K-Ark Loses Pact to Record

By BILL WILLIAMS

NASHVILLE — K-Ark Records has lost its license to record, and 13 Nashville musicians have been fined for committing various violations with the company.

The action was taken by the American Federation of Musicians after the 13 union musicians swore, in affidavits, that they had either worked for K-Ark for less than scale, kicked back some of their session money to K-Ark owner Johnny Capps, or, while receiving $7,200,000, had contributed to the one. The others, the union said, were unpunished.

(Continued on page 8)

Countless Sales Lost as LP’s Have ‘Identity Crisis’

By EARL PAIGE and JOHN SIPPEL

CHICAGO — Hours of precious, order-pulling time are wasted and countless sales of LPs are lost because many albums today are poorly identified on the spine, the area wholesale personnel examine first when filling orders, a survey reveals.

Wholesalers and retailers report that the few special stock numbers with album cover art or the total absence of numbers on spines is just part of a growing nomenclature mess.

The problem is most acute with product being bought in early limited quantities or product past its sales peak, according to Singer One Stop owner, Fred Sipiore, and others checked.

For example, “Tapestry,” by Carole King, has a pale orange and dark gray color scheme with the result that its number “Ode SP 77009” is barely visible on the spine. When there are huge quantities moving, the order pullers can identify the product by its quantity alone.

But at the beginning and the end of its sales peak, an album can be skipped over if the spine identification blurs into the color scheme.

This, however, is just part of the problem.

Bar codeable spine numbers become even more difficult to read because all product is being shipped naked and the plastic’s refractory qualities further blur numbers.

Many used-out albums (Jefferson Airplane’s RCA LPS are prime examples) have no spine or backcode identification at all.

(Continued on page 58)

Kirshner’s TV Ties Spur $5 for Music

By MIKE GROSS

NEW YORK — Don Kirshner is building a new musical chalkboard through his ties with several of this season’s new television shows. Kirshner, president of the Bron Agency, has added dozens of four channel tape decks to his network of more than 400 dealers.

Kirshner, whose Bron agency supervises ABC-TV’s “The Persuaders,” starring Roger Moore and Tony Curtis, with theme music by John Barry, is also responsible for the music on the Shirley MacLaine show, “Shirley’s World,” with the theme by Laurie Johnson.

Next season, the Kirshner firm will be represented musically by “The Protectors,” starring Robert Vaughn, with theme music by Peter Caldar and Mitch Murray, and “The Marty Feldman Show,” with theme music by Derek Scott.

The Kirshner setup is also responsible for the music on the two animated Saturday morning CBS-TV series, “The Archies” and “The Harlem Globetrotters.”

(Continued on page 58)

Rising Costs Put Squeeze On Tours; Osibisa Canceled

By IAN DOVE

LOS ANGELES — Rising costs of living on the road has caused the cancellation of a major tour for K. group Osibisa, and spotlighting a growing headache for U.S. record companies and management groups hoping to break British acts in the U.K.

Osibisa, who record for RCA, were originally booked as supporting group on a three Dog Night tour in November by the Reh Foster Agency.

The tour was considered a promotional venture by Osibisa’s management, the Bron Agency in London, but finding mounting costs, mainly transportation, were eating into their break-even figures, the agency pulled out.

Foster executive Joel Cohen considers that tour costs are “most prohibitive” for a group making its initial move into a major market such as the U.S.

For a new group to get a major showcase, such as the Three Dog Night tour, means spending a lot of money just to live and travel around,” said Cohen.

Cohen worked out the ap— (Continued on page 10)

Suit vs. Columbia Asks $2 Refund for Album’s Buyers

LOS ANGELES — A Superior Court suit, filed here by Gerald Z. Price on behalf of buyers of the Lester Flatt- Earl Scruggs’ Columbia album, “Breaking Out,” seeks a $2 refund for each purchaser and asks the court to require Columbia to withdraw the present cover from the market.

Price, in a class action, charges breach of warranty, unfair trade practices and asks injunctive relief against the record label and Don Law and Frank Jones, producers of the album.

Price charges that he purchased the album, whose cover states that the tunes contained therein were “previously unreleased.” He alleges in his complaint that seven of the 11 tunes were released by Columbia previously to that album, in singles and LPs between 1950 and 1963.

(Continued on page 10)

Ford Offers 4-Channel Tape Decks as Dealer Incentive

By RADCLIFFE JOE

DETROIT — The Ford Motor Co. has ordered an estimated 6,200 discrete four channel tape track decks from Motorola Systems Automotive Products Division for use as incentive bonuses for its automotive dealers across the nation.

• Many units will be offered by Ford as an incentive on a points basis to its salaried car dealers for selling the quadrasonic players to new car buyers. Ford is offering the Motorola four channel System as an optional extra in its 1972 automobiles.

Officials of both the Ford company and Motorola are tight-lipped about details of the plan, but observers see the car manufacturer’s move as a major shot-in-the-arm for the quadrasonic concept which has been sluggish in getting off the ground.

Motorola has also been talking to other major car manufacturers in the hope of getting the — (Continued on page 21)
Sedaka Emerges.
The songs are his, the piano work is his, and the artistry is very much his.

"...among some of the finest tunes he's ever done. Sedaka should win many new fans with this album and have a healthy sales run on the charts."—Billboard

"...Sedaka has a lot going for him, not the least of which is good material. He and Howard Greenfield have written twelve tunes brimming over with energy and good vibes."—Cashbox

"...looks as if he's going to ignite '70s firecrackers in a big hurry."—Record World

Sedaka: appearing at The Bitter End, New York, Oct. 13-20

Arranged and conducted by Lee Holdridge
Produced by Wally Gold
Music Supervision: Don Kirshner
All songs by Neil Sedaka and Howard Greenfield
Buddha/Kama Sutra Cuts Out ‘Free Goods’

NEW YORK — Buddha/Kama Sutra is cutting out all free goods as an independent record company.

Instead of 1,000 records at 52 cents each, Buddha/Kama Sutra will now sell records at 52 cents each and save the money on other orders.

In a statement, the label’s co-presidents Neil Bogart and Art Kasi said: “Recently a lot of fuss has been made about the labels’ free goods, but over their misconception of what ‘Free Goods’ carries, we wish to state that all goods have been discussed or written up in the appropriate manner and are not free goods.”

The Buddha/Kama Sutra label is scheduled to appear at the NARM meeting and other similar conferences. We have done away with this antiquated pricing structure. We hope in the near future to make additional changes to help strengthen our industry.”

All Form New Label

NEW YORK — A new label, Clean Records, will be launched in association with Ahmet Ertegun, Atlantic Records president, Robert Stigwood, president of Stigwood and McGrath producing, and Earl McGrath, screenwriter, in a former home for a performing and recording studio, 20th Century-Fox Pictures, as partner.

Atlantic will distribute Clean. The first release, set for next week, featuring the L.A. Country. It was produced by Stigwood.

Other signings for the label include Dervish, Jethro Tull, and Earl McGrath, screenwriter, in a former home for a performing and recording studio, 20th Century-Fox Pictures, as partner.

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GRUNT HOSTS PRESS & TRADE

SAN FRANCISCO — The Jefferson Airplane’s new RCA-distributed Grunt label hosted some of the biggest names in music press and recording industry people who helped introduce its first album, “Greatest Hits,” to the DJs, radio stations, and music press.

The event was held at the famous Culu restaurant in Chinatown on March 17 with the presence of RCA’s top executives, including President Lester Levy.

The focus was on introducing the new label’s first album, which was a compilation of the band’s best hits.

Dealer Pkg By Ovation

NEW YORK — Ovation Records is offering to retail dealers a special point of purchase promotion that ensures minimal quantities of each record that retailers order. The promotion, called “Ovation Packages,” guarantees a minimum quantity of each record that the retailer will receive.

The goal is to ensure that retailers receive adequate quantities of each record to meet customer demand and maintain sell-through.

Light Sales Yr. for U.K.? • Continued from page 1

422,000 over 1969, with exports up by $720,000. Owing to the 1969 picture is not impressive, but looked at in relation to the comparable situation at the end of June last year, it’s obvious that 1970’s boom year of 1969 may not be as good as 1969 was for the U.K. market. The sales growth was only 1 percent higher than that of 1969, and sales worth nearly $96 million in this period last year was indicative of a possible, but not certain, trend.

Indeed, the impression given by the figures is that the high level of sales remains on the mid-price and slightly above this range, while the volume of sales shows little tendency to rise. The price rise, the output of records, particularly albums, continues to be a problem. The first half production overall was only 40 percent higher than the same period in 1969, and sales of albums were a solid 10 percent better than the previous period, with singles dipping by 3 percent.

Hardly significant in itself, as albums can be a sign of a trend, but the fact that album sales grew at a higher rate than singles is a sign of the times when consumers are looking for more variety in their music collection.

Sales during June at $6,720,000 were 5 percent higher than in the previous period, as the overall business was up by 11 percent. However, the overall music market for the year managed only a 3 percent gain.

Clubs Face 21-Day Rule

• Continued from page 1

A refund period on mail-ordered, prepaid goods was added to the initial offering in the case of “Subscribe” items like recordings, books, and phonograph records. In all, non-subscription mail orders must now be returned within 15 days of purchase.

This new rule is designed to prevent fraud and return customers to the store. The customer has the right to return goods within 15 days of purchase, and the store must either refund the customer or replace the item.

Adams’ Battle Cry: ASCAP Pays More

LOS ANGELES—ASCAP President Stanley Adams took his case to the House Judiciary Committee last week to protest against the song writer’s bookkeeping when he stated at a semi-annual meeting that ASCAP exclusively made between 4,900 and 5,000 thousand dollars a year for the past seven years.

Adams said that he had been made aware of the figures and that he was determined to see that the writers were fairly paid.

Adams cited two songs for comment, one of which is a hit on the charts for 12 weeks and peaking at #1, while the other has been in the record department for a song that has been sold for $9,000,000, while ASCAP would pay $8,300,000.

As a result of the demonstration, Adams pointed to the fact that ASCAP is owned by writers and publishers, who attempt to get all their income from ASCAP to dealers, while BMI, he said, is owned by broadcasters, who, as "your programmers," can get as much for them as much for you, as long as a broadcaster, but not as little as possible. Secondly, ASCAP audited the books and discovered that BMI was not making as much money as it should.

Adams also cited the fact that BMI does not maintain a record of the number of performances that BMI receives, while ASCAP maintains a record of the number of performances that BMI receives.

Adams also pointed out that BMI is not required to maintain a record of the number of performances that BMI receives, while ASCAP maintains a record of the number of performances that BMI receives.

The demonstration brought much attention to the matter of fair compensation for songwriters and publishers, who have been long-time supporters of ASCAP.”

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DURING THE FALL OF '71
PETER NERO'S "SUMMER OF '42" IS HAPPENING.

Peter Nero's "Summer of '42" has been picked up by key Top-40 stations across the country.
Despite the tremendous box office success of "Summer of '42" and despite numerous recordings of its beautiful theme, just this one hit version of the theme has emerged.
And now that the film is making the rounds of neighborhood theatres, there'll be no stopping Peter Nero.

"Summer of '42"
by Peter Nero on Columbia Records
**Transformation Turntable**

Artie Mogull has resigned as vice president, ad, Capitol Records. He joined the company 18 months ago and was previously with Tetragrammaton Records, a partner in music publishing with Warner Bros. Records.

Si Mael named general manager, Polydor Inc. He was previously vice president and general manager with United Artists, a company he joined 10 years ago and during which time he signed Ferrante and Teicher to an unprecedented 10-year agreement.

**Senior Executives**

Bernard DiMatteo named director, administration and development, CBS Records, international. He joined CBS in 1966 and most recently was director, financial analysis, with CBS. Bunny Friedy, currently manager, promotion and information services for CBS Records International, promoted to director, U.S. popular product. Michi Yoshihama promoted to director, marketing and engineering, with the company. He was previously manager, marketing and engineering services.

**NARAS Meeting on 4-Channel**

NEW YORK—Demonstrations and discussions of competing quadruplex systems will be held for members of the New York chapter of the Recording Academy (NARAS) at Columbia University’s Studio 2 at 207 East 13th St. on Oct. 10.

The hosting company will show its system first, Electro-Voice will follow and the session will conclude with audience questions and session answers with members and guests.

**WB Sampler**

NEW YORK—A sampler specially designed for in-store play and being made available in retail outlets by Warner Bros. Records as an incentive to retailers.

A variety of music and artists will be offered on the extra-long play cartridges to be played on easy handling by clerks and including substantive announcements for each artist’s segment. Tracks by Warner Bros. Records artists will be available on each of the four groups featured on the discs.

The sampler will not be available for purchase, but will be available under special mail order offers, except through the standard systems of local record stores.

**Adams’ Battle Cry**

**continued from page 4**

Adams reported that ASCAP continues its Congressional campaign to update the present copyright law. He said that the society is working hard to include cable TV in the bill.

"We intend to have a cooperative program with Congress, and we will work hard to appropriate funds for writers," he said.

---

**For Your Information**

Tom Mankow, Republic Records, N.Y., has left the company for a position with a New England-based independent label.

**ASCAP Issues Restrictions On ‘Superstar’**

NEW YORK—ASCAP has issued a blanket restriction to all its licensees to avoid performance on any tape recording, film, or video medium containing the sound systems of local record stores, bars, night clubs, and concert venues. The restriction was sent to all ASCAP licensees and concert licensees.

Performances of “Jesus Christ Superstar” may not be rendered under any license for the purpose of these performances and concert licensees are advised that ASCAP’s blanket restriction applies to all concert stage performance of all performances of any ASCAP-controlled work.

The restriction applies to every composition in every version of “Jesus Christ Superstar” as performed by any ASCAP-controlled work and must be strictly enforced.

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**Adams’ Battle Cry**

**continued from page 4**

Adams reported that ASCAP continues its Congressional campaign to update the present copyright law. He said that the society is working hard to include cable TV in the bill. He indicated that ASCAP would add considerable income for writers.

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The restriction applies to every composition in every version of “Jesus Christ Superstar” as performed by any ASCAP-controlled work and must be strictly enforced.
His name is **Bill Medley**.

And he is probably the most unique performer of our time. He has been a member of the Righteous Brothers, and a solo artist of some note. But his talent has always transcended the limitations of these specifics. Bill Medley's communication has always been of the highest order, and now with this, his first album for A&M Records, also of the highest priority.

Produced by Herb Alpert

**SP3505 on A&M Records and Tapes.**
K-Ark Loses Recording Pact

Continued from page 1

The act was the result of a lengthy investigation and lawsuit by George Cooper Jr., president of Local 257 here. Each of the musicians involved was fined $500, with $50 of it collected at once and the other held in abeyance, if there is no future violation.

Cooper cited the late Junior Huskey, who died a few weeks ago, as being instrumental in the probe which presumably has put a stop to such practices. There had been rumors of less-than-salary pay and kickbacks for some time and Huskey, who died shortly before his death, began circulating the word to keep the latter from happening. He was aware of these actions that the union had the goods on them, and it would be better to move to the local and tell what they knew. The word spread rapidly and 13 musicians came in voluntarily, Cooper said. Each signed a written "confession" and an affidavit swearing that he had, indeed, done this. They blamed the sagging economy and the lack of legitimate venues competing here (1,800 in the union for 700) for the union's complacency about that 100 musicians were doing steady work at sessions, and the others were too often on occasional jobs. They said they agreed to whatever fines were levied because they could have steady work.

K-Ark, started here in 1965, has had numerous country artists on its label. In recent years, however, it has concentrated on pitching to underground, charging $1,200 a session, and providing them with a "private" recording. He has his own pressing plant, and his company headquarters on "Music Row" here.

Kapp indicated he now would concentrate on the movie business, assisting Cooper in the investigation of De-Lite Records, among others.

For more information on Black Expo, contact Black Expo, P.O. Box 293, Los Angeles 76, Calif.

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October 9, 1971, BILLBOARD
LONG PROMISED HIT:

"LONG PROMISED ROAD"

(REP 1047)

THE BEACH BOYS

It's the inevitable single from their brilliant Surf's Up album (RS 6453).

"Long Promised Road," the single, and Surf's Up, the album (an Ampex-distributed tape), shine like gold on Brother/Reprise.
Superscope is Sued by Sony of Japan

LOS ANGELES—Sony Corp. of Japan has filed an action in Federal Court against Superscope, the exclusive U.S. distributor of Sony products, seeking clarification of its distribution contract with Superscope.

The complaint asks for "determination of the rights and duties of the parties under certain provisions of Superscope’s exclusive distribution agreement for Sony tape recorder products.

Superscope gained about 85 percent of its revenues in 1970 on about $48.6 million, from its contract with Sony, which still has another 3½ years to run.

According to the complaint, Sony is concerned that Superscope intends to begin marketing tape recorders made by other companies.

The suit seeks to determine three points:
- Whether the contractual restriction against Superscope’s handling of tape recorder products other than Sony’s is illegal.
- Whether an alleged expression of intention by Superscope to handle other tape recorder products constitutes a breach of contract.
- Whether the restriction in Superscope’s handling of tape recorder products other than Sony’s is illegal.

Superscope said that talks between Marantz and Standard Radio “Doesn’t necessarily mean we intent to distribute that manufacturer’s tape recorders.”

In two separate court actions, Sony Corp. of America has received injunctions in Superior Court here against companies selling its products at less than minimum retail prices stipulated in fair trade agreements and price schedules.

A permanent injunction and no damages was awarded Sony in an action against the Woody Whilker Co., and a temporary injunction was awarded Sony against Anna Adray, Irwin Andrew Adray and Robert T. Adray, all of ABC Premiums here.

Sony is seeking $10,000 damages in the later action.

Welk Riding High

- Continued from page 8

Welk will go into the field in the next three months, promoting his just released book, “Wunnergful, Wunnergful,” published by Prentice-Hall.

Market Quotations

Superscope is the exclusive distributor of Sony tape recorder products in the U.S.

Attention Record Dealers:

NOW AVAILABLE EXCLUSIVELY THROUGH LONDON RECORD BRANCHES:

LONDON IMPORTS
distribution de LOISY-LE-LYS

BRANCH

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Contact: Phil Weiman
Sales Manager

LONDON RECORDS
3001 New England Bilt Corp., 780 First Avenue, Needham Heights, Mass. 02194 (617) 444-2050
Contact: James Gordon
Sales Manager

LONDON RECORDS
2901 Donald Bilt Corp., 1300 Wilshire, Los Angeles, Calif. 90010 (213) 699-3300
Contact: Ed Jarman
Sales Manager

Contact your individual Sales Manager for the NEW ATTRACTIVE selling and pricing policies.
- What was the first Rock ‘n’ Roll single to hit No. 1?
- What was Perry Como’s first No. 1 single and when?
- What artist or act had the most weeks in the No. 1 spot on Billboard’s singles chart in a calendar year?

Answering first things first—old can be as new as the next record you spin—the next sound you hear. You can create life even after record mortis has set in—you can make it young—make it new—make it wake 'em, grab 'em, shake 'em—Here’s the ammunition—here’s the challenge—use it to the best of your imagination—to the fullest of your pleasure.

**NO. 1 RECORDS:** How would you like to have a listing of every record that reached #1 position on Billboard’s charts since 1941, week-by-week? It’s available for you and includes the issue date, title, artist and label.

**TOP 10 RECORDS:** How about a listing of every record that reached the Top 10 positions on Billboard’s charts since 1947, in alphabetical order? Well, it’s included in the same package with the NO. 1 RECORDS listing!

---

**And if that weren’t enough to get you going in new programming directions, here are some more listing packages you may not even have thought of which should be the backbone of every programming man’s library:**

**IMPORTANT NOTE:** FREE UP-DATED LISTING COMES TO YOU AUTOMATICALLY EACH YEAR FOR THE NEXT 5 YEARS WITH ORDERS FOR ANY OR ALL OF THE LISTINGS BELOW EXCEPT "TOP 1000."

<table>
<thead>
<tr>
<th>A</th>
<th>POP SINGLES LISTING: No. 1 record, week-by-week, from 1941 through 1970; Top Ten records from 1947 through 1970</th>
<th>Price $50.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>B</td>
<td>POP ALBUMS LISTING: No. 1 album from 1947 through 1970; Top Ten albums from inception of 10-position chart in August 14, 1948 issue through 1970. During period when separate Mono and Stereo charts were published, a separate listing is included for each</td>
<td>$50.00</td>
</tr>
<tr>
<td>C</td>
<td>COMBINED POP LISTING (SINGLES AND ALBUMS)</td>
<td>$80.00</td>
</tr>
<tr>
<td>D</td>
<td>COUNTRY SINGLES LISTING: No. 1 record, week-by-week, from inception of chart in May 15, 1948 issue through 1970; Top Ten records for same period</td>
<td>$40.00</td>
</tr>
<tr>
<td>E</td>
<td>COUNTRY ALBUM LISTING: No. 1 album, week-by-week, from inception of chart in the January 11, 1964 issue through 1970; Top Ten albums for same period</td>
<td>$25.00</td>
</tr>
<tr>
<td>F</td>
<td>COMBINED COUNTRY LISTING (SINGLES AND ALBUMS)</td>
<td>$50.00</td>
</tr>
<tr>
<td>G</td>
<td>RHYTHM AND BLUES (SOUL) SINGLES LISTING: No. 1 record, week-by-week, from inception of chart in the May 22, 1948 issue through 1970 with the exception of the period from November 30, 1963 through January 30, 1965, when no R&amp;B charts were published; Top Ten records for same period</td>
<td>$40.00</td>
</tr>
<tr>
<td>H</td>
<td>RHYTHM AND BLUES (SOUL) ALBUMS LISTING: No. 1 album, week-by-week, from inception of the chart in the January 30, 1965 issue through 1970; Top Ten albums for same period</td>
<td>$25.00</td>
</tr>
<tr>
<td>I</td>
<td>COMBINED RHYTHM AND BLUES (SOUL) LISTING (SINGLES AND ALBUMS)</td>
<td>$60.00</td>
</tr>
<tr>
<td>J</td>
<td>EASY LISTENING LISTING: No. 1 record, week-by-week, from July 17, 1961 issue through 1970; Top Ten records for same period</td>
<td>$30.00</td>
</tr>
<tr>
<td>K</td>
<td>COMBINED SINGLES LISTING (POP, COUNTRY, RHYTHM AND BLUES (SOUL), EASY LISTENING)</td>
<td>$115.00</td>
</tr>
<tr>
<td>L</td>
<td>COMBINED ALBUMS LISTING (POP, COUNTRY, RHYTHM AND BLUES (SOUL))</td>
<td>$75.00</td>
</tr>
<tr>
<td>M</td>
<td>GRAND COMBINATION OF K AND L</td>
<td>$165.00</td>
</tr>
<tr>
<td>N</td>
<td>TOP 1000 “ALL TIME” BILLBOARD CHART WINNERS: More than 15 years of Billboard’s singles charts (October 30, 1954 - December 31, 1970) have been tabulated to produce the chart—singles with the longest and strongest chart action. Additionally, a listing of the 75 top artists for the same period and top 25 records for each year covered, is included in the package</td>
<td>$50.00</td>
</tr>
<tr>
<td>O</td>
<td>COMBINATION OF PACKAGES M AND H</td>
<td>$215.00</td>
</tr>
</tbody>
</table>

Finally, the answers to the 2nd, 3rd and 4th questions up above:

- The first Rock ‘n’ Roll single to hit No. 1 was Bill Haley and the Comets’ “Rock Around the Clock,” July 9, 1955.
- Perry Como’s 1st No. 1 single was “Till the End of Time,” RCA Victor, Sept. 15, 1945.
- Elvis Presley had the most weeks (25 weeks) in No. 1 spot on Billboard’s singles chart in a calendar year.
Atlantic • Atco • Cotillion • Asylum

Album Releases

Fall, 1971

On Records & Tapes

(Tapes Distributed by Ampex)

LED ZEPPELIN
Atlantic SD 7208

ALL IN THE FAMILY
Atlantic SD 7210

CACTUS
Restrictions
Atco SD 33-377

LIVINGSTON TAYLOR
LIV
Capricorn SD 853

HERBIE MANN
PUSH PUSH
Embryo SD 532
The second coming is in the November 6 issue of Billboard.

For the second straight year — the year of The Jesus Movement in Rock — Billboard unfolds "The Greatest Story Ever Told".

ROCK NOW. The Billboard Special that explores the very soul of Rock. Where it's been, where it's going and where it's at — now!

Including profiles and interviews with the artists and producers who spread the word of rock throughout the land. Insight into the citadel's of sound, personal appearances — tape, disk, cassette, cartridge, radio — all built on the rock of today's pop music.

ROCK NOW. The gospel more than 34,000 followers are waiting to read. The issue created to enlighten your mortal customers in the market place of rock music.

See the second coming of ROCK NOW materialize in the November 6 issue of Billboard, the bible of the music-record-tape industry.

Advertising deadline: October 20, 1971 A.D.

Spread your word throughout the land. Contact our apostles at any one of the following Billboard sales offices:

NEW YORK, N.Y. 165 W. 46 St. 212-757-0665

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LOS ANGELES, CALIF. 3000 Sunset Blvd. 213-674-1000

LONDON, LONDON W.1 1 Carnaby St. 294.76.22

MILAN, ITALY Piazza Loreto 9 7-33999

TOKYO, JAPAN Shin-NiChibou-Bldg. 2-1, 2-Chome, Tsukishima Koto-Ku, Tokyo 135-76, JAPAN

AMEN.
Elektra Launches Rock Tour

Joyous Noise—Los Angeles—Elektra Records has launched a 16-person rock tour package for two weeks. The Trucks, a group of the band's fans, were taken by surprise.

The tour will feature performances by some of the hottest names in contemporary rock and roll. The concert schedule includes stops in major cities across the country, with each show featuring a unique lineup.

Some of the featured acts include:

- Joyous Noise
- truck
- Band
- and more

The tour will also include special guests such as

- And the Sisters of Righteous. Members will be in attendance to support the tour.

The dates for the tour are as follows:

- Aug. 16 - New York, NY
- Aug. 17 - Philadelphia, PA
- Aug. 18 - Baltimore, MD
- Aug. 19 - Washington, DC
- Aug. 20 - Columbus, OH
- Aug. 21 - Cleveland, OH
- Aug. 22 - Detroit, MI
- Aug. 23 - Chicago, IL
- Aug. 24 - Minneapolis, MN
- Aug. 25 - St. Paul, MN
- Aug. 26 - Milwaukee, WI
- Aug. 27 - Madison, WI
- Aug. 28 - Indianapolis, IN
- Aug. 29 - Cincinnati, OH
- Aug. 30 - Akron, OH
- Aug. 31 - Youngstown, OH
- Sept. 1 - Pittsburgh, PA
- Sept. 2 - Philadelphia, PA
- Sept. 3 - New York, NY

The tour will conclude on Sept. 4 in San Francisco, CA.

Tickets for the tour are available now through the Elektra Records website.
Ben Bagley's Famous Revisited Series

**NEW YORK**

Emerson, Lake & Palmer return to the U.S. for a short, three-week tour. Nov. 13-30 with a Nov. 25 stop at Madison Square Garden. *Sly & the Family Stone have tentatively set their return to the Garden for Dec. 17. Their album, "There's a Riot Going On," might be out by then.* (Ralph McCot, British Gong...)

**BLOSSOM DEARIE**

black & white a black & white a black & white

**SERIES,**

Vincent YOUMANS

**SYLVA, BROWN**

Ira GERSHWIN

**EXCITING BROADWAY,**

Vernon ALLEN

“Alive!”

246-1590

Jimmy Allman, Brothers and Cowboy, which day concert album, “Your...” (Jeff Gross)

**BLOOMSDALE'S**

Vincent GILBERT

**DIRECTIONS**

with

**3 EXCITING NEW ALBUMS**

Vincent YOUMANS

**DE SYLVA, BROWN & HENDERSO**

Ira GERSHWIN

“Those albums make you feel good to be alive!” (John Reed, Record Review)

7

Previously released albums:

Alan Jay LERNER, Vernon DUKE, Cole PORTER, Rodgers & Hart

Vol. 1 & 2. Harold ARLEN, Arthur SCHWARTZ

DIRECTLY FROM BEN BAGLEY'S NEW RECORD COMPANY

**150G Gross for James Gang**

NEW YORK—The James Gang grossed over $150,000 in 14 dates between Aug. 11 and Sept. 12. The major engagements were one-night concerts in medium-size auditoriums. In these cases, the James Gang, who are riding with their ABC LP’s: "Live in Con- cert," "Thirds," and "Rides Again," needed the bill. The James Gang dates were in Colorado Springs, Albuquerque, N. San Diego, Los Angeles, West Palm Beach, Miami, Virginia Beach, Atlantic City, Columbus, Chicago, Madison and Minneapolis.

conducting an album with Brazilian singer Roberto Carlos for South American release. - Erroll Garner is set for two weeks at the St. Regis Hotel, Oct. 18-30. Scopettes Beverly Guest guests on the "Mike Douglas Show." They're also playing St. Peter's Church, Stil Mey & Lexington, fea-
tures "All-Nite Soul," Sunday (10) with Climax's Big Band, Jos- edw Edwin, Eddie Bonmoore and Willi (The Linn Smith. Singer Bette Midler, Johnny Car-

**LOUISIANA**

When you've had six million-
selling albums, it's not hard to get anything you happen to want. The Moody Blues decided they wanted Tonto to present them their gold record for "Every Good Boy Des- serves Favour." So, London Rec-
sords obligingly produced Jay Sil-berstein to hand over the gold disk at the Moody Blues Belair Hotel press conference.

AD/Couhill is hand-carrying its Impulse label "Summer Solution "71 Sampler" to underground and free-form FM stations across the country. "Blood, Sweat & Tears is helping set registration booths at its remaining 71 con-
certs to get out the youth vote. Ambrosia will be playing back-up for the South Coast repertory The-
ater production of the Who’s "Tommy."

"VJ's Chad Everett's single "All Strung Out" is the second release for former MGM Records vice president Harold L. Berman's Marina label. "Out Denver way, Mark Halper's Talent Unltd. agency has spun off the Mountain American Records Company. First release is Jeff Bonds "Man and His Mountain." Guess who's manager? Don Hunter is building a spring car track in Winnipeg. The Canadian group is joining in on the deal.

Leon Russell is building a 16-track studio on his property adjacent to his Oklahoma motel. Bloomington, producing itself for their new fourth album, "Blood-

**Talent**

New Supremes Bare New Plans Via Tours, Disks

LAS VEGAS—The Supremes, having split with Diana Ross, have finally come into their own. Appear-
ing at the Frontier Hotel they have plans to record a live album at the hotel, are undertaking a tour of one nighters and extensive recording dates.

"The old Supremes sound was from a different era," explained Jeanne Terrell. "We try not to stick to the old Supremes format. To go along with what is popular we're changing.

When we first got started a host of songs were given to us to learn the conductor or Mo-
town," said Cindy Birdsong, who added, "Now, we do songs we like."

The new Supremes have had four releases to date of which they reached gold record status with a third "Nathan Jones" showing strong possibilities of a similar fate.

After closing at the Frontier, the new Supremes will make their first tour of Europe, Australia and Jamaica. Next year, they will re-

ise five or six singles and more albums. After two rock numbers the trio recorded their first ballad, "Touch," which was a return of fans writing to the Supremes ask-
ing for them to record the num-
ber. According to the girls this was the first time that they had ever had such a public response to a song.

At present, they are arranging a live album recording during their current local engagement. Miss Terrell, who is house-hunting in Las Vegas, said the group intends to remain the Supremes rather than Jeanne Terrell and the Su-

****WHO'S TOUR GROSSES 1.1 MILLION****

LOS ANGELES—The Who. Decca Records group, grossed over $1,100,000 in 17 performances on their just-completed U.S. tour of 12 cities and plans are under way for another U.S. tour of cities in the South and Southwestern beginning Nov. 20. The record company said this would be probably the last tour of the U.S. by the British group prior to 1973 because of film commitments in 1972.
WMAQ Keeping Up With MOR; Uses Distinguishable Sound

By EARLE PAIGE

CHICAGO—MOR radio is going through a lot of changes and WMAQ here is changing along with the trend. Basically, program director Lee Davis said his station is adding an identifiable image by using music that builds a distinguishable sound and by using more music than ever before.

He points out that just a few years ago, listeners and promotion men didn't know what MOR was all about at WMAQ. For one thing, the station was dropped down by its summertime baseball broadcasts and a format that just never worked out.

Now Davis' target audience is 25-49. He believes the listener wants something more than just music. This is why the station encourages personalities to be "realtor" and to have something worth talking about. The listener wants a similarity to Top 40 because that's what he grew up with, but he wants a broader format of the music of today along with relevant personality.

Just what is relevant? Well, it can be songs that are eight to 12 weeks away that are in the charts, or songs that are a reflection of the involvement to just plain wacky stuff like "Amalgamated Girl Watcher" and "Dandelion-Top 10" of the week. Air personality Clark Weber was never allowed to do this stuff, but at the same time, he admits he loves to watch pretty girls. Thus the gimmick about beach girls, and in Prudential Court recently compliments are being added to the playlist by a station felt by the Stampers that "The girl most likely to be voted on the list and who was awarded a prize at a local club if they could pull it off again. As Davis points out, "One of the most successful is a market for soul ballads...this is not good for WMAQ. However, that Steve Wonder is being played at all stations, the only example of MOR's change. Davis is pleased with both WMAQ and WCPX as being WMAQ is the most successful way of doing MOR." Davis has a few other rules that he thinks is as much success as WMAQ and things like "I waited on the Raiders to see Tulsa's KACK Wins Proven Records

TULSA—Because Top 40 stations are oriented toward creating a "sound" to appeal to listeners, the break in the format is possible, certain records continue to take over a station. And, in the case of KACK here, the current Raiders release of "Birds of Paradise" was added to the playlist by a WMZV-AM, "My Own." The Raiders and the Free Worst are starting to sound like a record that is ready selling at top-of-the-chart peaks. "To tell the truth," KACK personality Mike Holman, the station's program director, said, "is about 50 percent favorable. We got in there and we're doing what we do."

Ansonia's WADS In LP/Single Mix

NEWLONDON, Conn.—In keeping with the trend of playing singles and albums, WADS-FM has a 500-day time slot here in a program mix of 50 percent singles and 50 percent progressive rock album cuts. Response is 99 percent favorable, the staff reports, "and the phones haven't rung so much since the last national election. When we are through, there are going to be a lot of upset stomachs in this market." Staff includes Steve Dine, program director, and afternoon personality Mike Holley.

Canada Station to Country Format

BRANDON, Manitoba—CKXM-FM, Brandon's Top 40 format Oct. 12 and will play 35 percent Canadian artists. The station was a Hitlist of 100 singles and 30 albums. Oldies will comprise about a third of the broadcast. The station will feature a Friday album and a spotlight artist each week.

OCTOBER 9, 1971, BILLBOARD

WZIP to Full Gospel

CINCINNATI—WZIP, 1,000-watt station here, is switching to a gospel music format. Roy Shippeard has been promoted to general manager and Reggie Wallace is taking over as program director in addition to doing an afternoon air shift. The daytime AM station had an average of 1,000 listeners (13). Registrations should open at noon, Nov. 12, for all college students who are members. The meeting will be a session devoted to FM radio and to college radio.

Registration is $100. Small market radio station personnel (stations located below the top 100, may register for $75) college students may register for $50.

In addition, a session will be sent to Bill Gavin, Radio Program Conference, 14th Samson St., San Francisco, Calif., 94104.
LOS ANGELES—Dick Whittington, KGHL’s zany morning personality, turned a request from a record company to interview one of its acts into a special event.

Capitol Records wanted Whittington to interview the lettuce during a free period in their schedule. He decided he didn’t want to go through another “what’s your lastest record, are you going to play through type of situation.

So, unbeknownst to Capitol, he mentioned the offer on the air, adding that those types of interviews would be.

And then, “Why doesn’t someone get married on the program and we’ll have the Lettuce sing the wedding ceremony?”

He was joking, thinking about a couple talking people who would like to get married on his show to contact him.

The end result of all this banter is that Monday (4) a couple will be wed in the station’s parking lot during Whittington’s lettuces singing and Capitol Records pressing a special album of the ceremony.

Jess Reid, the group’s manager, acknowledged that his associates have never sung for a wedding anywhere.

Still Southfield, the station’s program director, hopes the group has fun (and maybe sings a little off-key), since it would fit in with the generally humorous vein of Whittington’s show. Two weeks ago, Whittington, who had the records he plays “heavy hits,” dropped a sack of flour on a Japanese restaurant from an airplane after it came out during a program.

He broadcast the whole attack live.

KENO Spins no Wheel to Succeed

**Continued from page 17**

oriented. Clarence Carter, who was a top 10 R&B artist in Norfolk, is hardly known here. But for five months, John Denver hit was big on both KENO and local country music stations.

KENO, in the latest ARB, was No. 1 in adults 18-49 old.

“If you include the teens, then KENO is super No. 1,” Bright said.

Bill Frey, station manager. The air personality roster includes Bright 6-10 a.m., John McKnight 2-6 p.m., John Denver 5-10 a.m., with Len Martin working on weekends.

The station relies heavily on requests, operating a 24-hour request line. On occasion, when there is some question about adding a record to the playlist, air personalities go on the air asking listeners if they like the record or not and to call in. This may be done two or three times in the day.

It’s the one sure way that the group itself could add that record to the playlist, Bright said, but added that he did not often add to this type of record.

Bright has programmed KENO the past two years. He started in radio at KIOA, N.D., as the mystery voice between the Young Doctor Malone” and “The Shadow” serials, while still a senior in high school. Before that he was going on being one of the Top 100 in radio every since, working in programming with others, and working as an air personality at stations such as CHU, Fort Lauderdale; KMB, Louisville; and CKY, Winton; plus countless small markets.

Letters To The Editor

Dear Editor,

I’ve been listening with both ears lately to the radio disk jockey profession screaming from the economic pain caused by the apathy of the industry. I’ve been listening because I know whether they testify.

I think if ever a man is related to the industry, I’ll be the first to do it. I’ll be the first to help him dust off, I’ll explain: “Sir, the good an- nouncement of four or five years ago is today’s industry. In this changing con- struction worker, and department store stock boy, who is used to being in gasoline station in the cafeteria in the back of the store, I’ve been out of the radio. You have decided, for some strange reason, that a song his career, hire the newly-graduated broadcast school third student, who is “willing to learn” over the veteran who has already learned it. It be- cause, my dear fellow, I’ve earned a year, and all the records he can play the Lettuce, when he has to play the professional, enough at, to keep his 1962 Ford running and his wife and two daughters. Perhaps

(Continued on page 19)

Larry James, program director of WDGB, Denver, explained that the Top 40 air personality’s “skills are for the individual man who wants to settle down. Also, WDGB wanted to keep Larry James on WBT, Charlotte, the other Top 40 outlet.

In October, Original Saturday Night Hall of Fame—All oldies especially those pre 60’s oldies that bring back such pleasant memories. Best record I’ve heard in the south in quite some time. John Denver has moved from afternoon drive at KXLY, Spokane, to a new mid-night-6 a.m., gig at KUUU, Seattle.

Bob Barnes is out of WLYV, Fort Wayne, for four years at the station. ** ***

There’s a big to-do about who plays the records he plays. From the Royalty, by the Royalty, and other "what’s your lastest record, I’ll come.

Jackie, “Top 100” will be back in the station’s rotation.

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**WMAQ Keeping Up With MOR; Uses Distinguishable Sound**

• Continued from page 17

“Our real aim is familiarity. If adults are familiar with a record they may have heard on contemporary they will stand still for it when we play it.” But he added: “We like to be first and we often are.”

He claims WMAQ was first with Perry Como’s “It’s Impossible” and Bobby Martin’s “For the Love of Me” and several more records. Just now, Davis is programming talk show artist-turned-performer Les Crane’s “Desiderata,” a poem with backup music that sounds like Bert Barberhush’s “girls. We are receiving many calls from listeners asking about the single and now I see it turning open station lists around the country.”

WMAQ plays from a list of 50 to 60 singles, a group of 400 LP cuts and a collection of 1,000 older records. “You can’t program in grammers,” in other words, the on-air personalities play them according to Davis’ direction. Thus the Stompers’ hit would not be followed by another rock or rock hit but rather by an Olivia Newton-John or an oldie from any other period.

The idea here is to leave the air personality free of music decisions so that he can concentrate on what he says and the elements he is involved with. “Most of our personalities were trained in Top 40 so they know they have to have something worthwhile when they do talk. But we don’t lay down any hard and fast rules. There’s no direction to give only time and temperatures. We’re flexible.”

Actually, WMAQ’s staff is relatively new since the big shake up when Henry Cooke left after many years as morning man. Weber (6-10 a.m.) came in July, Pat Sheri- don (10-2 p.m.) was already at the station, Jim Stagg (2-6 p.m.) was added in July, and Michael T. Hill in late September. Another even Erwin’s show.

There are many pitfalls in MOR, and one is sports. “You can be subject to the fate of the team,” said Davis in reference to the White Sox baseball club of a few years ago. “It’s great if your team is on top, but when they slip you are nothing in the (booking) books.”

Sports Help Out

Davis figures WMAQ is doing a lot of things right these days and sports is one of them. It will carry Black Hawk hockey games but only at home. “I’m not about to compete with the televised away games,” he said. Also, it will carry Northwestern University Saturday football. Weekend sports are “a gas” for MOR radio, Davis said.

because they pull over listeners that might never otherwise tune in. “We have two -an MOR -a top four that will carry drive time, too -a top four that will carry drive time, too -a top four that will carry drive time, too. WMAQ said this is the right way for an MOR to handle sports. ‘This is what we use sports as it does music to build audience.”

WMAQ actually started to change in midsummer when Davis took a shot at the morning drive time slot here, replacing veteran Cooke with Top 40 veteran Clark Weber. It may take several more books to see if WMAQ is making headway. He said AB Oil has added WMAQ fourth. Pueblo has been “less kind” and Hooper has even had the station recalled.

Another change came about in news. WMAQ used to deliverly “drop-in” news segments into morning drive time. This was discontinued. Now, a drop-in must be some late-breaking news story or something really vital. Still, WMAQ does deliver more news than its contemporary rivals. Not a lot of news, but five minutes on the hour and on the half hour and a two minute local round up after the top of the hour news in drive tape minute highlight segments. Two-and-a-half-hour talk stint Monday through Friday night, WMAQ is almost all music.

**Letters to The Editor**

• Continued from page 18

you can’t see it, sir, but the eventual outcome of this practice is quite obvious — bad radio.”

I once worked as a program director for $700 a month. I was 19 then, and felt that at time I had the world by the tail. Now I am 22, married, with eight years’ experience in radio. My wife goes to college, and until she graduates next spring, I am forced to work in the town, for a station that pays me $1.75 an hour. When my wife gets her degree, I plan to begin my search once again for the rare radio station that still appreciates experience and talent, and wouldn’t think of taking ad- vantage of me.

Chances are, if I find him before l start to lie very early leaves me for a rich plumber, he will be managing the No. 1 station in his market.

Charlie Brown 1616 Cody Hays, Kansas 76601

**Vox Jox**

• Continued from page 18

Jim’s head was at KYSM, Minneapolis, in 1958. He joined WTM, Youngstown, Ohio, as program director. Lloyd Young, news director of KNAX, Salt Lake City, leaves to join KFI-TV, Idaho Falls, Idaho, about a week from the time you read this. WEAS in Savannah, Ga., is in present out to a short book, and photo, as well as the pick hit and spotlight albums.

• • •

Mike Millard, formerly of WACK in Miami, is now the morning man at WRCP, Philadelphia. Lineup now includes Millard, Dave Stanley, Nick Reynolds, Bob Steele, and Jack Gillen. Program director is Don Paul.

**WCLX-FM Switch**

CINCINNATI — WCLX-FM, which has been going with it a good-music policy, has made the change to a country format. Bill Jenkins, general manager of both WLPL and WCLX, said that with the stations will simulcast programs from 5 a.m. to 7 a.m., Monday through Friday.

At 7 p.m. to midnight, the FM outlet will spot a live request show with a host yet to be named. WCLX is slated to change its call letters to WUWE-FM in a few weeks.

The weekend FM schedule will start with a 6-10 a.m. simulcast, followed by pre-recorded music through 5 a.m. Monday.
NEW YORK — Decaa/AXE Telefunken will show its color videotape system in this country for the first time during the U.S. debut of the new magazine cover version of Cartridge TV. Several showings in key cities across the nation are planned, but actual dates are still to be announced. Local arrangements for theings follow the recent successful screening of the system at the Professional Television and Radio-TV exhibition in Berlin.

Decaa, a division of France's Special Products Division, London Records, production participation, both from the West and East, attracted more than 40,000 visitors. Following the success, the organizers decided to extend their scope of operations to include an exhibition to the entire field of audio-video-radio equipment, sets and accessories.

The exhibition was held to be held in the Brussels Pavilion, but it was transferred to Prague. More than 40 companies from abroad are taking part.

One exhibit from Russia covers more than 1,000 square feet. Of particular interest will be the exhibition of the so-called Love Tentative - Central, of Vienna, which covers more than 720 square feet with exhibits of the longest range of video and audio machines. It will have a 35-foot studio with three cameras, which will show programs of the latest shows to be shown at the exhibition on closed-circuit TV, and five video tele-recorders.

One hundred hours of programs on videocassettes will be put at the disposal of the operators. It is expected that top pop singers will make personal appearances for the color TV and video recordings of their performances might be broadcast on the national second channel of Czech TV.

This is practically the first time ever that video recordings have been made. Sony is expected to show the most extensive collection of material it has ever sent to a foreign country.

The value of the sets to be shown will exceed $50,000. As in previous years, most of the exhibits will be bought by Czech companies on the spot and Sony hopes this will be the first step in establishing good business contacts for the use of its equipment.

There seems to be a lively interest in the use of Sony TV and video equipment for Czech health service. A Japanese video equipment will be shown by Akai and the German companies, Schihraden and Grundig.

One project on video in the exhibition is that of the new photographic system which transfers black and white film into color videotape. Inventor Delroy White of the U.S. is expected to have been working on the system five years.

First 2 Intl. Firms Join Workshop

NEW YORK—The EVR Partnershhip of London, and Bellevue Palte of Canada, are the first international associations which they will show product at the upcoming National Exhibition Workshop and Festival scheduled Oct. 14-15 at the Commodore Hotel here.

The EVR Partnership manufactuvres and distributes video devices in the European market, while Bellevue Palte is one of the largest producers of educational film in Canada. It is also sales representative for EVR in Canada.

The two-day meeting, which will seek to explore all areas of CTV technology, will take place at the close the existing "credibility gap," has noted, is "the best way to get away from the Federal Communications Commission's restrictions on the use of new communications technology. These specifications are designed to prevent possible interference with the picture reception of neighboring TV sets.

The seminar is being sponsored by Knowledge Industry Publiciaion.

Cutting of the dollar disk will depend on the added dimension of visual credibility. Hofberg said that earlier limitations have disappeared with the recent expansion of the market for the new magazine cover version of Cartridge TV. The disk has been put into operation in the near future. Although many observers see the video-disk as the next step in the move to automation, Telefunken does not intend to restrict it to recording. "When recording is done, the video-disk is perfect for mass market applications, including commercial, industrial and other non-conventional markets," Hofberg said.

He said the disk can stand on its own as a programming entity or it can be packaged as a unit with a series of programs to lend the added dimension of visual credibility. Hofberg said that earlier limitations have disappeared with the recent expansion of the market for the new magazine cover version of Cartridge TV. The disk has been put into operation in the near future. Although many observers see the video-disk as the next step in the move to automation, Telefunken does not intend to restrict it to recording. "When recording is done, the video-disk is perfect for mass market applications, including commercial, industrial and other non-conventional markets," Hofberg said.

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Piracy Increases in Greece and Germany

LOS ANGELES—Tape piracy is mushrooming in Europe too. While it hasn't reached the same proportions of illegal duplicating in the U.S., it is becoming more apparent, especially in Greece and Germany.

There has been a significant spurt of tape piracy in Germany, where Deutsche Grammophon (DGG) is gathering evidence of pirated products originating in Hong Kong, Indonesia and Italy.

The Verband der Phonographischen Wirtschaft (the West German Record Business Association) reports that "Europe is infected by black market product which is causing grave concern." Pressings of pirate recordings and illegal copying are estimated to account for between 20-25 percent of the music market.

Like Germany, tape piracy in Greece is booming. Nico Antipas, managing director of Philips Hellas company, estimated that tape piracy accounts for at least 40 percent of all sales of recorded music in Greece, a situation which has arisen in a short period of time.

Emlyn Jones, deputy managing director of EMI/AEG, a partially owned EMI company, said that 40 percent seemed high, but acknowledged that a serious erosion of sales is taking place.

Greece is reportedly the fourth largest tape market in Europe. It is said that illegal duplicators import blank tape from Austria and Japan.

Although well aware of the sources of illegal duplication, companies in Greece are frustrated by loopholes in the Greek legal system.

At one time, record retailers openly advertised the availability of pirated product, but a warning from record and tape manufacturers forced retailers to offer the illegal product more discreetly.

To the British record industry, (Continued on page 22)
It reproduces flawlessly on present two-channel stereo and monophonic equipment. And it will produce four-channel output not only through matching Sansui hardware, but through all other available decoders—and there are 600,000 of them world-wide today.

Thousands of them are Sansui QSE-1 Synthesizer/Decoders that will decode it flawlessly. So will any of the full line of matching Sansui 4-channel receivers and converters for existing two-channel systems—made by the most respected name in stereo today throughout the world, and a recognized pioneer in four-channel sound.

Can you afford not to make this simple addition? Experiment with one right now. Learn what other recording and broadcast studios everywhere, now working with the QSE-1 Encoder, are finding out for themselves. Confirm their astonished conclusions. For full details write to H. Tada, Sansui Electronics Corporation, 32-17 61st Street, Woodside, New York, 11377.

See us and hear us at the AES Convention in New York, October 5 to 8.

SANSUI ELECTRONICS CORP.
Woodside, New York 11377 - California 90274

THE SANSUI QSE-1 IS ALL YOU NEED TO ENCODE 4 FULL-FIDELITY CHANNELS—AND NOTHING ELSE.

Just add it to your existing equipment for instant conversion and here's what you have going for you:

(1) It yields accurate sound-source location in every direction for startling five-sound ambience.

(2) It's in broadcast and recording use today with outstanding results.

(3) A complete line of complementary Sansui home hardware is available now. In fact, thousands of Sansui decoders are in users' homes already.

(4) It's compatible with 2-channel stereo and other four-channel matrix systems.

To be more specific:

Its ingenious "J" phase shifter completely eliminates the signal droops and shifts in sound-source location that plague other matrix systems. Its symmetric treatment of all four channels can accurately pick up and relocate reproduction sound source over a full range of 360°—so there are no limits to total freedom and flexibility in using creative studio and psychoacoustic techniques. And present standards of frequency response, signal/noise ratio and dynamic range are maintained.

Tape Cartridge

1971 Will Not Be Vintage Tape 365

By BRUCE WEBER

LOS ANGELES—While many tape industry spokesmen differ sharply about which way the economic winds will blow next year, the general view is that 1971 was the year of the big shake-out.

They feel the painful recollection of the big losses sustained during 1970 and 1971 is over. The conglomerates and the widely diversified companies worked feverishly to unload unwanted divisions, and several took sizeable write-offs when unentrenched subsidiaries were unmarketable.

A number of glamorous companies have scurried from the tape industry after their tape companies turned in lackluster performances.

Many, many believe, the shake-out is over. It's time for the high-rollers in the tape industry to perform. Although many expect a few more companies to get clobbered, which could result in bigger write-downs in both 1971 and 1972, they feel that a significant percentage of the companies left in the audio field is here to stay.

In fact, now that the blue chip hue is off the industry—many conglomerates and diversified companies joined the tape parade in 1968 and 1969 to beef up parent company earnings, cash positions and balance sheets—there are a few naysayers that give validity to the field.

Gillette and Memorex both entered the tape industry this year, with the former test marketing blank cassettes and the latter fully entrenched in establishing a consumer franchise.

The shake-out in the industry took two forms: Many companies just put out, either by dumping inventory or selling divisions at a loss that they pulled in with expansion horns and phased out of non-tape divisions to concentrate on tape.

Dropouts Plentiful

One of the major victims in the "just-out" category was Bell & Howell, which sold its technically proficient tape manufacturing facility, Bell & Howell Magnetic Tape Co., to Audio Magnetics Corp.

Donald N. Frey, newly appointed chairman and chief executive officer of Bell & Howell, made it clear he was taking a hard look at his company's product line in regard to audio products.

"We plan to either expand consumer audio products," he said, "or else get out of them completely." He said the same thing of the company's magnetic tape business, and his decision seems to get out. (Billboard, Sept. 18.)

Another victim was Stereodine, blank tape manufacturer and duplicator, which is getting out of the tape business following a decision by its parent company, U.S. Smelting Refining & Mining Co. (Billboard, Sept. 25.)

U.S. Smelting followed a decision by Williamhouse Regency, which owned Cassette Corp. of America, blank tape producer, to get out. It sold the fixed assets of Cassette Corp. to Gulfside Manufacturing Co. (Billboard, Sept. 4.)

In both cases, management issued similar statements: "Our decision to discontinue the tape operation was predicated upon our constant evaluation of perspective returns on equipment investment in this (tape) industry."

Equipment manufacturers were also involved in the shake-out. Ehrlich Photo-Optical Industries sold its consumer audio line to Audio-Technica Corp.

(Continued on page 28)

 piracy Up in Europe

• Continued from page 21

only slightly bruised by the bootleggers, the possibility of tape piracy starting up activities isn't regarded as a serious threat. The size of the tape market isn't large, many state, and piracy hardly would be a profitable venture. (England is also expected to pass legislation with severe penalties to help deter illegal duplication.)
Tape Cartridge

COBALOY FIRM OFFERS STOCK

WASHINGTON — Graham Magnetics Inc., Texas, has regis-
tered a proposed public offering of 200,000 common shares with the Securities and Exchange Com-
mission.

Proceeds from the public sale will go for consum-	ion, acquisition of new equipment and general corporate purposes. There are 67,600 shares out-
standing.

Graham Magnetics, magnetic tape producer, recently introduced a new particle called Cobalo
y which permits more than three times as much information to be crammed onto a roll of magnetic tape as currently used particles allow. (Billboard, July 3.)

The development could revolutionize not only the tape industry, but also cassette, computer equi-
ipment, and home video recorders as well.

Graham Magnetics posted sales of $4.6 million in 1970.

Tape Cartridge

TOP

Tape Cartridges

(Based on Best Selling LP’s)

This Week Last Week Title, Artist, Label (Doublecount if XR & Cassette Was)
1 1 EVERY PICTURE TELLS A STORY Red Stewart, Mercury (MT-8 609), MCI 41 609
2 2 EAPESFIRE Cool King, Ode ’70 (AAM) RT 7 009, GT 7 009
3 3 IMAGINE John Lennon, Apple (BBT 3379), A & T 7379
4 4 SHAFT Soundtrack/Lucas, Enterprise (EM-2 30002), EMO 2 30002
5 5 EVERY GOOD BOY DESERVES FAVOR Moody Blues, Threshold (M2605), M24605
6 6 RAM Paul & Linda McCartney, Apple (RT 3375), A & T 3375
7 7 CARPENTERS A&M (29 003), (5 300)
8 8 WHO’S NEXT Who, Decca (6 9182), C-73 9182
9 9 MASTER OF REALITY Black Sabbath, Warner Bros. (A&M 82562), M5262
10 10 SOUND MAGAZINE Partridge Family, Bell (A&M 1113), M1113
11 11 BARK Jefferson Airplane, Liberty (L-1001), KMY 1001
12 12 MAD SLIDE SLIM AND THE BLUE HORIZON James Taylor, Warner Bros. (A&M 82564), M5264
13 13 BLESSED ARE Joan Baez, Vanguard (V86671), V56671
14 14 WHAT’S GOING ON Marvin Gaye, Tamla (M5210), M5210
15 15 DONNY OSMOND ALBUM MGM (43742), B742, B742
16 17 5th Jeffremich, A&M (RT 4002), CS 4002
17 18 A SPACE IN TIME Ten Years After, Columbia (23 0792), C 23 0792
18 20 BARBRA JOAN STREISAND Columbia (23 0792), C 23 0792
19 14 AQUALUNG John Foul Baptism (WB 3201), WT 3203
20 13 BEING CHRIST, SUPERMAN Various Artists, Sire (4-6000), A-6000
21 23 (For God’s Sake) PULL THE PLUG ON THE PEOPLE Chils-Benz, Brunswick (A&M 84770), M 84770
22 22 HOT PANTS James Brown, Polydor (RT 4504), LP 4504
23 43 ARENA’S GREATEST HITS Aretha Franklin, Atlantic (A&M 89329), M89329
24 25 LIVE IN CONCERT Various Acts, ABC-Paramount (43-722), P 722, P 722
25 26 ANOTHER TIME, ANOTHER PLACE Engelbert Humperdink, Parlophone (A&M 7966), M 7966
26 26 POEMS, PRAYERS & PROMISES John Denver, RCA Victor (A&M 84721), M 84721
27 27 THE SILVER TONGUED DEVIL & I Kris Kristofferson, Atlantic (A&M 84722), M 84722
28 28 CHICAGO TRANSIT AUTHORITY Chicago (44 001), CT 44 001
29 29 ONE WORLD Rare Earth, Rare Earth (K-1050), K 1050
30 28 STICKY FINGERS Rolling Stones, Rolling Stones (M89100), M89100
31 34 SUITS’ UP Beach Boys, Reprise (A&M 46503), M6453
32 31 TEA FOR THE TINSELS’ FAVOR Cat Stevens, A&M (RT 4905), CS 4905
33 30 4-WAY STREET Crosby, Stills, Nash & Young, Atlantic (A&M 84720), M 84720
34 32 PARANOID Black Sabbath, Warner Bros. (A&M 80107), M80107
35 36 TRAFALGAR Bee Gees, Arista (A&M 807303), M807303
36 27 ARETHA LIONE AT FILLMORE WEST Aretha Franklin, Atlantic (A&M 84725), M 84725
37 35 L.A. WOMAN The Doors, Reprise (85 3011), KCS 3011
38 38 CLOSE TO YOU Carpenters, A&M (RT 4271), CS 4271
39 39 ALLIAN BROTHERS BAND AT FILLMORE EAST Capitol (A&M 84726), M84726
40 41 WHAT YOU HEAR IS WHAT YOU GET AT CARNEGIE HALL The & Tina Turner, United Artists (A&M62 0702), M620702
41 41 WELCOME TO THE CANYON Traffic, United Artists (K 8232), K 8232
42 41 GOLDEN BISCUITS—Their Greatest Hits Spin & Mimi, Arista (8100), M 8100
43 46 11 & BOBBY MCCLEE Kay Ackerman, MCA (62-04 30167), M620430167
44 42 TARKUS Eddie, Lyric & Polerian (A&M 89490), M89490
45 44 UP TO DATE Partridge Family, Bell (A&M 80107), M80107
46 46 BEST OF Gino Sass, RCA (25 009), KCS 25 009
47 49 ISLE OF NIGHT/ATLANTA POP FESTIVAL Various, Atlantic (A&M 82564), M5264
48 49 FIREBALL DOUGLISH, Warner Bros. (A&M 802564), M802564
49 49 BLUE JAY Mitchell, Reprise (A&M 802308), M802308
50 50 BEST OF THE SAGE Columbia (8080), C 8080

Cue Tape and Save.

Write for our free listing.

CUE TAPE INC.
P.O. Box 126
West New York, New York 07093
201-863-8399

No. 201
CASSETTE SPRING PAD
Phosphor Bronze Spring with
metal tab past-99¢; all standard
Cassettes.

No. 470A
CASSETTE FULL SHIELD
Standard dimensions, fitted
from any nickel or silver-
cinch seal.

No. 510
FLAT-GAM SHIELD
Standard Shield with foam
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stick specifications to
customer order.

No. 410
FLAT SHIELD
Any size—Any location

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P.O. Box 60
355 N. Main Street
Fremont, Nebraska 68025
Phone 402-721-7716

No. 208
8 TRACK CARTRIDGE SPRING PAD
Phosphor Bronze Spring with
metal tab pads.

No. 508
8 TRACK CARTRIDGE FULL SHIELD
Phosphor Bronze Spring with
metal tab pads.

No. 901
SPECIAL CARTRIDGE SHIELD
Example of special pro-
ducts for retailer's specific
needs.

THE HOTTEST SELLING TAPE ITEM

Capitol Premium Quality Blank 8-Track, Cassette
and Reel to Reel Tape at a Low Price. Order From
Cue Tape and Save.

(Just In: New Tape)

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

No. 570
FULL-GAM SHIELD
Standard Shield with foam
rubber half-99¢; 300000
stick specifications to
customer order.

OVERLAND PRODUCTS

No. 508
8 TRACK CARTRIDGE FULL SHIELD
Phosphor Bronze Spring with
metal tab pads.

THE HOTTEST SELLING TAPE ITEM

Write for our free listing.

No. 510
FLAT-GAM SHIELD
Standard Shield with foam
rubber half-99¢; 300000
stick specifications to
customer order.

No. 410
FLAT SHIELD
Any size—Any location

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No. 901
SPECIAL CARTRIDGE SHIELD
Example of special pro-
ducts for retailer's specific
needs.

(Continued on page 24)

October 9, 1971, Billboard

www.americanradiohistory.com
Bogen Volume Increased
• Continued from page 23
• ord/playback deck, headphones and turntables.
Bogen also offers a two-week home trial and one-year warranty on parts and labor.
• "The boutiques have solved several headaches," Morgan said. "We don't compete with other audio-philic lines in hi-fi stores, and with private label brands in mass merchandising and electronic outlets. "We also discovered that dealers weren't doing enough to promote our line and he sure didn't need another line, anyway."
• Morgan is supporting furniture store dealers with an advertising program in the New York Times. It lists all participating dealers. In addition, the usual in-store promotion and propaganda is available.

SYRACUSE—While the major equipment manufacturers are beating the promotion drums for their new lines, one company is quietly going about its business of selling them.
• With little razzmatazze, General Electric's audio electronics products department is gearing up for a major effort in audio products with new merchandise in all tape configurations.
• After its recent consolidation of the consumer electronics division, General Electric is pushing in the following markets.
• -It will introduce at least three discrete quadrasonic home cartridge units, including a tuner, next year. GE has one discrete four-channel cartridge unit now in the line: model M8660 at $199.95.
• -It wants to become more involved in the component area, especially with cassette systems.
• -It has expanded its line in portable cassettes.

GE's Van Orden Sees Sales Up; More Audio Product Blueprinted

Reasons for the heavier involvement in audio are obvious, according to Paul Van Orden, marketing manager. "We see at least a 20 percent industry increase in equipment sales next year over 1971," he said. "The thrust of the sales will be in compacts (combining radio and tape) and in portable players." GE also expects a gradual decline in console stereos, although it offers comedes with 8-track player built in.
• While not excessively excited about the quadrasonic market, Van Orden cautiously expects it to gain strength slowly, "perhaps by the fall of 1973."
• The practical application of the concept eventually will force consumers to buy four-channel, he believes, but it will be some time before it becomes a mass merchandised item.
• He also feels that matrix is an interim step, but "more people should be concerned with the lack of quadrasonic software than in the battle of the concepts (matrix or discrete)."

General Electric has investigated the manufacture but not built out its product effort in discrete. Van Or- den said the company is also looking into use of reel-to-reel equipment when it became apparent that there will be a drop in end (below $250) market. (GE claims it has a line in open reel equipment line in 1970.)
• "Our future thrust will be in component parts for other product markets," the executive said. "Right now we're trying to figure out the kind of mix we need between cartridge and cassette.
• The cartridge home market has certainly come alive in the last 18 months," he said. "It's to the point where you have to have 8-track, not only cassette when planning home models.

Beside the cartridge quadrasonic unit, GE is going into late 1971 with the following 8-track mix:
Models M8635 with stereo tuner and AM-FM stereo radio at $139.95; M8630, which is similar to M8635 except with both power and speaker steps, at $179.95; M840 play/record with AM-FM stereo radio and microphones at $239.95; C771 floor pedestal component system featuring speakers, changer and FM stereo tuner at $529.95; TA 556 deck at $64.95, and model M8621 w/11 speakers at $99.95.
• The 8-track portable line includes two units: M8641 at $79.95 and M8615 with AM-FM/FM stereo tuner at $129.95.
• The cassette portable line is all monaural record/playback models, ranging from $27.95 to a mini at $89.95. One model, M8350 is being sold to the Library of Congress. Three monaural playback/record portables have AM-FM radio ranging from $69.95 to $99.95.
• A cassette, TA 755, lists at $109.95. GE has one stereo cassette component system: Model 9900 featuring an automatic changer with tuner at $499.95.
• As part of its audio products thrust, GE is preparing a fall advertising campaign in consumer and trade publications, radio, and the usual dealer programs. The advertising program features consumer checklists of facts for prospective purchasers.
• Seven different ads will have such headlines as "Keep this checklist. It takes Trisswork out of buying a cassette tape recorder and 79 questions ask yourself before buying a stereo system."

Tape Cartridge

This is one Cassette case your customers won't find in the Ampak line

There are a lot of people who buy Cassettes. And a lot more who would buy a case for them if you'd stock the complete Ampak line. Here are nine of the most popular models:
No. 1110—compact, with stylish loop handle. Covered with gold and black plasticized material. Padded lid with gold-lined interior. Holds ten cassettes.
No. 1102—sharp looking. Available in red, black and ivory. The same as No. 1110 but made without padded lid or handle to sell for less. Holds ten cassettes.
No. 1124—big capacity, double-deck case. Holds 24 Cassettes. Covered in black and gold material. Padded lid. Heavy duty plastic handle and brass plated hardware.

For more "On-The-Go!"

24

Tape Happenings

Executive Devices, Fresno, Calif., has introduced a cassette fast-winder rewinds (or fast-forwards) a C-60 blank cassette in 15 to 20 seconds. It also rewinds prerecorded cassettes, said Charles Coulter, sales manager. Model FW-10 lists at $7.95.
• Boman Astronomics, a division of California Auto Radio, Downey, Calif., has named the William F. Coulter Co., Dallas, as its sales representative. Boman has also introduced two 8-track units: Model BM-1100-UN, an auto 8-track with AM-FM radio, and BM-909, an auto mini 8-track at $49.95.
• Sony/SuperScope is conducting a series of product clinics for dealers.
• Tonye Packard Bell is building an 80,000-square-foot electronics assembly plant in Nogales, Sonora, Mexico.

October 9, 1971, Billboard
LOS ANGELES—On July 31, 1971, United Artists Records realigned its Stereo Tape Division and consolidated it with the record division.

Many believed it finalized the label’s emphasis on prerecorded tape.

"Not so," claims Mike Lipton, marketing vice president. "Since the realignment we can boast of several major developments in tape."

Instead of phasing out of tape, UA has introduced a line of blank cassettes (gamma ferric) and, continued distributing tape manuals and catalogs, increased its interest in tape premiums, and taking a keener look at quadraphonic product.

Admittedly, prerecorded cassettes are not selling in the same fashion as cartridges, "so we decided to do something about it," Lipton said.

What he did was make selective releases on cassettes, using sales figures as a guide. All product is released on cartridge, since 8-track outsells cassette about 4 to 1.

Several upcoming disk packages will receive an across-the-board tape marketing-promotion campaign, including three feature films—"200 Motels" by Frank Zappa; "Fiddler on the Roof" and "Diamonds Are Forever," a James Bond picture.

The "Fiddler" soundtrack, a double-LP, will be issued as a tape twin-pak in cartridge and cassette at $9.98, the same price as the (Continued on page 28)

THE NEW SCULLY 100 MOVES 2" TAPE BETTER THAN ANY OTHER RECORDER ON THE MARKET...

Regardless of Price

That's a big statement. But the facts are in. After months of rugged use, studios rate the 100 transport ahead of all others... a spill proof transport that silently moves 2" tape with unmatched precision.

It's all there. The first truly modular recording system that allows you to buy all the accessories you need... or none at all. Add them later when (or if) you need them. And the basic price is only $15,750.

No more sync problems or switching noise either. Scully's new combined record/playback head lets you punch in and out, go from play to record or sync. Never worry about performance loss or transient noise.

And the 100 is from Scully... the name that's been the industry standard for years.

Service? To augment the nation-wide distributor organization, company-operated Service Centers are being opened coast to coast. Our first four (with more to come) are strategically located in the major music areas. For a demo... or merely some specs... call Dave Nicholls, Nashville (615 327-1747); Mike Faulkner or Doug Oliver, L.A. (213 387-3854); Ham Brosious or Bob Berliner, N.Y. (212 688-0030); Gareth Nelson, Chicago (312 583-7878); or write Scully, 480 Bunnell St., Bridgeport, Conn. 06607 (203 335-5146).

The 100... for today's sound

two heads are better than three

we stand behind our product

Scully Division

Dictaphone
Editor's Note: This is part II of an interview with Bob Schuster, gateway to campus radio for the past four years. Part I dealt with promotion and marketing on campus as well as with agents and managers. In this segment, Schuster explores professional development and what it means to talent buyers on campus.

A good sound system is of the utmost importance in staging a concert. Many a promoter in general want to program for mass consumption of those artists, not to see them. This means that the sound of the artists at ease. And this is imit- ute, and it is important that one considers that a good group today, with many more, trade on the larger halls. Parts of the con- cerns which have to be considered include the type of live performances in the bars and other big-ticket events, and the quality of sound and other factors.

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Soul Sauce

BEST NEW RECORD OF THE WEEK:

"A Child of God"

MILLIE JACKSON

(Spring)

By ED OCHS

SOUl SLICES: Up and coming is Curtis Mayfield's new studio LP, "Curtis," recorded at the legendary FAME Studios of Muscle Shoals, Alabama. Major Lance has signed with Stax... Next Siencle & Wylie: "Bootleg," on Mr. Chand. Also up for consideration from their first LP is the version of the pop hit "Margaret May." Happening now: Jackson Five, "Goin' Back to Indiana" (Motown); Bobby Womack, "Communication" (UA); Aretha Franklin, "Aretha's Greatest Hits" (Atlantic); Undisputed Jackson Five, "Forever, My Love" (Tamla); Smokey Robinson & The Miracles, "One Dozen Roses" (Taml); Billy Paul, "Going East" (Philly Intl); Isley Bros., "Givin' It Back" (T-Nek); Rasputin's Stash, "Teacher" (Cotillion); Elvis Jones, "Genuis" (Blue Note); Mel Brown, "Mel Brown's Fifth" (Impulse); Four Tops, "Greatest Hits, Vol. 2" (Tami); Jimi Hendrix, "Rainbow Bridge" (Reprise); Quincy Jones, "Smack Da' A&M"; Jimmy McGriff, "Black Pearl" (UA); Archie Shepp, "Things Have Got to Change" (Impulse). Next Kool & the Gang: "Love the Life I Live" (De-Lite) -- Galaxy is shipping their today's one hit, "Billy Paul," written by Denise ("Trapped by a Thing Called Love") La-Salle. -- Jamie-Guyden will work with Oscar Weathers' "When You Steal" on a regional basis for the buildup... Soul Sauce picks & pray: Martha Reeves & the Vandellas, "Bless You" ( Gordy); Jean Knight, "You're Hot Stuff" (Stax); Tyrone Davis, "You Keep Me Holding On" (Dakar); Choo Choo Peppy, "Never, Never, Never" ( Buddah); Rasputin's Stash, "Mr. Cool" (Cotillion); Freda Payne, "You Got 'Em" (Sho-Bobbi Band); "Shape Up Or Ship Out" ( Duke); Ebonies, "Determination" (Philly Intl); Johnny Adams, "Papa That's O.K." ( Atlantic); Emotions, "Show Me How" (Stax); Chli-Lites, "I Want to Play With You" (Brunswick); Billy Paul, "Love Buddies" (Philly Intl); Sisters Love, "And This Is Love" (A&M).

New Dramatics, "You Lost That Lovin' Feelin'" on Atlantic... Patti Labelle reads Soul Sauce. Do You?

Professionalism on Upswing

On Campuses, Asserts Schuster

Continued from page 26

done. That is how the artist gets invited back. On the other side, we look for courtesy from the bookers. We ask for refreshments and courtesy from them to keep our portrait. If the artist likes the way he has been treated, he will want to come back. And he will also do a better show than expected.

Wilson Pickett, Atlantic recording star, congratulates Guarino, owner of Boston's Sugar Shack, during the club's fourth anniversary celebration. During the past four years of operation, the club has pulled in such performers as Ray Charles, Chairman of the Board and Steve Wonder.

October 9, 1971, Billboard

One-Man Barrier Breaker

Continued from page 26

of Mississippi Fred McDowell with Charles Mingus.

Far out, you say. Controversial, you say. Different, you say. Not at all, it's just me saying it. And you say you agree. Amen, I say.

Finally, allow me to humbly suggest to all the radio programers and music policy makers that this very fine article of the article that you've created a notion of dialing your listener's uniformity. Dialing with a booker provides the right choices in playing songs that are public and respectable, as well as the important factors in putting your show on a good show. And the listeners can always look to us for help in any conceivable situation over which we have control," Schuster concluded.

We try to give the campus buyers an inkling of what we are going to be coming out with and hope that we will find out. We want to show them that we are concerned with the audience and how the audience enjoys the show. We are not afraid of negotiating contracts with schools. A lot of times it's good that many of them have not failed to go far and they are the students on the booking committees, tary that they can do.

It's generally the officials don't really understand the entire situation. This, I think, must be changed, for it is the students who have the power to change things and should learn the business. And it is the parents and managers who can help.

On the whole, professionalism is the prevailing form throughout the country. What must be put here, however, is that a church position does not make a good show. The exciting live groups do not always have hit singles or albums. And this is not to say there is not a few that have been campus bookers. Promotion, and publicity of these bands' performances are the right choices in better. We like that in putting a good show and the campuses can always look to us for help in any conceivable situation over which we have control," Schuster concluded.

We try to give the campus buyers an inkling of what we are going to be coming out with and hope that they can do. And even if they have a greater life is something and yet haunt them on change on your station. They call us, enthusiastically, to suggest possible mixtures - to comment on unsuccessful attempts as well as the good ones. They thank us for being here. Our bookings play a good deal of their shows and they keep you in mind and indicating what was played or taken to that director directed everyone to play. Although non-commercial, WGGU does not have to sell its time out of the cause of the very diversity of its music and therefore, it's audience. We're not about to apply for a commercial license, however, feel- ing that we're about 10 times more "educational" than any so-called educational station that still attempts to attract new audiences for our good and every block of programs programmed. Besides all this, some are happy because it's a joy to learn and discover. Because it is fulfilling to share our insights and to have others share theirs with us. Who are we happy because we feel the freedom in the liberation from that most of the Country-Soul-Classic radio forms which impose further restrictions. A start for your station might be a set aside block of time on which we can do "The Radio Music Experiment" in which some of the above is attempted. It goes and gives it a little time and publicity then you may find the joys of this new kind of radio also. I hope you do. You deserve a little joy too. Peace.

27
Letters To The Editor

Continued from page 26

Of course, some agencies are more appreciative of these facts than others. Last year, we write to us at WARRL, we will include all their comments and criticisms in our presenta-

tion to Leo Burnett that will ac-

company the spot.

In the case of commercial an-

nouncements, we try for a calm, informal, and informative spot; we don’t endorse the product, but just serve as a clearing house of infor-

mation. We’re looking for compati-

bility—the fluid integrat-

tion of commercial announcements into the overall flow of our pro-

duction. We feel that this approach is not only easier to lis-

ten to but more effective. Someone who has lived with “the hype” all his life is able to recognize that the “gimmicks” do not respect him as an individual but care only about his buying power. Just as evident, by the tone of the commercial, the often extravagant copy, the “one-liners” and promises, (can toothpaste and deodorant solve all of America’s problems—real?) We respect our listeners, and hopefully they respect us—we want to help them that way.

Moe Shore

Program Director

WBRU-FM, Providence, R.I.

1971 Will Not Be Vintage Tape 365

Continued from page 22

and video components and systems, to Instrument Systems, Corp., which owns Benjamin Electronics, Inc., and which also sells hi-fi and stereo components.

Diners Re-Form

Record companies felt the pinch, too, several labels, like United Art-

ists and Capitol, consolidated tape wings into internal record divisions in belt-tightening procedures. Tape merchandisers, like National Tape Distributors, and duplicators, like GRT, shuttered or consolidated record divisions of some or all of their other areas of businesses. In short, with the shake-out over, many feel 1972 could be the start of something big.

Such talk may be the result of monetary euphoria of course, but numerous industry chiefs, in all phases of the tape business, are convinced that at last there are solid reasons for optimism.

Three problems, to be sure, but they feel the consumer is selling BTU’s and cassette pro-

duction back to its former owner.

View-Max closed Belle Wood Corp., manufacturer of tape play-

ers, and sold its inventory to Cal-

ifornia Auto Radio. We are looking

for the issues of our Special Products Corp., along with to California Auto Radio.

—Certron sold, consolidated, or phased out of record jobbing.

—Hammond Organ Corp. sold the assets of its tape division to

Entertainment Products Corp.

—Consolidation is even taking place in the study of cassettes, where many feel 1972 could be the start of something big.

UA Tape Wing Alive & Well After Consolidation Move

Continued from page 25

album. Much thought went into the “Fiddler” twin-pak since UA is also going into a selective re-

lease program on that format. Because twin-paks never are big (there have been isolated exceptions), UA is planning a unique tape packaging concept for two 3-1/2LP packages being re-

leased in January, 1972. Instead of twin-paks, the label —tape win— is releasing Vol. 1 and Vol. VII at $1.98 (C-60), $2.70 (C-90) and $3.65 (C-120).

The line will be sold through UA’s tape-record distributors and is being manufactured by Liberty/UA Tape Duplicating, of Omaha, Neb., the company’s tape-magnification duplicating wing.

UA’s Omaha facility has also developed a hardware department, selling R-Tack and cassette pro-

essional equipment, including winders, duplicators, loop-end masters and rim machines.

October 9, 1971, Billboard
CMA Deletes 'Comedy' Award; Comedians' Mentor Protests

NASHVILLE — The "Best Comedian" category has been eliminated from this year's CMA Music Awards competition because of "efforts to improve the program and the scarcity of nominees in the category.

A CMA spokesman said the decision was made after those responsible for the show had sought a shortening of the category list.

Music Chief Melds With Radio TV-Group

NASHVILLE — Formation of the Communications Arts Council of Middle Tennessee has become a reality.

The council, which will deeply involve the entire music industry here, is an outgrowth of the Radio and Television Council of Middle Tennessee, headed by Mrs. Allen Eskild.

With working with Public Relations president Jack Stagg and Bill Williams of Billboard, the council, who worked in the background for several weeks finding ways in which the organization and the music community could work together, adopted the council now, among other things, will aid the industry in any future negotiations with the city government, or on even broader scales. The music industry, which included representatives of the radio and television industry, civic clubs, social organizations, parent-teacher groups, and political action committees.

This is considered a big step forward in bringing about the closest possible liaison involving the industry and all facets of the city itself.

The old council, which had been in existence for more than two years, was instrumental in bringing educational television to Nashville, in upgrading the programming of radio and television stations, and in presenting awards for excellence in all facets of broadcasting. Whether the awards program, which was included in the music industry is not at this time.

With additional production to improve the programming, showcasing music talent.

A complaint had been voiced by Jim Halsey, former board member of CMA, about the elimination. Halsey manages Petite Pearl who had made almost no records in recent years, Roy Clark who is qualified in many categories, Archie Campbell who is also multi-qualified, and Grandpa Jones whose records are mostly of a serious nature.

Although all of these in the category, the music chief said at the news conference, will be told to give the talent opportunity to go.

Because of the large list of categories, there has been little opportunity in the past to give the talent performance time. This year, the music chief said, that being featuring top artists, will be in servo reserved, everything the talent had also requested.

Nashville Scene

Opel has some spectacular plans in the works, even for visiting performers, who will make Opel close to home. Talent will be there on a regular basis. RCN's Larry Martell's "Opening Day October in London" taping and a concert that he first made its debut on BBC-TV last year and was in "Albania Sound 70's," renewed with an expanded budget.

Guests include Roy Orson, Bill Anderson, and Simon, Jeanie C. Riley, Tompall and the Glaser Brothers, and country artists. The new series will be filmed in a large Elizabeth barn on the floor.

Bob Yarbrough, a Sugar Hill artist, has signed a contract with the company. He will be on the road and will be seen with this new label.

It was several years ago when (Continued on page 31)

Talent Bookers Reactivate Association; Set Buyers' Fete

NASHVILLE — Reactivation of the Nashville Association of Talent Buyers (see Billboard, Sept. 2) has been brought about officially.

Representatives from virtually every talent agency in the city attended a meeting, called by Top Billing president Tandy Rice.

Rice was elected president of the organization for the coming year, with other officers to be appointed by him.

Once an active and forceful organization, NATA had been dormant for the past three years preceding its resurrection.

On Oct. 11, NATA members will kick off convention week by hosting a cocktail party for some 30 national promoters of Country Music Shows.

New goals and new methods of accomplishing the goals will be established at regular bi-monthly meetings of the association.

Country Music

Brite Star's Pick Hits ... Brite Star's Pick Hits ...

"LETTER EDGED IN BOLD"
TINY TIM — Vicim Records

"Thanks To Rumors"—Sue Thompson—Hicks
"Where Comes Honey Again"—Jones & Singleton—Columbia
"For The Good Times"—Tom Lee Wright—Nu-Top
"Maybe's and Don'ts"—Larry Dale Moore—Music Town
"By My Side"—Carley Wayne—RCA
"You're The Greatest"—Edie Baskin—Mountain
"Lay It On Me Lightly Friend"—Lee Shipman—Cee Bee
"Your Heart Always Told Me Goodbye"—Dave Smith—Manson

This Girl"—Sidney Corlelly—Maycon Records

Brite Star's Pick Hits

Album of the Week

Mr. Hillbilly Heaven—Hal Southern—Limited

"Rock and Roll Country"—Ronald Vine—Vine Records

"The Love of a Woman"—Bill Smith—Country Music

SEND YOUR RECORDS FOR REVIEW TO: Brite Star Promotions, 728 16th Avenue West, Memphis, Tenn. 38106

Brite Star's Pick Hits ... Brite Star's Pick Hits ...

SONNY JAMES, second from left, shakes hands with Chic Hogan at Sonny’s three day record breaking performance at the Western Washington State Fair. During the three days that James and his group were the headliners at the nine day fair, 218,764 persons attended, shattering the old three-day mark by more than 63,000. Looking on at left is Bob Vincent, Mus-Art Corp. of America, and at far right, Pete Logan, Rodeo announcer. James performed before capacity houses.

OCTOBER 9, 1971. BILLBOARD
YOU CAUSED US TO FLIP DAVID HOUSTON’S NEW SINGLE. “MAIDEN’S PRAYER” IS NOW THE “A” SIDE.

THE LAST TIME YOU CAUSED US TO FLIP A DAVID HOUSTON SINGLE, IT WAS FOR “ALMOST PERSUADED.”

“MAIDEN’S PRAYER” BY DAVID HOUSTON. ON EPIC RECORDS.
Country Music

Caprice Issues 2 Country Disks

NASHVILLE—Caprice Records, newly formed label, has released its first two singles, both geared basically to the country market line of its artist, Stan Hitchcock. One of them is by Stan Hitchcock, "The Light of Love," which was recorded originally for release on GRT. Caprice purchased the master.

The song was written by Don Lewis, president of Caprice, arranged by Bill Jutson, and produced by Tommy Allsup.

The publisher is Buzz Cason Publications (ASCAP), and the Caprice recordings are being done at Creative Workshop, the studio built by Buzz. The other release is "One Way Ticket to Dallas," by Randy Collier of Mobile, Ala. It was produced by Lewis at Creative Workshop.

Caprice will release a limited group of records, including a series of singles by major country artists.

Nashville Scene

• Continued from page 29

Dolly Parton and her uncle, Bill Owens, wrote "Put It Off Until Tomorrow." It was one of her first songs, and she sang harmony on the Bill Phillips version on Decca. Since then it's been recorded by more than twelve artists. Now Vince Akers has cut a country-pop version for Royal American.

David Rogers is back on the fast track, playing them right to its conclusion. His new album on Columbia is due out immediately. Johnny Bond has joined a list of top talent who will play in the Buck Owens Pro-Celebrity Golf tournament in Bakersfield Nov. 1-2. Buck has lined up some of the biggest names in the business. Kevin Figgers, president of Poppy Records, flew into Nashville with Jack Clement about the forthcoming Doc Watson sessions. Clement will produce them. Linda Flanagan has joined the Clyde Beavers show, working in several capacities. The big Ohio Country and Western Association Awards banquet will take place Oct. 7 at the Licking Valley High School in Hanover, O. All the Ohio people who contributed to country music will be honored.

Lowery Group • Continued from page 29

master of ceremonies. He also formed the Hugh Jarrett Singers. Now back in Atlanta, Jarrett is a newly elected member of the board of governors for NARAS.
Two Protestant Sects Join to Use Music to Assist Indigent

Gospel Music Publishers Push Sacred Diskers for Royalties

The world in which consumers have come to expect a steady flow of new artists, new songs, and new styles has made it difficult for the Gospel industry to keep up with the demand. Many publishers have found themselves struggling to find new talent and new ways to market their music. This has led to a decrease in the number of new artists being signed and a corresponding decrease in sales. In addition, the industry has been hit hard by the recent recession, which has caused many consumers to cut back on their spending.

For the first time in its seven-year history, the GMA board of directors, which governs the GOSPEL Music Association, will have a category for the young-the very young. The category is called "Youth Category." The youngsters, aged four to six, who participate in this year's contest, will be equal in voice their ages.

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DGG in Germany to Release 80 LP’s in Limited Edition

HAMBURG — Deutsche Grammophon Gesellschaft (DGG) will issue 80 LP’s, in 12 sets, in a special, limited and numbered edition. The company revealed at its recent sales meeting.

On Deutsche Grammophon the company will issue a total of 59 LP’s (plus gatefold album, comprising 54 LP’s); the Archives of the company is being issued by 21 LP’s, in three sets (1970-72). The release of the 80 LP’s will take place in 16 countries and they will be sold at discount prices during the period Sept. 3, 1971, to Nov. 19, 1971.

DGG was the originator of the limited edition concept and it was offered to the general public for the first time a set comprising a number of recordings which was made available at a special price for a limited period.

The most mentioned artist in this year’s limited edition is Concerto Rafael Kubelik, who is represented four times. In the recording of “My Fatherland,” the symphonic work by Smetana, Kubelik conducted, for the very first time, the Boston Symphony Orchestra.

Kubelik is also represented on 14 LP’s, which find him interpreting the major works of Mahler. He has also made the first complete recording of Carl Maria von Weber’s opera “Oberon” along with new interpretation of “Lohengrin.”

Another Wagner opera—“ Parsifal” — is conducted by Pierre Boulez on a recording made at the Bayreuth Festival. The Bayreuth Festival program was blown music by the New Vienna Symphony. Schoenberg, Berg and Anton von Weber. Accompanying this set is a musical study of the evolution of the works of contemporary composers.

Ivan Olibr, Van Olibr

Dutch Edison Prize to Seven Tedlec Titles

HAMBURG — Tedlec has been awarded the Dutch Edison Prize for its annual collection of music in the Netherlands.

The seven recordings are made by the London Symphony Orchestra, performed by Conductor Lucien Maire, performed by the Amsterdam Symphony Orchestra and other notable orchestras and choirs. Among the winners are: the Bizet, Verdi’s “Troubadour,” the Grieg, and the Schubert, which have been distinguished by the tape recorders and tape importers and dealers who record recorded classical chamber music in their hit chip holdings. You can plan ahead with them. They’ll be there to morrow.

Van Olibr

Top 40 Easy Listening

These are the best selling mid-week-radios copies from national retail sales and radio station air play ranked in first order.

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Date</th>
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<tbody>
<tr>
<td>1</td>
<td>Superstar</td>
<td>Al Perlman</td>
<td>Stax (BBL)</td>
<td>1970</td>
</tr>
<tr>
<td>2</td>
<td>The Night They Drove Old Dixie Down</td>
<td>Otis Redding</td>
<td>Stax (BBL)</td>
<td>1970</td>
</tr>
<tr>
<td>3</td>
<td>So Far Away</td>
<td>Paul Anka</td>
<td>Epic (CBS)</td>
<td>1970</td>
</tr>
<tr>
<td>4</td>
<td>Never My Love</td>
<td>The Association</td>
<td>Elektra (EKL)</td>
<td>1970</td>
</tr>
<tr>
<td>5</td>
<td>Loving Her Was Easier</td>
<td>Dottie West</td>
<td>Stax (BBL)</td>
<td>1970</td>
</tr>
<tr>
<td>6</td>
<td>Always</td>
<td>Engelbert Humperdinck</td>
<td>Epic (CBS)</td>
<td>1970</td>
</tr>
<tr>
<td>7</td>
<td>And Here She Is</td>
<td>Dusty Springfield</td>
<td>Epic (CBS)</td>
<td>1970</td>
</tr>
<tr>
<td>8</td>
<td>Thank You</td>
<td>The Carpenters</td>
<td>A&amp;M (BBL)</td>
<td>1970</td>
</tr>
</tbody>
</table>

October 9, 1971, BILLBOARD
Jukebox programming

RIP LONG 45S

Fight Fla. Jukebox ‘License’

By SARA LANE

JACKSONVILLE, Fla. — Florida Amusement & Music Association (FAMA) members may get help from legislators in repealing or defining a law pertaining to a $150 “dollar a license” tax. The problem, a brief discussion on lengthy recordings and a long program on security highlighted a recent FAMA convention here attended by 80 members.

The dance hall license was described by CHICAGO—Music Operators of America (MOA) has added Jerda Records to its 1970s. Musician Sulie Harard and Martin Rubenstein will present “Fannie” and adaptable Muses, a new security seminar. Two pool tour-

 Rowe to Emphasize Stereo, $ Bill Pay

GRAND RAPIDS, Mich.—Rowe International, Inc., is emphasizing two points that bear significantly on programming today: its introduction of the 1972 M216 line of four jukeboxes improved stereo sound and dollar bill validation. While distributors were made aware of eight points over all, the addition of two speakers and other improvements in the sound system and a new low price on dollar bill validation was pointed out. Rowe improved sound and dollar pricing seems to be the main success factor.

Other points, some of which carry over from previous releases, include five-year warranty on all moving parts, four-inch pickup magnets and induction-hardened spring plugs. Long-life durability of exterior finish, ease of serviceability, versatile options and high trade-in value.

The new machines are dual speed and adaptable for 100, 160 or 200 selection models and it is priced about the same as last year’s model. Rowe again also represents a significant change.

This year, there are four different styles (two less than with the M215):

M215: Upper grille, lighted selector frame and front door back glass carry an orange theme with the lower grille in bronze color steel window pattern. Bourbon Street: Upper grille’s simulated wrought iron overlays, lighted selector frame and front door back glass in wine-color theme with lower grille same as Monterey.

Lavender: Lower grille of anodized aluminum backed up with lavender screen, purple-lighted selector frame and purple, blue and lavender mod scene behind.

SUPERSTARS VIE

GRAND RAPIDS, Mich.—Rowe’s Superstar sold each is 3.5 million to one that two jukebox manufacturers will not come up with the same name for a new model—but it happened, almost. Rowe’s line is called the “Superstars” while Wurlitzer’s new model is the “Super Star.”

ROWE used a football theme to introduce its line of “Superstars” jukeboxes (above). Distributors and principals at the Grand Rapids (below). The cheerleaders above are East Grand Rapids High School students Sally Clements, Kris Wells and Candi Neilson.

49 percent want more country, 30 percent want more oldies and 31 percent want more of all kinds of records. Bush expected the heavy vote for country, he said. The key question thought was designed to determine if Mon-
tooth’s color categorization is worthwhile. The firm places pop (tried on the left) for the country (green strips in the center) and pop (purple strips) at the right and flags new releases with yellow transparent strips. In addition, a poster in locations announces “Our Jukebox is Programmed in Color” with color spelled in large colored letters on the poster—listing artist and explaining the color code in detail.

The survey questionnaires were being printed in locations not yet programmed by color strips and Bush said these responses were “more negative than those from all the others.”

Bush intends to test the data in various ways. He can re- late again to the individual locations for comparing demo- graphics. This data is all the more useful because Bush sup- ples WIRL. Radio here with a weekly jukebox popularity poll (as “What’s Playing?” in this issue) with important title showing up).

The survey questionnaires were all filled out as evidence of complete cooperation and interest on the part of patrons.

Jukebox Patron Poll

Back to Color Strips

by EARL PAIGE

HONOLULU — Wurlitzer has thought of a way to increase the involvement of the jukebox patron. The patron must move in within two feet of Wurlitzer’s new jukebox to pick up a song and activate a title strip panel. Seen from two feet away and beyond, the whole scene is black. This is just one feature.

Another is a new system for en- couraging your favorite songs to win. Wurlitzer’s “Super Star” system, designed to increase your chances of winning free titles.

As in the past, Wurlitzer offers several new features to the patrolman. Three features were so planned sales manager Bob Bear. All are dual speed (33⅓ and 45 rpm) and not all are set up to offer albums to the patron (that is, albums could be programmed but not separated from singles in play price). Again, 100-, 160- and 200-selection models are available. All work with wallboxes and the Wurlitzer Satellite (a jukebox in appearance that func- tionally is a complete wallbox system).

I presume the price of the Super Star will be the same as last year,” said Bear, prior to the showing here. But he indicated that extras might have an effect on price.

Basically, there are two stand- ares: 100-, 160- and 200-selection models with and without LP, a standard 180-selection with LP, two stand- ard 200-selection models with and without LP and a de- luxe 200-, 160- and 100-selection with LP and digital “ Record Now Playing” indicator. These include the new all coin bonus pay accumulator. But only 200-selection units feature dollar bill validators currently.

All models feature the new 3M- Wurlitzer developed plastic sheet that covers the back of the print- gram panel glass. It’s this sheet that causes the “now you see it, now you don’t” effect as you approach the machine (it’s done with lowerers, or tiny slits across the panel).

All models additionally feature the new solid state coin accumula- tor and dual-play system, plus “Super Star” coin system and Wurlitzer’s “Play- raky” system. Bear explained that the new coin accumulator, called BO/AC (bonus all coin), offers tremendous versatility in play price. In fact, he said there are 3 million possible combinations when you consider nickels, dimes, quarters and others.

There are two basic color combinations, one with a tangerine theme and one with a champagne color theme. A changeable front panel and adhesive vinyl strips add the stylish 50’s. Location personal- ization is also offered.

Optional features include chrome-surrounded upper grill, glowing buttons in a golden hue against a bright selector panel and glowing colors in the lighted glass.

Wurlitzer’s Super Star is shown here with title strip panel cover, a dramatic new feature.

Wurlitzer Focus on Jukebox Programs

(Continued on page 36)

(Continued on page 36)

(Continued on page 36)

(Continued on page 36)
The curtain is about to go up

Premiere Performance
WURLITZER SUPER STAR PHONOGRAPH
Booth 115 MOA Show
October 15-16-17
and at
WURLITZER DISTRIBUTORS
AND FACTORY BRANCHES
“We’re trying to bring records down to a normal amount of time,” he said, “we would like to be able to exert some kind of control to time a record.” Rhinehart said he had discussed technical problems involved with too-long recordings meeting companies with various record companies.

A special security program, headed by Fred Mitchell, Corporate Director of Security of The Mackie Company, home-based in Baltimore, Maryland, was presented. Mitchell maintained the industry is one of the slowest of any to become aware of security. His two-hour talk and question and answer period was met with much enthusiasm and interest by participating FAMA members.

FLORIDA JUKEBOX operators met recently at Jacksonville. Top (from left) J. T. Elkins, Sy Wolfe, Mitchell Zaret, Charles Meese, Ron Rod, Buster Fallin, Wesley Lawson, Bill Lovelock, Bert Leeeflang and Ted Low. (Center from left) Panel moderator Joe Doyle, Florida Amusement & Music Association executive director Bob Rhinehart; Senator Lew Brantley, FAMA president Buster Fallin, and Representative Joe Kennelly. (Bottom from left) Music Operators of America (MOA) president Les Montooth, Fallin, MOA executive vice president Fred Granger, MOA vice president Fred Collins of S. C. and former MOA president James Tolisano.

**What’s Playing?**

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

**Arlington Heights, Ill.: Tavern Location**

Wayne Hesch, operator; Robert Hesch, programmer; A&H Entertainers

**Austin, Minn.: Easy Listening Location**

Judy Hatfield, programmer; Star Music & Vending

**Chicago, Jazz Location**

Warren Brown, operator; Billy McClain, programmer; Eastern Music Co.

**Chicago, Soul Location**

Billie McClain, programmer; Eastern Music Co.

**Chicago, Teen Location**

Paul Brown, operator; Betty Schott, programmer; Western Automatic Music Co.

**Fayetteville, N.C.: Easy Listening Location**

Julius Nelson, operator; Verno Music Co., Inc.

**Hudson Falls, N.Y.; Country Location**

John Powers, programmer; H. C. Knoblach & Sons

**Peoria, Ill.; Fup Location**

Bill Bush, programmer; Les Montooth Phonograph Service

**Walterboro, S.C.; Country Location**

Claude Harder, programmer; Southland Music, Inc.

**Jukebox programming**

**Coin Machine World**

**FLA. ASSN.**

Buster Fallin of Layton, Fla., was elected president of Florida Amusement & Music Association (FAMA) with Sol Tab of Miami elected to the newly created vice president. Fred Dow, Tallahassee, was elected secretary. Bill Lovelock, Valparaiso, treasurer; Wesley Lawson, Winter Haven, chairman of the board District vice presidents; Lionel Louigne (District 1, Pensacola), Mitchell Zaret (District 2, Jacksonville), Ron Hood (District 3, Orlando), Bert Leeeflang (District 4, St. Petersburg), Herman Owen (District 5, Vero Beach); and Jim Mullins (District 6, Miami). The Board of Directors include Jim Tolouano, St. Petersburg; J. T. Elkins, Jacksonville; Ted Low, Miami; Herb Gorman, Jacksonville; Charles Meese, Winter Haven; Chuch Plaxton, Orlando; Orsice Tuppenman, Miami; Joe Smith, Crestview; Jim Peeples, Saratoga; Hoke Seymour, Sarasota; Simon Wolfe, Jacksonville; Felix Whatley, Miami; Ralph Sherrow, Gainesville and Robert Pelt, Orlando.

**Programmer’s Potpourri**


**New Wurlitzer**

**Continued from page 34**

section over a gold and black lower speaker grill and kick plate area.

Wurlitzer continues to stress serviceability ease with complete access to all components.

The sound system features 40 watts per channel and an additional 40 watts for remote speakers. Another patent oriented feature kept in the Super Star is the consecutive flip side feature allowing both sides of a disk to be played without interruption.

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**SUPPLIES—**Empty capsules V-11, V-12, cap weighing scales, counters & wrappers, stamp folders, labels, paste, caps, locks, spray paints, machine cleaners & lubricants, paper cups for hat and wands & bottle openers.

**EQUIPMENT—**All Northwestern bulk vend, cast iron stand, wall brackets, cabinets, water & temperature, refrigeration & freezer & centrally heated.

**WE ACCEPT**—All major credit cards.

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**OCTOBER 9, 1971, BILLBOARD**

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AREA: Delaware - Barter

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- Full time, must be able to travel

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NATIONAL SCHOOLS OF BLUES AND JAZZ

NATIONAL SCHOOLS OF BLUES AND JAZZ, located in Atlanta, Ga., and Nashville, Tenn., are seeking qualified instructors to teach blues and jazz. Instructors must have at least five years experience playing in a blues or jazz band and be able to teach a variety of styles.

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NATIONAL SCHOOLS OF BLUES AND JAZZ
Rowe to Emphasize Stereo, $ Bill Play

The new label, handled by RCA, comes up with a winner in this new comebacker. Rowe's vocal range and delivery are as overpowering as ever. The psych-out opening track, "Tears in My Eyes," is a pop ballad, as is "Ain't Too Young To Die," the other side, which is even more disarming.

Rowe is also improving his "Stereo Round" by placing the two 3-in. speakers forward of the audience and in front of the stage. The effect is disarming, as the bass boost is all too clear. Rowe has even put a dollar figure on what better sound means in locations. In a $50 per week location, without changing programming, as little as 1 percent more power amounts to $200 over a 10-year period.

Dollar Pricing

The other major push will be on dollar bill validation. Rowe, which makes its own bill acceptor, said a reduction in price this year could range from $100 to $180, as compared with last year. Improvements include two heavy-duty lamps and a wider track to prevent jams from cramped, wet and old bills. Dollar play pricing can increase jukebox revenue as much as $200 a year, officials said. Reasons are (1) a bargain to the patron (2) more money per transaction (3) increased turnover. Overall, where a patron selects a title already punched by someone else, is significantly increased when patrons start punching out a dollar's worth of music, the Rowe people said.

the public "not only must hear the music, but 'feel' it physically too. Even at low levels, Rowe claims there is much more available bass boost.

Bubbling Under The TOP LPS


SOUNDTRACK...United Artists US 5718.

JAMES AND THE GOOD BROthers...Colom- 200. WHITE...An Electric Storm. Capitol SW 1025 201. ALAN BROWN...Listen Island SW 1256 202. JAMES TRUDEO...Peace Before We Die. Fan- 203. ME�AN PAYNE...Stips of Dust. Trilogy Arts. 100.98 204. SOUL...BIG BLACK-Doggin' What You're Doin'. Uni- 71174 205. JAZZ...GENE RUSSELL-New Direction. Blue Jazz Bl

Find's Warehouse In Terre Haute Prepares For Opening: The Terre Haute warehousing facility of Find Service, Inc., is in the final stages of setting up for dealer service. Service to participating Find dealers will begin shortly after October 15th. The Find warehouse contains over 40,000 square feet of space, over 1,200 bins for records and tapes, Dean White, and many other facilities. Record Wagon and Tramcon's operation in Atlanta heads up the Find Terre Haute facility.
THE NITTY GRITTY DIRT BAND STRIKES AGAIN.

The group that gave you "Mr. Bojangles" and "House at Pooh Corner" has just released another single. It's called "Some of Shelly's Blues." Lay claim to it.

"SOME OF SHELLY'S BLUES"

B/W "THE CURE"

PRODUCED BY WILLIAM E. McEUEN

50817

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CBS France Singles
LPs, Sales Increase

PARIS—The CBS France annual seminar was of special importance this year. The seminar took place on the scene of the new firm DPI, which started operations on Sept. 1.

Jacques Souplet, president of CBS, welcomed the new team of management to the seminar, including the new commercial manager, J.-L.-Claude Guesdiste; and Jacqueline Polloni, who is in charge of the promotion department.

Two days of the seminar were spent on discussions relating to DPI, whose roster already includes French artists Alain Barriere, Jacques Boudoin, Les Mensonges, Bernard Dimey, and Raoul de Godewarsdrie. DPI will also be using product from the U. S. Epic catalog, featuring artists such as Redbone, Poco, Edgar Winter and Donovan.

The following two days were devoted to reports and plans for CBS Disques Details of forthcoming projects, including "The Music Company Greatest Hits" album series and the "CBS France Gold Hits" series, were given to the delegates.

Joe Stokes, who is in charge of sales, reported that, relative to the sales figures for CBS Disques for 1970, LPs accounted for 65 percent. 78s, single 30 percent and cassettes 5 percent.

During the conference, the following conclusions were reached:

- Sales of Gemini product had increased 39 percent. Over the same period CBS Disques France showed an increase in sales of its LPs of 50 percent. Sales figures for CBS France for 1970 increased 47 percent—"as opposed to a figure of 12 percent sale for our French disk market in general."

- The final day of the seminar was devoted to discussions and debates on the musical instruments division—Masterwork and Fender. During 1970, it was said that Masterwork had sold a total of 220,000 instruments and accessories.

Sonet Albums Get Grammies

STOCKHOLM—Three Sonet albums received "Grammies" awards this year. The presentation of the awards took place at the Yngve-Eriksson Restaurant, Stockholm, and was televised for the first time.

The three Sonet LPs which received "Grammies" were: "Mai Zieg Elise" (by Birger Reichardt), "La Fronde," by Eric Sah Blastrom & Gosta Gerdemark (the latter album, according to "Fancy," by the Anne Domenico Trio (best jazz production)."

Protest Music Appearing in Bolivian Nightspots, Labels

BY RON SCHLACTER

LA PAZ, Bolivia—Protest music, which has always been present here to some degree, now has gone commercial and is on center stage at the Penas Folkoricas, the La Paz nightspots that showcase native music.

One of the oldest and most successful of the Penas is the Kori Kori, whose offices are located by Los Caminantes. The trio, which recorded a LP under the same name (it also has a LP under the name Pampa para No Morir), is being featured at the Penas Folkoricas. The trio is called "Los Caminantes" by the Penas Folkoricas and "La Calle." This was also the song that was played for Benjo because he did not want to die. We now play it quite a bit at the Kori Kula and attempt to do it as close as possible to the audience.

"Zamba para No Morir" is interpreted by some people as a song about the chapaco, which he met his death in Bolivia. With the increased popularity of protest music, the commercialization of Guevara also has been stepped up and now a Bolivian can buy everything from a "Cope" postcard to a La Paz-based record with the market are Benjo Cruz posters.

The death of Benjo has been a big factor in his current popularity and in the popularity of protest music," said Murillo. "Before his death, Benjo was just beginning to climb the charts and sell more records. It is now that artists are finally playing his songs. For example, two of his favorites were "El Chulapa de la Calle" (There's a Child in the Street) and "Zamba para No Morir." Now in La Calle is a protest song and Los Caballeros del Folklor are playing it quite a bit. Meanwhile, we're using 'Palomayo,' which is just a Bolivian folk song. But there's no exclusivity. Brazilian artists are in one big cube and we pass the music around."

While protest music always has had its place in the media, it often has been called by a different name.

"We say songs about problems or cuisines de avanzada (advance songs)," said Palenque. "For many years, we have featured such songs as 'Minero' (Miner), 'El Soldado' (The Soldier), 'Plebria del Labran' (The Peaceful Prayer), 'Zamba para No Morir,' 'El Luisa Botta' (The Shoe Shine Boy) and 'El Chapaco Alzono.'"

"The police are the main buyers. We want to show authentic music. It's like a club for the artists. It's a place where they can perform their experiment. Many new songs begin here, such as 'Despiertos Huayno' (The Very Slow Huayno) and 'Que y Oye y Que y Don't Lead' by Cesar Espada. The pen is a little bit of everything. The artist has complete liberty to do what he wants."

Irish Label Head Held In Belfast

DUBLIN—Among the incidents brought by the British army in Crumlin Road jail, is William Joe Joseph (Molloy) McEneff and the head of the Irish Record and has his own recording studio, shop and distribution setup in Belfast.

A new independent label release Daybreak product first, teeing off in October, while all other countries release in November 1972. While the initial product will come January, Daybreak will be coincidentally a works three-week tour of the country during which he will target on his own Daybreak release, both single and LP. Licenses with Mexico, Spain and Portugal, Africa and central and South America will be set later.

Daybreak Moves Into 17 International Mkts

LOS ANGELES—Booby Weiss, executive vice president and general manager of Daybreak Records, has returned here after a nine-week global junket during which he negotiated licensing agreements with 17 foreign labels. Weiss emphasized that all deals provide label identity, with Daybreak to be distributed on its own label in each country.

Wildcat Records and 8/TH TRACK CARTRIDGES FROM POLAND

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FOR TOOTH EXTRADITION, see p. 42
PAGANINI'S THIRD VIOLIN CONCERTO

WORLD PREMIÈRE RECORDING

A dazzling, virtuoso work, recently rediscovered, brilliantly performed by HENRYK SZERYNG

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**Executive Turntable**

**TORONTO**—Love Productions, entrepreneur Martin Onyx and CHUM FM commit the title of "Love With Daffodil Records," marked the first time that a Canadian rock group, Onyx, had recorded a live in concert album, "Love With Daffodil Records," was a hit, and was released in the U.S. and Canada.

Several executives from Paramount Records, Columbia and Warner Bros., in the U.S., flew in for the concert.

Engineer, Harry Saksowski, was brought in from Los Angeles to record the concert, which was taped on equipment from Thunder Sound Studios.

**From The Music Capital of the World**

"New York—Warner Bros. has finished an album with Capitol's Pierre LaLonde. The Ontario Gov-

ernor, who's "Oqeway County" single is taken from the soundtrack of the Ontario government's "Superior" Canadian publication date for the Canadian music book "Aces Hot and Hot Licks" has been set for Nov. 4.

**(Continued on page 44)**

**Govt. Aid Japan's Popular Rock Fest**

"Tokyo—Rock Festival 1971 will be held Nov. 25-27 and the aim of Genichiro Nakayama, Japan's National Cultural Foundation chairman, is to "develop the music talent in Japan." The concert will be broadcast on NHK to provide national exposure. The expected cost of the event was "very low." Last year's festival was "very successful." This year's event will be "very exciting.""
MANILA

Mareco, Filipinos and Villar issued a total of 20 LP’s (13 foreign, 7 local) in the month of October (3 local, 4 local) for period Aug. 10-Sep. 10. For its part, Trinaco took its 15th batch from RCA, 10-Aug. 10, total was 21 LP’s (14 foreign, 7 local, 10 and 7 local). Mareco has been the first outfit to indicate its new Christmas LP, available early as mid-September. In the batch are presented three-leaf brochure with LP Jesus Christ Superstar for cover.

The Andrew Lloyd Weber-Tim Rice rock opera LP, features The Trinidad Singers and Murray Macclesfield, Mareco has presented here its first recording for B&C. "Soulman." It’s the only one produced by Ed-Bee Merco has included are singles from Alfredo Cuelvo’s "Terremoto," with LP's Ratón Negro, by the Mexican TV series of label, "Los Tres Sudamericanos" (Belter) is distributed by Polydor, "No Voids," Latin Folk singer Amalia Macías returned to Mexico from Spain appearing with a Mexican folk group, "El Delirio," and a group of local Mexican music, "Los Animales." Their first LP, "Vispera," has been released on November 4.

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# HITS OF THE WORLD

## ARGENTINA

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<th>Artists</th>
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<tr>
<td>1</td>
<td>1</td>
<td>&quot;El Corazón&quot;</td>
<td>Daniel Rubinstein</td>
<td>RCA</td>
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<tr>
<td>2</td>
<td>2</td>
<td>&quot;Bajo la Lluvia&quot;</td>
<td>Miguel Acevedo</td>
<td>RCA</td>
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<tr>
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<td>3</td>
<td>&quot;El Sol de Bariloche&quot;</td>
<td>Carlos Gardel</td>
<td>RCA</td>
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<tr>
<td>4</td>
<td>4</td>
<td>&quot;Adiós a la Vida&quot;</td>
<td>Carlos Gardel</td>
<td>RCA</td>
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## BELGIUM

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<tr>
<td>1</td>
<td>1</td>
<td>&quot;Je Ne Sais Quoi&quot;</td>
<td>Johnny Hallyday</td>
<td>Philips</td>
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<tr>
<td>2</td>
<td>2</td>
<td>&quot;C'est Magnifique&quot;</td>
<td>Jacques Brel</td>
<td>Philips</td>
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<tr>
<td>3</td>
<td>3</td>
<td>&quot;La Chanson des Weeds&quot;</td>
<td>Jacques Brel</td>
<td>Philips</td>
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## BRITAIN

<table>
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<tr>
<th>Week</th>
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<tr>
<td>1</td>
<td>1</td>
<td>&quot;My Little Girl&quot;</td>
<td>Tom Jones</td>
<td>Pye/NM</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>&quot;It's Impossible&quot;</td>
<td>The Shadows</td>
<td>Pye/NM</td>
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<tr>
<td>3</td>
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<td>&quot;I Can't Stand Myself&quot;</td>
<td>The Troggs</td>
<td>Pye/NM</td>
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## CANADA

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<tr>
<td>1</td>
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<td>&quot;I'm a Believer&quot;</td>
<td>The Monkees</td>
<td>Capitol</td>
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<td>2</td>
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<td>&quot;Good Vibrations&quot;</td>
<td>The Beach Boys</td>
<td>Capitol</td>
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<td>3</td>
<td>3</td>
<td>&quot;Hey Jude&quot;</td>
<td>The Beatles</td>
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## DENMARK

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<tr>
<td>1</td>
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<td>&quot;Sådan laver den vel&quot;</td>
<td>Per Gessle</td>
<td>CBS</td>
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<tr>
<td>2</td>
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<td>&quot;Jeg er en eneste&quot;</td>
<td>Per Gessle</td>
<td>CBS</td>
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<tr>
<td>3</td>
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<td>&quot;Det er mig som skal&quot;</td>
<td>Per Gessle</td>
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## MALAYSIA

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<td>&quot;Aku Cinta Kamu&quot;</td>
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<td>&quot;Cinta Tak Berhenti&quot;</td>
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# SOUTH AFRICA

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<tr>
<td>1</td>
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<td>&quot;I'm Gonna Be (500 Miles)&quot;</td>
<td>The.png</td>
<td>Decca</td>
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<tr>
<td>2</td>
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<td>&quot;She Loves You&quot;</td>
<td>The Beatles</td>
<td>Decca</td>
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<tr>
<td>3</td>
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<td>&quot;Love Me Do&quot;</td>
<td>The Beatles</td>
<td>Decca</td>
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## SPAIN

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<td>&quot;La Bamba&quot;</td>
<td>Los Charros</td>
<td>RCA</td>
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<tr>
<td>2</td>
<td>2</td>
<td>&quot;Que Me Digas&quot;</td>
<td>Rafael Doníz</td>
<td>RCA</td>
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<tr>
<td>3</td>
<td>3</td>
<td>&quot;Rita, el Pescador&quot;</td>
<td>Rafael Doníz</td>
<td>RCA</td>
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</tbody>
</table>

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* Continued from page 44

**From the Music Capitals of the World**

- **Argentina**: The tango is the most famous musical style in Argentina, with artists like Carlos Gardel and Diego Maradona contributing to its popularity.
- **Belgium**: The country is known for its electronic dance music culture, particularly techno and house.
- **Canada**: The country has produced many pop and rock artists, including Celine Dion and Bryan Adams.
- **Denmark**: Known for its classical music, particularly in the areas of opera and symphony.
- **Malaysia**: Famous for its traditional music, such as the Malay-language song and the Hokkien style of music.
- **Spain**: Known for its flamenco, classical music, and the famous singer, Julio Iglesias.

---

*Dear Distributor:*

It is necessary that I find ten copies of E. Power Biggs’ L. P., “Holiday for Harpsichord.” Can you do it?

*—An Anxious Dealer*
As after dealer about October 7th PLACE ORDERS ON autumn, FIND, and how materials Notifications A C. 213-273-1555.

DEAR DEALERS:
As we noted in last week's column, FIND dealers will begin October 15th.

IT IS IMPORTANT THAT YOU PLACE ORDERS ON A DAILY BASIS TO GIVE YOUR CUSTOMERS THE BEST SERVICE.

Another reminder, FIND will only service qualified record or tape dealers.

There will be two shipments of FIND materials to dealers the first of these will be made October 7th and will include the Counter Service Center (vinyl), Customer Order, Order Batch Sheets, Customer Post Cards Notifications (orders received awaiting payment), Promotional Materials, etc. Those dealers who have ordered FIND Deluxe Service Center will receive them under separate cover from our manufacturer about October 15th.

May we suggest you set up the Service Center units immediately with an advance notice “This store is a participating FIND dealer. Short your special orders and large orders be placed through us just as soon as our FIND Catalog arrives within the next few days.

The second shipment to you will be the FIND Catalog due to be shipped to you a few days after the other materials noted above. Place it on your FIND Service Center, along with the ordering forms previously sent you. Meanwhile, instruct your store personnel on how to order and to help your customers use the FIND catalog it will watch your sales and profits zoom up.

REMEMBER: THE FIND CATALOG CANNOT WORK FOR YOU IF YOU SIT BEHIND A COUNTER. IT MUST BE EXPOSED AT ALL TIMES TO BENEFIT THE CUSTOMER FOR THE GREATEST SALES AND PROF IT FOR YOU - NOT TO MEN TION INCREASED STORE TRAFFIC.

REMEMBER, if it's in the FIND Catalog, it's in the FIND Warehouse, available for immediate shipment to you.

Bills Slowdown 46
FIND SERVICE INTERNATIONAL 9000 SUNSET BOULEVARD LOS ANGELES 36, CALIFORNIA A. C. 213-273-1555 (Advertisement)

Talent in Action...Continued from page 15

JOAN BAEZ Carnegie Hall, New York

Rumors that Joan Baez had gone "commercial" were unsupported by her recent 27 benefit performances for Danilo Dolci's Pilot School. Although she can get heavy with her speeches on the peaceful revolution, she let her music and Danilo's poetry do most of the talking. Her voice was resonant and clear as ever, like streams and small waterfalls in the woods.

Now that she's over 30, she claims she's really into writing her own songs and enjoying doing them best. "Blessed Are," the title of her latest Vanguard double album, was written after the death of Janis Joplin about the irony of drugs and war. "Won't You Listen to the Lamb" invites Bob Dylan to join their peaceful revolution. She interspersed her old material, including her chart-surning single "The Night They Drove Old Dixie Down," "Love Is Just a Four-Letter Word," "Any Day Now" and "Carry On."

CARDI, SELFER

JAMES TAYLOR Hollywood Bowl, Los Angeles

James Taylor, from his two new musical directions after becoming a commercial success with his own brand of gentle story-telling, has taken a new musical path for the gentle man of pop music was strongly evident during his two-hour show at almost full house (capacity 18,000).

He has gotten into a harder, more adventurous, and at times, scathing style and this up-tempo sound which he brought into his show, was warmly welcomed by the young and the old. And he's also interpreting other people's hits.

"I'm a Steamer Roll" was the hot-tempo opener, with a lot of the success for driving feeling attributed to Taylor's sidemen: drummer Risa Kikutani (a controlled powerful forceful pulse maker); bassist Larry Rankin (with his metallic tones) and guitarist Danny Kortchmar (who brought in some neatly blues chords to the arrangement). The other numbers falling in the hot-house room, You Made Pa rade," "Chili Dog" and "Don't Talk Now." "Steamer Roll" was a traditional blues ("I'm going to shoot you full of rhythm and blues"); while "Chili Dog" was a genuinely hot pepper number. "Parade," is a scatting and a foot-stomping flavor.

Taylor's impressions on his life accounted for a number of songs, but he got into such times as "Up on the Down Stairs," and "The Night They Drove Old Dixie Down." They all combined with Kortchmar and Sklar harmonizing nicely on several. Closed circuit was projected between simple and complex picture combinations on two large screens.

ELIOT TIGGEL

San Diego Golfer's Holiday $39.95*
*Per person double occupancy.

Stay any 3 days and 2 nights. At the Master Hosts Inn or the El Cortez. Get a welcome margarita. A comfortable room, 2 continental breakfasts. All in the heart of San Diego.

Play unlimited golf on the same course as the Andy Williams San Diego Open Pro Am is played. But don't leave the family at home. While you're playing golf, they can enjoy a San Diego Family Vacation, the San Diego Zoo, a Harbor Excur sion. If all this sounds good to you, see your travel agent or write for our free brochure. 2 Great Vacations. 2 Great Hotels. Better yet, write or call for your reservations.

El Cortez
850 Hotel Circle, San Diego, Calif., 92101, (714) 232-0161

Master Hosts Inn
850 Hotel Circle, San Diego, Calif., 92101, (714) 236-0611

San Diego Golfer's Holiday. $39.95* per person double occupancy.

Black Jazz Fest on Coast
NEW YORK — A Black Jazz Festival has been held at the Light- house in Hermosa Beach, Calif., has been held in the city of Los Angeles. The festival is held every Sunday afternoon beginning Oct. 10. Each event in the festival is not only a Black jazz artist will perform in concert. The first six to appear will be Ralph Johnson, of the Johnson Blues Band of Los Angeles, Don Walter, of Don Cur, Geneva Russell, Clinton Keyes and the Group 11.

The series has been set up by Gene Russell, president of the newly formed Black Jazz Records. Arrangements for the festival were organized by Roy Lawrence, Black Jazz Records marketing consultant, the California Department of Business, Ross Levine and Howard Ramsey

From the Music Capitals Of the World

October 9, 1971, BILLBOARD

Benjamin A. Berliner

www.americanradiohistory.com
True But Incredible!
THE STRONGEST BULL-PEN IN MAJOR LEAGUE RECORDS.
NEW RELEASES WE COULD NOT CERTIFY GOLD
THE DAY THEY LEFT THE FACTORY.
BUT WILL WITHIN A FEW WEEKS.

POPULAR

PROGRESSIVE

CLASSICAL

Today's Classical Music Super Girl Beverly Sills

ALL EXCLUSIVELY ON

ABC/DUNHILL RECORDS

NOT JUST A COMPANY THAT MAKES RECORDS... BUT A RECORD COMPANY.

AVAILABLE ON AMPEX STEREO TAPES-8 TRACK & CASSETTE
Wagoner's "Late Cates by powerhouse Strong cuts include age The minute "Dear ents tremendous this live recording which to the Group's last...
Incredible But True!

NEW RELEASES
WE'VE CERTIFIED GOLD
THE DAY THEY LEFT
THE FACTORY

Three Dog Night, The Mamas & The Papas,
Steppenwolf, The Grass Roots, Ray Charles, Emitt Rhodes,
The James Gang, B.B. King

ALL EXCLUSIVELY ON

ABC/DUNHILL RECORDS

NOT JUST A COMPANY THAT MAKES RECORDS... BUT A RECORD COMPANY.

AVAILABLE ON AMPEX STEREO TAPES-8 TRACK & CASSETTE
How do you follow an album that has sold over 3,500,000 copies?

Just listen and you'll know!

"Santana." On Columbia Records® and Tapes
<table>
<thead>
<tr>
<th>Week Ending</th>
<th>ARTIST</th>
<th>Title, Label, Number (Distributing Label)</th>
<th>Weeks on Chart</th>
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<tr>
<td>OCT. 9, 1971</td>
<td>ROD STEWART</td>
<td>Every Picture Tells a Story (Mercury SRK 1-409)</td>
<td>17</td>
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<td></td>
<td>CAROLE KING</td>
<td>Tapestry (A&amp;M)</td>
<td>27</td>
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<td>JOHN LENNON</td>
<td>Imagine (Apple SPSV 67)</td>
<td>4</td>
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<td>SMITH</td>
<td>Soundtrack/Isaac Hayes (Enterprise 8-39002)</td>
<td>8</td>
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<td>MOODY BLUES</td>
<td>Every Good Boy Deserves Favor (Tik-Tok 5)</td>
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<td>PAUL &amp; LINDA McCARTNEY</td>
<td>Ram (Apple SMAS 3275)</td>
<td>19</td>
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<td>CARPENTERS</td>
<td>A&amp;M SP 5002</td>
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<td>WIND</td>
<td>Who's Next (Decca DL 71282)</td>
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<td>BLACK SABBATH</td>
<td>Master of Reality (Warner Bros. WS 5051)</td>
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<td>PARFITTY FAMILY</td>
<td>Sound Magazine Bell 4064</td>
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<td>JEFFERSON AIRPLANE</td>
<td>Bark (GRT 1001) (Reprise)</td>
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<td>JAMES TAYLOR</td>
<td>Mud Slide Slim &amp; The Blue Horizon Warner Bros. WS 5051</td>
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<td>JOAN BAZZ</td>
<td>Blessed Are (Vanguard VS 305021)</td>
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<td>MARVIN GAYE</td>
<td>What's Going On (Tamla TS 7537) (Motown)</td>
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<td>DONNY OSMOND</td>
<td>Motown M 4789</td>
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<td>LEE MICHAELS</td>
<td>5th After Sp 2424</td>
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<td>TEN</td>
<td>A Space in Time Columbia KC 30001</td>
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<td>BARBRA JOAN STREISAND</td>
<td>Columbia KC 30092</td>
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<td>JETHRO TULL</td>
<td>Aqualung Reprise RS 3035</td>
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<td>JESUS CHRIST</td>
<td>Superstar Various Artists, Delta DSA 7256 (CBS)</td>
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<td>CHI-LITES</td>
<td>For God's Sake Give More Power to the People Brunswick BS 754170</td>
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<td>JAMES BROWN</td>
<td>Hot Pants Polydor P 6045</td>
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<td>Aretha's Greatest Hits Atlantic SD 20001</td>
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<td>JAMES GANG</td>
<td>Live in Concert ABC 4670</td>
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<td>ENGLERT HUMPERDINCK</td>
<td>Another Time, Another Place Parrot SPAS 2706 (London)</td>
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<td>JOHN DENVER</td>
<td>Poems, Prayers &amp; Promises RCA Victor LSP 4489</td>
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<td>KRIS KRISTOFFERSON</td>
<td>The Silver-Tongued Devil &amp; I Monument 2-30697 (CBS)</td>
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<td>RARE EARTH</td>
<td>One World Columbia KS 250 (Motown)</td>
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<td>ROLLING STONES</td>
<td>Sticky Fingers Rolling Stones ABC 6091 (Atlas)</td>
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<td>BEACH BOYS</td>
<td>Soft's Up Reprise KS 4435</td>
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<td>CAT STEVENS</td>
<td>Tea for the Tillerman A&amp;M SD 4209</td>
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<td>CROSBY, STILL, NASH &amp; YOUNG</td>
<td>4 Way Street Atlantic SD 2482</td>
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<td>Paranoid Warner Bros. WS 1987</td>
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<td>BEE GEES</td>
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<td>ARETHA FRANKLIN</td>
<td>Aretha Franklin Live at Fillmore West Atlantic SD 7090</td>
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<td>DOORS</td>
<td>L.A. Woman Elektra EKS 70101</td>
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<td>Close To You A&amp;M SP 4271</td>
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<td>ALLMAN BROTHERS BAND</td>
<td>At Fillmore East Columbia CD 10 202 (Atco)</td>
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<td>INE &amp; TINA TURNER</td>
<td>What You Hear Is What You Get Live At Carnegie Hall United Artists USA 9953</td>
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<td>TRAFFIC, ETC.</td>
<td>Welcome to the Canteen United Artists USA 5550</td>
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<td>Golden Boojus Dylan DS 5009</td>
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<td>Mr. &amp; Bobby McGee Monument 2-30077 (CBS)</td>
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<td>EMERSON, LAKE &amp; PALMER</td>
<td>Take A Number Capitol SD 9500</td>
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<td>PARFITTY FAMILY</td>
<td>Up to Date Bell 4069</td>
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<td>GUESS WHO</td>
<td>West of RCA Victor SPA 1004</td>
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<td>DEEP PURPLE</td>
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<td>JONI MITCHELL</td>
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<td>BILL WI phot</td>
<td>Just As I Am Sutra SD 7006 (Buddha)</td>
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<td>GRAND FUNK RAILROAD</td>
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<td>KING CURTIS</td>
<td>Live at Fillmore West Atco SD 30 359</td>
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<td>ROBERTA FLACK</td>
<td>Chapter One Atlantic SD 1160</td>
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<td>FIRESIGN THEATER</td>
<td>I Think We're All Bees on This Bus Columbia KC 30737</td>
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<td>POOD</td>
<td>From the Inside Epic KC 30733 (CBS)</td>
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<td>GUESS WHO</td>
<td>So Long, Rama! RCA LSP 4574</td>
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<td>OSMONDS</td>
<td>Homecoming MGM SD 2470</td>
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<td>SANTANA</td>
<td>Abraxas Columbia KC 30030</td>
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<td>CHICAGO VII</td>
<td>Columbia CV 30100</td>
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<td>THE PARFITTE FAMILY</td>
<td>Legend Columbia SD 30089</td>
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<td>BLOOD, SWEAT &amp; TEARS</td>
<td>B S &amp; T Columbia SD 30601</td>
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<td>STEPEWOLF</td>
<td>For Ladies Only Dunhill DL 30 110</td>
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<td>PAUL STOOKEY</td>
<td>Paul Rain Warner Bros. WS 1912</td>
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<td>UNSUITED PLANET</td>
<td>Goodby, Go Home Bell 4069</td>
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<td>VICTOR BUONO</td>
<td>Heavy Warner Bros. WS 1912</td>
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**Awarded RIAA Seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Note indicated with red bullet.)**

(Continued on page 53.)
imagine john lennon's new single—
imagine b/w it's so hard
produced by john & yoko and phil spector
is apple record 1840 •
<table>
<thead>
<tr>
<th>WEEK</th>
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<tr>
<td>106</td>
<td>RAY STEVENS</td>
<td>Ray Stevens, Capitol S 536</td>
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<td>107</td>
<td>TANTEMIONS</td>
<td>Greatest Hits, Tanteh 55117</td>
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**Billboard TOP LPS**

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What can you say about a new Mantovani LP.

Except, now available.

The incomparable maestro of romance plays eleven very special songs... "All Of A Sudden," "I Will Wait For You," "Winter World Of Love," "Tea For Two," "I Can't Stop Loving You," and others.

"TO LOVERS EVERYWHERE" is Mantovani's 57th LP. It will follow in the successful path of its 56 predecessors.

Mantovani... on LONDON RECORDS
**BLOOD, SWEAT & TEARS—LISA, LISTEN TO ME (2:39)**
*(Prod.: Reckman/Haile/Columbia)* (Writers: Clayton-Thomas-Hulligale) (Blackwood/Hamilton/Burman) (CBS)—Driving rhythm ballad, with another wild vocal workout, offers more play and sales potential than the recent "Go Down Gamblin'*. Flip: No info available. Columbia 4-64527

**DEPENSOCS—WALK RIGHT UP TO THE SUN (2:58)**
*(Prod.: Steve & Donn Prost) (Writers: Martin-Felder) (Screen Gems/Columbia, BMI)—Strong blues ballad with an equally strong vocal workout will put them right up to the hot 100 and soul charts to top the recent "Hey Love/Over And Over". Philly Shaw 149 (BMI)

**BRIAN HYLAND—IF YOU COME BACK (3:19)**
*(Prod.: Brian Hyland & Bobby Vee) (Writer: Halli) (Open End, BMI)—Hyland comes up with a strong rock ballad toied with Top 40 and Hot 100 potency, a clever change of pace in materials. Flip: "Out of the Blue" (3:34) (Father/Whitebird, BMI) 5-33506 (MCA)

**JOE SOUTH—FOOL ME (3:00)**
*(Prod.: Buddy Buel & Bill Sawyer) (Writer: South) (Jewbly, BMI)—It's been a while between records for the computer-performer, but this driving rock ballad has him put him back up the Hot 100 with sales impact. Flip: No info available. Capitol 2304

**TAMS—HEYY GIRL DON'T BOTHER ME (2:25)**
*(Writer: Whitman) (Low-Tel, BMI)—Unfortunately riding the 1-side in Britain, this infectious rhythm ballad hit of 1964 is reissued once again and could prove a big one, in the U.S. for a second time. Flip: "Wipe Little Girl" (2:21) (Low-Sal, BMI) 42999

**JOHNNY MATHIS—IF WE ONLY HAVE LOVE (3:16)**
*(Writers: Shuman-Bruce-Ellis) (Big & Range Songs, BMI)—Mathis is completely on the verge of breaking into the Top 100 and this dynamic ballad performance, with timely lyric song, is one that could do it. A commercial, as well as an artistic entry, it should prove a big flip. Flip: No info available. Columbia 4-64479

**BROTHERHOOD OF MAN—CALIFORNIA SUNDAY MORNING (3:19)**
*(Prod.: Tony Hiller) (Writers: Hiller) (Burlington, ASCAP)—This ballad beauty, penned by Tony Hiller, has it break through here and bring the British group to the No. 100 with strength. Flip: "Do Four Things" (2:30) (Bellows Mills, ASCAP) 1177727 (London)

**BROOKLYN BRIDGE—WEDNESDAY IN YOUR GARDEN (2:22)**
*(Prod.: Johnny Mevorah) (Writers: Bachman, Gordon/Brooker, BMI)—The rock ballad, penned by Ronnie Bachman of the Guess Who, serves as potential material for Johnny Mevorah and the Brooklyn Bridge , enough so to bring them back heavily to the Hot 100. Flip: No info available. Buddah 220.

**JEFFERSON AIRPLANE—BUDDY BOKANA (2:49)**
*(Prod.: Bob Seger) (Writers: Bokana) (Blackstock, ASCAP) This bluesy ballad, penned by Bob Seger, is a solid one, followed by a good upward move in the Top 100.

**JOSE FELICIANO—COME DOWN JENNY (2:35)**
*(Prod.: Jamaica Felix Feliciano & Joe Feit) (A & M, ASCAP)—A cut from his "That's the Spirit" album LP, Feliciano delivers a moving ballad beautifully, and it offers much commercial appeal. A&M 7-00563

**YOKO ONO PLASTIC ONO BAND—MY LADY (2:12)** *(Prod.: John & Yoko) (Writers: Ono, Ono, BMI)—Unusual and unique original material that could prove a big field winner. Apple 1039

**JIMI HENDRIX—DADDY COOPER (4:45)** *(Prod.: Jimi Hendrix, Mitch Mitchell, Eddie Kramer & John Jansen) (Writer: Hendrix) (A&M, ASCAP)—From the film and LP "Rainbow Bridge" the late Hendrix has a driving, funky beat blues swinger with much play and sales potential. Reprise 1644

**SHOCKING BLUE—ANGERED (2:50)** *(Prod.: Shocking Blue) (Writer: Leonard) (Epic, ASCAP) —"Angered" group out of Holland move ever to Buddah for the U.S. with a solid rhythm original that should do much to bring them back to the Hot 100. Buddah 258

**FEATHERBED—IT'S SO UNIQUE (2:12)** *(Prod.: Tony Orlando) (Writers: Orlando/Marino) (Columbia, BMI)—Producer Tony Orlando of Dean comes up with a swinging bubblegum group that has it hit No. 100 via Top 40. April 45-153


**ELEVENTH FLOOR—Jealous Guy (3:58)** *(Prod.: Don Perry) (Writers: Lennon, Musir) (Hill & Range, BMI) The John Lennon ballad material is given a strong Top 40 commercial rhythm swinger that could easily happen big on the charts. Capitol 3795

**JOEY SAFRON—Sometime Lovers (2:34)** *(Prod.: Stan Silverberg) (Writer: Silverberg) (Screen Gems, BMI) —Come moves to the label with a heavy Top 40 commercial rhythm swinger that could easily happen big on the charts. Capitol 3195

**DOLLY PARTON—COAT OF MANY COLORS (3:03)** *(Prod.: Jack Clement) (Writer: Parton) (Columbia) (BMI)—Moving ballad, penned by the performer, will fast prove a chart topper for her recent "My Blue Eyes." Flip: "Here I Am" (3:10) (Decca/BMI) RCA 7-44538

**JEANNE C. RILEY—ROSES AND THORNS (2:53)** *(Prod.: Shelby S. Singleton) (Writer: Martin) (Singleton, BMI) —Fellows to her "Good Enough To Be Your Wife" smash hit as a strong rhythm item penned by Marty Martin and headed right for the flip. Flip: No info available. Paramount 79 (555 split)

**DON GIBSON—COUNTRY GREEN (2:19)** *(Prod.: Wesley Rose) (Writer: Revel) (Atlantic, BMI) Potential rhythm ballad with a top Gibson performance has a top of the chart hit sound. Flip: "Move It on Over" (2:33) (Rose, BMI) Hickok 1614

**BOB LUMAN—A CHAIN DON'T TAKE ME TO (2:32)** *(Prod.: Glenn Sturtevant) (Writer: Frankier) (Blue Creek, BMI) Follows to "I Got A Woman" is a powerful Dallas Fraser rhythm item which Luman delivers in a wild vocal workout. Should prove a giant. Epic 5-10766 (CBS)

**ROY CLARK—Mississippi Sand Band (3:00)** (Woodstar/Rak, BMI) But 17953 (Paramount)

**MANN SHOW—No One Will Ever Know (2:59) (Writer: A&M, ASCAP) RCA 7-44544

**WILSON PICKETT—Faster's The Wine (2:12) (Melson, BMI) RCA 7-44564

**JUNE KING—Four Kind Of Lovers (3:24) (Wintertime, BMI) Decca 28763 (MCA)

**CAL SMITH—One Man Inside (2:36) (Contemporary, BMI) Decca 28759 (MCA)

**SANDY POSEY—Bring Him Safely Home To Me (2:20) (Decca, BMI) Columbia 6-43458

**TRACY MILLER—God Made Me A Woman (2:18) (Terrace, ASCAP) Country Showcase America 107

**JOANNA HEEL—Daddy Buddy I'm A Proverbs But Mama Was A Go-Go Girl (2:30) (4 Star, BMI) Decca 22556 (BMI)
Chase, Kris Kristofferson, New Riders of the Purple Sage, Redbone, Ten Years After, Edgar Winter.

These artists have joined us in the last year and together their albums have sold 1,500,000 copies (with not one under 200,000) - and it's only the beginning.

We proudly welcome these giants, both present and potential.

COLUMBIA RECORDS DISTRIBUTION
Countless Sales Lost as LP's Have 'Identity Crisis'

Late News

Executive Turntable

- Continued from page 6

John Deviran, formerly head of the contemporary record division, William Morris Agency on the West Coast, joins the California office of Chappel & Co. He will be active on the club and campus circuit.

Louis Wuker named executive vice president, Transcen-
tinental Music Corp. (TMC). Before TMC he was associated with Handelman Co. Two new TMC branch managers were also appointed: Jaime Nunez in San Francisco and Larry McKee in Los Angeles.

Arnold D. Burk has resigned as vice president, ad-
ministration, National General Corp. He will be available as consultant to National General Corp. He retired two years as president of Paramount's music division.

Richard E. Readly appointed manager, personnel and plant services, CBS EVR cassette processing facility at Rockleigh, New Jersey. He joins from the Allied Chemical Corp.

Several executives have joined New Seeburg Corp., a division of Commonwealth United Corp. (CUC), which is under-
going a major reorganization. Louis J. Micaela is chairman and chief executive officer of both CUC and Seeburg Corp. of Delaware (the latter and its subsidiaries under a proposed re-
organization will be sold to a new entity, Seeburg Industries Inc.) New Seeburg Corp. president and chief operating officer is Sam Stern, who has had a long association with Seeburg Corp. from Des-
mond is the new president of Seeburg Dist. Corp. Douglas

Ackerman named general manager of Select-O-Rax Inc., Burns-
ville, Minn. wholesale firm.

Linda McNee leaves Barnaby Records, Los Angeles, at the end of the year. She is the general manager for New Seeburg.

Sandy Gibson named creative services director of Paramount
Records Family label. She was formerly production director of Bill pink, Janie Doreen Tape "Room 29" roll special and the Water-
mark 12-hour Elvis Presley special.

The Kirshner firm is in the process of acquiring MCA in 1970 after graduating from Ohio State University... Stewart Rowlands is director of public relations for the new Play-
boy Records and Music division. A native of Wales, Rowlands has worked on publicity for many English artists.

Kirshner's Ties Spur $5 for Music

- Continued from page 1

...with both titles written by Jeff Barry.

In addition to his step-into-now
music, Kirshner is beginning to build a musical tie-to-motion pic-
tures. He has a developing part-
nership deal with Howard Minsky, president of Howard Minsky Enterprises. Williams Electronic. William Adair Jr., moves to executive vice
president sales and marketing, Seeburg Corp. and his post as president, New Seeburg Corp. in the Midwest.

Jeffrey Dengrove becomes MCA Records contemporary LP promotion director. He succeeds Jimny C. Martinson in MCA in 1970 after graduating from Ohio State University... Stewart Rowlands is director of public relations for the new Play-
boy Records and Music division. A native of Wales, Rowlands has worked on publicity for many English artists.

Daniel's Gold Disk as Lorillard Push

NEW YORK — Lorillard, the tobacco firm, is pressing over a million Loopy, the name it is calling the reading the poem, "The Night Be-
fore Christmas" as part of a Christmas promotion.

The single, backed by Arm-
strong's "My Heart Will Go Munching In," will be offered in supermarkets, drug stores, big

s, one carton of cigarettes and one free Loopy album.

As Armstrong taped at the home of his alma
last Feb. 26. It is believed to be one of the best Christmas records in years.

Armstrong's widow, Mrs. Lucille Armstrong, was presented with a gold disk award by Douglas H. Powell, president of Continental Production Co., who produced the single for Lorillard.

works out deals with firms who need help in the promotion of their products.

Other aspects of Kirshner's musical involvement which are p.a. by the Armstrong single are: The Record, which are manufactured and dis-
tribution for other artists and wide

music publishing corporation

Kirshner has also been involved in the music rights to six properties by Alan Jay Lerner. Kirshner has the record stock and amateur rights to "Brigadoon," "Camelot" and "My Fair Lady." "On a Clear Day You Can See Forever" and "Paint Your Wagon" which Kirshner is now persu-
ing to enhance the value of the Lerner properties.

Also on the TV front, the Kirshner firm has set up a division to develop television properties of its own, in which Kermit Love also be a dominant factor. Barry Kotzin is heading this new division.

Kirshner claims that he'll be splitting the Broadway business and recording business in music on television. "Brigadoon is a type of growth," Kirshner said, "and I believe that the pop writers we've been developing in our music firm can fill that niche."

A contemporary LP with cover art by the late Jimi Hendrix has been associated with in the past include "Bewithish!" "I Dream of Jeannie," "The Monkees," "The Fly-

ing Flies," "Hazel," "Glitter" and "The Wicket Plate in the Army."

Mystery LP's Rolling in High Gear

- Continued from page 3

The successes evidenced by the chart activity of the record side of Mercury's business have been dis-
playing a great deal of interest in presi-
dent in charge of tape sales, and he is the month. She is his general manager for New Seeburg.

Like Sipora and others, Cohen recommends adoption of a stan-
dard format for all single and fully identify product (Billboard Publi-
cation) or a mass-mailing service adopted a universal numbering sys-
tem, possibly a combination of a Midwest Dist. (Cleveland) urges labels to adopt some kind of code covering numbers which would indicate the retail and distribution, such as department, greasing cards, for example, may be handled by the Mercury section of the Artists Records International Division as special assistant to UA vice

Terry Kellner, who has been involved with campus radio stations, community college, is also keen.

The implications of close contact with college campuses is also being realized by New Seeburg. One addi-
tion to the campaign representatives throughout the country. They are our eyes and ears when the college market is concerned," Jules Lerman considers that the firm's involvement with campus radio stations, the college music market is also keen.

Meanwhile, he is keeping in touch with campus publications and make sure Mercury displays are placed at strategic locations on or near the schools. In addition, the representative works with the entertainment committees in vari-

ty, playing the role of a kind of a public-relations area keeping them advised of the availability of the Mercury artists.

Atlantic Issues Zepplin LP With 'Mystery' Jacket

- Continued from page 1

It was Led Zeppelin's man-
agement that requested Atlantic to release the album with this con-
cept. Rolonda considers that the album design—or no design — adds an "element of surprise" to the pro-
ipresentation of the album.

The company is not even using the Zepplin name in tune adver-
ses. "The band name is not even mentioned," the ad follows by the words..." are here." Radio commercials do men-
tion the led zep's name and have been prepared with a "satirical script" by the Atlantic advertising department.

The symbols are actually rimes, picked out by Zepplin's lead gui-
tarist, Jimmy Page, when he was in Iceland. There are four of them, each representing a group member. A rune is a runic symbol and its use is primarily Scandinavian. Page himself commented on the runes, saying that the band and Atlantic, "If any Zepplin albums, all gold disk winners, have been titled "Led Zepplin One," "Two," etc.

Nancy Sinatra Sued by CMA

LOS ANGELES—Creative Man-
agement Associates is suing Nancy Sinatra, the daughter of Frank Sinatra and the former, Gilbert Roland. CMA is alleging that Sinatra has mono's which she was en-
titled from the International Hotel to paid to others for the purpose of reducing the commissions owed to the plaintiff."

The suit arises from Nancy's $90,000-a-week engage-
ment at the International Hotel in Los Angeles from June 15 to July 18, 1971. CMA is seeking compensatory damages of a re-
der a $15,000-a-week package re-
representation agreement with the singer which runs out on Oct. 29. CMA is seeking compensatory damages be-
ny 10 percent of $424,428 it claims to be entitled to.
This hilarious "look" at the insides and outsides of professional football is already scoring with radio programers and record bryers in many major markets. Record reviewers are adding to the score with such comments as:

"... an instant delight ... I listened, fell down laughing ..."

John Hall
L.A. Times

"Just the album to open the 1971 football season with."

Bob Talbert
Detroit Free Press

If you're not scoring with "Instant Replay," you'd better get on the field and play.
"Everything about him is right." (Variety)

"Withers in person is everything his records have led one to hope for. Whatever qualities you look for in a male singer - virility, a vibrant tone, clarity of diction, sensitive phrasing, ability to summon a mood - Bill Withers provides them all" (Leonard Feather, L.A. Times)

"He is an excellent singer, certainly one of the best in that idiom to come into Troubadour-type clubs in a while" (John Gibson, Hollywood Reporter)

"If mutterings from the critics coming out of Bill Withers' Troubadour opening last Tuesday night are any indication, another overnight super-star has been born at Doug Weston's nightspot" (Chris Van Ness, L.A. Free Press)

"A master performer who, withing a few short months, will be playing to SRO superhalls. He certainly is the sleeper of the season - and an exceedingly welcome one" (Cashbox)

"The impact of his hour on stage indicates he has the potential to become a major force in pop music--Bill Withers knocked out the critics at his Troubadour debut. He is an all around talent marvelously capable of involving an audience in his private world set to music" (Billboard)