Tour in Canada, ends the tour another performance of the work in the Stiftskirche (Cathedral) of Albington, Bavaria, and in the Gedachtniskirche (Memorial Church), Berlin, during the Internationale Funkausstellung radio-TV exhibition. The translation from the original English was done by Anja Hauptmann, granddaughter of the late poet Gerhart Hauptmann.

Canadian Acts On U.S. Epic

TORONTO—Epic Records in the U.S. have scheduled album releases by two Canadian acts, Bruce Cockburn and Maub makhin.

Cockburn's album, originally issued on an independent label, has been a best seller in Canada, despite the lack of a nation hit single.

First reached the art's charts last fall with "As the Year Ends," the album is now released in international gold, recording on it is the label is in both the U.S. and Japan, and is up over 100,000 in Canada.

Irish Dealers Hurt By Belfast Violence

LONDON—Belgian dealer Gordon Smith, a key distributor is the store owners in the city whose business has suffered as a result of the current violence, which have become an almost nightly occurrence in the capital.

When the British Home Stores building was dynamited in an explosion last month, the win store on the Castle Arcade shop was one of those that were all shatters.

Such is the tale of shops that supplies of plate glass are difficult to acquire and Smythe now keeps stockpiled in storage ready to be installed in an emergency.

As a result of the violence in Northern Ireland and the uncertain economic situation, Smythe has shut down his outlet in Belfast and his chain in large towns outside Belfast for the time being.

Amplex Push on Young Group

TORONTO—Amplex national promotion manager, John Dee Drummond, says his push to be the second single by Young Group, "Rain Came Down."

Young, an eight-piece Ontario band, saw national chart action with the title track to his debut album, "Looking to the Country," which was also released in the U.S. Young publishes through the Amplex subsidiary, Skyline NorthCAPAC. Driscoll, who produced both singles, is compiling an al-
The Stampers—'Stevens dor's Bells' new single

*From the Music Capital of the World*

**International Executive Turntable**

**Wilear's Top Company In Philippine Awards**

**MANILA**—The third annual presentation of the Awit Awards was held at the Manila Hotel with Senator Day Laurel of the Philippine Congress in guest of honor and prime minister, the sponsor group was the Philippine Recording Academy of Arts and Sciences (PARAS).

The event took place in the local circle because of its unpopular re-
sults and did not attract many guests in attendance. The former group of the Awit Awards, Bill-
board correspondent Oscar Salza-
lar was absent.

**Wiley’s Records** scored heav-
ily in the awards this year. The local singer was also be-
scraped. Two major companies, Wiley & Reap/LP Prod-
ucts, Inc., did not submit nomi-
nations this year. The 1970 win-
ers are: female singer (English)

**Dali Writing Rock Opera**

**MADRID**—Painter Salvador Dali is to write the libretto of a symphonic rock opera, which will be produced in a style that is sim-
ilar to his painting; the libretto, which is based on the story of the 19th century Spanish painter, Dalí, is to be performed in the Spanish language.

**Local Artists Score in Manila Listing**

**MANILA**—The July tabulations of the British Phonographic Distribution Association, listing the top artists of the British Phonographic Distribu-
tion Association, only lists two foreign artists, Elvis Presley (former) and Alvin Aunor ( Philippine).

Alpha artist, Nora Ann, clinches the top spot. She holds the title of the biggest record artist who won the Awit Award as best female singer for the past 25 years. Nora Ann is the highest-priced record artist who has recorded for the world market.

Bocaccio Records is presently in production for the production of the work.

**Richardson Cuts At Manta Sound**

**TORONTO**—The city's newest studio addition, Manta Sound, was brought to the business by Cana-
dian Jack Richardson.

On behalf of A&R, Richardson cut the first recording for the Wisconsin group, Hope. All the members of the group, and producing is handled by the company.

Dublin: See tracks on the Times’ first Philophone LP, which will be in a few weeks, were pro-
duced by Larry Page.

**Mr. Dealer:**

I have been trying to FIND George Benson’s "It’s Uptown" LP. for three months now. Can you help me out?

**FIND can do it.**

**A Drastough Teenager**
From The Music Capitals of the World

Disk Piracy Breaks Out in Philippines

MANILA—Disk piracy is again breaking loose all over the Philippines and piracy and independent producers here is that it requires the intervention of government agencies.

The Philippine government is now producing their own stampers or matrices from duly licensed playing cards and obtaining and selling the pirated records.

The illegal manufactured albums are sold at extremely low prices.

Local companies involved are Marian, Singapore Record Corp., Dyna Productions and Super Record Co. Among albums reported pirated are the motion picture soundtrack album of "Love Story," which is produced by Ray Conniff and of Santana.

Several companies are reporting a public information campaign, besides incessantly soliciting the cooperation of government agencies. Two associations, the Philippine Recording Industry Assocation (PRIA) and the Philippine Radio Receivers Assocation (PRA) are likely to join forces in the campaign.

Moroque and Filipinas, on their own, may make of paid advertisement, if desired, to inform the public on the adverse effects of record piracy.

Songs Chosen for Castlebar Contest

DUBLIN—Songs from Ireland, the U.K., Germany, the U.S., Australia, and several other countries were received by the Castlebar Chamber of Commerce for this year’s Castlebar International Song Contest, which will be held in the Castlebar Mayo town between Oct. 4-7.

The organizers have announced that the results may be given forward to the three preliminaries in the competition in pop, country music and open, folk and ballad categories.

The CSK announce a total prize fund of £2,000, making it the richest contest of its kind in the British Isles.

None of the finalists are from England, and nine from Dublin. Other qualifying writers come from Mary Hopkin, the U.S., Australia, and Wales. One songwriter, Aristotelides, is a newly arrived, who entered three songs in French. All three qualified, two in the pop section, one in the country and ballad section.

The Castlebar Chanber of Commerce received an all-time record of 10,800 Preliminary heats will be on Oct. 4-6. The final proper will be presented on Oct. 7.

Allo Music Set Catalog And Management Deals

PARIS—Paris publishers Allo Music, who have recently added to their catalog of tape music, in addition to their own, they now deal in new artists, such as Mexican chart music, French, English and other languages.

Demis is leader of the French/Phila group who has recently started to record his own version of "Elton John’s single "Yes I’m alive." in the U.K.

The firm is responsible for the recent Rose d’Or Festival at Antibes, South France.

Sygen Books Tuesday’s River

HAMILTON, Ont.—Sygen Enterprises will book Tuesday record- ing artists, Steel River, currently on the U.S. and Canadian charts with "Southbound Train."

Sygen has just concluded an extended tour through the U.S. with William Morris Agency, which includes Steel River, Santana, Three Dog Night, the January Gang, Mountain, Emerson, Lake, and Palmer, and Rita Coolidge.

Steel River’s second album, "A Better Road," was recently released by Quality in Canada and Stereo Dimension in the U.S.

German Group Rock Musical

MANNHEIM—The National Theater has commissioned the music of "The Monkees," a rock musical that was conceived and successfully staged a rock ballet called "Butterfly."

Høgen will write the lyrics to the musical—based on a novel written by Walter von der Vogelweide (1170-1230)—and Joy Unlimited will produce the musical score.

Efficient, modern record manufacturing plant in West Germany offers pressings services for the European market.

This company is in the process of forming an international partnership between business purchase participation agreements.

If interested, please write Box No. 721 under "Germany Records."

C/O Billboard, 165 W. 46th Street, New York, N.Y. 10036.

52

AUGUST 14, 1971, BILLBOARD
BELGIUM

[Countrywide Home] This Week

1. ALOUETTE—Michel Fugain (RCA)
2. CHIC—The Isley Brothers (EMI)
3. CAN’T STOP THE MUSIC—Tom Jones (Columbia)
4. THE KILLER—Bryan Ferry (Columbia)
5. WILF—Ray Charles (Columbia)

BRITAIN

[Countrywide Record Retailer] *Denotes local artist

This Week

1. GET ME IN THE MOOD—Tony Bremner (Decca)
2. CRY ME A RIVER—Billie Holiday (Phil)
3. IT’S NOT THE NIGHT—Linda Gordon (EMI)
4. I’M NOT THE ONE—Shirley Bassey (Columbia)
5. I’M GONNA HAVE TO BE ME—Frank Ifield (Novacraft)

FRANCE

[Countrywide Home] This Week

1. STICK TO YOUR GUN—Jimi Hendrix (Reprise)
2. EVERYTHING’S UP TO YOU—The Hollies (Decca)
3. COCO—The Byrds (Columbia)
4. YESTERDAY—The Beatles (Capitol)
5. WOAH—Easy Eye (Polydor)

HOLLAND

[Country Radio Veronica & Baso Mail] *Denotes local artist

This Week

1. DIT ALS DE ZON OP ZON—De Werelden van Muziek (CBS)
2. DE ZON OP ZON—De Werelden van Muziek (CBS)
3. DE ZON OP ZON—De Werelden van Muziek (CBS)
4. DE ZON OP ZON—De Werelden van Muziek (CBS)
5. DE ZON OP ZON—De Werelden van Muziek (CBS)

SOUTH AFRICA

[Cont’d from page 52] August 27th and Oct. 5-14.
1. WALKING IN THE STREET—The Rolling Stones (Decca)
2. NICK OF TIME—Tim Buckley (RCA)
3. UNDER YOUR SPELL—Tim Buckley (RCA)
4. HEAR ME CALLING—Tim Buckley (RCA)
5. BACK TO YOU—Tim Buckley (RCA)

ITALY

[Country Discography Internationale] *Denotes local artist

This Week

1. TIMETRIPPER—Renato Zero (CBS)
2. I’M GONNA HAVE TO BE ME—Frank Ifield (Novacraft)
3. I’M GONNA HAVE TO BE ME—Frank Ifield (Novacraft)
4. I’M GONNA HAVE TO BE ME—Frank Ifield (Novacraft)
5. I’M GONNA HAVE TO BE ME—Frank Ifield (Novacraft)

MALAYSIA

[Countrywide Radio, Malaysia] *Denotes local artist

This Week

1. ME AND THE BUSINESS—Dave Ansell (Ansell)
2. ME AND THE BUSINESS—Dave Ansell (Ansell)
3. ME AND THE BUSINESS—Dave Ansell (Ansell)
4. ME AND THE BUSINESS—Dave Ansell (Ansell)
5. ME AND THE BUSINESS—Dave Ansell (Ansell)

SINGAPORE

This Week

1. IT’S NOT THE NIGHT—Shirley Bassey (Columbia)
2. IT’S NOT THE NIGHT—Shirley Bassey (Columbia)
3. IT’S NOT THE NIGHT—Shirley Bassey (Columbia)
4. IT’S NOT THE NIGHT—Shirley Bassey (Columbia)
5. IT’S NOT THE NIGHT—Shirley Bassey (Columbia)

From the Music Capital of the World

BELGIUM—Alois Fugain

BRITAIN—Tony Bremner

FRANCE—Jimi Hendrix

HOLLAND—De Werelden van Muziek

SOUTH AFRICA—Tim Buckley

ITALY—Renato Zero

FRANCE—Dave Ansell

MALAYSIA—Dave Ansell

SINGAPORE—Shirley Bassey

EDUCATIONAL PROJECTS

“Bunte Musikgeschichte” ausgewählte Musikstücke.

Marvelous importations have promised to consider the possibility that cas- settes still have a future. But contract articles ... Miller International has been selling Dutch versions of some Sonics records. BASF has acquired production and distribution of A.P. Records and Harmo...
**Billboard Hot 100 Chart**

**Week Ending Aug. 14, 1971**

**1.** Hot Summer Tunes
2. **4.** Mr. Big Stuff
3. **5.** Take Me Home, Country Roads
4. **8.** I'm Leavin'
5. **11.** You've Got a Friend
6. **12.** Bring the Boys Home
7. **13.** Never Ending Song of Love
8. **16.** La La La
9. **19.** I Heard Those Bells on Christmas Day
10. **20.** I'm Gonna Make You Feel Like a Woman

**Star Performers**

- **Bengla Desh**
- **Wanda Jackson**
- **Nina Black**
- **Johnny Mathis**
- **Jimi Hendrix**

**Record Industry Association of America seal of certification**

- **B.S.O.**
- **Columbia**
- **United Artists**
- **BMG**
- **Warner Bros.**

**Index to Chart**

- **Titling**
- **Title, Weeks On Chart**
- **Artist (Producer) Label, Number (Distributing Label)**
- **Keywords**

**Sales Data**

- **Weekly**
- **Annual**
- **Decade**

**Recordings**

- **World**
- **Country**
- **Blues**

**Additional Information**

- **Artist (Producer)**
- **Label**
- **Distributing Label**

**Charts**

- **Billboard Hot 100**
- **Billboard Country**
- **Billboard R&B/Soul**

**Links**

- **www.americanradiohistory.com**

**Compiled from national retail sales and radio airplay data by the Music Popularity Chord Dept. of Billboard.**
"Another Time, Another Place"

...another smash single by

Engelbert Humperdinck
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<th>WEEK ENDING</th>
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<td>JAMES TAYLOR</td>
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<td>STEVEN STILLS</td>
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<td>ARETHA FRANKLIN</td>
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For Week Ending
Aug. 14, 1971

AUGUST 14, 1971, BILLBOARD

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**NOTE:** The table continues with similar entries for positions 107-120. The full list includes various artists, songs, labels, numbers, and labels distributed for the week ending August 14, 1971.
Robert's Motel Building
As Talent Showcase

CHICAGO — Robert's Motel 300 Room here on the South Side is becoming an important fo-
cal point for local jazz artists and radio disc jockeys. The 300-room capacity club is ideally located in what most people consider "dangerous" street
1/2
baby

Abbott to Mix
For 'Now' Disks

NEW YORK — Marty Wilson, president of the new "For Now" Records, has signed an agreement with radio station producer Barry Abbott to develop and produce contemporary acts for the label Abbott produces. The agreement includes a group under the new agreement. The group of acts will be a self-contained vocal and instru-
ments show with a "smoke" that is handled by one girl who also writes their material.

The group's initial product for MoCo will be an album and single now being recorded for release in the fall. Abbott previously had been managing and producing night club acts for such performances as Paul Anka, Ray Peterson, Three Dog Night, and Tommy Sands. He will also continue to handle talent and masters for MoCo.

Radio Forum Gets
Advisory Board Aid

The Forum, which is being held this year in the Metrodome, is a convention for radio executives from Coast-to-Coast and such countries as Peru, Japan, England, Canada, and Switzerland. It is sponsored by the National Association of Broadcasters and the National Association of Music Publishers, Inc., and is being held Wednesday through Saturday.

The Forum will feature a special competitive round between the top 10 stations in the nation. The winning station will receive a special award and a year's free membership in the Forum.

The Forum features a variety of speakers and panel discussions on a wide range of topics, including music, programming, and technology. The event is organized to provide a comprehensive overview of the radio industry, its trends, and challenges.

Tape Happenings

A 1/2-inch videotape of the consumer field is being offered to the producers of the DNR radio and television programs. The DNR offers both color and black-and-white videotape for recording and playback. The tape is available at select retail outlets and can be ordered directly from the DNR.

BSGT SINGER SETS ADDERLEY

LOS ANGELES—David Clayton with Blood, Sweat and Tears, has again decided to tour. The band will be touring the West Coast, which will serve as a much-needed tal-
ent showcase for this new band. The group will be heading to the West Coast soon.

Mangione Gets Classical
Orchs Into Jazz Groove

CHICAGO—Any way you look at it, Chicago already has two musical forces in the city. These forces are the Chicago Symphony Orchestra and the Chicago Jazz Orchestra. The two forces will be touring the city together, with each orchestra performing at least one show per week.

The Chicago Symphony Orchestra will be performing at the Chicago Symphony Center, while the Chicago Jazz Orchestra will be performing at the Chicago Jazz Center. The concerts will be held on alternating weeks, with the Chicago Symphony Orchestra performing on odd weeks and the Chicago Jazz Orchestra performing on even weeks.

Mangione, who is a well-known saxophonist, will be leading the Chicago Jazz Orchestra. The orchestra will be performing a series of concerts, including a major concert at the Chicago Symphony Center.

The concerts will feature a wide variety of music, including jazz, blues, and classical music. The orchestra will be joined by a number of guest artists, including some of the city's most well-known jazz musicians.

The concerts will be held at the Chicago Symphony Center, which is located in the Loop area of Chicago. The center is home to the Chicago Symphony Orchestra and is a popular venue for concerts and events.

The concerts will be held on alternating weeks, with the Chicago Symphony Orchestra performing on odd weeks and the Chicago Jazz Orchestra performing on even weeks. The concerts will be held on Sunday afternoons, with a 3 pm start time.

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Just to keep our attorneys happy (even though FIND already has well over 1000 record/tape dealers enrolled), FIND's introductory offer* has been extended to September 1, 1971.

*FIND will ship to qualified dealers who enroll by September 1, 1971:
The FIND Service Catalog for one year, the FIND Counter Customer Service Center, an initial supply of Customer Order Forms and a complete point-of-sale promotion kit.

The Need
Many items in a record/tape manufacturer's catalog are difficult for the record buyer to obtain. Many times, a request for a special order sets in motion an economically unwise and unproductive transaction. A year's concentrated research among hundreds of record/tape retailers revealed the following:

1. The average outlet loses more than 500 LP/Tape sales a year in unfilled special orders from consumers.
2. Nationally, this loss amounts to $30,000,000 a year at list price.
3. Special order business is routinely profitable, sometimes breakeven, but more often a loss proposition; but a necessary customer service.
4. The customer frequently never receives his special order; therefore becomes dissatisfied with the dealer service.

These facts point up the need in the record industry for an efficient, reliable, economical national special order service . . . the benefits to the record industry and customer are obvious.

The Solution
FIND . . . FULL INVENTORY NATIONAL DEALER SERVICE has been designed to meet this need. It will provide you with any active LP/8 Track-Cassette or Open Reel Tape product.

How FIND Operates
1. The FIND warehouse in Terre Haute, Indiana, will stock a basic quantity of every active record/tape product in manufacturers' catalogs.
2. An all-product FIND Service Catalog, the first of its kind in the world . . . will be provided to participating FIND dealers; listing every item stocked and available in the FIND warehouse . . . virtually every available label will be represented . . . over 40,000 listings. The FIND Service Catalog, to be issued on a sound transcribed monthly, will be an instant reference for customers unable to find record/tape product on certain selections in your store. If IT'S IN THE FIND CATALOG, IT'S IN THE FIND WAREHOUSE . . . AND IT'S A SALE!
3. A FIND Customer Service Center consisting of a FIND Catalog, customer order forms, dealer order mailing envelopes will be made available for in-store use by participating FIND dealers, absolutely free.
4. For in-store promotion, FIND window decals, posters, flyers, and ad mats will be provided to participating FIND dealers at no charge. All of these are designed to make consumers aware they can now special order (through you the dealer) any active record or tape they are unable to locate in your store and customer orders will be processed within 24 hours of receipt by FIND.

The Deal for Dealers
FIND is a "one-nousy-towy" service business, therefore prices to dealers are a bit more than your direct purchases from distributors. LP product will be sold to dealers at 44% off suggested list; tape product at 36% off suggested list. Here, at a glance, is your profit picture on a $5.98 list LP and/or a $6.95 list tape:

<table>
<thead>
<tr>
<th></th>
<th>$5.98 LP</th>
<th>$6.95 TAPE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dealer Sells at:</td>
<td>$8.95</td>
<td>$8.95</td>
</tr>
<tr>
<td>Dealer Gross</td>
<td>$6.98</td>
<td>$5.98</td>
</tr>
<tr>
<td>Dealer PROFIT</td>
<td>$2.03</td>
<td>$1.00</td>
</tr>
</tbody>
</table>

Customer Pays $2.03 (without postage/handling charge).

Your annual profit and your products will be on a $5.98 list LP.

What FIND Does for the Dealer
1. FIND makes every dealer a Full Line Dealer. The FIND warehouse is your warehouse. The FIND Catalog is your product catalog. Both represent the dealers inventory; and all the merchandise available to your customers.
2. Increases your sales and profits; research shows a gain of over 34% in fulfilling special orders; an added stimulus for in-store sales and customer traffic.
3. Customer satisfaction; helps you keep present customers and obtain new customers.
4. Saves you time and effort. THE FASTEST, MOST COMPLETE, ECONOMICALLY SPECIAL ORDER SERVICE AVAILABLE.
5. Additional sales and profits with no additional investment.

Act Now
When you add all these benefits, can you afford not to be a FIND Dealer? FIND will be ready to serve your special order needs September 1, 1971. Fill in the application form and mail it today!

Qualification Data

I am interested in becoming a FIND Service dealer.
I have answered the questions and will hear from you as soon as you have reviewed my application.
I understand that this application puts me under no obligation whatsoever.

Qualification Data
1. I have checked below the type of retail outlet with which I am associated:
- Record/Tape Store; Home Entertainment Store
- Discount Store; Variety Store
- Department Store; Supermarket
- Drug Store; Other
2. I am: (If not, please explain)
- An independent retailer, operating (state how many) outlets:
- Part of a chain-store operation (state how many) outlets:

3. I retail the products indicated:
- LP Records; Cassette Tapes
- 8 Track Tapes; Open Reel Tapes

4. My record/tape department is:
- Clerk-operated; Self-service
- Self-service with clerk assistance

5. I buy my record/tape product from:
- Distributors; One-Stops
- Serviced by Rack Jobber; Other

6. On the average, I now handle special orders per week and am able to actually fill special orders per week.

FILL IN AND MAIL TODAY TO:
Store Name:

Individual:

Owner; Manager

Address:

City, State, Zip.

www.americanradiohistory.com
Who's next

AVAILABLE ON DECCA RECORDS AND TAPES.
(8 TRACK-6 9182, CASSETTE-CT3 9182)

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