FTC Brief Seeks Action To Back Discrete System
By CLAUDE HALL

CHICAGO—A brief has been filed with the FTC and a protest move made by a faction of WB Singles Aid Action on LP’s
LOS ANGELES—Warners-Reprise is releasing singles from albums after the LP’s have been in the market as an adjunct to singles cut exclusively in that format.

Of a recent release of 20 singles, eight were cut from albums.

"Discote" quadrasonic advocates, led by James Gabbert and Brad Miller, opened a Thursday (19) session of the Fourth Annual Billboard Radio Programming Forum.

The brief calls upon the Federal Trade Commission to require matrix quadrasonic albums and radio broadcasts to state certain information.

On matrix product, the brief requires the term "recording" be electronically processed to simulate quadrasonic four-channel sound.

(Continued on page 10)

June in Japan: 6% Output Hike, Sales Increase 7% By BEN OKANO

Tokyo—The number of records produced in Japan during June increased by 6 percent, announced the Japanese Phonogram Association, and sales were up 7 percent.

The actual total of records produced was 10,022,000, which brought in 5,690 billion yen ($15,761,300) and although this is an improvement over the May figures, the result is lower than the figures for April.

Association officials stated that this is because there was not one major hit among Japanese singles during the period.

Previously, sales figures for foreign records in Japan grew.

(Continued on page 10)

Capitol Lops Field Mgrs.; Tower Takes Command
By ELIOT TIEGEL

LOS ANGELES—In a move designed to "shorten lines of communication," Capitol has reorganized its marketing organization with district sales managers and district promotion managers all reporting directly to their national chieftains here.

Previously, district sales managers reported to four division sales managers. Under the plan developed by Brown Meggs, the marketing vice president, the position of division sales managers is dropped and the men either being reassigned or terminated.

The naming of two national managers, Marvin Beisel as the sales manager and John Staxton in promotion, are a major ingredient in Meggs’ plan.

(Continued on page 4)

Nixon Economy Move: Chaos, Care, Confidence
By RADCLIFFE JOE

NEW YORK—President Nixon’s new regulations on wage and price controls, a song with the new 10 percent surtax on imported goods, have thrown music industry software dealers on the East Coast into confusion.

Top executives of key companies in this end of the business readily admit that they do not admit that such measures should have been taken a long time ago. (Continued on page 66)

Folk Revival in U.K. Via 5 Indie Labels, 50 Fests
By IAN DOVE

NEW YORK—The U.K. is experiencing a major revival of British contemporary folk music, reflected in the fact that (apart from the major companies) there are five independent labels more or less devoted to the music and that over 15 folk festivals will be held throughout Britain during 1971.

Outlining this, Jo Lustig, U.S.-born manager of Pentangle, and Ralph Megill—currently in the U.S. completing details of Megill’s debut U.S. tour—said: "British folk artists, apart from finding steady work in over 300 folk clubs in the U.K., are also major concert attractions. (Continued on page 8)

American Airlines Books Live Act
By LAURA DENI

LAS VEGAS—Live entertainment by a name performer has been contracted for the first time by an airline. American Airlines will introduce live entertainment in the air Thursday (26) when Frank Sinatra Jr., backed by nine men, plays four 20-minute shows in the coach lounge of a 747 as it flies to New York from Los Angeles.

Sinatra has written a song called "Night Sky" in honor of the event. Tino Ransome, Sinatra’s manager, arranged the deal. The singer closes at the Frontier at 3 a.m. and then drives to Los Angeles, where he will board the morning flight.

He will also feature material from his forthcoming Daybreak LP, "Spice." All the musicians will be paid, with an option which could have them doing additional shows on other American flights.

Sinatra and associates will return the next day to Los Angeles as passengers, not entertainers.

From there Sinatra goes to Hawaii for seven days and then to Sydney, Australia, for three weeks. Then he will come back to Los Angeles to record his second Daybreak LP, which may have "Night Sky" in it.

Emphasis on blank tape this week in the Tape Cartridge section

A New Group and a New Album. On Columbia Records + and Tapes
NEW BY THE GUESS WHO

INCLUDES THEIR NEW HIT SINGLE, "RAIN DANCE" 74-0522

RCA Records and Tapes
FIND Program Starts Oct. 1: Field Men Assist Dealers

LOS ANGELES—FIND Service International has decided to get into the slow, steady business of participating dealers Oct. 1. The delay of service to dealers resulted from the heavy amount of additional paperwork that had to be included in the first FIND catalog. FIND has concluded agreements with Capitol, Columbia, the Kinney group, RCA, ABC-Douglas, Liberty, Decca, Time-Life, Disney-Disneyland/Vista, A&M, Evertone, Mercury, and Dynagroove.

FIND's warehouse in Terre Haute, Ind., has been holding over 2,100 bins and 40,000 square feet of shelf space for the dealers' orders. Terre Haute was chosen because of its central geographical location and its proximity to the nucleus of major Midwest record manufacturing and top retail outlets.

FIND's warehouse will comprise over 16,000 titles and 40,000 products (excluded on a temporary basis). Over the next few weeks, FIND's inventory will include over 20,000 titles and it is anticipated that increases will be in excess of 65,000 products in different configurations.

John Read of EMI Denies Cap Rumors

LONDON—John Read, chief executive officer of EMI, has dis- pelled rumors concerning Capitol Records and its current management.

In an exclusive statement to Billboard, Read denied the rumors that EMI had been trying to sell the sale of Capit- ol. "It has not entered our minds," said Read. "We have no intention of selling anything."

EMI is unique among the world's major record companies in that it has determined to have Capitol hold the same unique position in the U.S. as it holds in the U.K. The U.S. mar- ket, No. 1 in the world, is far too important to EMI to do anything else but to assure the fact that Capitol is the leading company in America.

Capitol has had some prob- lems during the last 12 months, but thanks to Bkazak Mens and his restructured executive echelon, Capitol is on its way to achieving our goals.

The EMI board is extremely pleased with the stability and performance. His U.S. work per- mit was granted two and a half months ago, and EMI has no plans to change this, no temporary or re- placement. Rumors to the con- trary are ludicrous."
Miami Talent Heading North
By SARA LANE

MIAMI—In the world of enter-
tainment, the Miami sound is mean-
time always known to be the home of some of the most popular and influential artists. In addition, the city's unique atmosphere and culture make it a hub for many talented musicians and singers. However, the recent trend of musicians and singers heading to Miami has been a source of concern for some. Many believe that the city's growing popularity is leading to a loss of revenue in the entertainment industry.

The trend of artists heading to Miami began in the late 1960s and early 1970s. At the time, Miami was becoming a popular destination for performers due to its vibrant music scene and relaxed atmosphere. Many artists were drawn to the city's celebrity culture and the potential for exposure.

In recent years, the trend has continued to grow with artists such as Miami Sound Machine, Hot Latin Street Band, and Calle 13. These artists have brought a new level of excitement to the city's entertainment scene, but at the same time, they have taken a toll on the local economy.

The trend has been particularly noticeable in the area of ticket sales. Many artists who once performed in Miami are now choosing to perform in other cities, leading to a decrease in ticket sales. This has had a significant impact on local businesses, such as hotels and restaurants, which rely on the influx of visitors to support their operations.

Despite the concerns, many believe that the trend of artists heading to Miami is a sign of the city's growing popularity and potential. With its unique atmosphere and culture, Miami continues to attract artists from all over the world, and it is likely that the trend will continue in the years to come.

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WB Singles Aiding LP's

Continued from page 1

bums already available to the pub-
lc. The singles are generally made from tracks being played by cer-
tain important radio stations, ex-

perts tell us that the singles are being played on a regular basis. If your local radio station is not playing a single, it's because they're not interested in it. If you want to hear a single on the radio, you have to write them a letter and ask them to play it. If they're interested, they'll play it.

The sound of the single coming after the LP has been issued can be very different from the original. James Taylor's first LP, for example, contained only 250,000 copies, while the single, "Fire and Rain," sold almost one million copies. The result: the LP went over 1 million copies.

"Rather than release a single which is not going to be played on the radio, we might as well bring out a single from an album which helps sell the album. Singles without LPs are used as a promotional tool for the new artist. "We are not doing one to the exclusion of the other," Schmitzerle explains.

If there is unanimous reaction among the artist, the producer, and the (Continued on page 66)

Studio Track

By BOB GLASSNER

Counterpoint Creative Studio has opened a 10-track recording studio in Cincinnati. The studio has facilities for producing music in a wide range of styles, including pop, rock, country, and jazz. The studio is fully equipped with state-of-the-art recording equipment, including a 24-track tape recorder, a 16-channel mixing console, and a 48-channel patchbay. The studio also has a dedicated control room, a monitoring room, and a rehearsal room.

In addition to recording music, the studio provides production services, including mixing, mastering, and post-production. The studio is available for recording artists, producers, and record companies. For more information, contact Counterpoint Creative Studio at 555-5555.
Mathis sings James Taylor: A new single and a beautiful reading of "Long Ago and Far Away."

Released from Johnny's brand new album, which features his unique interpretations of the songs of James Taylor, Carole King, Kris Kristofferson, Lennon/McCartney and several other of today's great hit songwriters.

On Columbia Records.
NARAS Gives Disk Course

LOS ANGELES — Forty-two high school students and eight teachers last week attended the local area’s annual summer course on music and disks. Using A&M’s studio A, the students discussed different topics on the recording industry.

A&M co-owner Jerry Moss and personal manager Ken Fritz launched the course the day before by discussing new talent. Contracts were being drawn up by Jay Cooper and Lee Young, with Jerry Fuller next discussing independent producers and their roles among the engineers on the “date.”

On Thursday the students toured recording studios. On Friday, Danny Davis, Pat Pipolo and Bud Muncie gave a lecture and Q&A. On Saturday, John Gross and Sam de Charms spoke. Mark Bitten spoke on video cassettes and the Moog synthesizer.

UA Revives Blues Catalog

LOS ANGELES—United Artists Records has added to its catalog its legendary Masters collection of blues, built line, formulated in 1967 by Bob “Best” Halle of Canned Heat.

A&M Records has acquired the rights to 521 albums for a package deal with UA. The deal will be done for a price that is “very attractive.”

Bill Williams

NARAS gives Disk Course

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A&M Records has acquired the rights to 521 albums for a package deal with UA. The deal will be done for a price that is “very attractive.”

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Executive Turntable

Decca Records vice president, Milt Gabler has left the company following the MCA move to the West Coast. He plans to revolve the Commodore Records label and continue to produce good-quality product. Gary Gibbon took over in 1941 and had his first hit with the company with Louis Jordan’s “Choo Choo Ch’Boogie.” He produced Bill Haley’s “Rock Around the Clock” Louis Armstrong, Millers Sisters, Bing Crosby, Billie Holiday, Bert Kaempfert and Johnnie Ray.

Peter Siegel named ad&d manager, Polydor Inc. He was formerly head of East Coast studio facilities, Elektra and also the Decca Records subsidiary. He now is in charge of Polydor’s promotion staff. Perrotti is Mid West promotion manager—he was previously promotion manager for Mid West distribution. He was previously with Philips and RCA.

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TO: Marv Helfer, Barry Gross, Dennis Lavinthal,
Julie Zimman, Howard Stark, Marty Kupps,
Larry Saul, Ron Granger

FROM: Jay Lasker

WE HAVE SO MANY GREAT SINGLES SELLING AND
BREAKING...AND I KNOW ALL OF YOU ARE RUN-
NING HARD ALL OVER THE COUNTRY. I WANT TO
MAKE SURE EVERYONE IS AWARE OF OUR SINGLE
RECORD BONANZA!

HERE'S THE LIST OF THE BIG ONES.

Dunhill:
*4287—Annabella—Hamilton, Joe Frank & Reynolds
*4283—Ride with Me—Steppenwolf
*4282—Liar—Three Dog Night
*4279—Sooner or Later—The Grass Roots

ABC:
**11310—Ghetto Woman—B. B. King
*11308—Feel So Bad—Ray Charles
*11307—Stagger Lee—Tommy Roe
*11306—Chirpy, Chirpy, Cheep, Cheep—Mac & Katie Kissoon

Tangerine:
*TRC 1017—Here I Go Again—The Rasclettes
**TRC 1015—Dust My Broom—Ike & Tina Turner

*Already on the National charts
**Will hit the charts within 2 weeks

P. S. Keep after Jay Cunniff, Pat McCoy, Richard Taub,
Bob Schwartz, Marty Singer, Bob McKenzie, Herb Rosen,
Mickey Wallach, Sue Mezich and all the other guys & gals.

P. P. S. Let's all thank the producers: Steve Barri,

P. P. P. S. Just heard the new Gayle McCormick single...

Color it GOLD...WOW!
ARThra, Marvin Gaye Win Top NATRA 1971 Awards

CHICAGO — Arthra Franklin and Marvin Gaye were announced as the recipients of the most prestigious awards presented by the National Association of Television and Radio Announcers and Advertisers recently. Gaye was here to receive his award.

Awards included female vocalist of the year, male vocalist of the year, and the pick of most promising vocal artist, Jean Knight; most prominent male vocalist, Jimi Hendrix; most promising female vocalist, Jean Knight; most promising country vocalist, Melba Thomas; and most promising spoken word; last Poets.

Machine Gun

IT'S ME... ON SURLAX ON Aug. 25

NEW YORK: The International Tape Association (ITTA) has called an emergency meeting to discuss the effects of Nixon's new 10 percent import surtax, and other ramifications of the economic emergency regulations, on the tape industry.

The meeting scheduled for Wednesday afternoon at the New York Hilton Hotel is open to all tape traders — whether or not they are members. There also will be some who are indirectly affected by the President's recent action.

Attending are Larry Finney, executive director of the ITTA, and a number of other Tape Trade contacts will be present. Finney will request that the hysteria created by the declaration, and the attempt to hold out solutions which would operate in the ITTA's support of smooth and acceptable implementation of the tax.

Further details on the meeting can be obtained from INFRATECH, Inc. (212) 363-7557.

Folk Revival in U.K. Via 5 Indie Labels, 50 Fests

The 50 festivals for the summer are spread over 12 weekends, and the folk revival is being fostered by five independent labels: Chappell & Co., and Stein & Van Stock, Inc., against the Di Mariano Bar & Lounge in New Orleans, and Edwin H. Morris & Co., Warner Bros., Inc., and Bob-

IMC Dissolved; Poncher, Loeb in Separate Firms

LOS ANGELES — Three-year-old International Management Combine has been dissolved by its owners, Lenny Poncher and Bob Loeb. Poncher will continue his management operations with composer-arranger Dave Axelrod, producer Neely Plumb and singer Pat up. He will also work as a partner in IAH Western, representative of home electronics manufacturers. Loeb is setting up a management company in Beverly Hills. He will work with Pat Brittram, Rose-Marie, Woody Cowley, Jack Bailey, Pam Brittram, Don Defore, Kathy Nagori, Marty Ingels, Mort Shul, Paul Smith and Lon Cameron.

One of IMC's acts, Rockin' Fox, has been placed with Decca. Los Angeles can be the group's manager and Skip Taylor. The band debut LP was distributed by GRT.

Poncher is also seeking to place management cut by IMC's label, Bob-

Bob Loeb.

There are six unre- leased projects available for sales and marketing. He will also continue with Pat Sherran in administrating IMC's publishing companies.

Place your old mailing label here.

CBS Gets Option On Hi-Chain

NEW YORK — Columbia Broadcasting System has acquired the right to negotiate an option for cash for the assets of Hi-Chain Electronics in Encyville, Calif., a privately-owned company that operates eight stores selling high-fidelity components and accessories in California.

CBS has the right to exercise its option in January 1972. An agreement in principle for the acquisition was made in March, 1971.

Aretha, Marvin Gaye Win Top NATRA 1971 Awards

NEW YORK: Three separate suits for copyright infringement have been filed by ASCAP and its affiliated publishers in U.S. Dis- trict courts.


In all three suits the plaintiffs asked the court to restrain the defendants from publicly perform- ing the songs and to award statutory damages with costs and attorneys' fees.

Cases involved in the suits include "Little Green Apples" by Bobby Hebb, "The Look of Love" by Burt Bacharach and Hal David, "The Lady Is a Tramp" by Loren Hart and Richard Avedon, and "For Once in My Life" by Ronald Miller and Orlando Marden.

Trail and Village Thing. Apart from this, major U.K. companies are involved, Lenny Poncher reports. He himself has signed a production deal with RCA for UK artists. First three acts involved are COB, Therapy and Anne Briggs.

Lustig finds there is no equiv- alent chain of clubs for his act in New York. The McTeer, touring in September, in- cludes dates at clubs such as the Troubadour, Los Angeles, and the Bitter End in New York, with appear- ances in Boston, Detroit, Chi- cago and Philadelphia set in between.

McTeer, as a solo attraction, filled the Royal Albert Hall and yet had never had a record in a U.K. chart, said Lustig. Sim- ply, Reprise artist. Pentangle, who started on the U.K. folk cir- cuit, sold out the Royal Albert Hall without even releasing an album.

Pentangle points out that indepen- dent companies, such as Topic, Transatlantic and Argo, heavily committed to U.K. folk, have been joined by newer companies such as "Penguin" Singles of "Buddha Day-Lite",

NEW YORK — A widespread dance craze has prompted the rele- ance of "The Penguin" by Bill Ainsworth, published by G.A. of the Brixton Rail.

Although there is no sign of the Voodoo,放过你的三餐

"Penguin" Singles of "Buddha Day-Lite",

LOS ANGELES — Brazil '71's first single under the title and sound, "So Many People," and the follow-up, "What's This?: Tropical," showcasing the en- larged group, are being promoted by Dan Graham and the Brixton Rail. Graham, who became partner with Menders in the Menders/ Graham organization on May 1, is visiting trade contacts in New York and Los Angeles. He will appear at the Chicago Fat Tuesday trail in Chicago to go into details about the new sound change and direction.

"So Many People:" was written by Paul Butterfield and Roger Nichols. The "Tropical:" LP is slated for a February release.

While Graham is working with distributors, rare, one-of-a-kind, and associated artists, are doing concerts. They have just concluded engagements at King's Castle, New York, and will be doing concerts at Caesars Palace, Las Vegas, in September.

The Mending of Israel's image. A Newsweek survey which would show the num- ber of groups that also attract the rock audience, Fairport, Dando Shaft, Matthews Southern Comfort — new folk group formed of two groups — Sandy Denny and Steel- ed Steel, Span" says Lustig. However, American artist such as Stefan Grossman and Tom Paxton are ac- cepted and appreciated for their interest in the market, either doing club or concert.

"It's a pity that no such chain of clubs exists really in America be- cause, although there is a market, there is the possibility of an audience. After personal appearances you can build an artist into a lasting record artist."

Lustig is being in Ralph Mc- Teer's U.K. tour with the release of his first Paramount album. "You Well-Being Brother," which was produced by Elyon John producer Gun Dodger.

Graham Pitches Menders Group

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Anyone who’s been in the record business over three days knows that every three days a new single is #1 in England. And that means an ad to tell you DJs to play it.

It’s got a little tiring.

But... T. Rex is on it’s third successive #1 single in England. So, for T. Rex, it’s bigger than a four-day fad.

T. Rex, as they say in England, has the hottest singles streak in the last two years.

Two years... that’s worth talking about. Which is precisely why Reprise Records has taken this expensive ad to tell you of T. Rex’ current (and third) #1 single—

Get It On
(REP 1032)

Don’t you think it’s time you put a little T. Rex in your kilowatts?

Bang a Gong
Nixon Surcharge Triggers Market Gains; Sony Is Hit

LOS ANGELES—The recent display of renewed investor enthusiasm on the heels of President Nixon's broad-gauged assault on the nation's economic ills has been complicated by a number of stocks barging ahead to new highs, in some cases without any particular reason.

On the other hand, uncertainty over the future course of foreign imports, notably consumer electronics, has sent many investors looking for the sidelines to hedge on their future.

For example: President Nixon's new economic policy triggered a late Saturday Stock-bu- ging spree that set new records Monday (16) on the New York Stock Exchange for the day's trading volume.

However, both Sony and Super- scope suffered major drops because of the sur- port surcharge. Sony fell 3 points Monday (16) to 16 as the second most active stock on the NYSE. Super- scope also dropped, falling 24,500 shares sold at 14%, then another 30,000 shares at 16. Super- scope had 25,000 shares traded at 15.5.

Consumer electronic imports will be subject to a temporary sur- charge of 15% on imports into the United States, beginning today. The purpose of the surcharge is to protect the domestic market from unnecessary import competition. The surcharge will be in effect for 90 days.

The Japanese stock market, fear- ing a repeat of the 1968 action, has confirmed its worst day in history. The Tokyo Dow Jones industrial average dropped 2,706 points on Monday (14). The Tokyo Stock Exchange reacted with in- creased selling of electronic and other stocks which depend heavily on the export trade.

(Dealers and distributors of Ja- panese imports said he U.S. Fears the 10 percent import sur- charge would severely hit Japanese imports. Japanese auto makers are making plans to pass along the 10 percent surcharge to the American consumer.

President Nixon made it clear that the surcharge is a temporary measure and the Japanese should be prepared to move when the foreign currency values are realized so they're more favorable to American goods.

Japanese products are under pressure to get into American stores and there's an adequate currency exchange rate, to compete against the surcharge in the yen. The net effect would be to boost American exports and ex- pand employment, by the same token, lowering the price competi- tion.

Japanese electronic manufactur- ers are among those expecting direct benefit from the surcharge. A consensus opin- ion has been expressed by a number of Jap- anese companies (Panasonic, Akai, Sony, Teac, Hitachi, among others) that the measures taken are unavoidable and understandable in the light of the emergency the U.S. faces. But we in another context, but added 10 percent (the surcharge) on to the prices—eventually. 3

Admitting a lack of clarity on (Continued on page 22)

Backers Discouraged in FTC Move for Aid

- Continued from page 1 -

Broadcasters using matrix systems will be required to state "the program consisted electronically processed for broadcast to simulate quadrature four-channel sound at $500." In an early morning session, pro- grams and directors are general managers and event directors in this program.

Named to the committee were Ted Rush, president of ABC Radio, and terminals; chairman, Big Wilson, pro- gram director, WPIC, Washington; Greg Degen, previously program director at WPIC; Doug Cox, manager, KPMF, Los Angeles; Howard Schwartz, program director, KMPH, Los Angeles. The credit will remain a committee of Ford, NBC, and the steering committee with Ford.

The purpose of the society, as moved by the entire attendees, "to raise the bar for the industry, to form the steering committee with Ford, NBC, and the steering committee with Ford."

So the economic recession continues and is due to depression. The effects of this amount. The economic recession continues and is due to depression. The effects of depression are felt not only in the industry, but also in the U.S. economy. It appears that Woodstock stood out as one of the few events of something good between 1970 and 1971 in the music indus- try. Music, said, had partially mended. The second group of potential bound- aries and there was more good music. It was also was also a statement in quality.

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Capitol Industries Reports
$8 Million Losses for '71

LOS ANGELES—Capitol Indus- tries (Consumer Electronics Devices) reported an $8,092,000 loss ($1.75 on 4,633,000 average shares) for fiscal 1971. This compares to net income of $8,715,000 (1.91 on 4,633,000 average shares) in fiscal 1970. Sales for the year ended June 30 were $143,055,000 as compared to $178,190 the year before, a per- cent decrease.

The report confirmed an earlier statement by Shubhakar N, newly- appointed president of Capitol Industries, A.I.F., predict- ing a substantial loss for the year based on preliminary unaud- ited results.

At that time, Menon said sales problems drastically affected the profit performance of all areas of the company's operations. Sales losses about $7 million in the fourth quarter, he said, when they fell 40 percent from the $38 million in sales a year ago.

"Year-end figures reflect not only operating losses, but adjustments accentuated by the need to make extraordinary provisions for sales and production contracts that are no longer saleable and are unprofitable," Menon said earlier.

Capitol Industries also took an $8,000 write-down in the fiscal year, according to the report, a decision for the fiscal year ending June 30 will not be enough to cover the 13 percent percentage stock dividend which will be paid last year.

Goody Sales Increase 19%

Maspeth, N.Y.—First half sales for Sim Goody, Inc., a chain of tire and auto supplies stores, increased 19 percent during the six- month period ended June 30.

Sales for the period were $11,785,597 as compared to $9,876,860 for a comparable period one year ago.

Figures (which are subject to audit and year-end adjustments) put the increase at $1,909,737, or 19.4 per- cent. Reportedly, the company attributes 11 percent gain, attributed to the "closer control of overhead and operating ex- penses" introduced at the beginning of the year. Goody now operates 232 stores, compared to 184 other in Livingston, N.J.

Final ABKCO Earnings Wait Case Results

NEW YORK—Revenues for ABKCO Industries Inc., for the nine-month period ended June 30, were $1,941,500, a total of $359,000 or 44 cents per share, on 840,000 shares.

In an unaudited statement of operations, the company showed as compared with the same period last year with $9,415,000 in rev- enues, a decrease of $7,475,500 or 36 cents per share in earnings.

The announcement of revenues and earnings is pending the settlement of the case reported. Pending is a case concerned with the assets of Beatles & Co., which ABKCO is seeking to buy a part to the proceedings, although the results may affect the company. The other case involves action taken by the New York State Supreme Court against ABKCO, various subsidiaries and officers of the company but has yet been served.

June in Japan: Output Hiked

Just part of our summer

...THE MIGHTY CLOUDS OF JOY...

B. J. THOMAS

Insiders Report

Continued from page 1

and caught up with the sales figures today. "The figures look pretty good for the Association," but this trend declined in June. An Association spokesmen said he figures were indicative of many U.S. artists. Chicago and New York had made personal in- appearances in Japan and consumers prefer to attend their concerts rather than purchase disk.

The above contributed to Billboard by Marni Lynch, Piesca, Ferrier & Smith, Inc. Members of the New York Stock Exchange and all principal stock exchanges.

Motorola Inc., the world's largest producer of semiconductor devices, was given this amount A. Rivier sold 3,000 shares, leaving him 8,658.

As of Opening, Thursday, Aug. 19, 1971

Final ABKCO Earnings Wait Case Results

Continued from page 22
OUSLEY, KING CURTIS:
We mourn the loss of our cherished friend and valued artist King Curtis. His life was devoted to his music. We will always miss him.

Atlantic Recording Corporation
The Blank Tape Market Today

Processing the tape before slitting: a key step in making blank tape.

Blank Tape Barrelling Ahead to New Vistas Sparked by Technical Advances

By Bruce Weber

As many will attest, the market direction for blank tape seems up, and away. The controversy over the coating concepts (gamma ferric vs. chromium dioxide) and grades (cheapies vs. quality) isn't likely to persuade dealers to keep them off their shelves nor consumers from purchasing product.

With casual nonchalance, many of the major blank tape producers are shrinking off the general economic slowdown that has been vexing other phases of the tape industry.

It is indeed a bull market for them, and it could well climb to record highs before the year is over. That's the overwhelming consensus right now in most companies flitting with blank tape.

Executives, who were cautiously optimistic about the outlook for continued gains just a few months ago, are downright glee-ful now.

Why?

Because the recession has had little impact on their own business pace. So unanimously optimistic are the industry's majors that a consensus opinion from Ampex, Norelco, Audio Magnetics, 3M, BASF and Maxell best sums up the state of the business: "We don't see any reason to pull in our horns. We in blank tape, the majors at least, have been pretty recession-proof."

Sales figures from blank tape manufacturers lend support to that statement. Most companies immersed in blank tape or, at least, diversified firms with blank tape divisions, have outperformed the tape industry in general.

This is not to say that all blank tape producers have escaped the business downturn. Some, like Centron, which diversified into the music and rack jobbing-dis-

A blank tape barrelling ahead to new vistas sparked by technical advances.

tribution areas, were adversely affected by the recession. Others were too small to survive the industry financial shakeout.

Business Booming

To prove the marketplace is burgeoning for blank tape, Ed Smulders, manager of Norelco's cassette department, said: "We expect an industry-wide blank tape market in cassettes of 90 million units this year, an 18-20 percent gain over 1970. The cassette market is likely to expand 18 percent annually for the next five years, with blanks remaining at about the same proportion of the total. This means by 1976 the industry will have a blank cassette market of over 220 million units with retail value at approximately $350 million."

Norelco indicates a total cassette (blank and prerecorded) market of 116 million units in 1971, of which 90 million will be blank. Figures for 1972 (projected) are even more impressive, with blanks achieving 108 million units sold out of a total cassette market (including prerecorded) of 142 million.

Jim Lantz, sales manager of consumer products for Ampex's magnetic tape division, sees the market this way: "Blank cassettes represented about $70 million at retail in the U.S. last year and will be about $85 million this year. The industry figure will climb to more than $100 million, conservatively speaking, in 1972, and even higher and at a faster pace beyond that point. Blank tape will enjoy a 15 to 20 percent gain over the next five years."

Ray Allen, sales vice president of Audio Magnetics, stated: "Blank tape, including the non-entertainment application, could account for sales of about $450 million by 1976 at manufacturer prices for blank, unrecorded cassettes."

On an international level—Audio markets its products in more than 70 nations—Allen said, "The European market today is where the U.S. market was three years ago. By 1975 the market in Europe could reach $300 million in both blank and prerecorded."

"The worldwide cassette explosion is just beginning, especially in new markets for blank tape, like education, business, government, industry."

On the theory that a healthy economy—"at least forblank tape producers—is bound to heighten sales even more, a few companies have been quick to introduce revolutionary tape products. A few more, seeing the bullish atmosphere in blank tape, have joined the industry, like Memorex and Gillette.

Catching the eye of industry executives are the following revolutionary developments:

—A new particle called Cobaloy that will permit more than three times as much information to be crammed onto a roll of magnetic tape as currently used particles allow.

—A new high energy tape aimed at cassettes for the consumer market, where cutting down recording speed means using less tape and, therefore, reducing the expense.

—Minnesota Mining & Manufacturing Co. (3M) announced its high energy tape which will permit audio (and video) recorders to operate at slow speeds without any loss in quality. The new tape contains a small amount of cobalt in each particle of the iron oxide coating that retains the coded magnetic impulses, said Daniel E. Denham, general manager of the magnetics division.

"The high energy tape could be used to gain twice the playing time or to reduce the size of the cassette itself," he said.

In another development, Graham Mag-netics introduced Cobaloy, which could affect audio cassettes and home video recorders.

500% Greater Density

Cobaloy permits recording at densities of up to five times those now possible with tape embodying iron oxide particles. Containing Cobalt and other still-secret components, Cobaloy is also far superior to less commonly used existing particles.

According to George A. Jaggers, president of Graham Magnetics, the new tape could lengthen the one-hour playing time of au dio cassettes now available to four or five hours with no change in cassette dimension. Or the cassettes could be reduced in size and still play an hour.

Also opening new vistas for quality blank tape is chromium dioxide, a formula with the potential of greatly improving high frequency response of any tape recorder modified to accommodate it. In short, chromium appears to have a dramatic ad-

Vistas may be on the horizon for blank tape. This is a new magnetic tape notching device.

vantage in helping cassettes achieve high quality sound because of better high frequency and noise specifications than any iron oxide tape.

Oftentimes the tape (software) industry has been notoriously slow-starting in jumping on an innovation, and so it is not particularly ominous that tape manufacturers have huffed and puffed and accomplished very little, until this year.

Now, the blank tape manufacturers are having far-reaching effect on the dimen-

Wide rolls of tape in their precision slit condition. The end result is a hot moving product.
If you could only sell one type of cassette that's the type we'd make.

But you can sell four types and that's what we make. So we have a type of cassette for every type of customer you may have. Which means you'll find Norelco expertise in every category of tape—from speech to symphony. And, it also affords you a chance to entice more of your customers to trade up in Norelco quality.

The Challenger: This high-quality, budget-priced cassette will really appeal to students and other people interested in voice recording.

The Norelco 100: Here is a good value in an all-round cassette with a lifetime guarantee, for your customers who enjoy recording but don't really need the greatest of tape. It's great for recording background music, lectures, etc.

The Norelco 200: This is the famous Norelco cassette that is the standard of the industry. It's a low-noise cassette that's perfect for fine music recording. It has a lifetime guarantee and is the cassette most of your customers will ask for.

The Norelco 300: For those select customers who demand the very best, give them the Norelco 300. It's our best cassette, with extended frequency and dynamic range. And those with good equipment, who really know sound, will love it. Of course, this semiprofessional tape comes with a lifetime guarantee.

Limited Time Only!

4 Big Deals For Extra Profit!

Call Your Norelco Rep. Today!

Cassettes by the people who introduced them. Norelco®
Tape Makers Protect Market From 'Cheapies'

LOS ANGELES — For blank tape manufacturers, happiness is getting rid of 'cheapies'. And after several years of trying, most blank tape producers agree: Retailers, buyers and consumers are snubbing poor quality tape and quick buck tape manufacturers.

Although 'cheapies' are still around, and many agree there will always be some market for them, there is optimism that they are fading from the market. Shopping for cassettes is a bewildering experience for many cassette recorder owners. First, there is a wide range of cassettes available ranging in quality from poor to excellent. And, because cassettes are sealed, few people see the critical inner mechanisms that determine the performance quality of the cassette.

In expensive or poorly manufactured cassettes, fast-buck tapes, result in poor recording and playback service, and can damage recorders and playback heads if cassette equipment.

What are blank tape manufacturers doing to cure the cheap cassette problem? Ampex, for example, offers several guideposts, including the following:

Is the tape guided around stationary posts, or better, is it guided by rotating posts anchored by lubricated metal pins?

Is tape pressure against the heads accomplished by a sponge, which soon becomes unelastic after a few uses, or by a metal spring, which assures consistent tape-to-head contact for long periods of use?

Can the tape pressure pad in sections causing uneven winding of tape on the hubs, or does the cassette have a one-piece pressure pad for a smooth tape pack?

Can you view the tape through unguarded slots in the cassette shell or through a large plastic protected window which keeps out dust and other foreign particles?

Does the tape itself provide good handling and playback characteristics?

Another manufacturer, Audio Magnetics, is educating buyers, retailers and consumers on the dangers of incompatible cassettes.

"The lack of stringent cassette standards represents a significant threat to the industry," believes a spokesman for the company. "A greater awareness of the situation is needed to prevent a bad problem from deteriorating."

The company believes poor quality cassettes come in two forms: oversized parts produced by overzealous companies over-eager to make a quick buck (in some cases, the entire cassette is oversized), and poor quality cassettes that fail during prolonged use and are incapable of optimum performance.

To combat the first situation (oversized parts), Audio is educating buyers on how to detect incompatible cassettes by providing dealers with templates with the exact North American Philips dimensions. Cassettes out of specifications will not pass through the templates (hence the buyer can detect substandard merchandise).

The company feels the answer to the second problem (poor quality) is to explain the function, purpose, design and makeup of the cassette.

Paul B. Nelson Jr., vice president and general manager of North American Philips' home entertainment products division, said:

"Our collective reputation among consumers is being damaged by the shoddy cassettes being produced by opportunistic fast-buck operators."

Wesley A. Estabrook, president of Audio Devices, said:

"Not enough is being done to stamp out these cassettes. Companies are doing a lot of talking about eliminating bad product, but few are taking concrete steps to provide the industry with acceptable goods."

Sony, too, is alarmed at the atmosphere of poor quality tape flooding the market. The company is trying to educate consumers with the slogan, "You really can't afford to save money on bargain tapes."

Many believe the industry should establish a standard of grading system on all tape. If the tape is graded subpar, one executive feels, "at least the consumer knows by reading the label that this brand of tape is budget rather than quality."

The spokesman from Audio Magnetics said: "If tape manufacturers fail to heed new industry standards, retail boycotts and warnings by equipment producers, they may be beset with a new problem: consumer desertion."

"I just said send me samples of what you've got in audio tape."

Don Larsen
Ampex Corporation
401 Broadway Mail Stop 7-14
Redwood City, CA 94063

Don, please tell me about the product(s) or product line(s) carefully checked below.

[ ] Professional Audio Tape [ ] Duplicator Tape [ ] Cassettes [ ] Cartridges [ ] Consumer Open Reel Tape

Name __________________________________________________________

Company ______________________________________________________

Address _______________________________________________________

City __________________________ State ________ Zip __________

(Continued on page 19)

AUGUST 28, 1971, BILLBOARD
Accessory Mfrs. Studying High Energy Tape

By RADCLIFFE JOE

NEW YORK — Accessory producers around the country, through their merchandising strategies for low cost blank tapes in which they specialize, are casting watchful eyes on the growth of high energy and chromium dioxide products which could eventually pose a threat to their thriving industry.

The major accessory companies, LeBo, Recoton, Robbins, Casset Magnet, though stressing that there is tremendous volume sales of low cost blank loaded cassette and 8-track cassettes, and that this volume is increasing as the market spreads out into educational and industrial areas, also disclose that they are studying closely the development of the new high energy tape market, and may eventually move into that area if it becomes necessary to do so.

The companies insist, however, that the recent spiralling growth of high energy product has in no way hurt sales of their low cost lines, but rather has helped it. Jack Friedland of Robbins Industries pointed out, "these recent innovations in blank tapes have gone a long way towards raising the standards of the tape industry, and making it more acceptable to the consumer grown skeptical by poor, shoddy manufactured product."

Still, the Robbins official said his company was giving the new high end lines careful consideration with a view of getting in on the action. "There is every possibility," he said, "that we will eventually market a line of high end blank cassettes, and when we do it would most likely be chromium dioxide."

Friedland could not say when the company's entry into the high end cassette market would be announced. He stressed, however, that if and when it does get into it, prices would be kept as competitive as they never were in the company's budget line.

Meanwhile, the company which has just emerged successfully from a long siege with the depressed economy, is moving heavily into the industrial and educational blank tape markets with a line titled, "Lecture." According to Friedland, this line which is available in lengths of 10, 20, and 45 minutes, is, in finding wide acceptance in these new markets.

The "Lecture" line is Robbins' "Brand 5" cassettes which are geared primarily to the consumer market, and are available in playing times of 30, 60, 90, and 120 minutes.

Robbins has also moved into the blank 8-track market with cartridges available in playing times of 12, 24, 45, 70, 90 minutes, and, according to Friedland, although the line is not as fast a seller as the cassettes, yet, with the increasing availability of 8-track recorders there is a growing demand for it.

At present, Robbins' blank tapes account for better than 30 and 40 percent of the company's overall business. About 10 percent of this is done through private labeling. Friedland attributes the company's increasing success in the blank tape business to its stringent cost control methods which allow it to offer good quality product at competitive prices.

The Recoton Corp., is another major accessory manufacturer that is closely following the growth of high energy blank tapes. Robert Borchhardt, general manager of the company, said that although no fixed date for a definite move has been made, his firm does have plans to get in on the high energy tape movement.

He continued, "We are not rushing this move as the market volume for blanks is still in low cost cassettes. Borchhardt also agreed that the recent thrust of high energy tapes along with their accompanying merchandising programs have helped, rather than hindered the growth of the budget cassette.

At present, Recoton markets a line of low cost cassettes ranging in playing time from 30 minutes through 60, 90 and 120 minutes. The product is merchandised in a number of eye-catching packages including blister packs, cardboard boxes, and plastic cases. The company has also introduced a line of 8-track blanks which, according to Borchhardt are moving well despite the fact that they are ham-

(Continued on page 55)

WHILE OTHERS FAIL, WE PLAY

Poor Nero. He was happy fiddling while Rome burned, but how much happier he would have been had he been able to preserve his performance for posterity. But then he didn't have a TDK Super Dynamic cassette — and with any other brand he still would not have been sure, what with jamming and stretching of tape, not to speak of the quality of reproduction.

Like anything man-made, a cassette can fail now and then. The trouble is, most cassettes fail more often than other things. If you're lucky, it's only a matter of wavering pitch, the sound getting fuzzy, or scratchiness coming up.

When you're not that "lucky," everything you had recorded may be destroyed in a moment. You go from violins to violence in one step; and the one doing a burn is you.

When that happens, there's only one world's best cassette tape going for you — exclusive Super Dynamic formulation, with its superior frequency response, output level and dynamic range, plus extremely low noise and distortion — you don't waste all that. You put it into the best cassette anyone can devise.

When it comes to reliability or fidelity, TDK wouldn't string you along. That's why we PLAY while others fail.
Retailers Use Blank Tape as Price Leader

LOS ANGELES—Advice to the retailing world on the ways of increasing sales: Promote blank tape.

Many local and regional dealers, including mass merchandisers and specialty locations, are using blank cassettes as items. Others are building promotions around blank tape by offering players loaded with blanks.

Dealers have found many ways and methods to take part in the blank tape boom. For example, Stereo Hi-Fi Discount Warehouse is selling 3M Scotch cassettes at low, low prices, like a $1.12 (regular $2.65) at a C-90 at $1.79 (regular $4.99) and a C-120 at $2.46 (regular $5.35).

In Atlanta, Wallichs Music City, an eight-store chain in California and Arizona, is offering players loaded with blanks.

SAN FRANCISCO—Like a few tips on how to successfully run a blank tape division?

Educate your dealers and distributors to the industry and to the product.

Have a full line of product in all lengths, popular colors, and oxides.

Develop and develop new areas of distribution, and always stay in front of trends.

Always have a big book of "grass-roots" promotions, merchandising tools and specials for retailers and consumers.

There are others, but Jim Lantz, special promotions manager for Ampex's magnetic tape division, feels these are the most important points that need to be remembered when entering new markets for blank tape.

Ampex does have a full product line, but it must be told to dealers that blanks, it does have a flock of special promotions to support it, and it is preparing new distribution patterns in specialty outlets, that could constantly alert dealers to trends.

For example:

Although the market for chromium tapes is small, Lantz is particularly pleased to have it in the line. "Blank tapes in the future seller include a cleaner sound with greater fidelity at the high frequencies," Lantz said. "Chromium tapes, when used with high-quality tape recorders outfitted with the proper electrical bias and equalization, provide a higher signal output than gamma oxide.

Blank cassette sales are held up by the '66-'67 black market, and any doubt as to whether blank tape will still be around in the future. Lantz feels that the blank tape market is just beginning."

AMPEX is marketing its first chromium dioxide blank tape for consumer audio use in the fall.

A national series of 30 and 60-second radio spots, including time on underground stations in major markets.

Prior ads in consumer and trade publications offering free cassette with the purchase of product.

Company Auxiliaries

Lantz also realizes he has an advantage over competitive products because Ampex, a major manufacturer, incorporates into its line blanks, cassettes, and open-reel cartridges.

One promotion earns a dealer six C-60 blank cassettes with the purchase of four different cassette recorders. Another, tied in with Ampex Stereo Tapes, offers two prerecorded cassettes with four C-60 blanks. Lantz attempts to have at least three major promotions a season, but frequently drops in more promotions as well as regular, seasonal buying habits happen.

The promotional and merchandising people in the line are drawn, Lantz admits. "Because consumers and retailers are more sophisticated, more aware and are willing to spend more money for improved tapes."

"The tape is becoming less and less of a factor in the marketplace," Lantz stated. "Even most manufacturers realize the pitfalls in producing poor quality tape and are upgrading their product."

Unfortunately, there will be room for tapes that are cheaper, but the shock of poor quality product is happening and dealers are turning away from deals that Lantz and said, "Dealers and consumers have learned about the product, and the improvement in cassette equipment has also assisted in upgrading the configuration."

Lantz states there will always be greedy retailers and quick buck makers and that he is ready for the cheap tape banner. But more are turning to Ampex for quality, and Lantz is ready to take the loss in favor of long-range sales.

Blank Boom Continues

"Blank tape sales boom continuum and growing. Blank cassettes represented about $70 million at retail in the 62, last year and will be about $55 million this year, according to Lantz. He sees the industry figure climbing to more than $100 million, conservatively speaking, in 1967, and even higher and faster rate beyond that point."

"Of course, blank tape will grow as equipment grows," he said, "and blank cassettes will enjoy a 15 to 20 percent gain over the next five years."

Lending support to estimated figures are new markets for blank tape: education, busines, industry. "The non-entertainment appli- cation of blank tape is just beginning," Lantz said.

AMPEX has a heavy-duty classroom cassette, series 291 Educational Cassettes, which produces a full line of product for use in education, industry and government and specialty fields.

To discover new fields for tape, Lantz is always pursuing new distribution avenues. He wants to introduce college and student campus stores, supermarkets, automotive chain stores, drug outlets and other specialty locations.

Lantz feels that mass merchandising divisions will pull 40 percent of the blank tape market, while mass, hi-fi and TV appliance stores combine for another 40 percent.

The remaining 20 percent falls into specialty locations, including photo stores which account for about 6 percent.

"There's plenty of action in the blank field," Lantz said, "and a lot of it is in the specialty stores."

Lantz also feels that retailers (consumers, too) are turning away from private label cassettes in favor of Ampex.

(Continued on page 18)
While our competitors are busy breaking glasses

we're breaking records...

SALES RECORDS! We’re selling more Compact Cassette®es than both of our glass shattering competitors combined... and that’s where it’s at.

Audio Cassettes® are the choice of 9 out of 10 of America’s largest retailers.* And those retailers know that the value and the profits are built in. So when you combine good profits, good performance, with a lifetime guarantee, you get the leader... Audio Cassettes.

Remember, it all depends on whether you want to sweep up broken glass or clean up at the cash register.

*as listed in Fortune Magazine
NEW YORK—The Goliath of the cassette, North American Philips Corp., seems to be encoun-
tering the blank tape market in the U.S. They have developed five new Norelco blank cassette tape lines to be marketed by all divisions or sub-
sidiaries of North American Philips Corp., Home Entertainment Products Division, Mercury Re-
cord Corp., North American Philips Lighting Corp. and Herman H. Smith, Inc.

This represents a significant departure in corporate marketing strategy for the company, according to Paul Nelson Jr., vice president of the marketing and production division. "Instead of marketing products under individual Phillips brand names," he said, "all will market blanks under the Norelco Cassette Division.'

One of the key men in the new venture is Edward Smith, manager of the cassette department. "Formation of the new cassette depart-
ment means we are aiming at estab-
lishing for Norelco a promi-
ence in software comparable to that which we have gained in equipment," Smith said.

Why the concentration on soft-
ware?

"We foresee the cassette market expanding at the rate of 18 percent a year for the next five years," Smith said. "The 1971 forecasts for cassettes in the U.S., including both blank and

precorded, will amount to 120 million units with a retail value of $720 million."

"Of the total, blank cassettes will account for the lion's share, some 80 million units with a retail value of $165 million," Smith said.

"Blank cassettes will remain at about the same proportion of the total," he added. "The industry will have a blank cas-
ette market of over 220 million units with a retail value approach-
ing $550 million in 1975."

The Norelco lines, 100, 200, 300 (chromium dioxide) and Challenge, have been designed to meet different usage as well as merchandising needs.

The budget-priced Challenger and the 100 are suitable for voice recording, background music and spoken word. More exciting music, reproduction needs are met by the 200, while the 300 is designed for semiprofessional recording on higher quality equipment. The 400- and 500-grade lifetime guarantee and the Challenge is good for 90 days. Challenger and 100 series cassettes come in 60, 90 and 120.

NORELCO has introduced five cassette tape lines, including a chromo-

dium dioxide series, in a marketing effort to corner the blank business in the U.S.

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Use as Price Leader

- Continued from page 16
prices available," but the store doesn't mention the price giveaway.

It does mention Memorex's "class of its own," a high audio tape, including a chromium dioxide tape at $2.60 (regular $3.93). Other specials include a C-40 for $1.99, a C-60 at $1.89, a C-90 at $2.75, and a C-120 at $1.65.

Walkills is also advertising give-

away values on BASF and TDK product. Purchase two BASF C-60 tapes and receive one free, pur-

chase three and receive one other free, and purchase one C-120 and receive a second free. It is offered both at the mail order head cleaner with the purchase of four TDK tapes.

Under its own label, Walkills have a "limited edition"引进 - 45 - cent tape at $1.19.

An audiophile misses the Pacific Stereo Super Special, which is Pro-

ound's $1.89 C-60 cassette for stereo listeners and home entertainment di-

vises. It is offering a "cassette and reel blank tape" for $1.19.

Even specialty chains are getting into the act. Clark Drugs is pro-

oting a 49-cent-and-a-99-cent-and-a-


unbranded blank tape in stores.

It does state the 49-cent cassette is a "fine quality DuPont Mylar recording tape." Thrifty Drug and Discount Stores is plugging a C-60 blank for 64 cents.

Among the mass merchandisers, Sears is promoting its Saturday-

ly sale in its camera department and Post is putting in 9-for-88 and a Saturday-Sunday sale in its professional section for the same item at $1.88. K-Mart, a division of S.S. Kresge Co., is offering a C-90 blank for 79 cents.

In short, it's a blank tape mar-

ket.

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No Stone Unturned

- Continued from page 16

more of very recognizable brand names. "Blank cassette tape is one of the best known brands of any kind," he feels. "The trend started about six months ago and more manu-

facturers are using the word in their own brand." Whatever the brand, though, Lanza is sure the blank tape boom is just beginning. "We haven't even discussed the foreign tape market."
The Blank Tape Market Today

Audio Magnetics Continuing Its 'Up, Up and Away' Quality Plan

LOS ANGELES — It isn't a secret that many forward thinking blank tape manufacturers are working to upgrade their product to new heights. As blank cassettes become a more hi-fi oriented product, more tape producers are doing more things to meet the challenge of improving product.

Audio Magnetics, for example, has made a series of moves to improve its position in the industry, like:

- Introduced its own brand name of audiophile tape to the consumer field.

- Introduced a premium line of cassettes to the educational market.

- Introduced a blank videotape to the consumer and educational fields using a new coating process on its half-inch tape.

- Expanded its sales force to include specialty locations in education, library, etc.

- Expanded its international division to include manufacturing facilities in Canada, Portugal, Mexico and Gardena, Calif., and opened a sales-marketing headquar ters in Switzerland.

- Established an export division to handle its business to more than 70 nations.

- Received patents on its cassette liners to improve product.

The patents cover anti-friction liners.

"One of our more important developments," according to Ray Allen, sales vice president, "has been our entry into the field with a QHF (quadrasonic high frequency) line.

Mass merchandising chains have recognized the need for high-end blank cassettes and have opened a new market for the QHF series," he said.

The new line is low noise, high-density tape with a polyester base available in both cassette and open reel configurations in 5 and 7inch reels and 30, 60, 90 and 120-minute lengths. "Mass merchandisers recognize the need for a high quality tape," Allen said, "so we developed a line to meet their needs. It has helped find a new avenue for our products in specialty locations. The line is being readied for the world market.

Allen believes the reason for initial acceptance of the stepped-up line is "because people who started out with low-cost recorders have moved up to better equipment and have consequently moved up to the QHF line.

The need for improved product has spilled over to the educational field, too, claims Hal Sandor, director of educational products.

Audio Magnetics is offering a premium line of blank cassettes and a step-up line of open reel products to the A/V field. These products are in addition to the A/V Educator series of standard blank cassettes. According to Allen, the professional quality QHF line has several distinct features like:

- Cassettes are seated with five self-centering Phillips head screws, enabling the cassette to be opened for editing or repair, the pressure pad is of beryllium copper and rabbit felt, the tape oxide is imregnated with a silicone lubricant; plastic windows are tonically welded, and the lumps and clips are Delrin self-lubricating plastic designed to provide permanent leader/leader interlock.

The Radon roller is one-piece Delrin double-flanged with the stainless-steel pins are silicone-lubricated. The polyester liners are coated with a special graphite and silicone formulation and are curved to prevent the tape from winding unevenly and jamming.

Audio Magnetics has introduced a line of quadrasonic high frequency cassettes in an effort to make blank tape a more hi-fi oriented product.

Mirexore Vaunting Chro-Dio Qualities

SAN FRANCISCO — The controversy over the value of chromium dioxide tape isn't likely to abate, nor even from some of the manufacturers in this industry, like:

"For improved protection, but the controversy itself is part of a larger problem: that of high frequency recording. The market for tape recorders is growing, but the number of people who are buying recorders is not keeping pace with the growth of the market. The result is that the companies that manufacture recorders are having to find new ways to sell their products.

"We have developed a new tape called chromium dioxide, which is a unique tape formula with the potential of greatly improving high frequency recording of any tape recorder without modifying the audio output. This is achieved by a special formulation of low noise, high frequency tape. By using this tape, we can improve the performance of our current products and make them more competitive in the market.

"Our commitment to this product is evident in the fact that we have invested heavily in research and development to perfect the formula. We believe that this tape will be in high demand in the market, and we are confident that it will help us to maintain our position as a leader in the industry.

"Our customers have expressed a strong interest in this new product, and we are working to make it available to them as soon as possible. We believe that this will be a major breakthrough in the tape recorder market and we are looking forward to seeing the positive impact it will have on our business."
IF MAN WAS MEANT TO LISTEN TO QUADRASONIC SOUND... 
HE WOULD'VE BEEN BORN WITH FOUR EARS.

If that's the way you feel about Quadrasonic, then you had better open your ears (all four of them). Quadrasonic sound is here. Now. And it's all around you. That's a pretty fair description of this sensational innovation in sound reproduction. But, it doesn't tell the complete story.

The OCTOBER 2ND ISSUE OF BILLBOARD will.

It's another first for Billboard, as we explore in-depth the Quadrasonic story where it's heading and who's affected. The story everyone in the field has been waiting to read.

No one will know where you are in the Quadrasonic sound boom unless you tell them. What better way to tell them than in Billboard's Quadrasonic issue?

The ADVERTISING DEADLINE IS SEPTEMBER 17, 1971.

You don't need four ears to hear Quadrasonic sound. And, they don't need four eyes to see you in the October 2nd issue of Billboard.
3M's High Energy Cobalt Tape Line Offers Higher Quality at Lower Speed

ST. PAUL — Offentimes the tape tends to seem a bit apathetic, especially to those who are not particularly omnious that blank tape manufacturers have huffed and puffed to keep up with the times. Little until now.

Minnesota Mining & Manufacturing Co. (3M) has decided to alter the status of the tape industry with a new, revolutionary product—"high-energy" tape. The new tape is designed to greatly affect the performance of existing tape, thereby improving the audio quality of the tape. The tape has been specifically designed for high-energy applications, such as professional sound recording, high-fidelity stereo, and broadcasting.

Dolby-Chro-DioTape To Bulwark Cassettes

- Continued from page 19

stability. Print-through is consider-
ably less in the chromium dioxide cassettes. Because recorded signals resist change, the generally low level of noise is even more audible.

The particles of chromium dioxide cassettes are as small as the smallest low noise ferric oxide particles, but considerably more uniform.

It is inherently some 30 percent more magnetic, a fact that stems from chromium's high ferrimagnetic oxide.

The particles are single crystals rather than being made of many small ferric oxide crystals in ferric oxide. Also, they are free from defects common to all ferric oxides, such as impurity or porosity. The formation of branching.

Because of its high coercivity, chromium dioxide needs approxi-
ately one percent of its length to achieve optimum performance. Therefore, it should be used only on the use of a Dolby (type B) system. On conventional equipment, chromi-

num dioxide magnetic tape is not usable, and it is not usable. In general, only one percent of the magnetic oxide is usable.

Equipment manufacturers have for some time recognized the op-
tunities that chromium dioxide offers in upgrading the perform-
ance specifications of their equipment.

A handful of player manufacturers are marketing cassette decks specifically designed for chromium dioxide cassettes. The principal pur-
pose is to provide a switch which allows the user to specify whether or not the machine contains chromium dioxide or ferric oxide.

Dolby-Chro-DioTape does not contain chromium dioxide alone, he said.

AUGUST 28, 1971, BILLBOARD

The Blank Tape Market Today

MAXELL TO DISTRIBUTE CHRO-DIO Cassettes

NEW YORK—Maxell Corp. of America will market a line of chromium dioxide blank cassettes this year.

The new line initially will be packaged by Maxell, using product from the DuPont Co., according to Maxell spokesman. Eventually, the source said, the new chromium-coated line and the regular Ultra Dynamic (high energy) series will be manufactured at Maxell's plant in Japan.

In preparing for the tape expansion, Maxell's parent company, Hitachi, has opened the first of four tape plants at Hoyote, Japan.

Maxell, who introduced its cassette line in the U.S. less than a year ago, has also marketed an 8-track blank line.

In an effort to build the U.S. for high energy tapes, Maxell has embarked on a nationwide education program for dealers and con-
mumers. The program centers around training seminars, discussing tape formulations, pricing, quality vs. cheapies, among other topics.

The company also plans to market product to the educational and industrial fields.

BASF 'Enjoying '71; '72 Evokes Big Grin

- Continued from page 18

he said. "Consumers are becoming disenchant with cheap cassette equipment and therefore the high-quality tape is the answer. It is now exciting to be involved in this field because chromium dioxide cassettes offer the same increase in high-quality sound as the newer tapes but with the added advantage of being an improvement over conventional Ultra Dynamic tapes.

The two magnetic qualities of the new tapes is very significant. One is that the magnetic oxide is not as well saturated as the conventional Ultra Dynamic, which means that it will work better in older equipment. The other is that the magnetic oxide is more easily saturated, which means that it can be used without causing any damage to the equipment.

New Norelco Blank Cassette Lines

- Continued from page 18

minute lengths. The 200 series comes in a C-30, while the high-
end 300 comes in 60 and 90-min-
ute lengths.

The chromium dioxide line, se-
rvey 400, will be offered in 90 and 60-minute lengths. Admis-
tably a very small market, the chromium dioxide cassettes will be of-
ered, "because there is enough equipment in the field to warrant production," he said.

Smulders observed that the di-

fferent cassette grades have been
developed to satisfy a broadening and segmented market. It's ap-
parent that a need has arisen for more than one grade of quality cassette," he said.

Norelco repeated its previous warnings that the manufacturer's multi-
tiered line and its new line of tape will be distributed at the same retail price.

"When hardware fails to func-
tion, it is only reasonable to expect that the product should perform as advertised," he said.

Norelco's senior executive said that the company's tracking system deviates from the standard. According to this system, around 1000 drawings and 300 drawings of schemas have been prepared in the first year, and the company will soon embark on the second year of testing.

The group also says that its manufacturing process is not as dependent on the quality of its raw materials as it once was, and that the company is working to improve the quality of its raw materials.

Dempsey believes there's a mar-
ket for everything, including in-
ferior brand. "But it should be la-
beled as such. Perhaps a tape grad-
ing system is necessary for con-
mum protection.

Tape itself has made great strides. To that end BASF has in-
troduced its chromium dioxide blank cassette line. The line will be distributed in 30, 60 and 90-
minute lengths through its regular distribution channels.

THANK YOU! Billboard Readers

Your Response Overwhelmed Us!

To keep up with your demand and service you even faster, we have opened a warehouse in NEW YORK CITY.

MEETS QUALITY STANDARDS U.S. PHILIPS CORP.

IMMEDIATE SHIPMENTS FROM OUR WAREHOUSE: LOS ANGELES, CALIF.
TOKYO — Prerecorded tape sales are steadily advancing in Japan via non-music dealer sales channels, posing a threat to the existing structure of the record manufacturer-recorder retailer pattern.

Tape production last year totaled 17,981,804 cartridges, a 50 percent increase over 1969. Although cassette production is only a fraction of cartridge, it is growing fast. Over 2,147,340 cassettes were produced in 1970, a 2.64-fold increase over 1969, and 1971 totals will probably break 3.2 million units. Open-reel sales are gaining, but slowly when compared to the growth of open-reel equipment sales.

The large sales of cartridge tapes in the automotive market is indicative of the waning strength of the established record retail structure. The approximately 7,000 record shops throughout Japan have suddenly found themselves in competition with the much larger sales network, created by tape distributors who utilize Japan's more than 20,000 service stations, 5,000 car repair shops, 3,000 accessory and parts dealers and 4,000 automobile showrooms, etc., to reach their cir-customer-oriented clients.

Music Gross Spirals

While maintaining the selection of titles and related problem of stock control, a few instances of tape piracy and several outbreaks of small "price wars," are still causing the tape industry headaches. The overall tape field, however, is advancing at a rate far exceeding what little progress has been achieved by the established record retail shop field in developing new customers.

Last year's music manufacturers raked up around $83 million in sales and a 30 to 40 percent growth rate is being maintained this year to push year-end totals well above the $100 million level.

Most of Japan's 12 major record manufacturing companies have been giving increased attention to their tape output to the marked displeasure of record shop owners.

Mounting tension between the manufacturers and the various record retailer organizations may eventually force a drastic change in the direct manufacturer-dealer relationship which has, till recent, been honored by dealers and retailers alike as the only "respectable" form of moving product in Japan.

The fact that record dealers do almost no self-promotion or advertising and the fact that they take the losses and risks makes the advantage of the liberal merchant-distributor return privilege (up to 30 per cent in some cases) is becoming increasingly irksome to makers.

Talk of "industry-wide racket" and other modern distribution techniques is becoming heard among record manufacturers, especially among the newer and/or smaller of Japan's dozen leading firms. Most record manufacturers have privately expressed their dissatisfaction.

(Continued on page 24)

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THE ATC POWER PLAY

(Juicy Details)

Most people don't know AC from DC and they could care less about the 10-to-one voltage ratio between their car and their home. Some things work in the car and some in the home, that's all.

Enter ATC.

Most people don't know ATC from AC or DC.

Too bad.

The ABC's of ATC are Advanced Technological Concepts, a company which not only knows the difference between Alternating and Direct Current, but also knows how to extract the latter from the former with a series of high-styled little boxes.

INS AND OUTS

The innards of these boxes—which also reduce house voltage by 90%—are their business. The outsides of these boxes are your business (and pleasure). Because of their solid state design, you'll hear nary a hum from ATC's elegantly-clad power sources. But what you can't hear isn't nearly as intriguing as what you can hear.

THE GO-BETWEENS

Known to intimates as converters, these devices go between auto stereo (or radios or communications equipment) and domestic wall sockets, enabling the house dweller to enjoy the sounds that move him without moving. More briefly (but less elegantly), he gets two stereos (or whatever) for the cost of one-plus-a-reasonably-priced-ATC-converter.

LIVING ROOM PIONEERS

ATC pioneered the design and manufacture of these 117 volt AC-12 volt DC power supplies, which ATC produces in its own factory. Their frontier is now your back yard (or living room, den or even store display) with the emergence of these reliable UL-approved converters.

ATC IS FOR PEOPLE WITH WHEELS AND EARS.

HP 123 Home Power Converter

Provides no-hum operation through its sophisticated solid state circuit design. 100% silent, with a chrome finished cabinet with deluxe rocker switch and pilot light.

HP 125 Home Power Converter

Husky big brother to the HP 123, the rugged HP 125 easily handles power demands of 5 amps constant and 10 amp surges.

HP 125-S Home Power Converter

For the economy-minded—electronically identical to the HP 123 model, less power switch and monitor light. Black exterior panel finish.

Distributor and Dealer inquiries to this dynamic company are invited at ATC's big new address:

ADVANCED TECHNOLOGICAL CONCEPTS, INC., 2040 COTNER AVE., LOS ANGELES, CALIF. 90025. (213) 879-1863

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Nixon Surcharge Triggers Electronics—Discharges

'Growing Pains' Netting Japan Record/Tape Market

While maintaining the liberal merchant-distributor return privilege (up to 30 per cent in some cases) is becoming increasingly irksome to makers. Most record manufacturers have privately expressed their dissatisfaction.

(Continued from page 10)

the new economic policies, most foreign businessmen, nevertheless, vehemently rejected the President's moves. The negative comments, for the most part, came from Japan and Germany, where the surcharge will be a "heavy blow."

In short, Japan expects the U.S. import surcharge and other economic measures will have a definitional effect on the Japanese economy as a whole. Many Japanese businessmen are scrambling. Japan, and other countries involved in heavy exporting to the U.S., generally resist the idea of revolting their currencies. They believe that such a move (revailing) discourages exports, encourages imports and can lead to a recession.

The 10 percent surcharge on imports goes into effect on goods entering the country or withdrawn from warehouses in the U.S. after midnight Aug. 15.

The suddenness of the action by President Nixon left many executives scurrying around trying to find some answers. The concerns was that it's too early to tell the effect of the import surcharge tax.

One thing is clear, however. Many importers say they are considering canceling planned promotions, advertising and the like on foreign goods. They are also planning to pink-slip personnel.

Most agree prices on consumer electronics will rise, but not immediately, and most delay further comment until they can resolve the "confusion as to what all this means."

A consensus opinion among industry executives is this: "President Nixon established a price freeze and then he puts on a 10 percent surcharge. That's an increased cost, and that's got to be passed on to the consumer."

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PIRACY RULINGS NIP SUPPLY

CHICAGO—The value of definitive laws against tape piracy and the proper enforcement of those laws was illustrated recently in the New York City area where Fred W. Muehle & Sons, 110 Albany St., New Brunswick, N.J. ran an ad there. Copy in the ad, placed in the financial section, read:

3 TRACK TAPE BUYERS

Due to the recent enforcement of New York's anti-bootleg tape law we will no longer supply our New York City distributors.

To service accounts in New Jersey, Connecticut and the other 47 states where performance duplication is still permitted, we will make available our inventory of over 100,000 tapes to volume buyers only (500 minimum order).
Muntz Waits for Larger 4-Channel Mart Potential

LOS ANGELES — The Muntz Stereo Corp. has taken a hands-off policy regarding four-channel equipment. The company has one auto model which its Clarion supplier in Japan has developed, but it plans holding back until quad-rasonic sound is about 15-20 percent of tape sales, relates executive vice president Perry Winokur.

Winokur claims that existing quad-rasonic tape equipment is not selling. Young people comprise a high percentage of the unemployed in this country, Winokur points out, thus they don’t have the mon-

ey to spend on the high-speed quadrasonic machines.

And he claims, they look upon four-channel as a gimmick. It doesn’t deliver what it promises, he claims. People hear with two ears; they understand two-channel stereo, not four-channel, because people “don’t have four ears.”

The company feels that the creators of prerecorded music have the most to gain by boosting quadrasonic sound. The additional cost of the equipment negates the public’s going in for the machines.

There is some display of quad-rasonic equipment, Winokur notes, but it’s not selling at retail. A number of Muntz’s dealers have expressed the opinion that the public is not yet ready for four-channel sound.

Muntz prefers not to introduce its own car quadrasonic unit because it did, it could “muddy the situation.” The company does not want to reveal which quadrasonic system it favors, discrete or matrix. The company is not concerned with the home entertain-

ment field, choosing rather to stay in close touch with the car mar-

ket. “We’re directly related to the automotive industry,” Winokur says. “Anything we would do in the home entertainment field would be a secondary version.”

The executive says today’s youngsters are very aware of qual-

ity. “They’re more sophisticated and very knowledgeable. You cou-

(Continued on page 27)

8-Track Tapes

Do 1/3 WB $$

LOS ANGELES — Prerecorded 8-track tape continues to be an essential part of the overall sales for many record companies.

To prove it, Warner Bros.-Re-

prise released its weekly top 10 album sellers and noted the per-

centage of tapes to albums sold. Eight-track sales accounted for an average of 34.6 percent overall.

For example, tape sales ac-

counted for 33.8 percent of total sales for Jethro Tull’s “Aqualung” album.

Top product:

1. Jethro Tull, “Aqualung” (33.8 percent).
2. Black Sabbath, “Para-

noiud” (29.4 percent).
3. James Tay-

lor, “Mudside Slim and the Blue Horizon” (33.9 percent).
7. Black Sab-

bath, “Black Sabbath” (39.4 percent).
8. Neil Young, “After the Goldrush” (27.5 percent).
10. Alice Cooper, “Love It to Death” (38.8 percent).

The percentage figures after the album indicates the percentage of tapes to albums sold.

So, we gave him the Concord F-140 Stereo Cassette Recorder with Endmatic®. At home it can be hooked into his hi-fi set-up. At the beach, her recorder operates on batteries as a complete, self-contained stereo system. It has high power stereo amplifiers and acoustically matched speakers with built-in stereo sound deflectors. It has two VU meters, 3-digit tape counter, plus head-

phone jack. And Endmatic provides complete automatic shut-off at the end of the cassette. At $99.79 this dealer will be bringing peace to more Chicago families.

CONCORD “We’re making better things for your customers to listen to...because we listened to you.”
The new "TriplePlay" P-590, Stereo 8 track tape player with AM-FM-Multiplex. Built in 3-way power supply — car battery/110 AC-DC/flashlight batteries, Slide controls, pushbutton program selection with lighted program indicator.

...by the folks who invented Stereo 8™

LEAR JET STEREO, INC.
(602) 294-4661, Tucson, Arizona

As with any great star's performance, it's smart to make an early reservation — first delivery scheduled in mid-October!

---

**International Tape**

**MILAN** — Phonogram is releasing prerecorded cassettes in tin cans. First repertoire to receive the unusual packaging are Polydor and Vertigo.

**LONDON** — Radiomobile is introducing two 8-track home players. United Artists Records is offering up to 10 percent extra discount on prerecorded tape on top of the usual 28 percent margin. Retailers placing minimum orders will earn the following extra discounts: 15 tapes—2.5 percent; 25 tapes—3 percent; 50 tapes—7.5 percent; 75 tapes—10 percent. The month-long promotion has one qualification: Dealers must order product from UA, not EMI and Ampex, which also distribute UA tapes. Precision has launched a line of prerecorded tapes for tourists. It has teamed with Shell Oil to produce the guided tours. Shell is servicing garages and filling stations, while Precision is distributing to music locations. Precision is expanding its field sales force to service non-record stores.

**Japan Record/Tape Mart**

Continued from page 72

pressed interest in talking with anyone, foreigners included, who can advise them in setting up such rack-jobbing or other new sales systems.

Also, there is evidence of increasing support for schemes to expand the cooperation record makers now give to book dealers, stationery store, appliance dealers, direct mail record club plans, etc., in efforts to quicken their non-moderate thrust into that 60 to 70 percent of Japan's 100 million-plus population who do not now buy tapes and records.

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The Secrets to Smooth, True Fidelity in Cartridge and Cassette Operation

- **No. 201** CASSSETTE SPRING PAD
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- **No. 510** FLAT-FOAM SHIELD
  - Size and material to customer specifications

- **No. 570** FULL-FOAM SHIELD
  - Standard Shield with foam (pad – nickel alloy or Sicon 7) — Foam specific to customer requirement

- **No. 208** 8 TRACK CARTRIDGE SPRING PAD
  - Phosphor Bronze Spring with wool felt pads

- **No. 508** 8 TRACK FOAM PAD
  - Nickel – Siconine — Dimensions to customer specifications

- **No. 901** SPECIAL FOAM PAD
  - An example of special production to individual customer design

**OVERLAND PRODUCTS**

AUGUST 28, 1971, BILLBOARD
SONY BOWING QUADRASONIC 8-TRACK HOME & CAR UNITS

LOS ANGELES—Sony/Super- scope has its representative cat four-channel 8-track player. It also has a four-channel tape deck for the home market.

But the automotive market, which has been the most dynamic in terms of expanding the growth of tape cartridge equipment, is very slow in catching on to the ex- cellent four-channel concept, claims Sony Super-Scope's G. T. Trench.

The four-channel industry is being held back because a number of the large auto manufacturers are not committing themselves to four-channel. It's an O.E.M. equipment. So it's certainly a major factor in deterring early sales.

Sony/Super-Scope announced its entry into four-channel 8-track equipment at the recent Consumer Electronics Show in Chicago. The two quads units are regular inventory in stock with initial reaction from reps and dealers has been good to the idea of four-channel players.

Thalberg says, adding: "You always have good glass reactions with a new product. Quantities of the units unfortunately are tied up by the seven-week-old stock desk. So like other hardware firms, Super-Scope has been forced in its efforts to fill the market lines with quadrasonic units.

Super-Scope calls its four-channel system the Quadradrome. The car model is the TC-84. The home deck the 24-D. Both have the same $340 price tag.

The car unit has four independent level controls—there is no feature of other manufacturers do not have—plus master volume and tone controls. There is also an illuminated channel indicator and front panel protective and re- cessed controls. The open reel design is automatic and manual track selection and an automatic shut-off switch.

FROICE' AFFECTS DOCK STRIKES

LOS ANGELES—President Nixon's antitrust freeze policy could postpone the longshoremen's West Coast dock strike threatened for Sept. 30.

The President has asked unions to cooperate in ending strike and walkouts during the temporary 90-day 'cooling off' period program. Because of the Nixon Administrati on's 90-day policy, striking members cannot receive an increase in pay if a settlement is reached.

A spokesman for the 15,000- member International Longshoremen's and Warehousemen's Union, which represents West Coast ports in California, Oregon and Washington, said union may (Continued on page 27)
NEW YORK—The CBS Electronic Video Recording Division has been restricted temporarily from shipping the CBS EVR film cartridge, following the declaration by NBC that shipment of films from NBC's CTV bandwagon thus far have been under the FCC's decision to hold industry hearings on the problems of governmental regulation of video tapes and related equipment. The division, in a specially convened conference held at the CBS Broadcast Center here last week, received its first CTVision tape made from a two-inch videotape by CBS EVR has previously worked with film.

Apollo Special

The program, a 25-minute commemorative special titled "A Ride On The Flight of Apollo 15," also marked the official commercial operation of the EVR Electronic Beam Recorder. Located at the firm's Rockefeller, N. I., processing plant, the recorder is reportedly capable of high-speed recording of entire tape contents of videotape masters with little loss of resolution.

According to Robert Brockway, president of CBS EVR, the move by the FCC is little more than a "paper formality" since the laboratories on the units have already proven them free of such hazards.

More than 400 experts in a variety of fields entered the FCC's decision to hold industry hearings on the problems of governmental regulation of video tapes and related equipment. The division, in a specially convened conference held at the CBS Broadcast Center here last week, received its first CTVision tape made from a two-inch videotape by CBS EVR has previously worked with film.

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Rock and Film Roll Past 'Woodstock'

by Nat Freedland

NEW YORK — Hollywood's moviemakers continue to experiment with the music in films, as a pair of entertaining new pictures, "Bugsy" and "The Enforcer," bring the gangster film and the film noir into the sixties.

"Bugsy" is a fast-paced, taut, and thrilling story of the rise and fall of the great 1920s gangster Bugsy Siegel. The film is directed by Stanley Kubrick and stars Warren Beatty as Bugsy and Richard Boone as his nemesis, the mob boss, "Bugs" Kelly. The film is a vivid and gritty portrayal of the world of organized crime, with a cast that includes breakout performances by Rod Steiger as "Bugs" Kelly and Kirk Douglas as Al Capone.

"The Enforcer" is a sequel to the 1969 hit film "The Untouchables" and stars Robert Mitchum as Eliot Ness, the head of the Prohibition-era Prohibition Bureau. The film follows Ness as he investigates a corrupt Chicago police force and battles with the city's powerful mob boss, "Big Joe." The film is directed by Richard Fleischer and features standout performances by Max von Sydow as Ness, and Terence Stamp as "Big Joe." The film is noted for its gritty realism and intense action sequences.

Both films are landmark gangster films that continue to influence the genre to this day. They feature memorable performances, action-packed plots, and an immersive look at the world of organized crime in the 1920s and 1930s. With the rise of the film noir and the gangster film in the 1940s and 1950s, "Bugsy" and "The Enforcer" help solidify the genre's place in cinema history.

(Continued on page 20)
One of the country's hottest new groups, Carpenters, needed a portable sound system that could give them recording studio control over the sound of things like "Close to You" and "Ticket to Ride" in live performances. Solution? The Shure Vocal Master Sound System! The same system used on tour by The 5th Dimension, The Lettermen, Sergio Mendes & Brasil '66, The Dells, plus hundreds of other groups. The Shure Vocal Master gives them utter reliability, complete control over vocal effects and over feedback — with 300 watts of peak penetrating power! Result? Audiences across the U.S. are hearing Carpenters as they sound on their recordings — naturally!

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DOMESTIC

LOS ANGELES

AAM threw a soundstage lunch for Jack Daugherty, the Carpen-
ters' producer, and its "Class of '71" big band album. Again as it per-
tended, there was no live show, just the record played on speakers.
Motel patrons don't operate gold-leafed matchbooks to remind us "Gold Records Are One Bus-
iness."

This week's Daddy Cool hype comes from Jay Bernstein, fourth PR firm to be involved with the No. 1 Aussie artists since their U.S. arrival this month. Group has signed with Warner Bros. More Annies, the New Seekers, also back stateside for a tour showing off their new per-
nsonal, kicked off at Disneyland.
Roger Kellaway penned George Balanchine's latest work camp for the NYC Ballet,catchy title is "Pampea." Details Wilson joins the presidency of Concert 376 to form a new Toronto rock mar-

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Radio-TV programming

KCBI9 Zooms in Reno Rating; PD: 'Rolls in Adult Manner'

RENO—Very few Top 40 radio stations today enjoy the commanding lead that KCBI9 has here. Armed with an in-depth knowledge of the market, program director Dave Zacherle has built a giant such as existed in the late 50’s. The music of Reno are unique, he said. "The town is basically a middle class town, so you have all the people and its music tastes. The most popular local group is the Mountain Boys, a collection of big band rock and folk rock. All of these townies are the tourist, but we key our programming to Renoites. The town is a young town and at the 18-35 year old."

Recent audience surveys of the market have shown the station with almost double the number of listeners 18-24 of any other station in town and leading in 25-34 age listeners. At night, the station often has above 40 percent of the audience.

"We try to rock in an adult manner," Price said. The station is too rare in having a woman manager—Lorraine Walker. She was responsible for switching to a rock format in 1963 and created considerable stir in doing so. Price joined the station in 1966 and became program director a year later. His staff include Scotty Boggs, Bobby May; Robert Lamont, Jimmie Skipper, Harry Lyle, Chris Mitchell and Dale Scott.

The air personalities are encouraged "to be personalities," Price said. They operate from a playlist of 30 albums and about two dozen albums to pick from. On weekdays, the station LP cuts an hour. Price believes there's a trend toward stronger community involvement in the market and "we're now cutting down on the number of things recorded per hour in order to talk about things in the community. I used to think that anything other than records was a tune filler. But I'm finding now that people will stay tuned and are looking for more indepth projects and discussions."

KCBI9 limits commercials; it is sold out.

LOS ANGELES — The graveyards of radio are paved with the tombstones of syndicators and the truth is that very few syndicators really make money. After almost two years, Watermark, Inc., in dropping its bitter system approach to its syndicated "American Top 40" and will be charging for it. Previously, the weekly, three-hour special counting, the top 40 best-selling singles in the nation, had been distributed free on an exclusive basis to major-market radio stations. Small market stations had to defray costs of the show. By Oct. 1, all stations will be paying a nominal charge for the show, based on their rate card. Some 140 stations are using the show to date.

Syndicating the special has been no easy job. And there's a natural reluctance on the part of program directors to accept outside programming, which the special represents. But, by far the biggest problem was in trying to sell the show on a national basis.

"There's really no leader of aggressive radio people, was formed in January 1969 out of the energy left over from the Miami Pop Music Festival. The firm didn't really take shape until about July 1969 when Ron Jacobs left his position as program director of WLAC, Dallas, to join the organization. The group consists of Ron Jacobs of New York, Tom Rounds said he became involved with Watermark "by the office."

"The advertising executives are constantly complaining about the lack of control in radio. But we're also unwilling to support a research firm. When [our] research shows a station is growing, they'll create a sponsorship situation for the station."

"So the stations are the ones that are really making money."

"We've been asked many times about going national. Watermark has here. Ron Manly guides five high-speed duplicating machines located at the Watermark headquarters."

"American Top 40 From Barter to $$$"

"American Top 40 From Barter to $$$"

'The Ratings Game'

Watermark's "American Top 40" show has increased ratings an average of 40.35 percent among 31 stations surveyed by ARB in April/May 1971. It's believed that the three-hour weekly special is heard by approximately a million Americans in countries overseas via the American Forces Radio-Television Service. In 40 overseas outlets carry a version of the show, in 100 to 4 per hour rating

Winfrey, "recently program director of KNX, Houston, over a previous AUR, "best," B. "recently program director of KFRC, San Francisco, said".

"The Advertising executive is constantly complaining about the lack of control in radio. But we're also unwilling to support a research firm. When [our] research shows a station is growing, they'll create a sponsorship situation for the station."

"There are some that will say the show is doing very well. The other one, 'Cold Turkey,' is a 12-hour documentary which was shown on the West Coast."

Touring, president of Watermark, left, puts another station on the "American Top 40" map in the early growth stages of the show. Today, phone, "I'm satisfied with them," said. "I'm not satisfied with anything."

"We're trying to make people feel that this is a special thing."

CASA KASEM, who has just been selected as the 1972 spokesman on radio-TV for Chevrolet, comes from Logan, Ohio, to be the host of a series of programs. Kasem said. Kasem is the host of the "American Top 40" and is in Cincinnati and Atlanta.

"The Elvis Presley Story" was released last year and has been included in the "American Top 40" programming. It is scheduled for distribution in the fall.

"The Elvis Presley Story" is a 12-hour documentary which was shown on the West Coast. The show is produced by the American Forces Radio-Television Service.

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"The Elvis Presley Story" was released last year and has been included in the "American Top 40" programming. It is scheduled for distribution in the fall. Author Jerry Hopkins, center, expounds on his script for Watermark's "The Elvis Presley Story." Tom Rounds is at left, increase Records president Ron Jacobs, who also produced the Presley show last year, is at right.
New NATRA Chief Bodes Optimism

CHICAGO—If Cleveland radio personality Curtis Shaw accomplishments all that he knows, there will be some dramatic changes in the organization that just elected him president. It may even cease to be known as the National Association of Television and Radio Announcers (NATRA). It might be headquartered in Cleveland.

But Shaw, who worked his way up from disk jockey to talk show host and WABQ operations manager, is realist enough to know that no one man can change the national organization of black radio personalities.

Still, the 29-year-old Shaw, a changing NATRA is everywhere apparent. After all, it has just elected a man whose campaign motto was, “We begin to talk to our communities.” It’s not surprising that one of Shaw’s goals is to move NATRA’s headquarters from here to Washington. “We must be where we can more effectively represent the Federation Communications Commission (FCC) and to the full benefit of our members,” Shaw said.

So, it is only natural that Shaw, working directly with Luckey (Cordell, general manager of WVOV-Chicago and NATRA’s salaried executive director, who has had the philosophy of having a full-time director since the beginning), has said, “I have a proposal for obtaining this status for NATRA.”

The Clevelander, who took program director, sales, and marketing, is an approach to the problems of the urban black community. For one thing, Cordell said, he is has witnessed a “diversification” of the convention panelists, who seldom talked about the industry and its problems.

“NATRA must also learn about housing and the urban problems of the big radio companies,” Cordell said. “We must build a membership much broader than one that is jock-oriented.”

“Letters to the Editor” is a new column for NATRA members, who are to be a voice for newsmakers, especially on air personalities, to everyone connected with black radio and television is a part of it.

The slight-built NATRA president, whose crisp near-perfect grammar caused some concern that he was "too slick, sharp, but not much in the way of creativity," Cordell said, had experienced the frustration of the convention since it was started. "The meetings were scheduled events," he said, "aggressively produced by Shaw himself and scheduled for 10 p.m. on the second day. It was nearly two hours late in starting..."

He was philosophical about the tardiness of the panelists. "This is a new event. The events of the program director was known by everyone, including the president, Cordell, who was the first to present a proposal for obtaining this status for NATRA."

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Thus, the session touched on the future of the program director, the possibility of a "change in Black over-the-air communications and many of these changes were discussed during the program director was known by everyone, including the president, Cordell, who was the first to present a proposal for obtaining this status for NATRA."

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WINK MARTINDALE, air personality on KMPD, Los Angeles, raps with Englebert Humperdinck, right, during his 3 p.m. show, which keyed on Humperdinck’s career and records.

The charts tell the story—Billboard has the CHARTS

WINK MARTINDALE, air personality on KMPD, Los Angeles, raps with Englebert Humperdinck, right, during his 3 p.m. show, which keyed on Humperdinck’s career and records.
Letters To The Editor

Dear Editor,

I've been reading Vox Jos for longer than I recall. Sometimes I even 'bug' you a bit, but I've always enjoyed your column. I've been reading some of your recent columns and have to say I'm disappointed in some of the tone of your writing. You seem to be taking more of a 'rule-maker' stance than a 'rule-breaker' stance.

Sincerely,

Bill Dole

---

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

...when answering ads...

Say You Saw It in Billboard

---

NATRA's '71 Convention Sparks Soul Searching

Continued from page 34

Both campaigning candidates for NATRA presidency offered ideas for NATRA's future. Shaw, WABQ, Cleveland, said the convention is the time to focus on building NATRA's image and potential. He said that NATRA must be the most problem-redfield industries there is in the United States, and that it must be the most organized and effective. He said that NATRA's image is improving, and that they must continue to work on it.

Bill Kelleher, WBBM, Chicago, said that NATRA must be the most producing and effective industries there is in the United States, and that they must continue to work on it.

Continued from page 32

cisco. KFRC had 116.0 a.m.-midnight, KBBR was 121.5, KSFO was 120.3, and KBBR was 120.7.

Sundays from 6 a.m.-10 a.m., KBBR was 121.5, KBBR was 121.5, and KBBR was 121.5.

...in 1949, 93.0.

Charlie Tuna, KFI, Los Angeles morning personality, is going to be featured in an Italian TV documentary airing Oct. 7 on all stations of the RAI national Italian TV network. I just wonder how Italy will react. I think the comment I heard about Tuna was made by his producer, who said that Tuna is a great personality who has a good head for music and is a great personality who is a great personality who has a good head for music and is a great personality who is a great personality who has a good head for music.

Sidney S. Tuna, KTI, Los Angeles morning personality, is going to be featured in an Italian TV documentary airing Oct. 7 on all stations of the RAI national Italian TV network.

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Fall 71 Album Campaign, Set by DGG; Boulez Debut

NEW YORK—A four-color catalog will be shipped to distributors and dealers today, setting the stage for DGG’s fall promotion campaign, “71 Of The Best.” The 70-page catalog listing of the 71 albums involved, content listing, and brief biographies of all the composers finishes with a list of albums and artists.

DGG will promote the release through national advertising, and will offer incentive discounts to dealers to join in the campaign’s success. The discount will be extended to the entire catalog of 67 albums and artists. The campaign will run through December.

Dealer cooperative ad mats are available, listing disks included in the campaign and DGG’s new advertising campaign.

The company’s heavy August release of 11 items, including two new opera recordings of Wagner’s “Parsifal” and Strauss’ “Salome,” will offer an early peak of “71 Of The Best.”

“The Best,” a five-record, boxed set, with libretto and translation, is Pierre Boulez conducting the Chicago Symphony Orchestra and features the Bayreuth Festival orchestra, with Thomas Stewart, Gwyneth Jones and James King.

“Salome” is a two-record set, with libretto and libretto, and is taken from the Hamburg State Opera production of 1973. It features Gwyneth Jones, Dietrich Fischer-Dieskau. Copyrights for the Strauss work have expired early enough for DGG to secure the rights necessary to pay grand dramatic rights while it continues its upward trend to appeal to radio station programmers.

Also featured in the August release is “Brahms’ Symphony No. 2 in D Major.” Berlin Philharmonic.

**BOOK REVIEW**

**Brahms’ Works For Solo Piano On Dover Pubs**

NEW YORK—Record and book shop dealers should stock up on the three new books for the fall which have just issued by Dover Publications. The books will not be welcomed by the classical music enthusiast who is interested in the instruction and study of Brahms’ works.

The volumes are Johannes Brahms: Complete Sonatas Variations For Solo Piano; Johannes Brahms: Complete Shorter Works For Solo Piano; and Noten. Noten are Headnotes in a size large enough to be read easily at the keyboard. The music is arranged so that the different types of music of the composer’s works are presented in order, with the music in DGG Release LP Cut in Moscow

HAMBURG—Deutsche Grammophon is releasing a live recording of the first performance of the Thirteenth Symphony in Moscow. The concert was given on July 20, 1970, in the Musikhalle, by the Leningrad Symphony Orchestra under conductor Gennady Rozhdestvensky.

**Classical Calendar**

Los Angeles Philharmonic music director Zubin Mehta has set his mark in 1971 with orchestra by conducting performances in 1971-72 winter season of both orchestras’ concert seasons. Los Angeles Philharmonic’s “Concert of the Century” on May 3 will be the first of two concerts in the series. The Cleveland Orchestra, directed by Antal Dorati, will present the series under the direction of Leonard Bernstein.

The Cleveland Orchestra has set its mark in 1971 with performances of the series of 1971-72 winter season. The Cleveland Orchestra is planning a two-day festival as part of its 70th season to the fourth season of Blossom Music Center. The 1971-72 season will run from Sept 17 through Oct 20. Celebration includes picnics, polka and wine and cheese tastings, and live music and dance on the Cleveland on Board both dates.

The new album will feature the Cleveland Symphony Orchestra, directed by Daniel Gagnon, landscape design from Louis B. Morse. The orchestra presented the Cleveland Orchestra in 1971.

**DOM-IN Executive Seasonal Calendar**

Los Angeles Philharmonic music director Zubin Mehta has set his mark in 1971 with orchestra by conducting performances in 1971-72 winter season of both orchestras’ concert seasons. Los Angeles Philharmonic’s “Chamber of the Century” on May 3 will be the first of two concerts in the series. The Cleveland Orchestra, directed by Antal Dorati, will present the series under the direction of Leonard Bernstein.

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**Tours Japan**

**Classical Music**

Munich Opera Tours Japan

**TOYOKO—The Bayerische Staats-
oper of Munich, West Germany, otherwise known as the Munich Opera, will perform in Japan in the second season of 1974, according to Gunther Renner, general manager of the opera house, in Tokyo to make preliminary arrangements for the tour.

According to Renner, among the many performances to be performed for Japanese audiences will be Mo-

orchiestra conducted by "Don Giovanni," Wagner’s "Die Meistersinger von Nurnberg," and R. Wagner’s "Der Fliegende Hollander." He indicated that other operas would also be included.

Sopranos Anneliese Rothenberg, who will make her first visit Japan in 1973 and German burrito performer

**2 Top Intl Awards To Ancient Voices**

NEW YORK—George's Ancient Voices of Children on Nonesuch Records has won two international awards.

The International Rostrum of Composers (UNESCO). Paris, voted it the most distinguished among the 89 works heard at its May 1971 session. Music representative of 34 countries took part in the International Music Council’s conference, designed to promote the exchange of contemporary music between nations. The rostrum was presided over by conductor Pierre Colin, representatives of the Swiss Radio and member of the executive committee of the Council.

Last week, the American International Music Fund announced that "Ancient Voices of Children" has received the Koussevitzky International Music Foundation Award for 1971. The purpose of the Kousse-

The music is on a classical theme, which feature such various songs as "Bianchi, Bianchi," "Hoyan, Hoyan," "Pop, Mozart Is Pop," "Turkish, Mozart Is Pop," etc. The more popular themes of these composers are advertised. Berthen-

The cycle of songs is performed on Nonesuch album released in May) by Jan De Gusart, Michiel

Dash, and the Contemporary Chamber Ensemble conducted by Arturo Del Puerto.

Composed in 1970 to an Eliza-

Beth Spivey Conducting Foundation commission, “Ancient Voices” was performed in the same artists at the 14th Festival of Chamber Mu-

The Last of the Mohicans, recorded by A. Reginald Smith for Nonesuch.

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The new album will feature the Cleveland Symphony Orchestra, directed by Daniel Gagnon, landscape design from Louis B. Morse. The orchestra presented the Cleveland Orchestra in 1971.
WE CAN'T STOP NOW!
WHAT YOU SEE . . . SOMETIMES IS NOT THE TRUTH!
DO YOU COMPREHEND?
Pick, WMWB-Miami: Thanks, Eddie Lambert Hot, Chicago: WGN-WGR; Thanks, Mark Atkins Moving: Detroit: Thanks, the Mendelsohn 80,000 Sold in New York 35,000 Philadelphia; Still Hot 44,000 Baltimore and D.C. 24,000 North and South Carolinas Milwaukee—KUXL, Sure-Shot 45. NO BRAG, NO HYPES, PURE FACTS

"STEP INTO MY WORLD" by The Magic Touch
Call: Bill Seabrook—Black Falcon Record Co.
22 Pine Street, Freeport, N.Y. 11520 (516) 546 8008 D.J. copies available.

Soul Sauce

BEST NEW RECORD
OF THE WEEK:
"Give the Baby Anything" JOE TEX (Dial)

By ED OCHS

SOUL SLICES: Atlantic Records closed its doors last Wednesday (18) for King Curtis. He was run to all at Atlantic. Spreading from Richmond to Philly is Gil Scott-Heron's "The Revolution Will Not Be Televised," with its first good grip after six months out. Now Eighth Day on Invictus. "You've Got to Climb." Clarence Carter, Atlantic soul star whose "Stipped & Tripped" is taking off, last week opened his Future Stars Records and publishing for business with Henry Ford's "We're Gonna Run Out of Time." "I'm really excited," said Clarence from Mobile. "I've never run away from a challenge, because I feel I can make a success out of anything I'm involved with." Atlantic has put a "wait & see" on Clarence's venture, though he's ready with Mitilda Jones. "Let Me Make You Happy" for Future Stars, while Clarence has leased Margie Alexander to Atlantic with "Can I Be Your Main Thing" and produced Arthur Conley's last one. "I'm going to do whatever I have to do to make my records heard," said Carter, who also tips us that wife Candi Staton's new one will be "Where Were You When I Needed You." Clarence's old partner, Calvin Scott is 20,000 copies into his first Stax effort, "Shame on the Family Name." His first L.P., I'm Not Blind I Just Can't See," is set for release in mid-September. CKLW in Detroit is breaking Lou Rawls' "Natural Man" on MGM. . . Word has it that Paul Winfield has been replaced by a dynamic Richard Street in the Temptations lineup. Motown will launch Williams on a solo career, which along with David Ruffin and Eddie Kendricks spots more original temps outside the group than in. Stax's latest singles burst finds Little Milton on the label if That Ain't A Reason, produced & written by Don Davis, and the latest from Shade, It's Good to Be Careful." Stax's also coolin' with the Soul Children's "Get to Away From It All," Albert King's "Everybody Want to Go to Heaven," Tommy Tate's "I Remember" on Koko, and Ima's "Where Would You Be Today" on Volt, a Van McCoy-Joe Cobb production. Let us also mention the muscle in John Taylor and Rufus. Big show at the Apollo till Tuesday (25); Smokey & the Miracles, Edwin Starr, Undisputed Truth and Non-Literes. . . New Bobby Byrd: "Hot Pants, or Coming" on Polydor. . . Jimmy Lewis joins Buddah with "String Bean." Breakouts: Pickett, Persuaders, LaBelle, Laura Lee, Moments, Wonder, Dells, Rufus Thomas, James Brown, Johnny Taylor, War, Jr. Walker, Hodye Core, Parliament, Lucky Peterson.

ON THE HORIZON: A David Porter, Victim of the Joke (Enterprise); Margie Joseph, "Phase II" (Volt); James Brown, "Hot Pants" (Polydor); King Curtis, "Live at Fillmore West" (Aceto); Perry Mayfield, "Blues and Then Some" (RCA); Moons Mabley & Pigmeat Markham, "Laugh Time" (Chess); Johnny Hammond, "Breakout" (Kadot); Shuggie Otis, Freedom Flight (Epic); Ralphi Pagan, "With Love (Fania); JJ, Johnson, "Man and Boy" (Sussax); Main Ingredient, Black Seeds (RCA); Etti James, (Continued on page 39)

Bee Gees Tour 20 Cities in U.S.

NEW YORK — Atco's Bee Gees, whose song Can You Mend a Broken Heart? has been No. 1 on the Hot 100 for three weeks, arrived in this country Saturday (28) to begin a five-week, 20-city U.S. tour in Nashville's Municipal Auditorium. Bee Gees Barry, Robin and Maurice Gibb with 12m of m.c. Geoff Bridgeford, follow up their Nashville appearance with feature East coast engagements at Philadelphia's Spectrum, Tuesday (11); Steel Pier, Atlantic City, Sept. 23; and New York's Philharmonic Hall, Sept. 23. The trio concludes their tour with the release of their latest Atco album. Sharing the bill will be another Atco, Ronny & the Daytonos, a Swing Organization group, Tim Tim.

DAVID PORTER, left, singer-songwriter, whose second Enterprise album, "Victim of the Joke," has just been released, listens to Rufus Thomas' description of an African doll's garb. Thomas ventured to Africa last year and now is based in Oakland, Calif. His latest dance disk is "Breakdown."
that in black and white artists who are doing some
Hey, there's a panelist along
The inexorable changes
AUGUST 28, 1971, BILLBOARD

Soul Searching in Black Radio

and young kids called to say, "Hey, that's delicious"

There was general agreement that a lot of dial spinning goes on
Summers regretted that an early gospel seminar had not come off and said gospel is often given short shrift by radio managers who feel it does not "build numbers."

But he pointed out that the heavy gospel station WVOL, Nashville, is No. 2 rated even though it is not ideally located in the market. He said gospel programming has been successful at WERT, Atlanta, and that all-gospel station in Louisville even serves spots for beer and products never associated with a gospel station. Jefferson pointed out that gospel programming can be made exciting. "You have to format it. Gospel singles should not just be plugged. Pick the gospel LP of the week."

Cordell said some contests are "too far out" (an example, a recent Hot Plants contest at WVOX for gospel, but that special contest should be cut for gospel shows. It was also pointed out that if you think about how NATRA can be advertised on certain formatted gospel programs.

One highlight of the session was when Dicken gave examples of how NATRA has upgraded salaries at various cross stations. He cited Memphis where he spent a four hour session with a station. "It had a lot of demands with a news car at the station, so I asked after this demand then
"It's easy to make money doing this."

KING CURTIS, saxophone in tow, listens to John Lennon describe how he should blow some soul during Curtis last week when super-stardom was so near. His "Live at Fillmore West" album on Atco was recorded at the same time as Aretha Franklin's, who Curtis, "So S.O.S. (Spring), Newcomers, "Pin the Tail on the Donkey" (Stax); Bobby Womack, "Communication" (UA); J. Walker, "Right On Brothers and Sisters" (Soul); Vicki Anderson, "Too Tough For Mr. Big Stuff" (Brownstone); Jean Knight, "Don't Talk About Jody" (Stax); David Porter, "I Must Give It Up" (Enterprises); Bawo Sigler, "Everybody Needs Good Lovers" (Philady Int); Main Events, "Girl, I Want You to Remember" (UA); Barons Ltd., "Gypsy Read Your Cards" (Chimneyville); Billy West, "Nothing But a Devil" (Invictus); Garland Green, "Just My Way of Loving You" (Cotillion); Glass House, "Look What We've Done to Love" (Invictus); Ponderosa Twins Plus One, "You Send Me" (Horoscope); Carolyn Hall, "Spend My Whole Life" (Ampex); Rena Scott, "Just Can't Forget That Boy" (Epic); Crystal Generation, "Want Dead or Alive" (Mr. Chair); Four Tops, "MacArthur Park" (Motown); McKinney Jackson & Politicians, "Love Machine, Pt. 1" (Hot Wax); Peachess, "In My Heart" (Mercury); Patti LaBelle & The Blue Diamonds, "You're a Mystery, Woman" (Columbus); Jessie Green, "Only the Children Know" (Elektra); Gloria Walker, "My Precious Love" (People); Black Ivory, "Don't Turn Away From Me Today); Al Green, "A Part of You" (Top & Bottom); Eddie Floyd, "Blood Is Thicker Than Water" (Stax); Carla Thomas, "What Is Love" (Stax); Johnny Hammond, "It's Too Late" (Kudu); Marvin Gaye, "Let's get it on" (Tamla) and Hearts of Stone, "You Gotta Sacrifice" (V.I.P.); Roy C, "I Was There" (Alaga); Honey & The Beast, "Gonna Take A Miracle" (looe); Joe Tex, "Papa's Doin' Dull Things, except to the Rule" (Gordy); Funkadelic, "Can You Get to That" (Wobound);

Buddy Love at Muff & Jeff Records reads Soul Sauce. Do you?
Porter Wagoner Show to Solo in Smaller Markets

NASHVILLE — Effective next January 1, the Porter Wagoner Roadshow will no longer work in package shows with other acts, and will concentrate on the smaller, secondary markets to move away from "saturation."

This major change in policy, a complete departure from the recent past, is an admitted gamble for Wagoner and for Top Billing, Inc., his booking agency.

Wagoner, however, feels that package shows have hurt him. He has his own self-contained unit, including Dolly Parton, the Wag-onemasters and comedian Speck Rhodes. He feels a package show restricts the exposure of his own group, and deprives the audience of a polished, professional act.

Misbehavior Hurts

Perhaps even more important is the feeling Wagoner has held for some time that certain other groups or individuals have lessened the overall quality of the performance. It is no secret that he has refused outright to appear with certain acts because of their conduct offstage and on. A "strictly business" performer, Wagoner has spoken out against acts who appear slovenly, or who insult the audience, or get themselves involved in problems in clubs or in alleys.

Tandy Rice, president of Top Billing, agrees with Wagoner that certain acts not only have overrated with country packages and that secondary markets have been neglected. Unable to afford the prices demanded by the huge packages, they simply have quit booking.

"Now Wagoner proposes to return to the high school auditoriums, the fire-halls, and wherever else old country audiences gathered and to foresee the massive production sites in the major cities.

The decision comes at a time when Wagoner's roadshow is one of the most heavily booked country attractions anywhere. His television series, syndicated and produced by ShowBiz, Inc., is the most widely circulated show of its type. It has been shown in more than 200 markets for more than a decade. Its RCA recordings have long been high on that label's list, as have those of Miss Parton. Their duets also are top sellers.

The decision was made among Wagoner, Rice and Don Warden, the artists' administrative assistant and road manager.

"Tandy always has been a family show," Wagoner said, "and I believe that whatever happens on stage reflects on us, even if we

(Continued on page 42)
### Billboard Hot Country Singles

<table>
<thead>
<tr>
<th>Title/Artist</th>
<th>Label &amp; Number</th>
<th>Number of Copies Sold</th>
<th>Chart Position</th>
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</thead>
<tbody>
<tr>
<td>GOOD LOVIN'</td>
<td>(Makes It Right)</td>
<td>104,000</td>
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<tr>
<td>THREE TEARS THAT CLAYTON DELANEY DIED</td>
<td>RCA Victor 47-9999</td>
<td>78,000</td>
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<tr>
<td>EASY LOVING</td>
<td>(Blue Book)</td>
<td>74,000</td>
<td>12</td>
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<td>SOMEDAY WE'LL LOOK BACK</td>
<td>(Blue Book)</td>
<td>59,000</td>
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<tr>
<td>GOOD ENOUGH TO BE YOUR GIRL</td>
<td>(Columbia)</td>
<td>47,000</td>
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<td>WHEN HE WALKS ON YOU (Like You Walked On Me)</td>
<td>Decca 30590 (Mercury)</td>
<td>49,000</td>
<td>17</td>
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<tr>
<td>HE'S SO FINE</td>
<td>(Blue Book)</td>
<td>41,000</td>
<td>18</td>
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<td>TELL ME ABOUT IT</td>
<td>(Columbia)</td>
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<td>THE PHILADELPHIA FILLES</td>
<td>(Mercury)</td>
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<td>TREAT HIM RIGHT</td>
<td>(Columbia)</td>
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<td>MY BLUE TEARS</td>
<td>(Columbia)</td>
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<td>HERE I GO AGAIN</td>
<td>(Sire)</td>
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<td>(Columbia)</td>
<td>29,000</td>
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<td>SATURDAY MORNING CONFUSION</td>
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<td>RIGHT TOUCH A HAND</td>
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<td>THE LAST TIME I SAW HER</td>
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<td>I'M GONNA WRITE A SONG</td>
<td>(Columbia)</td>
<td>25,000</td>
<td>29</td>
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<td>LOVING HERS WAS EASIER (Than Anything I'll Ever Do Again)</td>
<td>(Columbia)</td>
<td>24,000</td>
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<tr>
<td>NASHVILLE</td>
<td>(Columbia)</td>
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<td>MARK OF A HEEL</td>
<td>(Columbia)</td>
<td>18,000</td>
<td>32</td>
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<td>TAKE MY HAND</td>
<td>(Columbia)</td>
<td>17,000</td>
<td>33</td>
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<tr>
<td>THERE MUST BE MORE TO LIFE (Than Growing Old/Firebird Man/Firebird Child)</td>
<td>(Columbia)</td>
<td>16,000</td>
<td>34</td>
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<tr>
<td>HOW CAN I UNLOVE YOU</td>
<td>(Columbia)</td>
<td>15,000</td>
<td>35</td>
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<tr>
<td>I DON'T KNOW YOU</td>
<td>(Columbia)</td>
<td>14,000</td>
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### Billboard Hot Gospel Songs

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<td>NO NEED TO WORRY</td>
<td>(Columbia)</td>
<td>100,000</td>
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<tr>
<td>I WILL DRINK YOUR WINE</td>
<td>(Columbia)</td>
<td>90,000</td>
<td>2</td>
</tr>
<tr>
<td>YOU CAN'T BE LOVED COMPLETELY</td>
<td>(Columbia)</td>
<td>80,000</td>
<td>3</td>
</tr>
<tr>
<td>THE MOST BEAUTIFUL NIGHT</td>
<td>(Columbia)</td>
<td>70,000</td>
<td>4</td>
</tr>
<tr>
<td>I'M GONNA LOVE YOU</td>
<td>(Columbia)</td>
<td>60,000</td>
<td>5</td>
</tr>
<tr>
<td>PAST TIME</td>
<td>(Columbia)</td>
<td>50,000</td>
<td>6</td>
</tr>
<tr>
<td>THAT'S THE WAY LOVE IS</td>
<td>(Columbia)</td>
<td>40,000</td>
<td>7</td>
</tr>
<tr>
<td>LOVE IS</td>
<td>(Columbia)</td>
<td>30,000</td>
<td>8</td>
</tr>
<tr>
<td>SONG OF THE LOST</td>
<td>(Columbia)</td>
<td>20,000</td>
<td>9</td>
</tr>
<tr>
<td>YOU ARE MY COVERING</td>
<td>(Columbia)</td>
<td>10,000</td>
<td>10</td>
</tr>
</tbody>
</table>
Red Sovine and the Willis Brothers, the last of the country acts on the Stanwyx label, have finally departed and signed with Chant Records. Both had been with Stanwyx since it was predominately a country firm. Bobby Lord confides that he is considering moving to Nashville from Jenesson Beach, Fla., to start another TV syndicated show. He had one of the early ones, gave it up when he went into the Outdoor Resorts business, and now is interested again, although his business is doing well. The Calhoun Twins, who have done considerable construction development in the Bahamas, are considering giving that up to devote full time to music. Red Lane and his wife, Penny, and Grant and Lorene Turner, all of Nashville, have taken up flying. The second season of the Stu Phillips "Music Place" show starts screening Aug. 31 in Louisville. It did unusually well the first time around. Barbara Mandrell of Columbia now is accompanied by her two sisters and her father on all dates. It's an extremely talented family, instrumentally and vocally. Skooter Davis, after her recent appearance on the "Opry," did a benefit show at the Market Place, Nashville, a teen-age coffee house sponsored by the Presbyterian Church. She not only cuddled with them, but introduced many to country music, and they liked it. Helping her out were Dave Lee, Gene Sloan, Bobby Thompson and Buddy Spiker. Billy Cole tells a sad story. He had just signed with Stovall when things stopped out then. Then he was to sign as a writer for Samberry-Dunbar when Jim Owen, who negotiated the contract, was dropped. Now he's looking again.

George Hamilton IV and the Numbers have been touring Canada's Maritime Provinces. After an appearance at the Canadian National Exhibition, they move on to Cape Breton and Newfoundland. His third album of Canadian songs, cut in Toronto last spring, is doing well in Canada, and the joined with Faron Young and Billy Deaton in a new publishing venture. In the last 30 days, Patsy has had songs recorded by Conway Twitty and Jerry Lee Lewis. He also has written chart songs for Jody Miller, Jeanie Seals, Ray Pillow and Tammy Wynette. Radio Station WAME in Charlotte got a "smile" raid going. Governor Bob Scott and Mayor John Belk issued official proclamations to that effect. The country station carried out a big promotion to keep people going. It's called Jim Hill Jim Hall in a recent column note. Hill is the capable and understanding program director of KJUR, Wichita Falls. Glen Campbell and Johnny and Janie Massey were selected as "Best in the West" by KBBQ in Burbank. They were honored as two of the big names in country music who live and work on the West Coast. The next two scheduled were Tex Williams and Ray Whitley.

The Kenny Barron Show, with Donna Harris, played single released from the album is rated number one in that nation.

Purser Wagoner, who has resumed songwriting after 18 years, has written both sides of his new single and all of his own album. He also has formed an honorary society commemorating the 20th anniversary of his Wagonmasters. Those to be inducted will include ones who have contributed much to country music. First recipient was Tennessee Governor Winfield Dunn. Still on the subject of Wagoner, his show will play to an audience of more than 20,000 in Indianapolis on Aug. 30th. It's a repeat performance for the city's youth recreation program, and he's only required of Mayor Lugar. After a string of one-nighters all over the country, Columbia's David Rogers has a two-week stint at Hurley's Tavern in Chester, Pa. Nashville studios stay busy. Jack Clement has hosted sessions for Dot, Capitol, Heartwarmers... (Continued on page 44)

The second season of the "Opry," which had been held at the Nashville Auditorium, has finally moved to the Grand Old Opry House. The Opry has been a favorite of country music fans since its inception in 1925. The Opry House is located on Music Row, a popular area for recording studios and music-related businesses. The Opry is known for its traditional country music performances and has become a symbol of Nashville's rich musical heritage.

In case you haven't heard...

"HAVEN" YOU HEARD?

By James Allen

go!& loud and strong all across the country!

On Ace Of Hearts Records
Produced by Jan Crutchfield
Song Published by TREE Publishing Co., Inc.
Hot Country Singles

1. I'M JUST ME
   Charlie Pride, RCA Victor 47-9996
2. DOLLY, DOLLY, DOLLY
   Dolly Parton, RCA 47-9997
3. HE'S SO FINE
   Jody Miller, Epic 5-10734
4. RIGHT WON'T TOUCH A HAND
   George Jones, United Artists 50790
5. TAKE ME HOME
   Merle Travis, MCA 4-45452
6. DREAM LOVER
   Columbia, BMI
7. WHEN HE WALKS ON YOU
   Phyllisivil, United Artists 50784
8. YOU'RE LOOKING AT COUNTRY
   Lyric Box, Deca 20087 (MCA)
9. RIGHT WITHOUT A HAND
   George Jones, United Artists 50791
10. HERE I GO AGAIN
    Bobby Wright, Deca 32851 (MCA)
11. DON'T LET HIM MAKE A MEMORY
    Billy Walker, MCA 14268
12. NASHVILLE
    David Houston, Epic 5-10748 (EBS)
13. TAKE ME TO LA
    Mel Tillis & Sherry Bryce, MCA 14255
14. SATURDAY MORNING CONFUSION
    Bobby Roosevelt, United Artists 50792
15. SHE'S A DOLL
    Tammy Wynette, MCA 4-45459
16. LEAVIN' & SAYIN' GOODBYE
    Loretta Lynn, Mercury 75220 (Tree, BMI)
17. I CAN'T GO ON LOVING YOU
    Roy Drusky, Mercury 75212 (Nash-Rose, BMI)
18. LOVER'S COCKTAIL
    Dick Curless, Capitol 3105
19. ONE NIGHT OF LOVE
    Johnny Duncan, Columbia 4-45468
20. I GOT A WOMAN
    Bob Luman, Epic 5-10755 (CBS)
21. WELCOME TO MY WORLD
    Faith Angel, RCA 42-9999 (Tuckerman, Neale, BMI)
22. RUBY (Are You Mad)
    Buck Owens & His Buckaroos, Capitol 3004 (RCA-Rose, BMI)
23. JOY TO THE WORLD
    Merle Travis, RCA Victor 4-1074 (CBS)
24. PENCIL MARKS ON THE WALL
    Homer&Clyde, MCA 4-45500
25. DON'T YOU KNOW (You're Already Gone)
    Sonny James, Capitol 4-45388
26. I DON'T KNOW (You're Already Gone)
    Sonny James, Capitol 4-45388
27. DO YOU WANT TO ME TELL YOU HOW
    Lynn Anderson, Capitol 4-45485
28. I'M NOT GOING HOME
    Merle Travis, MCA 4-45468
29. TORN DOWN
    Merle Travis, United Artists 50792
30. ME AND THE COCA-COLA
    Merle Travis, MCA 4-45459
31. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
32. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
33. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
34. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
35. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
36. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
37. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
38. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
39. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
40. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
41. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
42. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
43. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
44. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
45. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
46. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
47. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
48. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
49. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792
50. ME AND THE COCA-COLA
    Merle Travis, United Artists 50792

Word, Fraternity, Kavel Productions, Barnaby, Mega, Jamie, Electric and the McCann-Erickson agency in the past week or so. Music City Recorders has in Glen Campbell, for radio tape syndication, and Tommy James, Woodland hosted, day and night for many sessions, the Nitty Gritty Dirt Band and all of the Nashville artists involved. Roy Rogers has joined the ranks of them coming to Nashville for the Oct. 9-10 Music City Pro-Celebrity Golf Tournament. Danny Davis and the Nashville Brisas are readying tours for both England and the Orient next year. They are being coordinated by RCA and Buddy Lee Attractions. Bill Anderson, Decca's onetime professional baseball player, met an "old" of his in Gene Autry while appearing in a Milwaukee Brewers uniform during the warmup of a game at Anaheim, Calif. The two exchanged mutual admiration phrases. Autry is one of the individuals named in his recent song, "Where Have All the Heroes Gone?".

Two more markets have been added to the telecast list of the "Buck Owens Ranch Show." The half-hour color series will start in September on KTVH, Hutchinson-Wichita, Kan., and KSLA, Shreveport, La. ... Larry Alger of Lyras, Va., was named best male vocalist at the Lake Whippoorwill National Country Music Talent Contest. George Jones and Tammy Wynette join Loretta Lynn, Roy Acuff, Jack Greene, Jeanne Sealy, Patsy Stedl, Harold Morrison and the Jones Boys at the Minnesota State Fair Sept. 1. Then George and Tommy fly to Goodyear, Lavan- dor, to perform for the military.

Asked why Gregg Phipps has the Denver radio KLARK label mimic a week ago, Randy King said he just released a single on the rival label. It was produced in Nashville by Bill Goodwin, and was written by Dotie West.

Gladye Hart has announced the reopening of GSW Record Promotions at 1263 S. Zenobia Denver, Colo., 80219. ... Bill Closesey has left the Sounds Unlimited group, and has been replaced by Larry Dunham. Closesey will form his own band. The group currently is appearing at the Senators Supper Club, Springfield, Ill. ... Chaw Mank, who has boosted country music for more than 45 years, offers the Blue Boy record by Dick Bruning of "I Saw Jim Reeves Up There" to any disk jockey who needs it. He's a long-time songwriter, who has a current record on the Rebel label. Chaw belongs to more than 265 cm clubs and rum-22 of them. He can be reached at Drawer No. 30, Stonington, Ill. 62079. The Sound Generation, 28-member instrumental- vocal group currently appearing with Minnie Pearl at the Fremont Hotel in Los Vegas, has been set by the Interior Department to headline one of its "This Country" television specials. O.B. McClintock, the new country act with Stax in Memphis, is off on his second promotional tour with Chuck Chisholm. This one takes them to St. Louis, Kansas City, Denver, Seattle, San Francisco, Sacramento, San Diego and Los Angeles. The backing company of Dayman Music (ASCAP) and Lawday Music (BMI) have activated expanded into exclusive quarters in suburban Nashville. Danny Davis is president of both firms. He has named Elaine All- ison head up the entire operation. ... Dot Records has put out a new release which is topical and controversial, called "Ride the Bus." It features a new group called The Brook. The song is reported a child's appeal to the subject of boarding school youngsters, produced by Jim Fogelsoo and Dick Kent.

Connie Eaton "DON'T PULL YOUR LOVE" Chart 5137

Mike Eaton DON'T Forget ... They Are Exclusively On CHART RECORDS

Country Music

Nashville Scene

"DON'T HANG NO HALOS ON ME"

Chart 5138

**Continued from page 42**

***Hot Country LP's***

- STAR Performer-LP's registering proportionately upward progress this week.

<table>
<thead>
<tr>
<th>No.</th>
<th>TITLE Artist &amp; Label</th>
<th>Week on Chart</th>
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<tr>
<td>1</td>
<td>YOU'RE MY MAN</td>
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<tr>
<td>2</td>
<td>I'M NOT HURT AGAIN</td>
<td>7</td>
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<td>3</td>
<td>I'M JUST ME</td>
<td>7</td>
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<td>4</td>
<td>HAG</td>
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<td>WHEN YOU'RE HOT</td>
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<td>6</td>
<td>A MAN IN BLACK</td>
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<td>7</td>
<td>THE SENSATIONAL DONNY JAMES</td>
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<td>ROSE GARDEN</td>
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<td>9</td>
<td>THE ADVENTURE</td>
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<td>10</td>
<td>POEMS, PROMISES</td>
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<td>11</td>
<td>HOW MUCH MORE CAN SHE STAND</td>
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<td>12</td>
<td>TOUCHING HOME</td>
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<td>13</td>
<td>WILL YOU………….</td>
<td>12</td>
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<td>14</td>
<td>THE INCREDIBLE ROY CLARK</td>
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<td>15</td>
<td>MARY ROBBINS' GREATEST HITS, Vol. 3</td>
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<td>16</td>
<td>FIRE GUITAR</td>
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<td>17</td>
<td>LEVIN' AND SAYING' GOODBYE</td>
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<td>18</td>
<td>GLEN CAMPBELL'S GREATEST HITS</td>
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<td>FOR THE GOOD TIMES</td>
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<td>20</td>
<td>LONESOME</td>
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<td>21</td>
<td>WE SURE CAN LOVE EACH</td>
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<td>LEE RIVERS' GREATEST HITS</td>
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<td>23</td>
<td>I'VE GOT A RIGHT TO CRY</td>
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<td>24</td>
<td>TIME I FALL IN LOVE (I Won't)</td>
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<td>25</td>
<td>SHADOWS OF TIME</td>
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<td>26</td>
<td>I'VE MADE IT THROUGH THE NIGHT</td>
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<td>27</td>
<td>DONNY TORKIN</td>
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<td>28</td>
<td>JUST ONE TIME</td>
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<td>CALIFORNIA GRAPEVINE</td>
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<td>HE'S SO FINE</td>
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<td>31</td>
<td>HELP ME MAKE IT THROUGH THE NIGHT</td>
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<tr>
<td>32</td>
<td>TENNESSEE THUNDER</td>
<td>7</td>
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<td>33</td>
<td>ONLY MAKE BELIEVE</td>
<td>27</td>
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<td>34</td>
<td>ALWAYS REMEMBER</td>
<td>16</td>
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<td>35</td>
<td>LAVANDA LINDSEY'S GREATEST HITS, Vol. 1</td>
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<td>36</td>
<td>I'LL RATHER BE SORRY</td>
<td>3</td>
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<td>37</td>
<td>COMIN' ON COUNTRY</td>
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<td>38</td>
<td>MONSTERS</td>
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TAMMY'S FIRST GREATEST HITS ALBUM BECAME THE FIRST ALBUM BY A FEMALE COUNTRY ARTIST EVER TO BE CERTIFIED GOLD.

INTRODUCING TAMMY’S SECOND GREATEST HITS ALBUM.

It contains all of the hits that came along since her Greatest Hits album was released.

And, as you can see, there have been a lot of them. Including, for the first time on any album, "The Wonders You Perform." And her latest Number One, "Good Lovin' (Makes It Right)."

This is an album for every Tammy Wynette fan.

And, as you saw by the sales of her first Greatest Hits album, there are a lot of them.

The First Lady presents her second albumful of Greatest Hits. On Epic Records and Tapes.
**LOS ANGELES**

Mixed Jukebox Effect From Heat to Close Topless Bars

BY NAT FREELAND

LOS ANGELES — There is mixed reaction here on whether the new national trend towards increased police pressure on top- less-bottomless live sex bars in having adverse effects on the jukebox industry's operators organization.

Reaction was both mixed and guarded among operator row on West Pico Blvd. Here the main consensus seemed to be that real- ly heavy-weight legitimate opera- tors weren't involved in topless in any big way, so a cloudborn of sale-action bars would have no large effect on the industry.

**KANSAS**

Fight Jukebox Tax

BY BEVERLY BAUMER

LAWRENCE, Kan. — Jukebox operators in this state, already suc- cessful in helping to enact a new break-in-law, are studying possible legislation they can introduce to make jukeboxes and other coin-oper- ated equipment exempt from state sales tax.

The action was voted on at the recent Kansas Amusement and Music Association (KAMA) meeting in conjunction with the state's to- bacco vendors organization, successfully pushed through a bill making break-ins a Class A mis- sile offense.

The action on sales tax is a re- finement of concern in other states, most notably Wisconsin (Billboard, Aug. 14). As with Wis- consin, where certain coin-oper- ated devices are exempt, coin-op- erated machines were not subject to sales tax.

Named to a committee to study the sales tax project were A.L. Pracek, of Bird Music Co.; Man- hattan; Harlan Wingrave, Emporia Music Inc.; Emporia; Gus Prell, Prell Sales Co., Bremen, Kan.; and the KAMA session was held at John Emick's cabin on Lone Star Lake. A social gathering, includ- ing a frog hunt, preceded the busi- ness meeting.

Guest speakers were Illinoisan Les Miller, president of the Music Operators of America (MOA), and Fred Granger, executive vice pres- ident of MOA.

Granger stressed the multiple benefits of trade associations.

"Every organization has some individuals who do not contribute, but the important thing is that here in Kansas you have an or- ganization going, whether there are five or 50 persons in it. He said legislation is influ- enced more by organizations than

**Jukebox Album Catalogs Grow Despite Critics**

ENGLEWOOD, N.J. — It's obvi- ous that those jukebox program- mers now using Little LPs are using them in heavy quantity. Both producers of jukebox al- bums are reporting brisk sales, despite consistent reports from programmers who still do not like albums.

"I know there are still pro- grammers who are afraid to go back into albums because the supply will again dwindle," said Bernie Yudkovsky, Gold Mor Dist. here, who just released four RCA LP's (see Poppoturi). "But this album has been re- leasing product for nearly two years, and that's our pro- gram" Gold Mor has 30 titles.

Although Yudkovsky's philo- sophy differs from that of Richards Prutting of Little LP's Unlimited in believing that albums claim higher sales than singles, he seems to have more faith in the future of albums.

"I think albums will catch on, because you can always improve," he said. "We are going to try to sell albums as well as we sell singles.

"So a lot of potential buyers will try the albums. We have a lot of artists like the Beatles and Artie Shaw tunes because they are widely available as oldies singles.

(Continued on page 48)

**Dallas One-Stop Stocks Huge Quantity of Oldies**

DALLAS—The big play on old- ies and special material such as jazz and polka is proof that not all jukebox product is found on the charts or reflected in radio play. This summer, prime factors in a one-stop's success are an adequate inven- tory of both new and old pho- tograph records according to Alta Hayes, in charge of Big State Dist. operation here.

Supplying Texas' jukebox opera- tions with the latest chart hits is no problem; it's the stock of coin- luring oldies and standards for im- mediate shipment that gives the firm an edge.

Big State's biweekly mailers go out to operators with a complete listing of new singles released plus oldies in stock that are stirring up interest. According to Miss Hayes, "Our oldies catalog is basically different in appearance from others we've seen. But it is considered more complete than any of the others. And we work hard at get- ting out all orders it generates the same day they are received.

"Walk in sales still account for a hefty portion of Big State's op- erator volume. Operators are en- couraged to stop in regularly to audition discs.

"Ordering jukebox records ex- clusively from sales charts or lo- cation records is foolhardy as there is no new jukebox, involved. Mon- tooth, though, like countless others, claims he has no time since gone to two for a quarter. "I really haven't considered it," said Wesley Lawson, Winter Har- ren. "But I think the finance could have an effect." Many operators checked said they were somewhat con- cerned as to any play price change in the immediate future looks.

**On a Lazy Summer Afternoon in Kansas**

KANSAS JUKEBOX operators seem far removed from tax problems in this series of pictures taken at the recent Kansas Amusement and Music Association (photos num- bered from left). (1) Music Operators of America executive vice president Fred Granger (Chicago) displays hidden talent. (2) Mrs. Fred Granger (left) and Mrs. Harlan Wingrave (right). (3) MOA president Les Montooth (Peoria, Ill.) and host John Emick (right) (4) Granger, Harlan Wingrave and one-stop owner LeRoy Davidson (right) to left (5) Lou Placek and Ron Cazel at host.

**Coin Machine World**

**Tex. Commission**

The jukebox operating industry in Texas is helping regulatory inves- tigations, widespread me- dia coverage, some pending laws chiefly prohibiting financial co- operation, and the recently regulated by a newly formed Tex- as Vending Commission. Three members are in the industry.

Named commission chairman was Raymond B. Williams, Vending Commission and president of independent Musical Co., Dallas. Williams cited a change of shape of his 13-year tenure.

Other members: Gilbert G. Seelmeier, manager & B Vending, El Paso; L. C. Butler, presi- dent, Gulf Coast Dist. (Mem- phis); Representative Jack Morgan, San Antonio; Mr. Don Edmon- son and ex-legislator and past president of the Texas Association of Broadcasters Gene Hendry.

The bill creating the commis- sion passed by a vote after much discussion. Dallas Represen- tative Dick Williams (D/1st District) $377,400 annual appropriation in- cluding $327,000 for the legisla- tive director's salary. Bill sponsor Representative Carl Parker sub- jicted the commission's task as a "tough job" and estimated that adequate finance would add another $100,000 annual to the $377,400.

**Md. Vendors**

Relected president of the Maryland Automatic Merchandis- ing Commission, Charles K. Grayson, Dairy Products Vending, Baltimore, and vice president Henry Topper, Coca-Cola Bottling, Balt- imore, was reelected president. Carl Parker sub- scribed the commission's task as a "tough job" and estimated that adequate finance would add another $100,000 annual to the $377,400.

**Programmer's Poppoturi**

Altoa Formula S. "Nessuno, Nessuno, Nessuno" (Di Te (ZN 50117)); Ricchi E, Slow, Slow, Slow (MOA (3) 50141); Alba-Pupa/Limpido Fiume Del Sud (MOA (3) 50141) and "L'Amore e L'InResources" (L'M 50141).

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**Ponder Freeze On 25c Pricing, New Jukeboxes**

CHICAGO—Jukebox program- mers still in the process of changing from three to two for a quarter play are ponder- ding the effects of the Presi- dent's price freeze. Meanwhile, the only new 1972 jukebox re- leased—Seeburg's Starfire 150- selest—is being held at last a year's price, according to a check of some distributors.

"Where operators are changing price with a new jukebox, there are no problems," said Les Montooth, Peoria, Ill. "But as we speak, there is no new jukebox involved. Mon- tooth, though, like countless others, claims he has no time since gone to two for a quarter. "I really haven't considered it," said Wesley Lawson, Winter Har- ren. "But I think the finance could have an effect." Many operators checked said they were somewhat con- cerned as to any play price change in the immediate future looks.

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"So a lot of potential buyers will try the albums. We have a lot of artists like the Beatles and Artie Shaw tunes because they are widely available as oldies singles.

(Continued on page 48)
IT'S A ROUTE REVIVER

WURLITZER ZODIAC
Brings New Life To Locations
New Earnings For Operators

Put this super star of sound and beauty to work in your top spots and it will top the earnings of any phonograph it replaces. That's a promise—based on the experience of Wurlitzer operators everywhere. No phonograph in history has so rapidly and resoundingly established its ability to tune 'em in, turn 'em on, and accelerate the "take." THE WURLITZER COMPANY • 115 Years Of Musical Experience • North Tonawanda, N.Y. 14120.
Jukebox programming

L. A. Topless-Bottomless Bars

- Continued from page 46

"...do much about keeping their programming up to date." This last comment was made by Paul A. Laymon, of Laymon, Inc., a jukebox sales firm, which said purchases were noticeably down since topless bars began cutting back.

Dave Solish, owner of Coin-A-Tune, another large Los Angeles firm, said, "We haven't lost any locations because of topless shut-downs. My understanding is that some operators are actually the secret owners of topless bars. And because of the illicit nature of some of those businesses it's all arranged with no figures showing in jukeboxes or any other area of supply."

Jukebox Album Catalogs Grow

- Continued from page 46

"But I couldn't pass up 'I'm Getting Sentimental Over You' by Tommy Dorsey or 'Take the 'A' Train' by Duke Ellington. Jukebox programmers traditionally grumble about albums that contain singles already on boxes or already past their play potentials. A little extra service is given to tape players because of the dilemma for Yukofsky about timing.

Yukofsky and Prutting differ on the effect of exact covers for jukebox albums. Yukofsky believes it helps to duplicate the original 12-in. cover. This extra effort is required because recent jukebox models do not have windows for displaying albums.

"I may be wrong, but my information is that at least 50 percent of the jukeboxes on the market have plain windows," he said. "One-stop tells me that programmers like the original cover."

Prutting, on the other hand, opts for a less expensive cover, though one that can be displayed if need be. "My larger quantities don't have to be so high and my reorder time is shorter," he said. "When I first got into this, the one-stop told me they wanted the product even if it came in a paper sack."

As can be deduced by the difference in the two firm's catalogs, Yukofsky maintains a more conservative release pattern. "Why should I do what was done years ago when the Little LP program was ruined— why should I flood the market?" he said.

On the other hand, Prutting claims he can't turn down orders and has been stretching his releases from four to a high of eight (Billboard, July 10). "I still am releasing only what I believe is important product," he said.

One consolation is that Little LP's can't turn up in price as have singles this summer. Generally, one-stop charges are around $1.50, although prices vary by region. Neither producer will mention a suggested list price.
It's a smaller version of the 444, with all the features and quality of its big brother. But it fits in places where the 444 can't. That's what it's made for.

It's got 100 selections and a smaller cabinet, but those are the only differences. It works with all the optional accessories and can be equipped for "2 plays-2 bits."

If you want a big Rock-Ola in a place where there's no room to put one, put in this little Rock-Ola to do the same big job.

It's a little biggie.
SPECIAL MERIT PICKS

Album Reviews

Continued

CLASSICAL


SCHUMANN, Symphony No. 4: 1st movement, Allegro molto vivace.


More Album Reviews

Page 57

EARTH QUAKE—"All 420" is a fitting tribute to the Barb Arena of San Francisco, which draws its inspiration from staples like the Kinsh, and Rickie, Muddy Waters, and Yardbirds. They play the way they like it to be played, with raw, unfiltered rock and roll with attitude. Deliver clear lines and a strong sense of rhythm.

SHUGGIE OTIS—"Freedom Flight." Epic: 3061 Shuggie Otis's latest may be a portrait of a man who has come a long way since the days of his first album, Young Ottos. This is a very important album of Menlowe's, and it has its share of fine moments. "Someday We'll Be Together," "Crazy," and "Young Ottos" are all a part of his story. "Someday We'll Be Together" is a great love song, and "Crazy" is a fine pop tune.

DICK JURGENS & HIS ORCHESTRA—This band has been around for a long time, but this album is their first album together. It has been a long time since they played together, but they're back now. "Goin' Home," "Alley Cat," and "I'm Coming Out" are some of the best songs on this album. The band is tight, and the sound is very good.
A&M Records Stay With Pye for U.K.

LONDON—After months of industry speculation on the future of A&M in the U.K., Pye has succeeded in renewing its pressing and distribution deal with the U.S.-independent. The deal, back-dated to the beginning of April—the original agreement was not due to expire until October—is for a three-year period and allows A&M rights to arrange for distribution through racks, chains and mail order.

A&M's decision to stay with Pye, in face of offers from other companies, reflects that they are particularly interested in securing the U.K. Transatlantic, New Promo Dept.

LONDON—A new promotion department has been created by Transatlantic. Headed by Michael McDonagh, the new department will integrate the responsibilities of the promotion staff and the press office with the intention of forming a more personalized approach to artist promotion.

The new department comes into operation in September with the appointment of Maggie McCurry, who replaces Tessa Siddorn, previously the company's press assistant, and Chris Worral as replacement for Ricky Hooper. Both of them will be personally responsible for a group of artists assigned to them, and they will act as both press officer and player for their respective artists.

Paul and Goete Wilkinson, Philips-Sonora A&R department.

Initial 20 Album November Release By French Polydor

 PARIS—Polydor-France has programmed a 20-album initial release for Nov. 1, the date the company assumes distribution rights for the U.S. Stax, Volt and Emotions labels.

Although Polydor International has held the rights for some time now, the French outlet had to wait until the present day when the current Stax contract with Barclay Records ends.

Prior to this release, Polydor is to promote new albums by the Who, the Move, T.Rex, Amedeo and Lynn Gray, inter nal acts, British acts.

Christophe Pelletier announced.

Also, the new album by Greek film actress Melina Mercouri is to be adapted, first into Greek and then in other languages, fitting into Miss Mercouri's film schedule, he added.

The album contains titles by Greek poets, Mikis Theodorsens, Mikis Theodorakou, plus two by French singer Joe Dassin, son of Greece's famous actor, and Greek Drossos Drossos. Lyrics are by Pierre Delaroche, Maurice Vidalin (who writes for Dassin), Serge Lama and Claude Lemos.

Polydor is planning an appearance by Miss Mercouri at the Olympia Music Hall. A new LP by digital recording, Serge Reggiani is also due for autumn release.

World Release for Festival Winner

MADRID—Strong worldwide reaction has been accorded the Spanish-produced recording of "Help (Tell Me Some Help)," currently on release in Germany, Canada, France, Japan, Belgium, Mexico, Venezuela, Colombia, Argentina, Peru, Italy, Portugal, Australia, Austria, Switzerland, Mozambique and South Africa.

The album was produced and distributed by Movieland—was winner at the recent Argentina Festival. Tony Ronaldo has already recorded the number in English, French and Spanish.

Ronaldo's version of "Help (Tell Me Some Help)" is set present at No. 1 on the Spanish Top 10. Ronaldo will also be recording the song in Japanese.

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GRT Canada Unveils Fall, Winter Product

TORONTO—GRT of Canada this week introduced its fall and winter product line, a sales-marketing program designed to aid the retailer. The program was introduced at the first joint meeting of the GRT district offices, held in Toronto. The program represents a new concept in promotion for the company and is designed to help the retailer sell a large volume of products. The program includes a new catalog, new point-of-sale materials, and a new advertising campaign. The catalog features over 100 new products, including home furnishings, clothing, and accessories. The point-of-sale materials include a display stand, a poster, and a window display. The advertising campaign includes a TV commercial, a radio spot, and a newspaper advertisement. The program is being rolled out to all GRT district offices and is expected to generate significant sales increases.
Suan Raye and Buddy Allen. During the month he signed his 16th birthday recently. He taped a Christmas album in July, in Hollywood, for release in the fall. At the same time, he was in the studio recording new songs for his first Anglo-American film, "The Brave Adventures of a Shrimps' Tail." The film was shot in Sweden soon, in accordance with the agreement Raye signed with the Swedish company Bospel Music, who will be fully operational with new LPs on the market within the next few weeks.

Iron Horse presently handles only one band, Hawkwind. Said Reid: "We are the biggest pop record company in the country." In order to provide an outlet for the current trend to incorporate speech messages in pop songs, they have planned to release the album in the summer of 1972, inviting participation from foreign acts and promising that each song will be sung by all-nations choir, allowing for a unique and entertaining show. The album, "The Brave Adventures of a Shrimps' Tail," will be released next August. The new LP "Can't Forget," is currently recording by Filipino singer Maria Angelita Mari, and will be released the third week of August. It is represented by newly-signed Mercury label manager Daniel Tomoño, who has been working on his Spanish version of "Ginny Lynn." The album "Siempre en Domingo," is recorded by Morton, a Spanish singer. In order to promote his Spanish hit, "Can't Forget," Morton is scheduled to tour Europe later this month. His next album is scheduled for distribution in Spain and its hooked up with the new label's big-name act, "Can't Forget." Morton's album is expected to be fully operational with new LPs on the market within the next few weeks.

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AUSTRALIA
(Country Code: Go-Set)
This Week
29 RIVER DEEP MOUNTAIN
*(Teardrops on My Guitar)*
(Yoko Ono/John Lennon/George Harrison)
20 TOPS
*(Candle in the Wind)*
(Bill Garbis/Ralph Ira Jr./Bob Crewe)
19 YOU CAN'T SHORTCAKE A STRAWBERRY
*(Love Melt)*
(Vince Gilmore/Don Cross)
18 LADY LUCK
*(Jealous of the Bones)*
(John Sebastian/Joan Sebastian)
17 SADIE
*(If I Was Your Girl)*
(John Sebastian/Joan Sebastian)
16 SWEET SWEET LUCY
*(Lucy)*
(Gene Pitney)
10 I DID WHAT I DID FOR MARIA
*(Tony Clouse)*
(Catrece)

AUSTRIA
This Week
1 BUTTERFLY
*Daniel Gerard*CREEP-Middle of the Road
2 CHIRPY CHEEP
*(Middle of the Road)*
(Caternity)
3 LOVE STORY
*Francis Lai (EMI)*
(Transglobal Sound Group)
4 WAITIN' FOR A BUTTERFLY
*(Coffee Pot)*
(Michael Francis/Richard Brune)
5 HERE IT COMES
*Hollies (Hansa)*
(Holland/Dozier/Holland)
6 HOT LOVE
*T Rex (Australis)*
(Ron Wood/Keith Richards)
5 IT DON'T COME EASY
*Ringo* TONIGHT
10 I WANT TO CONDECT
*Caravan* CREEP-Middle of the Road

BRITAIN
(Country Code: Recent Retailer)
This Week
3 I'M STILL WAITING
*(Dana Vs. Christopher Deeds)*
(Chris Dee/John Buckridge/Steve Hall)
3 NEVER BEGINNING A SONG OF LOVE
*New Seekers* (EMI)
(Phil Coulter)
3 I GET IT ON
*(T Rex)*
(Ron Wood/Keith Richards)
4 DEVIL'S ANSWER
*Atomic Bomb* SUNDAY'z FAMILY
(Atomic Bomb)
5 WHAT YOU DOING
*You and I* (Australis)
(Dennis Paynter/Bernard Cribb)
6 get a look at that* (The Who)
(Cover)
7 THE ROLLING STONES
*(Grazie Dall'Obice)*
(Brian Jones)
8 LITTLE DROPS OF SILVER
*(Cher)*
(Chuck Jackson)
9 DO YOU EVEN
*Nancy & Frank* (EMI)
(Richard Stilgoe/Phil Upchurch)
10 LADY LOU
*Vanilla Fudge* (EMI)
(Stephen Lawford/Stephen Lawford)

DENMARK
(Country Code: Danish Group of EMI)
This Week
1 TWEEDE DEE TWEDDE DUM
Middle of the Road (RCO)
- COUNTRY (EMI)
2 CHEEP CHEEP
*Middle of the Road* (RCO)
- COUNTRY (EMI)
3 FUNNY FUNNY
*sweet (RCO)*
- COUNTRY (EMI)
4 MINI MILLEDAM
*Peter Bell & The Dandies* (RCO)
- COUNTRY (EMI)
5 ROCKET HADDOCK
*The Humble Kipper* (EMI)
- COUNTRY (EMI)
6 SERVANTS
*The Servants* (EMI)
- COUNTRY (EMI)
7 HUMBLE KIPPER
*The Humble Kipper* (EMI)
- COUNTRY (EMI)
8 LADY LOU
*Vanilla Fudge* (EMI)
- COUNTRY (EMI)
9 WHAT YOU DOING
*You and I* (Australis)
- COUNTRY (EMI)
10 LADY LOU
*Vanilla Fudge* (EMI)
- COUNTRY (EMI)

HOLLAND
(Country Code: Radio Veronica and Ros Mal)
This Week
1 RAIN YURY
*(Zuppy Allstar)*
(Jerry Greenberg/Shock and Awe)
2 MANAGING* (Jaco Schepf/Anders Hansson)
3 ONE WAY STREET
*(Empire)*
(Tommy Scott/James Lowe)
4 ZULU GRIP EJN ZULU GRIP
*(Grip)*
(Matt Smith/Chris & Stuart)
5 SWEET HITS
*Credence Clearwater Revival* (RCO)
- COUNTRY (EMI)
6 YOU'RE A SUCKER
*(The Who)*
(Powell
da Costa/Keith Outridge)
7 LET ME BE YOUR SUCKER
*(The Who)*
(Powell
da Costa/Keith Outridge)
8 GET IT ON AS I SAY IT
*(The Who)*
(Powell
da Costa/Keith Outridge)
9 IT'S NOT ENOUGH
*(The Who)*
(Powell
da Costa/Keith Outridge)
10 THE ROLLING STONES
*(Grazie Dall'Obice)*
(Brian Jones)

JAPAN
(Country Code: Music Labo Co. Ltd.)
This Week
1 WATASHI NO JOYOKAMACHI
*(Japan Engeki)*
(Takao Tsuchiya/Kenichi Oya)
2 LISTEN TO THE ROLLING STONES
*(Japan Engeki)*
(Takao Tsuchiya/Kenichi Oya)
3 SUMMER CREATION
*(Japan Engeki)*
(Takao Tsuchiya/Kenichi Oya)
4 LOVE MELODY
*(Soundproof)*
(Takao Tsuchiya/Kenichi Oya)
5 BUTTERFLY
*(Daniel Gerard)*
(Bill Garbis/Ralph Ira Jr./Bob Crewe)
6 ROSE GARDEN
*(Lynd Anderson)*
(Bill Garbis/Ralph Ira Jr./Bob Crewe)
7 IT'S A HARD LUCK STORY
*(Rusty* (EMI))
(Chas & Dave)
8 ME AND MY SHADOW
*(Solo* (EMI))
(Rex Davis/Phillip Farnsworth)
9 COCO-SWEET (RCO)
*(Shinobu Kusaka)*
(Shinobu Kusaka)
10 BUTTERFLY
*(Daniel Gerard)*
(Bill Garbis/Ralph Ira Jr./Bob Crewe)

From The Music Capitals of the World
Continued from page 53

PLAGUE—As a result of talks between the various record companies and the Soviet army, it was agreed that a large number of Soviet companies would cooperate in this project. The result was a series of live performances by the world's best artists, who were invited to participate in a festival to be held in Moscow. The festival was a huge success, with over 100,000 people in attendance. The performances included a range of genres, from rock and roll to classical music, and were held in the iconic venues of Moscow, including the Bolshoi Theatre and the Moscow State Conservatory. The festival was seen as a significant step towards the opening up of the Soviet music scene to the world. The performances were recorded and released on various labels, including RCA and Polydor, and are still considered to be some of the best recordings from the Soviet era. The festival also marked the beginning of a new era in Soviet music, with a number of artists going on to have successful careers both in the Soviet Union and abroad. The festival was an important moment in the history of Soviet music, and its legacy can still be felt today in the music scene across Russia and Eastern Europe.
Miami Talent Heading North

General News

CAMPUS NEWS

By ROB GLASSEMBERG

The people at WVVS-FM, Valdosta State College, Valdosta, Ga., don't play around at all. I received a letter from Bill Tullis this week with a complete review of their pick, Barclay James Harvest's "Once Upon a July Night." Bill's liberal talk about the fact that he has already had the campus record store and other local stores carrying his album, and then that so WVVS-FM can test the market for the album. Has anyone else been able to establish this kind of rapport with their local stores? And has any other college been able to get the kind of positive feedback from campus radio? I sure would like to know about it and so would everyone who reads this column.

I was in San Francisco recently for an Impulse Records Free Form Music convention. There were underground or free form or whatever you want to call it. I never got into it. But I did talk about radio to some of the best people from all over the country. Sure did my heart good. Also had a long talk with Dick Barnette, who was working on the University of Kansas KZSU-FM. Its non-commercial but they have sponsors for each hour. He has raised $4,500 this summer from various sources. His suggestion: Ask sponsors or advertisers to underwrite one hour's music. What do people want to hear? It certainly isn't commercials," Evers said. "When KOME-FM, San Jose, went on the air, they played all music and destroyed every single hour of commercials. As soon as they began with a lot of commercials, they became like every other station in the area. The point is, can't we sell other commercials or subscriptions, depending upon the station's license, for one minute spots in front and behind the hour. One sponsor for one hour. I think this type of set for the advertiser would be more effective. It would eliminate the boring 15-second segments between songs. Or whatever. More music and just a mention of the product is what would do it.

Any comments? Drop me a line Evers, incidentally, will be at Trinity College, WRTC, Hartford, Conn., in the fall.

Any station which knows about ESP Records should write to George Snider, A&R Manager, ESP, 20 refrigerate, New York, N.Y., and ask for information. If you cannot get into Sun Ra, Albert Ayler, Gene Coe, and other free form music at your station, please do not waste your time writing to George. He is an underground local and wants to give it away to anyone who wants it. If that's too far to write, you can write to me for the list or to Stan Monteiro, Grunt Records, 333 Ave. of the Americas, New York, N.Y., 10036.

The full Campus News section will start soon. If anyone has suggestions for sections of the section, please send them to me. The "Music" section, which we have been stretching its signal and increasing the station's broadcast range. David Wolf is the contact in Irvine, Calif., 92664.

Dave Mielhoard, program director at WTRK, Rochester Institute of Technology, Rochester, N.Y., called to say that the station would go FM on AM or around Oct. 1, depending upon their money situation. I hope it will go FM and stereo soon. Rochester is just about the perfect spot for such a station.

Augie Blume's address is Grunt Records, PO Box 31368, San Francisco, Calif. 94119. He has an underground radio list and wants to give it away to anyone who wants it. If that's too far to write, you can write to me for the list or to Stan Monteiro, Grunt Records, 333 Ave. of the Americas, New York, N.Y., 10036.

COLD AWARDS

The Doors' Elektra LP, "L.A. Woman," has been awarded a gold record. The award marks the seventh gold record for the Doors. The Doors are one of the top grossing commercial acts today and have sold millions of records. The album was produced by Elektra Records and features the hit singles "L.A. Woman" and "Riders on the Storm." The gold record ceremony took place at the Elektra Records offices in Los Angeles.

Blind, Swedish blues group, Cambria Records, have received their fourth gold record for the album "L.A. Woman." The album was produced by Cambria Records and features the hit single "L.A. Woman." The group is known for their electrifying live performances and has received critical acclaim for their music.

John Denver's RCA single "Take Me Home, Country Roads," has received a gold award. The single was produced by RCA Records and features John Denver's distinctive voice and songwriting. The single topped the charts and became a massive hit, selling millions of copies worldwide.

Guest Who, RCA artists, have been awarded a gold record for their album "The Best of the Best." The album was produced by RCA Records and features the group's most popular songs. The album was a massive success and became one of the best-selling albums of the year.

Studio Track

Continued from page 4

Dickson Van Winkle engineered Tinsome, Canadian singer-songwriter's "The Best of Anne Murray." The album was produced by Tinsome and features Murray's most popular songs. The album was a massive success and became one of the best-selling albums of the year.

At Muscle Shoals Sound Studios, Ala., a Smith and Smith LP has been recorded. The album features the popular rock band's most popular songs. The album was produced by Muscle Shoals Sound Studios and features the band's most popular songs. The album was a massive success and became one of the best-selling albums of the year.

NEW PLACES AND FACES

Out in the wilds of Madison, Wis., a new LP has been recorded. The album features the group's most popular songs and is produced by the group themselves. The album was a massive success and became one of the best-selling albums of the year.

Discrete Backers

Continued from page 10

what is going on in the country right now. "A concert is a demonstration of the power of the people," he added.

Yarrow thought that rock radio would have to challenge censorship and that a free exchange of ideas was fundamental to keeping the audience. He also felt that the myth of the "star" in the record industry was over..."people like Bob Dylan now have become people," he said.

A sharp debate had erupted during the week among the FCC commissioner and Neil Boor of the Equal Rights Club. The commissioner claimed that Lee said he did not understand the concept of censorship and that he wanted us to print them out. What good would it do? Yarrow, from the audience, told the music of "Puff the Magic Dragon" had been misinterpreted as a drug when it actually was innocent. More than 400 attended the Thursday forum.

BACHARACH SETS WARBICKE DEBUT ON WB

LOS ANGELES—Dionne Warwicke's debut Warner Bros. LP, "Heartbreaker," will be released on WB, announced Frank Schi- arach, marking his first project for the label after joining the label after a long association with J.J. Cale. WB is considering putting together a Franks Sinfonia package. It is the album has already released, although some of the unreleased Sinfonia masters in the can.

The vocalist's catalog has had a resurgence since the album's release.
GALLICO SCORES A ROUND ROBIN

COUNTRY SINGLES

TAMMY WYNETTE

No. 1

"GOOD LOVIN’"

(Makes It Right)

Words and Music by Billy Sherrill

Epic 5-10759

COUNTRY ALBUMS

LYNN ANDERSON

No. 1

"YOU’RE MY MAN"

Words and Music by Glenn Sutton

Columbia C-30793

HOT 100

THREE DOG NIGHT

"LIAR"

Dunhill 4282

AL GALLICO MUSIC CORPORATION

PRES. AL GALLICO

65 West 55th St., New York, N.Y. 10019

(212) 582-1368

Nashville Office

806 16th Ave. So., Nashville, Tenn. 37203

Norris Wilson, Mgr.

www.americanradiohistory.com
### Spotlight Singles

**TOP 20 POP SPOTLIGHT**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>LIGHTEST—ONE FINE MORNING</td>
<td>(Prod. Greg Penny)</td>
</tr>
<tr>
<td>CARRPENTERS—SUPERSTAR</td>
<td>(Prod. Clif Edwards)</td>
</tr>
<tr>
<td>BLOODROCK—Jessica</td>
<td>(Prod. John Robinott)</td>
</tr>
<tr>
<td>YEA—Your</td>
<td>(Prod. Gordon Lightfoot)</td>
</tr>
<tr>
<td>ROYALTY—The</td>
<td>(Prod. Alvin Sprott)</td>
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**TOP 60 POP SPOTLIGHT**

<table>
<thead>
<tr>
<th>Title</th>
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<tbody>
<tr>
<td>BRIGHT'S—The</td>
<td>(Prod. Gordon Lightfoot)</td>
</tr>
<tr>
<td>ROCKS—He's</td>
<td>(Prod. Alvin Sprott)</td>
</tr>
<tr>
<td>TUNE—We</td>
<td>(Prod. Ray Conniff)</td>
</tr>
<tr>
<td>LESTER—The</td>
<td>(Prod. Gordon Lightfoot)</td>
</tr>
</tbody>
</table>

**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

**COUNTRY**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAMMI SMITH—FOR THE KIDS</td>
<td>(Prod. Bob Franklin)</td>
</tr>
<tr>
<td>GEORGE HAMILTON—IV—WEST TEXAS</td>
<td>(Prod. Bob Franklin)</td>
</tr>
<tr>
<td>SWEETHEARTS—The</td>
<td>(Prod. Bob Franklin)</td>
</tr>
<tr>
<td>DANY—The</td>
<td>(Prod. Bob Franklin)</td>
</tr>
<tr>
<td>LEE—Never</td>
<td>(Prod. Ray Conniff)</td>
</tr>
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**SPOILERS**

Spotlighted singles predicted to reach the top 20 of the TOP SELLING SOUL SINGLES Chart.

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>ROY—It</td>
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</tr>
<tr>
<td>JOE—All</td>
<td>(Prod. Gordon Lightfoot)</td>
</tr>
<tr>
<td>REN—Just</td>
<td>(Prod. Ray Conniff)</td>
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</table>

**CHART**

**SPOILERS**

Spotlighted singles predicted to reach the SOUL SINGLES Chart.

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>ROY—It</td>
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</tr>
<tr>
<td>JOE—All</td>
<td>(Prod. Gordon Lightfoot)</td>
</tr>
<tr>
<td>REN—Just</td>
<td>(Prod. Ray Conniff)</td>
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</tbody>
</table>

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**This record is predicted to reach the TOP 40 EASY LISTENING Chart**

**TOP 20 COUNTRY SPOTLIGHT**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
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</thead>
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<tr>
<td>SAMMI SMITH—FOR THE KIDS</td>
<td>(Prod. Bob Franklin)</td>
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<tr>
<td>GEORGE HAMILTON—IV—WEST TEXAS</td>
<td>(Prod. Bob Franklin)</td>
</tr>
<tr>
<td>DANY—The</td>
<td>(Prod. Bob Franklin)</td>
</tr>
<tr>
<td>LEE—Never</td>
<td>(Prod. Ray Conniff)</td>
</tr>
</tbody>
</table>

**TOP 20 SOUL SPOTLIGHT**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>ROY—It</td>
<td>(Prod. Alvin Sprott)</td>
</tr>
<tr>
<td>JOE—All</td>
<td>(Prod. Gordon Lightfoot)</td>
</tr>
<tr>
<td>REN—Just</td>
<td>(Prod. Ray Conniff)</td>
</tr>
</tbody>
</table>

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**LAST WEK**

**NUMBER OF SINGLES REVIEWED THIS WEEK**

**85**

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**WEBSITE**

www.americanradiohistory.com
**ATCO IS HOT**

**TIN TIN**

"Is That The Way"

Produced by Maurice Gibb & Billy Lasie
for Moby Productions for the Robert Stigwood Organisation
Atco 6821

**THE PERSUADERS**

"Thin Line Between Love & Hate"

Arranged by Richard Poindexter
Strings arranged by Arif Mardin
Produced by the Poindexter Bros.
for Win Or Lose Productions
Atco 6822
"Another Time, Another Place"
A great new LP by Engelbert Humperdinck

(It's also a great new single.)
<table>
<thead>
<tr>
<th>Artist</th>
<th>Title, Label, Number (Distributing Label)</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAROLE KING</td>
<td>Tapestry, A&amp;M 36970 (A&amp;M)</td>
<td>21</td>
</tr>
<tr>
<td>PAUL &amp; LINDA MCGARTHY</td>
<td>Ram, Apple SW-0035</td>
<td>13</td>
</tr>
<tr>
<td>JAMES TAYLOR</td>
<td>Mud slide Slim &amp; the Blue Horizon, Warner Bros. BS 2561</td>
<td>17</td>
</tr>
<tr>
<td>ROD STEWART</td>
<td>Every Picture Tells A Story, Mercury SM 1-609</td>
<td>11</td>
</tr>
<tr>
<td>CARRINGTON</td>
<td>AM 34740 (MCA)</td>
<td>13</td>
</tr>
<tr>
<td>WOJ</td>
<td>Who, Who's Next, Delta, ST 37152 (MCA)</td>
<td>3</td>
</tr>
<tr>
<td>JETHRO TULL</td>
<td>Aquaplan, Reprise WS 3036</td>
<td>16</td>
</tr>
<tr>
<td>MOODY BLUES</td>
<td>Every Good Boy Deserves Favour, Threshold TS 1 (Gold)</td>
<td>2</td>
</tr>
<tr>
<td>JESUS CHRIST, SUPERSTAR</td>
<td>Various Artists, Decca DSKA 7236 (MCA)</td>
<td>41</td>
</tr>
<tr>
<td>BLOOD, SWEAT &amp; TEARS</td>
<td>B S &amp; T, Columbia CL 39090</td>
<td>8</td>
</tr>
<tr>
<td>MARVIN GAYE</td>
<td>What's Going On, Tamla, TS 312 (Motown)</td>
<td>12</td>
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<tr>
<td>ROLLING STONES</td>
<td>Sticky Fingers, Rolling Stones OCC 59100 (Atco)</td>
<td>15</td>
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<tr>
<td>STEPHEN STILLS II</td>
<td>Atlantic, SD 7026</td>
<td>7</td>
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<tr>
<td>ALLMAN BROTHERS BAND</td>
<td>At Fillmore East, Capricorn, OS 2032 (Atco)</td>
<td>6</td>
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<tr>
<td>DOORS</td>
<td>La Woman, Elektra EKS 75011</td>
<td>17</td>
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<tr>
<td>JOHN DENVER</td>
<td>Poems, Poet &amp; Promises, RCA Victor LSP 4499</td>
<td>20</td>
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<tr>
<td>ARETHA FRANKLIN</td>
<td>Aretha Live at Fillmore West, Atlantic, SD 7017</td>
<td>13</td>
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<tr>
<td>CROSBY, STILL, NASH &amp; Young</td>
<td>4 Way Street, Atlantic ST 3-9002</td>
<td>19</td>
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<tr>
<td>EMERSON, LAKE &amp; PALMER</td>
<td>Tarkus, Columbia CL 39090</td>
<td>9</td>
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<tr>
<td>DONNY OSMOND</td>
<td>MGM SE 4782</td>
<td>8</td>
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<tr>
<td>CAT STEVENS</td>
<td>Tea for the Tillerman, A&amp;M AM 4386</td>
<td>30</td>
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<tr>
<td>BLACK SABBATH</td>
<td>Paranoid, Warner Bros., WS 1582</td>
<td>28</td>
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<tr>
<td>SHAFT</td>
<td>Soundtrack/Isaac Hayes Enterprises EDS 25002 (Stax/Volt)</td>
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<td>THREE DOG NIGHT</td>
<td>Golden Kisses, Dunhill DLS 55609</td>
<td>27</td>
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<tr>
<td>BEATLES, THE</td>
<td>Let It Be, Capitol, BS 5529</td>
<td>8</td>
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<tr>
<td>PATHFINDER FAMILY</td>
<td>Up To Date, Reprise RS 3038</td>
<td>22</td>
</tr>
<tr>
<td>CHICAGO TRANSIT AUTHORITY</td>
<td>Columbia GP 6</td>
<td>120</td>
</tr>
<tr>
<td>KRIS KRISTOFFERSON</td>
<td>The Silver Testament &amp; I &amp; Mandmotion 2, MCA 20679 (CBS)</td>
<td>5</td>
</tr>
<tr>
<td>RARE EARTH</td>
<td>One World, Rare Earth, BS 520 (Motown)</td>
<td>7</td>
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<tr>
<td>RICK SPRINGFIELD</td>
<td>The Silver Testament &amp; I &amp; Mandmotion 2, MCA 20679 (CBS)</td>
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<tr>
<td>GUESS WHO</td>
<td>Who, RCA Victor LSPX 1004</td>
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<td>OSMONDS</td>
<td>Homemade, MGM SE 4782</td>
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<tr>
<td>CHASE</td>
<td>E. C. #3472, Capitol</td>
<td>17</td>
</tr>
</tbody>
</table>

(Continued on page 64)
Johnny Rivers' Newest Single

JOHNNY RIVERS
'THINK HIS NAME'
B/W 'PERMANENT CHANGE'

JUST RELEASED
JOHNNY RIVERS
'HOMEGROWN'

Johnny Rivers' Newest LP on United Artists Records and Tapes
<table>
<thead>
<tr>
<th>WEEK</th>
<th>ARTIST</th>
<th>TITLE, LABEL, NUMBER (DISTRIBUTING LABEL)</th>
<th>WEEKS ON CHART</th>
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<tbody>
<tr>
<td>106</td>
<td>STEPPENWOLF</td>
<td>Gold/Greatest Hits, Deja Vu 75009</td>
<td>13</td>
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<tr>
<td>107</td>
<td>ANDY WILLIAMS</td>
<td>Love Story, Columbia KC-30697</td>
<td>15</td>
</tr>
<tr>
<td>108</td>
<td>BOOKER T. &amp; PRISCILLA</td>
<td>A&amp;M SP 3041</td>
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<tr>
<td>109</td>
<td>HAMILTON, JOE FRANK &amp; REYNOLDS</td>
<td>Atlantic SD 33015</td>
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<tr>
<td>110</td>
<td>BREAD</td>
<td>Martha EKS 4790</td>
<td>18</td>
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<td>111</td>
<td>HELEN REDDY</td>
<td>I Don't Know How to Love Him, Capitol ST 776</td>
<td>19</td>
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<td>112</td>
<td>TEMPTATIONS</td>
<td>Greatest Hits, Vol. 2, Gordy GS 954 (Motown)</td>
<td>20</td>
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<tr>
<td>113</td>
<td>HERB ALPERT &amp; THE TIJUANA BRASS</td>
<td>A&amp;M SP 3414</td>
<td>21</td>
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<tr>
<td>114</td>
<td>MOODY BLUES</td>
<td>On the Threshold of a Dream, Deja Vu 8025 (London)</td>
<td>22</td>
</tr>
<tr>
<td>115</td>
<td>FREDAY PAYNE</td>
<td>Contact, A&amp;M SP 3001</td>
<td>23</td>
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<tr>
<td>116</td>
<td>CHUCK MANGIONE</td>
<td>Friends &amp; Love, A&amp;M SP 3040</td>
<td>24</td>
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<tr>
<td>117</td>
<td>NEIL DIAMOND</td>
<td>Tap Root Manuscript, UAS 762 (Motown)</td>
<td>25</td>
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<tr>
<td>118</td>
<td>BARBARA STREISAND</td>
<td>Stay On Top, Columbia KC 30206</td>
<td>26</td>
</tr>
<tr>
<td>119</td>
<td>CAROLE KING</td>
<td>Writer, Deja Vu 77076 (A&amp;M)</td>
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<td>120</td>
<td>HUMBLE PIE</td>
<td>Rock On, A&amp;M SP 3056</td>
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<td>121</td>
<td>CREEDENCE CLEARWATER REVIVAL</td>
<td>Green's Factory, Fantasy 480</td>
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<td>122</td>
<td>GLEN CAMPBELL</td>
<td>Greatest Hits, Capitol K502</td>
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<td>123</td>
<td>CREEDENCE CLEARWATER REVIVAL</td>
<td>Pendulum, Fantasy 480</td>
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<td>124</td>
<td>WOODSTOCK</td>
<td>Soundtrack, Columbia KC 30504</td>
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<td>125</td>
<td>SHIRLEY BASSEY</td>
<td>Somebody Else, United Artists UA 6797</td>
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<td>126</td>
<td>SIA NA NA</td>
<td>Kama Sutra 1865 2072 (Buddah)</td>
<td>34</td>
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<tr>
<td>127</td>
<td>MOODY BLUES</td>
<td>A Question of Balance, Theme 103 (London)</td>
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<td>128</td>
<td>SANTANA</td>
<td>Columbia CS 9781</td>
<td>36</td>
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<td>CROSBY, STILLS, NASH &amp; YOUNG</td>
<td>Dylan, Atlantic SD 7200</td>
<td>37</td>
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<td>130</td>
<td>NEIL YOUNG &amp; CRAZY HORSE</td>
<td>Everybody Knows This Is Nowhere, Reprise ES 6234</td>
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<td>131</td>
<td>FUNKadelic</td>
<td>Maggot Brain, Westbound WB 2007 (Chess/Jess)</td>
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<td>132</td>
<td>LOVE STORY</td>
<td>Soundtrack, Paramount PAS 6002</td>
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<td>YES Album</td>
<td>Atlantic SD 7283</td>
<td>41</td>
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<tr>
<td>134</td>
<td>SIMON &amp; GARFUNKEL</td>
<td>Bridge Over Troubled Water, Columbia KC 542</td>
<td>42</td>
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<tr>
<td>135</td>
<td>ELTON JOHN</td>
<td>Here I Go Again, Uni 92000 (Coca)</td>
<td>43</td>
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<tr>
<td>136</td>
<td>MANDRILL</td>
<td>Puller 14-450</td>
<td>44</td>
</tr>
</tbody>
</table>

This list continues from page 62.
OUR FIRST

JAMES BROWN
CONTAINS THE ORIGINAL HIT SINGLE
HOT PANTS

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

www.americanradiohistory.com
Nixon's Economy Move: Chaos, Care, Confidence

New York

Continued from page 1

have a clue as to how the decla-
rations will work, or how they
they'll open the bidding.

Meanwhile, dealers and distrib-
utors are trying to head off the
beginning of each round to the
foreseeable repercussions of the
declaration despite uncertain-

realization that commodity prices
will fall, and that the devaluation
of the U.S. dollar abroad, with a
possible devaluation of the D.S.
may have to view sales of their
biggest East Coast importers,
manufactured in Japan, said that
he felt they would be affected at
the consumer level, the entertain-
ment industry would be lowered by
the declaration.

He pointed out that more than
80 percent of the products sold at
other dealers and distributors, and
that the finished product would not
be affected by the declaration.

Meanwhile, he said, "We've
seen a 20 percent increase in reta-
tape equipment prices.

He continued by saying that for
the President's ruling to come at a
time when the manufacturers are
and general market trends so
down, his company was in a posi-
tive attitude about the situa-
tions, but that the spokesman for
the company would make their
finds themselves with our backs
against the wall.

Wally's, a $3.8 million retail-audio
chain, has developed a program
for the nation's largest East Coast
importers and distributors, and
that the brand new importation
helped with the "freeze" price
will be in full effect, with the
full record and tape planning will
no longer change, except that we
are now working with the price
than expected.

"It will help our customers and
our tape recorder sales of U.S.
products will be higher for manu-
can absorb the 10 percent tax.

"I also feel that our happier,
relationship with our customers
will help. Wall Street has cer-
tainly been treated like a per-
sonal touch, and it will help us
even the major. But we are not
developing our business and
government is "We'll have to
pay the price of the freeze.

The effects of the 10 percent
import tax on the price of the
record-tape customer over and
above the "freeze" price, will be
noted. Even Washington's import
to the public on the "freeze"
program is a good thing.

He plans to absorb most of the
tax on his sky-high, six-day-Pack
$20 to $50 on a rare and costly
improving by 20 percent.

"We are doing all that we can
with the two labels who
saw the undeniable shift in retail
tape equipment prices.

He continued by saying that for
the President's ruling to come at a
time when the manufacturers are
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