NEW YORK — “Four-channel sound will build new artists.”

This is the view of Bill Dearborn, RCA director of record operations, and Jack Pfeiffer, RCA’s executive producer, sake.

Dearborn and Pfeiffer, and Jeff Birkenstein, assistant general manager of Panasonic’s merchandising division, in an interview last week, explained that those artists who are sensitive to the possibilities of true four-channel sound will attract tremendous listenership.

RCA president Rocco Laginestrato at a recent press conference announced that the company, working with the Victor Company of Japan and Panasonic, had made great progress towards perfecting a compatible, discrete four-track stereo recording medium, and that such a disk was close to reality.

Space of Sound

Dearborn stated that with four-channel sound the artist for the first time is confronted with the problem of creating in space — rather than a space — of sound. “The artist’s performance,” he added, “is not a simple one, and the producer must oversee that this spatial effect is created whereas the engineer must handle the technical aspects of the production.”

Painting Versus Status

Dearborn said that the artist, therefore, has a new broader horizon. “The difference between stereo and true four-channel,” Dearborn used the analogy of the difference between a painting and a status. “Stereo paints a picture — four-channel builds a stage.”

Dearborn and Pfeiffer that (Continued on page 17)
Singles that won't stay put

Airplane is climbing,
Denver is spreading,
Pride is bursting,
Rock Flowers are blooming
and Guess Who keeps zooming.

"Pretty As You Feel"
JEFFERSON AIRPLANE
*Grunt 65-0500

"Friends with You"
JOHN DENVER
74-0567

"Kiss An Angel Good Mornin'"
CHARLEY PRIDE
74-0550

"Number Wonderful"
ROCK FLOWERS
*Wheel 32-0072

"Sour Suite"
THE GUESS WHO
74-0578

RCA Records and Tapes

*Manufactured and Distributed by RCA Records
**Southern Radio Group Asks ASCAP Representation**

**By CLAUDE HALL**

ATLANTA—The Georgia Broadcasters’ Music Committee called a meeting this week to discuss representation on the ASCAP board, and to discuss the ASCAP members receiving the millions and why.

The move was initiated by ASCAP chairman, chairman of the Southeastern Radio Day here Nov. 19 at the Regency-Hyatt House.

The ASCAP board has a high profile, and its 50 percent interest in the operation of Chappell & Co. is now part of the New York and 51 percent of Chappell of London. The offer is valid for 60 days and does not include North American Philips’ subsidiaries in Canada, England, Philips Recording Co. Inc., and Philips of North America Inc.

Philips, for the just released Mozart Orchestra, the single has been released.

**Record Club Sues Kinney**

NEW YORK—A $30 million lawsuit has been filed against the Record Club of America in the U.S. District Court at Baltimore, the Record Club of America.

The Kinney company of ASAP and ASCAP is suing each other over sales commissions.

The Kinney company of ASAP is suing each other over sales commissions.

**Dylan Back in Pertinent Grooves**

**By ELIOT TIEGEL**

LOS ANGELES—Bob Dylan, a leading sensation in the early ’60s, has returned to this mode of expression with an expression.

After a series of rock and commercial LPs, and a lengthy, inactiv period as a result of a motorcycle accident last year, Dylan has created a hit single recalling the late ’60s and early ’70s.

The Columbia single includes a duet with Banky, Japanese recording artist, and John Lennon, former leader of the Beatles.

The choral version was culled from an LP, the theme from “Sunday Bloody Sunday,” the theme from the film of the same name. The LP was released last week at RCA, and contains both a vocal and an instrumental version of the song.

**Creewe Issues ’04’ 45 Disks**

LOS ANGELES—Bob Creewe, producer of the Osmond Family, has released a new LP, “The Osmond Family, Vol. 1,” produced by the Osmond Family.

The Osmonds are a family band that has been together for several years.

**For More Late News See Page 62**

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**General News**

**UA Blueprints Hefty Profit On Hard-Ducat Soundtracks**

**By NAT FREDLAND**

LOS ANGELES—United Artists Records, traditionally strong in movie soundtrack albums, has won the most tie-in with the UA film studio, has found itself with three potential hit-highway soundtrack albums which it is counting on to break into the $50 million market, to boost the label’s strong position in this field for years.

The “Fiddler On the Roof” LP was released last week, and is shipped and is expected to ship another 150,000 copies.

The “Fiddler” film is setting records for sales in radio, where it has already opened.

The Billboard chart shows a major jump in sales, as the label stands ready to jump in with massive shipments as soon as its heavy merchandising efforts.

**Cohen Sues Singer Over Management**

LOS ANGELES—Herb Cohen, managing director of the Brill-Bryant, filed suit in a court in this city, against Morty Marx, manager of the singer, for $2 million against Linda Ronstadt and her manager, John Boylan, in Superior Court here.

Cohen, the former manager of the singer, broke her personal management contract with him, which was to give him 20 percent of Miss Ronstadt’s gross earnings, four months after her 18th birthday, January 17, 1971, in order to switch to Boylan’s management.

**NARM Conclave to Tackle Piracy Bill Enforcement**

PHILADELPHIA — A special program on the enforcement of the new music piracy legislation will be one of the key features of the annual convention of the National Association of Record Merchandisers scheduled for March 14-16 at the Americana Hotel, in Bal Harbour, Fla.

The program will be incorporated into the opening business session of the convention, which will also place emphasis on merchandising, trend analysis, and advertising processing, the many problems of the small rucker job in today’s market, and general changes in wholesaling and retailing.

According to Jack Gelbard, NARM’s 1972 convention chairmen, a number of person-to-person sessions will be held so that all members can play an active role in the conference.

Reservations for person-to-person conferences are being handled on a first-come, first-served basis.

The conference will be held at the Americana Hotel, Bal Harbour, Fla.

**Dinah Drops Audio Line**

**By BRUCE WEBER**

NEW YORK—Dinah has phased out of its line of consumer equipment, and has canceled its line of MCA Records, the parent company.

The discontinued line includes stereo systems and phonographs. The company has indicated that it will discontinue the equipment business for more than $3 million.

According to the spokesperson, Dinah discontinued its consumer audio business in order to focus more attention on its primary business: records, tapes and music publishing.
Hansen-MDS
In Buy Talk

NEW YORK—Hansen Publica-
tions is in negotiation to purchase Apple Music Service. MDS is one of the largest sheet music rack jobbers with clients all over the country, but with the greatest concentration in the West.

The acquisition would provide Hansen with greater distribution capability. The Florida headquar-
tered company already owns Pacific Coast Music, in Tor-
rance, Calif., Capitol in Seattle, and the American Music De-
velopers in Madison, Wis. In addition, it has also been
represented by the American Record and Tape Sales
agency.

MDS is noted for being among the first sheet music rack jobbers to place its products in Thrift
Drugs, Rexall Drug and at the checkout stands of supermarkets.

Small Operations Profiting
By Concentrating Regionally

NEW ORLEANS—The regional "hit" is alive and well in the South. The owner of a record company who operates a record promotion business here, plus a small record label called River City Records, and Chuck Taylor, who operates a small record label called 11th Hour Records in Virginia Beach, Va.

Both men are former air per-
sonalities, but both have also been
in love with producing records and
active on and off the air. River City currently has a local hit single called "Archie's Army Marching" by football quarterback Archie Manning of the New Or-
leons Saints. It has sold around
6,500 copies locally at $1.50 with
such distributors as All South in New Orleans and Hitline in Mem-
phis.

"And if we win this next week,
I can add another 500 sales," Robins
said. "It's had the label about three and a half years. If the record happens big, there's always the chance he can sell the master to another label. I wouldn't say you can live on the profits, but I do believe this could be a win-
ning weekend business. And I keep\nchasing the possibility of releasing also a Bonnet Rouge recording studio.

Taylor signed the Maroon, a local
group, last September. No one

Harrison's TV Blast
Brings Menon Reply

LOS ANGELES—Capitol Rec-
ords president Bhaskar Menon con-
sidered the meeting on the
canopy of the Capitol Building
in Los Angeles to be the turning
point in the Capitol-Bangladesh
record deal. Menon, speaking to the
telephone, confirmed the agreement.

Menon will use the Capitol
C-45, 10,000-watt, television station
in London to promote the Bangla
Desh album. The Capitol record is to
be released in this country in late
September, according to the
source.

Menon said that he had just
learned that the Capitol-Bangladesh
deal was complete. Menon said that
he was not sure what would happen\nnext, but that he was hopeful.

Klein Expects Apple's Stand

NEW YORK—Alan Klein, on
behalf of Apple, has made the fol-
lowing statement: "George Harris-
on has authorized me to make the
following comments which he has read and approved:

"I press the Apple LP are cor-
damaged. The record company to con-
amines to the Capitol and Radio
in meeting with the Capitol-Tower
deal. We are convinced that the spirit of self-
expression and freedom that is at the heart of the record industry is the same spirit of self-
expression that is at the heart of the record industry.

Menon indicated that he was pleased with the Capitol-Bangladesh deal.

Menon also indicated that he was pleased with the Capitol-Bangladesh deal.

With this in mind, I,

Dain Nobs Master

LOS ANGELES—Rudolph
Dain, head of Impact Records here,
has just purchased the Master of Sing-
ing title "for use in the record indus-
try." Dain acquired the rights to the
song for $10,000.

Dain plans to release the song in Little Rock last week.

Dain acquired the song for $10,000.

Dain plans to release the song in Little Rock last week.
“Gonna take a miracle” includes the great R&B hits that Laura once wailed where the echo was best: in a New York subway station.

Now in her own special way, she gives those songs new meaning. Laura, accompanied by Labelle, breathes fresh life into beautiful standards like “It’s Gonna Take a Miracle,” “Monkey Time, Dancing in the Streets,” “Désiree,” “The Bells,” “I Met Him on a Sunday,” “Jimmy Mack,” “Spanish Harlem,” “You Really Got a Hold On Me,” “Wind” and “Nowhere to Run.” And the brilliant team of Gamble and Huff produced Laura’s new album.

Before Laura wrote her classic hits for anyone else, people like Smokey Robinson, Phil Spector, Curtis Mayfield and Marvin Gaye wrote some for her.

“Gonna take a miracle.” Laura Nyro’s new album. It’s the soul of all the songs that Laura gave to everyone else.

On Columbia Records and Tapes

It’s a bitch.
Burke Sews Up Clothing Stores For Crosby LP

ABC ‘Cracks’ Local Markets To ‘Break’ Album Internationally

Los Angeles—Realizing the tough task involved in building a strong base of store-supported local markets to keep their new LP on the charts, Burke has put the LP and a special store poster, which carries a lightbox from a light stock than the LP cover. The LP cover is an unusual two-sided three-color four-color, one side has a sepiatoned construction of the album’s main cover picture. On Nov. 1, Renick, Gamache and Mike Conwell, Midwest and West Coast regional managers, distributed the poster to the local area. On the first night, they held a special store-owner meeting, which was attended by approximately 80 record store owners. The store owners were responsible for the turnover in the store.

Gamache previewed the LP for the gathering. Renick and Conwell spent the remaining days, primarily “spinning” the Har- monic EP and a single from the LP, to local and regional area stores. The LP cover was well received in many stores and several orders were placed.

Los Angeles—“Rock fans may be able to hit the grass, or artificial turf, area in Los Angeles sooner than Crosby Stills & Nash have predicted for the facility. During the Tuesday (16) meet, a Los Angeles City Council committee gave preliminary approval to model #2, which would serve as the nucleus for a large concert area. The City of Los Angeles has already purchased a large tract of land for the area, from the City of Westside, near the Santa Monica Freeway and the Los Angeles River. The City of Los Angeles has also approved the purchase of a large tract of land for the area, from the City of Westside, near the Santa Monica Freeway and the Los Angeles River. The City of Los Angeles has also approved the purchase of a large tract of land for the area, from the City of Westside, near the Santa Monica Freeway and the Los Angeles River. The City of Los Angeles has also approved the purchase of a large tract of land for the area, from the City of Westside, near the Santa Monica Freeway and the Los Angeles River.
No one sings a song better than the one who wrote it.

Not that other people haven’t done Paul Williams’ songs beautifully, because they have.

The Carpenters certainly did justice to “We’ve Only Just Begun,” “Rainy Days And Mondays” and “Let Me Be The One.” In fact, Paul’s songs have been recorded by dozens of top artists—all helping establish him as one of the finest songwriters on the current scene.

But as you probably suspected all along, no one interprets a Paul Williams song like Paul Williams.

So just recently, Paul decided to stop pursuing a pro basketball career and record an album containing a handful of his hits, as well as several brand new tunes that have never been recorded.

And step out into the spotlight with two recent appearances on the Johnny Carson show.

Since most of his songs are romantic, he calls the album Just an Old Fashioned Love Song. And since most of his songs are romantic poems set to music, it includes a bound folio of lyrics.

Millions of people all over the world love Paul Williams’ songs who’ve never heard his voice.

Now they’ve got their chance. Paul Williams debut album, Just an Old Fashioned Love Song (SP4327).

Produced by Michael Jackson

Information regarding a folio of songs by Paul Williams may be obtained by writing A&M Records, PO Box 782, Beverly Hills, California 90213.
Win or Lose to Atlantic

NEW YORK—Atlantic Records will distribute Win Or Lose Records and the first release under the new arrangement is the Persuaders single, “Love Goes A-Long Up,” a followup to the group’s CINNAMON CAROL, which has sold over 25,000 copies to date.

Cordero to Meeting

NEW YORK—Dr. Jesse Cordero of Peer Southern’s division of Serious Music has been invited to participate in an international symposium on “Contemporary Music in Latin America” Nov. 22-23 in Caracas, Venezuela.

Gold single, “Thin Line Between Love and Hate,” Win Or Lose Records is headed up by Le Charles Harper, president (who formerly was with Chess and Duke-Peacock), Richard Poin- dexter as vice president and art director; Bobby Poindexter, vice president and production manager; Monti Thomas, vice president, treasurer; Jerry E. Rankins, vice president, promotion.

The Poindexter brothers produced and wrote the Persuaders “Thin Line” single. A total of 15 artists are signed to Win Or Lose Records.

THE REFERENCE BOOK OF POPULAR RECORDS 1955-1970

NOW REDUCED IN PRICE

A listing, by week, of every record hit by every Billboard Top 100 chart since 1955. The complete table of over 10,000 records and 2,200 artists includes:

• Date record first on chart
• Total number of weeks on highest position record reached
• Label and number of record

Sample Listing:

Date Freq. Vols. Artist — Recording/Label
3/30/63 51 8 RUP CHORDS HERE I STAND — Columbia 42687

Music people throughout the world have acclaimed this monumental book as a reference for industry people and music historians everywhere. The 1955-1960 period is covered in great detail. There is a $5.00 introductory price for this book, which normally sells for $34.00. A complete new edition of the 1955-1960 period will be available at $20.00.

Dealers write for quantity discounts.

RECORD RESEARCH, 8447 Lloyd Ave., Monomona Falls, Wis. 53051

JOHNNY MARKS’ BIG 4

TV Special with Burl Ives, 8th Annual Show, Dec. 6th

RUDOLPH THE RED-NOSED REINDEER

Original Sound Track on Decca
59,000,000 Record Sellover, Fall
Over 400 Versions

BRENDA LEE

(Decca)

DAVID CASSIDY (With the Partridge Family)

(Bell)

LYNN ANDERSON

(Columbia)

ROCKIN’ AROUND THE CHRISTMAS TREE

FRANK SINATRA and Fred Waring

I HEARD THE BELL ON CHRISTMAS DAY

(Reprise)

Bill Croset, Ed Ames, Kate Smith, Ray Price, Harry Belaf- ton, Eddy Arnold, Burl Ives, Bert Kaempfert, Fred Waring, Chet Atkins, Dick Liebert, Carillon Balls (Decca), Sounding Spectacular (Victor), Lester Lanin, Dennis Day, Robert Rhine, Johnny Kaye, Living Voices (Capitol), Decca Concert Orch, Longines Symphonette, Lawrence Welk, The London Sound (Decca), Living Strings (RCA).

BURL IVES

A HOLLY JOLLY CHRISTMAS

(Decca)

ST. NICHOLAS MUSIC, INC.
1619 Broadway, New York, 10019

Shelter Label Countersuing
Blue Thumb Over Distribution

LOS ANGELES—Shelter Rec- ords has filed a $780,000 counter- suit in Superior Court here against Blue Thumb Records. Shelter charges that Blue Thumb is withholding money due Shelter for the “Leon Russell” album and that Blue Thumb is refusing to account properly for possible profits from sales in recognition that Shelter has handled the album.

This countersuit answers July’s Los Angeles Superior Court suit filed against Shelter by Blue Note, in which Blue Note charged that Shelter violated its Feb. 1970 oral agreement for exclusive profit distribution by signing with Capi- tol.

Shelter’s countersuit claims the label had a partially written and partially oral agreement with Blue Thumb which dealt solely with distribution of the album, Leon Russell.

According to Shelter, Blue Thumb made the contract invalid by not following accounting and payment pro- cedures, by giving dealers copies of the Russell album without charge in lieu of payment for re- turned Blue Thumb product and by attempting to sell Capitol the rights to all Shelter product as part of a projected deal for the Blue Thumb catalog. This deal didn’t go through and Blue Thumb was later bought by Sire, Western’s Famous Music, while Shelter does not own the deal contract to be signed in 1970 to be distributed by Capitol.

In addition, Shelter’s counter- suit claims that Capitol has been holding Leon Russell’s artist roy- alties and Denny Cordell’s producer royalty from the “Leon Rus- sell” album and its singles be- cause of Blue Thumb court actions. On the other hand, the original Blue Thumb suit demanded an accounting of the estimated “over $100,000” the Russell-Cordell label received from Capitol.

I AM NOT GOD, but I am the only Distributor in town

(INDIANAPOLIS) THAT CAN SAVE YOUR SOUL!

COPY CATS WON’T HELP YOU, OUR REFERENCES: WTTC RADIO, TOM MATHEWS—GENERAL MANAGER, SPIDERMAN—PROGRAM DIRECTOR, FRED MOORE—D.J., WTTC RADIO.

We are the only distributor in town with 100% exclusive inde- pendent record coverage on the air.

If you are a producer of Soul Records, we are your only distributor.

SEND YOUR SOUL TO: HANDYMAN RECORD DISTRIBUTORS
1603 N. COLLEGE AVENUE, INDIANAPOLIS, INDIANA 46202 (317) 922-2936 or 27

WHY GO THROUGH HELL?

moving?

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

To expedite service, place magazine address label here and print your new address below.

Place your old mailing label here.

new address

old address

city

state

zip

Mail to: Billboard, Subscriber Service, 2160 Paterson Street, Cincinnati, Ohio 45214

December 4, 1971, Billboard
When you're funny, you're funny!
And this is Bill Cosby's funniest!

BILL COSBY

FOR ADULTS ONLY

Recorded Live at Las Vegas Hilton
the International Hotel

You're gonna laugh your off and go out of your mind!
Go to your nearest record store and buy it!

Available on ANI Records and Tape
Insiders Report

WASHINGTON—The Securities and Exchange Commission’s Oct.
ber summary of insider transac-
tions reports trading by officers
and directors and other holders of
stock in the following companies of
direct or related interest in the
board subscribers. (Unless other-
wise noted, transactions are in com-
mon stock. Exchange stocks are
reported first, followed by over-the-
counter.)

A & E Plastic Pak Co.—M. J.
Erickson bought 16,276 shares giv-
ing him 16,276. Y. Schneider bought
12,447 shares, leaving 2,648 shares,
leaving 2,648 held personally, and
12,227 by wife.

Capitol Inds.—M. Nidler bought
1,500 shares, giving him 3,000.

Columbia Pictures—D. S. Stra-
lem reported holdings of 16,604
shares held personally, 9,285 as
trusts, and purchase by wife of
6,308 shares, giving him 25,285.

General Electric—The following
exercised options to buy: A. E.
Andres 1,270 shares, giving him
this amount; A. M. Bluestein 1,844
shares, giving him 2,610; S. C.
Griffith sold 5,000 shares, giving
him 1,604; H. P. Gough 1,424 shares,
giving him 5,029 shares held per-
sonally, 1,020 as trustee, 240 as cus-
todiers for employees trusts; D. S.
Moore 1,500 shares, giving him
1,704. L. W. Ballard sold
1,200 shares, leaving him 258.

W. C. Patterson sold 1,410 shares,
leaving him 10,972.

Gulf & Western—C. G. Bluh-
dorn exchanged 20,631 shares of
Series A preferred for 69,463
common, leaving him 469,-
463 common held personally and
Bluh-dorn exchanged 8,425 shares of
Series A preferred held as corpo-
rations for 28,116 common, leaving
him 20,807 Series A and giving him
501,285 common held as corpo-
oration. O. C. Carmichael Jr. re-
ported selling 2,050,320 in 5% con-
vertible subordinated debentures
held as Foundation, leaving 1,440,000 in the debentures held as
Foundation, $5,881,400 held as
trust, $3,130,000 by wife, and
$364,500 held by Carmichael per-
sonally.

Interstate Limited—R. A. Nolan
did not sell, leaving 1,000. 1—T. I—E. E. Gentry Jr. sold 1,000 shares,
leaving him 18,000. C. T. Ireland Jr. exercised option to buy
8,000 shares, giving him 18,200.

Pickwick Int.—Amos Heilicher
sold 75,000 shares, leaving him
219,275 held personally, 5,085 by
wife and 1,275 as trustee. Danny
Heilicher sold 75,000 shares,
leaving him 212,422 shares held
personally, 5,055 as trustee. N. M. Sandler sold 7,500 shares,
leaving him zero shares held personally, and 1,187 as trustee.

Wil-Helm and Thomas Design
TV Benefit

NASHVILLE—A meeting is
scheduled here Dec. 15 between
Danny Thomas and representa-
tives of the Wil-Helm agency
here and officials of the Found-
aton TV extravaganza (featur-
ing movie stars) recently

The meeting will finalize plans for the Nashville-originated show.

Bonneville will broadcast.

Willie Nelson, The Bellamy Brothers, and Pendergrass and
Hoyt are being recruited.

The meeting will follow by a few days a benefit in Atlanta,
formed by the Wil-Helm agency,

for the Vietnam Veteran’s

Agency.

Among those taking part in the Atlanta show will be Doyle Wil-

nix, Webb Pierce, Peggy Sue, Sonny West, and the Carolina

Charlies. Larry Hurt of the Wil-

Helm agency, who has set-up both

benefits, also will accompany the
duo.

Doyle Wilburn will then fly
directly to the West Coast where he will perform next Sunday, will

and the others.

Wilburn and Thomas have
company the group to Atlanta and back to Los Angeles.

Kinney Group

In 1970 Gain

NEW YORK—Kinney Service
Inc. (nee Kinney National Service),
diversified records, music
publishing, distribution and
motion pictures, reported record earn-

ings for the year ended Sept.
30.

Quarterly profits were up more than
19 percent to $40,333,000, or $2.12
per share, compared with a profit of
$33,089,000, or $1.78, in the same
quarter, a year earlier. Sales increased
to $653,386,000 (from $591,700,000).
Special gains in 1971 added 4 cent
shares to its earnings.

B. Adams Named

To Insulgent Slave

LOS ANGELES—Bub Adams,
former executive vice president
of MCA, has taken over RCA
positions named by Jack Kent Cooke to an insulgent slave役s in his

proxy fight at Telepromter Corp.

Cooke, who is the largest

shareholder of Telepromter, a

forceful businessman who is

Bub Adams, former chairman, who is

being retained by Tele-

promter. Cooke was convicted of

insulting TV in Pennsylvania.

Telepromter are appealing the court’s
decision.

Hansen Distributes
Sunbury/Dunbar

NEW YORK—Hansen Publica-
tions, Inc., will distribute exclu-
sively in all 50 states any music
related to RCA Records, for all
English speaking countries.

The agreement between Hansen and Sunbury/Dunbar Music
put the chef in charge of

president of Sunbury/Dunbar, was

skeptic that the act of global size, which

Hansen has exclusive licensing
agreements with such publishers as

Famous-Paramount, M. Josephson

Macke, 14/$, 17/8 and Blue Sea-Jac.

AmpeX sees 1971 Net Loss

SAN FRANCISCO—AmpeX
Corp. reported a second quarter and
two-month loss and estimated a
net loss for fiscal 1971.

The six-month loss was $3,399-
00, or 33 cents a share. For the

period ended Oct. 30, as compared
to a profit of $136,000, or 1 cent

share, for the period a year

earlier.

GRT Shows Slight
2nd Quarter Gain

SAN FRANCISCO—GRT Corp.
reported a second quarter ending
ended Sept. 30 of $254,773, or
9 cents a share, compared with
second quarter 1970 loss of
$219,756, or 8 cents a share. Sales

were $31 million compared to $6.37
million a year ago.

Superstar Buys
MCA Profit Take

LOS ANGELES — The album
"Jesus Christ Superstar" continues to

MCA Inc., company of MCA Inc.,
apparent company of MCA Records,
during third quarter and nine-
months.

MCA bad sales of $224,458,000
recorded for third quarter and
$741,500 for third quarter and
$313,000 for third quarter and
$2,499,000 for $3,565,000. Per

share earnings for the quarter were
$1.1 billion, or 1 cent a share, for the

period ended Sept. 30, compared
to sales of $226,755,000 for
$741,500, compared to $2,499,000,
or $1.31 a share, on $1,870,996 aver-
ge share, in 1970.

This quarter results showed a
decrease in sales to $88,227,000
from $88,285,000 and profits to
$2,499,000 from $3,565,000. Per

share earnings for the year to date
were $374,500 from $741,500.

The 1970 figures are restated for
accounting changes.

AmpeX, attributed the losses to an
unfavorable mix of product sales
that has severely eroded margins.

December 4, 1971, Billycard
ELVIS
FOR CHRISTMAS

Specially priced 4-LP gift-boxed set including Something from Elvis' Wardrobe for you!

Plus—a large full-color pullout portrait reproduction of Elvis!

ALL NEW CHRISTMAS ALBUM
LSP-4579 P8S-1809 PK-1809

SPECIAL CHRISTMAS SINGLE
"Merry Christmas Baby" b/w "O Come, All Ye Faithful" 74-0572

Also available Elvis' new Camden album "I Got Lucky"
CAL-2533
Alice Cooper on Tour
(in December)

1—New York—Academy of Music
3—New Orleans—Municipal Auditorium
5—Baton Rouge—Independence Hall/Independence Hotel
8—Columbus—Ohio Theatre
10—Indianapolis—Coliseum
11—Dayton—Dayton Hare Arena
12—Toledo—Sports Arena
13—Chicago—Civic Auditorium
16—Kansas City—Cowtown Theatre
17—St. Louis—St. Louis Arena
19—Detroit—Cobo Hall
25—26—Miami—Pirates World
27—Pittsburgh—Civic Center
28—Baltimore—Lyric Theatre
29—Cleveland—Public Auditorium
30—Ottawa—Civic Center
31—Toronto—Maple Leaf Gardens

Exclusive Representation

New Single: UNDER MY WHEELS
WB 7529 Warner Bros.
Los Angeles

If "Que Sea Nada" on Latin radio plays as much as it's on the air, that's because it's Vikki Carr (in the new Spanish version of her song) still on tour.

Talent from the Music Capital of the World

Signings

Jerry Jeff Walker, of the "Mr. Bojangles" fame and former Atlantic artist, to RCA Records. Blue Oyster Cult to Columbia. David Lanz introduced to the public with Kirkman and Sandy Pearlman at the Warehouse Recording Studio. N.Y. Lou Reed, lead singer and writer of the Velvet Underground, with Larry Futterman and Richard Robinson will work with Reed on production in England. Black Oak Arkansas has named Butch Trucks as personal manager. Randy Meisner has again joined the Eagles. Rossie Horn and Franklinsky will drive to Black Jazz Records. Georgia Luke back with Mercury.

Stevie Wonder, Gladys Knight & The Pips, Constellations

ORIENTAL THEATER, Chicago

Considering opening night rough edges, the concert policy in the heart of the Loop (many tickets at $3.50) appears promising. One problem is that Wonder loves perform to much and gives so much—too much. Hundreds of the at least four-filled full house left before 11:30 by which time the Tamla recording artist had delivered 15 songs.

Fortunately, Wonder recognizes his problem and apologized for "going way over." The concert started at 8:25 nchedhod for 8 p.m. and Wonder didn't come on until 10:10, but for real soul music fans the evening represented a terrific entertainment buy. As it was, even the people vaguely familiar with his repertory heard a lot of the big numbers from his fast-climbing Greatest Hits, Vol. 1. Pips but Wonder interspersed the tunes such as "My Cherie Amour"学会 ignored songs from his big record hits with new material.

For his last number found behind a mogh synthesizer singing and playing very softly. Wonder is clearly into some new sounds. He is also political. For example, he introduced a new composition he called "Mississippi." It was the song he gathered by "all the people out of work and Nixon out of power." Musically, it was a contradiction that may say something about the complexity of this exciting artist. It was at once highly structured and somewhat random. And Wonder is perfectly pointing up his idea of people's work.

Working behind solid house band under pianist Richard Evans, Gladys Knight & Pips were wildly received. Their compositions were solid enough through did offer less vogue, but that's a good idea considering the mixed racial ambiance of the audience. Wonder's personality would be Wyon Jones was the emcee.

Carly Simon, Donald McLean, Troubadour, Los Angeles

One of the strongest double-bills ever to play LA was a double-bill featuring Elektra's Carly Simon putting on a powerful show during a portion of her set when she moved from guitar to piano and segued from an unfamiliar song about a girl offering to live out any of her lover's sex fantasies through "That's the Way I Always Heard It Should Be." "Looking more than usual like the Queen of the Amazons in a cape-giordana of leather patches with co-ordinated boots. Carly Simon has cut a definite place in rock for the New Woman.

Don McLean has a strong East Coast college and coffee-house reputation. In the perfection and coming into L.A. on the wave of his hit, "American Pie. He won a genuine ovation for a knock-out set. McLean displayed a winning offbeat personality and made brilliant use of multiple themes. He covered obscure old songs like a ditty well-coming the Hindenburg Zeppelin to New Jersey in "Our Lady of L.A." (Continued on page 16)

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WASHINGTON, where he and his combo appeared at the JFK Center.

Dick Shawn broke his right arm in two places while tapeing a show.

Poet laureate Norman Kaye and his wife, a former Miss America semifinalist Cheryle, had a son born Nov. 8. They've named him Donald Norman.

Robert Goulet has sealed a pact with the Hughes Hotels to appear here 15 weeks a year. Rumor has it that Johnnie Ray, last seen at the Frmentor, will sign with the Flowerers.

The Riverside honored Earl Wilson with a luncheon saluting the publication of his "Show Business Nobody Knows" novel.

Sun Diamond has purchased the Atlantic Hotel. Red Fox takes a lease of absence from the Hillwood Hospital for the month to begin filming a new NBC-TV series "Sanford and Son." The show premiers Jan. 14.

LAURIE DENTI

ATLANTA

The Three Degrees are currently appearing in the Club Atlantic at the Regency Hotel House. The Tams perform at Scarlett O'Hara's Underground Atlanta. The Murray Nu-Tone Company of "Hair" is appearing at the Civic Center Auditorium thru Sunday 15.

The Modern Sounds of Bluegrass are on a seven-state tour with Junior Samples and Lava of "Hee Haw." Donovan's Nov. 30 Atlanta appearance has been canceled.

Firmly installed at Atlanta Attractions will present Jesus Christ Superstar in two shows, Thursday (9) at the Municipal Auditorium. Atlanta's Tams, now stationed from their first British tour, are being tentatively slated for an early '72 return.

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Bo Donaldson and the Heywoods, who recently concluded a string of 30 concert dates with the show "The Night of the Living Dead," closed their tour Nov. 10 at the Cincinnati Gardens. The Heywoods' tour poster was designed by the late Joe供养.

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NEW YORK—"Jacques Brel is Alive and Well and Living in Paris," off-Broadway musical hit, celebrates its fifth year by moving from the Village Gate for one night at Carnegie Hall. Jan. 25, Belgian composer Jacques Brel will take time off from a movie in France to attend. The anniversary show will feature Elly Stone and Mike Altschul, who created the original lead roles, plus members of other Brel companies working the U.S. Tours scale from $12.50 to $4.

FROM THE MUSIC CAPITALS OF THE WORLD

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December 4, 1971, Billboard
Four-Channel Adding Artistic Dimension

- Continued from page 1

currently, RCA Records is conducting research to achieve the proper blend in four-channel sound. “Most of our music,” they said, “is on 8 or 16 track. We may have to go to 24 track in the event we find that 16 track is too limited.”

The executives expressed the view that true four-channel sound is the most challenging development since the long-play record and that its creative possibilities must be accompanied by advances in recording technology.

They also pointed out that just as the artist will achieve more with four-channel sound, so will the medium affect the composer. The composer, they noted, will write his songs and scores with the potential of four-channel in mind.

Jeff Berkowitz, assistant general manager of RCA’s merchandising division, stated that with re-
gard to equipment his company is preparing the market, relative to price ranges and production costs in order to be ready. “We might be on the market in 1972,” he said, “and so many breakthroughs are happening that it could happen even earlier.” Berkowitz concluded, “We listened to all the four-chan-
nel systems and concluded the discrete system had fewer limitations and was best for the listener. Panasonic and RCA want to go to the market with a finished prod-
tuct.”

Why would a producer who has been associated with Al Arto, Johnny and the Hurricanes, Little Willie John, Del Shannon, Don and Juan and the Shades of Blue among others, want to give up producing records recorded at a adi record company? “I’m grati-

ted,” said Van DePitte, “that the Motown standards,” said the producer on a hot seat and attempting to keep the hits coming.
At Motown and a number of oth-

er companies, the ad head is a creative help to the producers of the artists. He may have to help find multiple market outlets for his artist’s sound. He may just have to sit and discuss directions with one and present the head of ad, above all, must get those hits.

Blake still goes out into the field as an artist. He feels like he has the same standards still apply for him. He looks at it as a different and exciting. Something that will catch the ear and make some money for my company,” he ex-

plained.

“I think the same ears that heard hits 10 years ago are hearing the hits today, so far as our artists and producers are concerned. I mean, if one had the ears then, he still has them. Of course there might be things one doesn’t completely understand, but you either hear or you don’t. You can’t buy that type of ability and there’s only a certain amount that you can pick up. The rest has to be born in you.

As far his ears are concerned, Blake admits to having turned down his share of hits. “But they were bad records. And bad records can happen. Everyone is aware of that. It’s not a question of always being right. It’s a question of percentages. At Motown we operate like a family and the standards are very high when it comes to artists and as well as the rest of our people. That’s why we have such a high amount of hits. We do not settle for less than perfect with our people. And that’s why I would rather be the head of ad instead of a full-time producer, inde-

pendent or otherwise,” Blake concluded.

Bob Shud, head of Mainstream Records has been busy since the release of the label, it has just completed her album at the Record Plant in Los Angeles. Likewise for Harvey Cal-

laman and his second LP for the label. The Record Plant, New York. Shad just completed for Harry Mills, Frank Foster, and Hal Grolper and their band “In Between”.

Coming in New York at the Record Plant. Shad has Charles McPherson, Dave Hubbard, Sonny Red, Curtis Fuller and Buddy Terry. Shad also has a deal on the new LP of Art Farmer in Europe.

Bell Sound’s new Studio A looks like urban renewal mid a visit to those recording facilities. Where once stood a shiny off-white walled studio with a adequate control room now stands a fully carpeted, tripped walled, eye-ble
glazing studio with a control room fully furnished as a recording studio with a four

channel. There are two movable studio booths, adjustable lighting that will seat 16 track bound with Scully sync and tape equipment producing a full 4 channel stereo sound room. Where do you stop updating your facilities?” asked Dave Teg, who is a hockey freak, and is a true expert on the subject. “They are also planning a mixing theater on RCA, which is in the new studio. It will be for quadraphonic and probably house a moog as well. They are hoping the 4-

channel studio will make it,” said Teg.

Pacific Records, Los Angeles, California, 90028

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**TO THE STUDIO: **

**SHORT TAKES:** At Ultra-Sonic Studios, Hempstead, L.I., were Al
to Hayes's Jeruamie for Anemis with Wimmy Tosta producing, 

McKendree Spring is completing their next Decca LP at Sound Experience, New York. J. G. Dawson was in Bell Studios for Buddha Records with sidemen Igor Berk, bass, and Warren Nichols, guitars, keyboards and trombone. Gary Peeler produced and Joe Bregen engineered. 

Track Recorders in Washington, D.C., recently hosted J.B. Hutto and His Hawks with Tommy Carper producing; Mama Scott with Tom Zito producing. Terry Cusman pro-

ducing the Johns Wells Delegation.

---

**ARE YOU IN YOUR SWINGING YEARS?**

---

**AL DURAND—103**

**"THE SWINGING YEARS"**

**P/L**

**"THERE GOES MY HEART"**

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Utah Federal Judge Affirms Injunction

- Continued from page 1

ing of any record, provided roy-

alties are paid on the copyrighted mu-

sic. (After Feb. 15, 1972, new rec-

ords cannot claim copyright, protecting them from any and all duplica-


tions by their producers or the record manufacturer.)

The injunction is in force only against court attacks on those tape duplicators operating “legally” un-

der the federal copyright law. It does not apply to court actions against the illegal pirates and boot-

leggers who violate copyright law by making and selling records without paying mechanical royalty on the copyrighted music. The pir-

ates are now subject to tough penalties under the recently passed anti-

piracy law.

If the appeal succeeds in staying the effectiveness of Judge Ritter’s injunction, the status quo would remain. But the defendant com-
panies would still have to come back to the Salt Lake Federal District Court for trials on the issues. Succeeding rounds of court action could follow through ap-

peals and supreme courts.

Judge Ritter found that “a great, continuing, irreparable harm and damage to the plaintiffs and others similarly situated will result unless the temporary restraining order previously entered by this court on Nov. 10, 1971, is continued.”

He further enjoined the defend-

ants and the Fox Agency from “interfering with or hampering the plaintiffs or other record or dis-

tributors of magnetic tapes, their officers, agents, attorneys, and employees, in the normal opera-

tions and conduct of their busi-

ness,” by interfering in any way and prosecuting court actions, or in other ways.

The injunction bars actions against “the plaintiffs or any other persons conducting actions presently pending, relating to the manufacturing, producing, distribu-


ting or selling,” of the tapes.

The plaintiffs’ attorney, A. Bob Ringe of the Oklahoma City firm of Rogers, Travis and Jordan, hopes trial will be held early in 1972. Jordan said that any refusal by the Fox office to accept royalties from the defendants on the “legal” duplicate tapes would be considered an “inter-

ference,” and subject to citation for contempt.

---

Shapiro for Atlantic, Larry Weiss for Sunflower, and Tony Camillo for Buddha, are all using Detroit 
motors to get that once vanished Motown Sound,” said Christopher. Christopher also said that David VanDePitte, who arranged Stevie 
Gaye’s What’s Goin’ On,” has taken up producing at Pac-3. He co-

produced and arranged with Bruce Miller on a few of the tracks for Paul Arka’s “I Do Love You”. He also recently finished an LP with Lorn Jacobs and a Lions’ Den single. Now he’s in the studio with Bob Anderson for the Rapp City label. Also in the Dearborn studio are Nick Zenes and Dino Fekaris, writers of Rare Earth’s I Just Want to Celebrate, as well as the group’s current single Hey Big Brother. They are pro-

ducing dense material for various Motown and Rare Earth Records artists. In addition, Magic, a group on the Rare Earth label, produced for Pac-3 by Scott Regas, released their first LP with a cut, “Back at Beamer’s”, a dedication to owner and chief engineer at Pac-3 Richard Becker.

---

**AROUND THE L.A. STUDIOs:**

**BOB GLASSBENGER**

**Studio Track**

---

**ARE YOU IN YOUR SWINGING YEARS?**

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**b/w**

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For extra promo copies, call or write the above.
Buzz Lawrence Plays 'Yo-Yos,' Exclusives and Quick Dropoffs

By CLAUDE HALL

HOUSTON — The primary job of a record promotion man today is communication. According to Buzz Lawrence, veteran air personality and currently program director of KPRC, a leading middle-of-the-road station here.

Lawrence, who said that he would never allow a hustling, kid-styled record promoter to win him in his lobby "because that's like asking him to come to your radio station," at the same time lashed out at the record companies who've been hiring "yo-yos" for local promotion work.

Stating that he personally knew of about two dozen great promotion men who've gone out and, despite radio's huge payroll, have turned out to be top-notch record promoters, he said he would refuse to deal with them.

"As far as I'm concerned," said Lawrence, "the record companies are missing a lot of rec- (Continued on page 20)

Radio-TV programming

WSM All-Country Just Rumor?

By BILL WILLIAMS

NASHVILLE—The rumor that WSM is going "all-country" is a little bit premature.

Recently, Bill Drake-Cohen, who heads the "Grand Ole Opry," said the Opry would be forced to go "all-country" if the Opry's radio career spanned more than 20 years in markets ranging from the state of Washington to Denver and Texas. The Opry feels that they must be at hand in records and radio and "big, certain record companies had better improve the quality of their men at the local level unless they want their companies to become just tax writeoffs."

Lawrence added that record companies were missing a lot of rec- (Continued on page 20)

Familiarity Breeds MOR Success

Baltimore — Familiarity is the top selling edge of WCBM here, a middle-of-the-road station that swings almost rock at various times to country to religious program director Dale Andrews. On his talk program, Andrews is a fellow who really likes music and on the other hand thought "Love Story" was wonderful and at one time had nine different versions of the tune on the air.

"I liked 'Love Story' because it was familiar," he said, adding that he was playing Neil Diamond's "Stones" single because Neil Diamond is familiar to the public. He could not play his other 100 hits and be "on the go-round" and it would be familiar.

For the same reason, I play the Keith Christmas album because Jerry Kendy, now who's backed by Jerry Kendall, has been on public? Few people. But many people who do know Jerry Kendy love it."

"You play "Memories,"" he explained, "(Continued on page 20)
professionals from all over the world do business at MIDEM need we say more?

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Top Stations of the Year: WOR, Nashville
Non-Rock Station of the Year: WCCO, Minneapolis
CBS Radio Station of the Year: WCBS, New York
NAB Station of the Year: WWRL, New York
Progressive or Free-Form FM: KDMP, Philadelphia
Radio Station of the Year, National: WHKL, Atlanta, ABC vice president and manager of owned radio stations
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continued from page 18

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Full-Time Rocker

PEASLENTVILLE, N.J.-WMGM-FM has increased power to a progressive rock format, according to new program director Mike Van Dellen. The station, which this past week was still trying to accu-

WAGL

KAAP

WSM

WBSE

KXU

WWCO

KIRV

KIRF

WVEA

WOKK

WMOT

WBBB

"FRENCH INDIAN HILLS"

KIY

KFOX

KJOE

WENO

KKBW

KSFQ

KJZ

KOZ

KSON

TS and Detroit; Progressive or Free-Form FM: Stephen Ponek, KSAF, San Francisco; Small Market Radio: Joe Sullivan, WMK, Nashville.

Music Director of the Year: J. Ralph Good, KQV, Pittsburgh; Non-Rock: Elmer Groce, KSFO, San Francisco; C&W: Bill Rice, KBOX, Dallas; R&B: Norma Pinnell, WSB, Atlanta; Progressive: Chris Gray, WEBN, Cincinnati; Small Market Radio: Mike Ran-

Dec 4 - TOP 40 - MOR & C&W

NOW BEING PROGRAMMED

FOLLOWING THE STATIONS . . .

On page 35)

Here’s a bit of Christmas news sent in by John Muruk, retired army officer. John is very active in the release of P.O.W.s in Vietnam and works closely with the affairs of veterans around the country. Don’t miss this exceptional Christmas record.

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Just Humors?

No.-Rotule Records will issue a "Roulette-oriented" music tip sheet within the near future. Editor Ed Dobney, noted music writer, feels that a tip sheet is needed for this very strong in the market.

Dobney Tipper

New York-New York-Recordings

Radio and Television Programming

December 4, 1971, Billboard
The famous weekly continuing American Top 40 station list (watch it grow)

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The famous American Top 40 coupon for details on radio/hottest weekly special program attraction. (read it now)

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BEST RUSH me a demo tape or sample show (now on LP) discs of AMERICAN TOP 40. Send facts on production, ratings results, audience response and how I use for this weekly, three-hour special. Tell me how you use it. Dale Krause's absorbing, informative presentation of BILLBOARD MAGAZINE'S famous 40 hits made radio history and how it will work for me. Send me brochures and sales aids to help us sell it, profitably and exclusively in our market (before someone else does).

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Here’s the way Superscope duplicating works: bring your recording, your tape, your thing, and we take it from there—we’ll do a script if desired, the voicing, the recording, editing, mastering, duplicating, package design, mailing, and anything else it takes to get your sound across... get it to a mass market on tape; with Superscope Tape Duplication.

Easy, convenient, economical—let us do your duplicating.

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New, Studio-quality duplicators with famous becht dependability
(1) New, fully automatic eight-track master. A true stereophonic master and a fraction of the cost of comparable equipment. Standard eight-track tape for all playback and master tracks, independent of Monaural / stereo master track. True tape effects, including tape static, pitch control, and tape delay, and electronic track controls. Now automatic double track master to tape in 30 minutes. BE-1508, $2135.00.

(2) NEW, LARGE CAPACITY EIGHT-TRACK SLAVE. The companion to the BE-1510 Master... It has a tape capacity of seven, two track slave. Duplex system, one track for practice, and the other track for record. Provides a solid, uninterrupted signal for extended periods of time. Easy to use, and easy to understand. BE-1518, $1495.00.

(3) NEW, COMPUTERIZED CASSETTE SLAVE. The cassette duplicator that uses the latest in solid-state technology. Has a tape capacity of seven, two track slave. Duplex system, one track for practice, and the other track for record. Provides a solid, uninterrupted signal for extended periods of time. Easy to use, and easy to understand. BE-1518, $1495.00.

(4) NEW, OPEN-FACE MASTER MAKER. A new concept in open-face master making. Only $2350.00. BE-3200, $3250.00.

(5) New, fully automatic STUDIO QUALITY duplicators with famous BECHT dependability. The master copy unit, designed specifically for duplication of studio-quality recordings. BE-1500, $2095.00.


Toward Repair

More Vintage Soul LP's by All

NEW YORK—Atlantic Records is following up its "Their Greatest Recordings" tape and disk series with a third release of vintage product. The new series will be blues anthologies primarily recorded in the 40's and 50's and released on tape and disk in monaural format and Ampex Stereo Tapes, which duplicated Atlantic's original tapes.

The new series is called "Their Greatest Recordings," issued on Atco, included the following artists: BB King, Big Maybelle, Laverne Baker, the Drifters, Laverne Baker, the Drifters, the Coasters, Chuck Willius, the Clevlers, the Shirelles, the Drifters (Billboard, Oct. 2).

The follow-up series will be released on Atlantic and includes about six titles.

In all cases, the product will be offered on tape for the first time, said Bob Kornheiser, tape director.
Tape Cartridge

Hi-Fi Makers Illustrating Tape Machine Allegiance

SOLomon Surveying More Calif. Stores

LOS ANGELES—Tower Records, four-store tape and disk retail chain here, San Francisco and in Sacramento, is opening "at least two stores and probably a couple more next month," said Russ Solomon, president.

The three stores will inventory records, tape, and accessories and will be located both in Northern and Southern California.

Despite an economy, the Tower chain has increased its business "about 10 percent" and expects it to "slow down and be off-and-running by early 1972," Solomon said.

While the disk business continues to exhibit strength, he adds, the prerecorded tape market has been flat. "It hasn't slipped, but gains aren't as distinctive as in the past," Tape accounts for between 10 to 15 percent of Tower's total sales.

Solomon contends there are several factors which contribute to a leveling of the tape volume, including:

- Prerecorded tape prices are too high. Prices should be equal to records.
- There is no significant home market for 8-track and cassette players. Continues to be a mobile form of entertainment.
- "The industry still hasn't solved its merchandising problems, especially in tape packaging."
- Solomon believes the prices of prerecorded tape "will be eventually reduced," but "it will be some time before the industry resolves its merchandising woes."

Tower Records openly displays tape in its self-service approach to selling, but increases in tape prices to overcome pilferage, which is high and remains difficult to check, he said.

Another merchandising problem plaguing the tape industry, according to the retailer, is packaging, both in size and graphics.

"So much of selling, at least in music, is in graphics," Solomon said, and the tape industry just can't emphasize contemporary graphics. The display area is too small.

A third problem is tape changers. All are too expensive and certainly not aimed at the mass market.

Tower Records has ordered Coolum's line of quadrasonic disks and it has stocked 4-channel tapes for some time. "We will carry 4-channel software," Solomon said, "but in modest quantities.

"There won't be a mass market for quadrasonic—disk or tape—" he reasons, "it must be honestly priced."

Not Much 'Q' Yet

The retail chain doesn't do a big business in 4-channel, but that doesn't surprise Solomon. "Hardware manufacturers are still filling the pipeline, and it will take a better economy before consumers are willing to spend the extra bucks for a quadrasonic system, not to mention consumer confusion between matrix and discrete and various 4-channel systems."

Among the highlights of the Fair were the following:

- Sony exhibited four new models to its in line, including CF-610 and CF-620 stereo cassette/tuner combinations, and TC-160 and TC-165 stereo cassette decks. The CF-610 and CF-620 are the home combination units to be marketed by Sony in England. Sanyo displayed several cassette models, including MR-414, MR-440 and STD-100 home systems and the MR-605 automatic changer deck with can be stack-loaded with up to cassettes. It also presented a 4-channel synthesizer, model DCA 1700X, for tape and disk systems.
- Grundig introduced two cassette units, CS-222 deck and CS-2005L portable.
- Memorex exhibited its 8-track player, model SS30, which is the only home cartridge unit manufactured in the U.K.
- Philips showed several cassette units, including its Cassettophone, a playback only unit which can be synchronized with a movie projector to provide a film sound-track, and model N2503 deck.
- Krell Electronic unveiled its KDB1 Dolby noise suppression system and a "black box" to turn any cassette player into a Dolbyized system.
- Goldstar Audio highlighted a 4-channel cartridge/tuner unit, model 804, which plays both discrete and matrix cartridges.
- Rank Wharfedale displayed a modified version of its DC9 Dolbyized deck now outfitted with a bias switch.

Solomon in late 1969 foresaw the "streamlining" of the tape market, which is taking place. "As a result, the focus of marketing is on 8-track and cassette."

Because of its merchandising ability, the tower chain has been able to "pump in the music, merchandizing, without simply selling the hardware," he adds.

"If we're left in the dust, we'll catch up. We know there will be a big market for 4-channel."

With the disk business "catching up" with the tape, Tower hopes to "eventually sell more tapes than disks."

In addition to records and tapes, Tower also markets home audio, TV, and phonograph equipment.

The Hi-Fi store is the "showroom" for the record and tape department. cane show everything but a crate of records in the back. The chain has traditionally marketed records as an accessory to its tapes and disk sales."

Taylor, who has been in the record business for 20 years, including four years with Tower, has been "able to sell record players because of the store's reputation."

"We can't market them with a music store's image but in a Tower setting for tape."

"We can sell a tape player with a record player, but we can't sell a record player as a record player," he said.

"When we sell a tape player in a Tower setting, we try to stress the record player."

The chain is planning to market record players as an add-on to its tape sales."

"We have to look at what customers are willing to spend."

"Our theory is that you don't sell a record player; you sell a combination home music system."

As for tape recorders, "we're just beginning to carry them."

"The tape recorders we are carrying are all the top of the line."

"We're a high volume, low margin operation."

"Our approach is to try to sell the whole package."

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 three of the most popular models:

No. 1110 — compact, with stylish loop handle. Covered with gold and black plasticized material. Padded lid with gold-tined interior. Holds ten cassettes.

No. 1102 — sharp looking. Available in red, black and ivory. The same case as 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.

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WEST COAST STEREO
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We are a full service stereo store with over 10,000 products in stock. We have the largest selection of new and used records, compact discs, and tapes. We also carry all the latest in electronics such as TVs, stereos, speakers, and more.

Ask for Al Frank
Norelco has introduced a professional blank cassette for professional use designed in a metal frame housing. The new magnetic duplicating heads with all ferrite and planar face construction are giving equipment a longer life, according to the company. Nonastra Security Corp., of Amity, has dropped prices between $5 and $10 on several automobile models. Ampex is putting more effort behind its 291 series of open reel and cassette blank in Canada. The Educator Cassette, the line is available in 30- and 60-minute lengths. Magnavox has appointed Audio- Peer Co., Linden, N.J., manufacturer of General Electric equipment. Ampex will operate as part of the Sescom Music Division of Magnavox. Panasonic has opened an EC distribution center in Detroit. The old facility, about half that size, was opened two years ago. 3M/Wollenskak has introduced a reel-to-reel open reel system with operational features useful to the blind—excellent reproducing, self-aligning pinch roller retract, providing an output of 360 feet. No. 3347B has prices at $98.95. In addition, it has introduced a stereo cassette recorder and 40 reel-to-reel units, both added to its audiovisual line. Model 6205A/RE, Panasonic’s new model, is at $399.95 and model 2516AV cassette at $239.95.

3M Penetration A/V Teaching Blank Line

ST. PAUL—3M has plunged into the A/V education market with a separate line of blank cassettes, a new line of the Scotch A/V series. The line utilizes heavy-duty “Testar” polyester material in “Post-Track” anti-static, low noise and high band treatment. Scotch AVC is available in 20 (1/2), 30 (1/4), 40 (1/5), 60 (1/4), and 100 (1/5) minutes. The line is a ferric oxide coated product. Distribution will be through A/V dealers. Packaging is in a clear plastic stereo sleeve box, im- place of the album-type box. Black lines indicate the industry’s first complete A/S System, and holds the catalog/index system and a four- drawer storage container. Four drawer storage locks 24 cassettes, each with a drawer having a self-latch and over-lapping cover to prevent accidental opening. Notebook style cataloging sheets, identification and color-coded cassette primary labels for playing side identification are supplied. The visually handicapped, raised nibs on each single side, are provided on the clear plastic cassette shell to facilitate identification. According to Paul Anderson, marketing operations manager, the line of cassettes will be used in high speed in-cassette duplication systems.

Equipment Repair

• Continued from page 22
pointed out the need for increased self-training, training will be emphasizing this type of training in its new manuals. Manufacturers will not be di- minishing the amount of training in their manuals. The manufacturer will be the best training in the industry.

When answering ads ... Say You Saw It in Billboard

In Time For Christmas

NOW YOU CAN SELL CASSETTE AS WELL AS 8-TRACK TAPES IN REACH-THRU DISPLAYS.

A new carton from Innovations, Inc. allows in- store conversion of cassette tapes to the exact same size as 8-track tapes. Allows total merchandising of cassetttes in the same fixtures as 8-tracks, for reach-thru displays, locked storage or any other type of 8-track display.

• Reusable (Durable & Plastic-Coated)
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INNOVATIONS, INC.
4127 Broadway • Kansas City, Missouri 64110
(816) 755-0928

Tape Cartridge

International Tape

LONDON—Precision Tape has released a line of comedy tapes on cassette and cartridge. United Artists Records is hiring its prerecorded tape prices and dealer margin from 28 to 30 percent. MPLP has expanded its offerings and showroom and is opening a second tape retail outlet before the end of the year. Film and Television Production Services has introduced a tape processor, model 192, which holds up to 125 cartons. Sano is promoting its equipment line by purchasing advertising space on London buses.

HAMBURG—Blupunkt has introduced a monaural cassette playback auto unit for the German market.

FRANKFURT—Volkswagen will be offering a line of prerecorded cassettes and cassette players through its dealer network in Germany, VW’s involvement in the cassette market results from negotiations between itself and Auto-Stereo-Anlagen GmbH (ASA). Frankfurt-based music and rack jobbing company. Tape will be marketed under the VW Music Shop banner, with VW dealerships displaying product from an in-store booth. The cassette player will be marketed, including a portable unit, a portable with AM-FM radio, and an auto cassette model. Prerecorded cassettes will be duplicated by TYP Tonband Produktion.

PARIS—Prerecorded tape sales in France account for five percent of the total music market. • Stereo Jaubert has opened a new factory in Orvault to manufacture 8-track players. • CBS is using a Renault van to sell tape. The van is outfitted with racks and demon- stration equipment.

MGA Really Expands Sights on ’72 Market

CHICAGO—MGA Division of Mitsubishi International Corp. has decided to broaden its tape player line and expand to new product categories next year.

MGA, a division of the company’s own a tape cassette player with auto- matic reverse. It can be used as a separate player. Macdonald said Gordon MacDonald, marketing president.

MacDonald said MGA will be introducing its first auto 8-track and cassette models, including a stereo cassette playback with auto- matic reverse. It manufactures auto players now only on an OEM basis.

He wants to broaden the company’s cassette and cartridge line by adding 8-track and deck recorder/ player units and cassette units in combi- nation with radios.

MGA’s present line numbers three monaural cassette playback/ recorders, all at $49.95, and an 8-track model with AM-FM stereo radio with speakers, models SM-90 at $129.95.

“We’re also analyzing a noise re- duction system of our own—another cassette changer,” MacDonald said. “Needless to say we are cautiously examining the 8-channel market too.”

MGA is planning to introduce a home recording tape system and perhaps a reel-to-reel automotive unit in mid-1972, he said.

At last year’s Consumer Electronic Show, the company displayed a prototype 3-piece 4-channel system consisting of a recorder, amplifier, record turntable and car- tridge deck. It was a discrete/ matrix system.

“We’re anxious to get into pro- duction on the next of these,” MacDonald said, “but we will restrict ourselves, for the moment, to tape and not disk.

Before committing the company to a quadruple disk system, MacDonald said, “we want to see some form of standardization in the field.” The company has its own matrix system, according to MacDonald.

MGA is also aiming its product expansion thrust in the component field, where it will be adding cassette decks with radio combinations and high-quality recorder units.

The company’s current line in- cludes the SM-80 and two 4-piece models: SM-11 with AM-FM- stereo, tape deck, record turntable, and SM-40 at $169.95, and the step-up SM-12 at $199.95; and two compact models: SM-15 at $199.95 and SM-20 at $239.95. All units are capable of adding tape decks.

MGA’s distribution will continue on a direct basis to dealers, except in Hawaii and Alaska, where it uses distributors. In the auto field, MGA is planning distribution on a direct basis, MacDonald said.

December 4, 1971, Billboard
Ampex Four-Tune Cartridges

CHICAGO — Ampex Stereo Tapes has found a market for four-tune cartridges. The latest effort in that direction is with Just Jeans, a 34-store Chicago-based chain with outlets in the midwest and Florida.

Ampex has packaged four-tune cartridges from its catalog for the retail chain at $1.98 list. At the same time, the company put together a catalog of four-tune cassette and cartridges as part of its premium program for the Helen Curtis/Suave line of products.

While the Just Jeans package is a direct retail sale, the Ampex Suave program works this way: Consumers send a brand name from one of Suave's line of cosmetics and $1.49 for four-tune titles. (Billboard, Sept. 30.)

The Suave catalog of Ampex titles includes four-tune tapes by Aretha Franklin, Neil Diamond, the Fifth Dimension, Partridge Family, Creedence Clearwater, Mantovani, Edith Piaf, Humperdinck, Dean Martin, Peter, Paul & Mary, Neil Young, James Taylor, Tom Jones and Kenny Rogers.

The catalog lists more than 200 titles, including budget buys at $2.95, classical choices at $3.95, spoken word at $5.95, pre-recorded music at $5.95 and $3.50, twin-packs at $6.95 and special interest tapes ("Man-on-the-Moon," "War of the Worlds" and "Merrily We Roll Along"") at $5.95.

In an ironic twist of premium packaging, the Suave catalog lists 8-track and cassette players, head-phones and a tape storage cabinet by RealTone—not Ampex—as part of the premium offer. The catalog offers an 8-track deck and speakers with AM-FM radio and two prerecorded cartridge for $79.95, an 8-track deck at $35.95, a cassette recorder/player at $35.95, headphones at $6.95 and a cassette carousel storage cabinet at $7.95.

Ampex's catalog for Kraft, which is part of a premium program (Billboard, Sept. 4), lists prerecorded tapes for $3.50, classical for $4.45, budget at $2.95, spoken word library and 4-track in cartridge (Continued on page 29).

AAP's Chayet Sees Upswing

NEW YORK — Allison Audio Products has noticed a definite trend in increased blank 8-track sales, according to Abe Chayet, general manager.

He attributes the gain to an influx of 8-track record playback equipment in the marketplace which is "not only filling pipeline but selling.

Allison Audio offers cartridge blanks in 25, 35, 45, 65 and 80-minute lengths. In contrast to the surge in blank cartridge sales, Chayet maintains a cautious attitude toward prerecorded 4-channel software.

"Record companies are taking a long look at the market before committing themselves to a full release schedule of quadrophonic titles," Chayet said. "They're waiting for consumer demand.

Allison Audio Products custom duplicates music chiefly to two major accounts: Polydor in cassette and cartridge and Deutsche Grammophon (DG) in cartridge.

"So far," he said, "they haven't requested 4-channel duplication."

3M/Wollensak Versatile Machine

ST. PAUL—3M/Wollensak has introduced an 8-track machine which plays both stereo and 4-channel tapes.

Model 854 pre-amplified deck hooks into a component stereo system and features fast forward and automatic programming for stereo or 4-channel playback. It lists at $119.95.

Solomon Surveying

• Continued from page 33 tape sales, with cassette at the 20 percent level and open reel at 15 percent.

"Contrary to industry figures," Solomon said, "our open reel sales are excellent and getting stronger." He feels repertoire selection is the key and Tower Records inventories more than 3,000 reel titles.

DECEMBER 4, 1971, BILLBOARD
**Cartridge TV**

**3/4 Inch Width Support Building For Tape System**

**BY ELIO TIEGEL**

LOS ANGELES—The 3/4-inch video tape system using 3/4-inch video heads. This system is explained as an extension to the broadcast video system which RCA has yet to perfect, but which it announced last year with much fanfare, according to sources.

Sony’s recent cross-licensing agreement involving the 3 3M Co., where the 3M Wollensak line will market Sony’s 3/4-inch TV and VTR (and Sony will sell 3M’s high energy tapes), will allow these two giants to promote a similar system.

Both Panasonic in America and its parent Matsushita in Japan also promoting the 3/4-inch videotape system, there will be other major companies bringing consumer awareness—or confidence—in that mode of cartridge TV. It still looks like a standard of sorts is emerging to give the 3/4-inch format, led by Ampex and Avco, good competition. Ampex has had some internal problems as a result of slow production and difficulty getting its Instavideo system out of the factory and into business customers’ hands.

All the 3/4-inch users play the same compatible standard, so this is a strong boost for that concept.

---

**Hotel CTV Tests Held**

NEW YORK—Recent tests of the cartridge TV concept in hotels and motels around the nation have revealed that movie houses in test areas do not suffer as a result of the experiments, but increased revenues through those movie theatres who had dropped the habit.

This was revealed by Los Angeles-based market research firm Martin Roberts at the recent conference of the new cartridge TV medium held at the Marcon Hotel in Milan, Italy.

Roberts said that there is no evidence that the tests held jointly by the California Cinema Co. and Columbia Pictures, want to a long way towards reassuring stockholders that a cartridge TV industry would not displace the movie industry.

He found out that the experiments showed that with most hotels and motels wired with master antenna systems for a cartridge TV system, there would be no pattern tape system.

(Continued on page 29)

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**Magnavox Next?**

NEW YORK—Magnavox is planning to enter the cartridge TV field next year with a videotape system similar to the Cartridge TV, according to sources.

The major set manufacturer is fielding a new 3/4-inch tape system, which will be used in Europe.

A Penthouse letter recently obtained by a new company, Magnovox, said: “We are pleased to announce that Magnavox has been selected to participate in a major European project.”

Speaking at a day-long seminar on cartridge and cable TV, sponsored by the marketing firm of Lawrence C. Claitt, said that current media such as newspapers, books, records, magazines, theaters, home movies and commercial television are subsidized at an estimated $166.30 per year, per average household, with the household picking up about $111.70.

“Cartridge TV would naturally have to pattern itself after this trend,” he said. Aided by charts and data culled from a monumental study of media sources, Smith told his audience that trends point to the development of a new videotape medium that can bridge the gap between advertising and entertainment.

“Two trends are developing well both for growing CTV industry and the home record industry,” he said, “two trends that will be seen in CTV.”

(Continued on page 29)

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**Video Supplement, Crown Cassette in Program Tie**

LONDON—Video Supplement, a newly established video publishing organization based here, announced that Crown Cassette Communications will manage a number of CTV programs featuring top entertainers and pop groups playing their current hits.

The programs, designated Video Browser, and designed as a vital in-store and promotion for acts, will be installed in an estimated 500 British music shops early next year. Programming will be financed by participating record companies, and loaned free of charge to dealers, monthly rental charge of equipment which will be supplied by Crown will run at around $75 per set.

Decision to develop the service was based on response to an experimental program developed Video Supplement for RCA for such acts as Dando Shirt, Raw Material, and Shade of the Rain. This program was previewed recently at the Chappell Shop on New Bond Street.

Video Supplement is also developing a series of weekly programs to Europe, which will feature six European acts playing their current chart material. These songs are designed to service television stations in Germany, Belgium, Spain, Scandinavia, Austria and Switzerland.

Video Supplement is also working on a package for the U.S. market. According to Mark Edwards, one of the principals of the firm, the promotion tapes will be marketed separately and manufactured for other companies.

**Mitsubishi EGR Output**

TOKYO—Mitsubishi Electric Co. has unveiled one of the four major EGR (Electronic Gas Runs) by this company. The system is explained as a solid-state electronic circuit which can be used to control various types of equipment.

Mitsubishi is already shipping customers in this country on the production of the YS-34000, a 333 chip unit. The company has also announced the new circuit as the only system capable of providing good performance for the YS-34000.

**Mitsubishi Sets $836 EVR Price**

TOKYO—Mitsubishi has set a $836 price on its EGR 40000 system which will be available for sale here and for export customers next year.

The company is producing projection runs of 10,000 machines a month. Hitachi has already announced a price range for its EGR machine of from $785-$812.

Mitsubishi is for its Kyoto factory for the assembly of the film camera. The company said that the unit is a 2,000 units a month higher than Hitachi’s stated production estimate.

Toshiba and Mitsubishi, the two major manufacturers of cartridges in Japan, are also planning to manufacture the CBS EGR machine. However, the two companies are planning different price ranges, but that is anticipated that they will also be able to produce in the market next year. In all cases, the consumer and industrial sector will be the first customers for the system just as they have been in America.
Miss Sorrells' Road Duty' Pays Off in Contact and in Spirit

INDIANAPOLIS — Rock act Funkadelic and soul group Parliament are experimenting with a campus tour package that will perform benefits with donations going to the United Negro College Fund, according to booking agent Wayne Harris. He said the package ordi-

narily works a concert on campus for a fee from $3,000 to $5,000.

Harris said that in some cases, the package will perform for a percentage. This is being done at Bowling Green State University, where a fra-

ternity is trying to arrange for funds to go to the black scholar-

ship fund.

The six-piece Funkadelic band and Parliament, a lead guitar trainer traveling with the show, Funkadelic features electric violin, organ, two lead and two bass guitars and saxophone. Funkadelic's album on Westbound ("Maggot Brain") has been on Billboard's Top 20 for 15 weeks. The group is planning a US tour in early March.

"Can You Get To That?" (a single from the band's debut album) is breaking in some areas, Harris claimed.

The experimental arrangement with black colleges will get under-

way in February during the sec-

ond semester at most schools. The group also plans an African tour.


THE FRIENDS OF DISTINCTION get friendly with Gary Pratz, second from left, assistant station manager at KRUW. With him are members of the NRE Mexican State University, Las Cruces. Floyd, left, Pratz, Charlene and Harry Miller. The records for the RCA Records group finished their recent concert at the university.

December 4, 1971, Billboard
Radio Shack Lures ‘Q’ Fan

Radio Shack has sold or given away promotional products under its Realistic label in the past, but always demonstrates and sound effect packages.

Shirley made it clear that the chain was not getting involved in top 40 music product or getting into the prerecorded tape or disk business. “But we intend to get more fully involved in releasing tape and tape-related merchandise that might appeal to the near future,” he said.

Radio Shack is doing all it can to promote quadrasonic, and the system is catching on a lot quicker if every person involved to push it hard.”

He sees 4-channel becoming a mass market item, “certainly no later than early 1972,” and a major factor in consumer elec-
tronics “certainly by fall 1972.”

According to Shirley, “Quadrasonic sales have been much better than our earlier projections, even with limited software.”

Shirley told reporters that the chain plans to release an in-depth interview with Walter Cardinal J. Carroll.

The "Phil Donohoe Show" project is being directed by Dick Minzer and directed by Tom Williamson.

Moving at the time to Columbia Records sales manager here, made two new appointments to his staff this past week. C.H. Miller, former in Donohoe's show was named promo-

camper in Columbus. In this area, Julie Godleeve, a Jewish fan-
camper in Columbus. The subject

Shirley, “It's very natural for us to carry a prerecorded tape product, since we offer a complete sound package in all our stores.”

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According to Shirley, "Quadrasonic sales have been much better than our earlier projections, even with limited software."
has resigned at WNBC, New York, and is retiring to Colorado... In Schwartz's WCLL, 1110 AM, needs a country music air personality... Mike Charles, L.A., now includes music director David Chinemon 8-9 a.m., program director Jack 9-noon, John Hernandez, noon-4 p.m., Mike Byrd, 4-8 p.m., and Nettles 7-midnight, Lester Detiner

Message Could Help
Continued from page 26
cific sales predictions, Smith did say that direct mail could be the best solution if the acceptance lay in those units that offer record and playback capabilities.

Looking at possible distribution channels for CTV programs, and the film industry with its $7,000 million film rental business, has discovered that operating such a business on a per-son-to-person level can, at best be a nuisance. Therefore, direct mailing would be the answer.

He said this system of distribution would be an excellent plan for the inclusion of commercial messages in this kind of mail. "These messages," he said, "would still only be as closely related to the subject matter, and would be introduced at the beginning and end of each program."

Hotel CTV Tests Held
Continued from page 26
They were automatically multicast networks for distribution and programming via CTV. Despite the optimism, Roberts cautioned the major obstacle to consumer acceptance by the entertainment medium would be the absence of software. "Hardware manufacturers cannot any longer shed responsibility for programming," he said.

Roberts praised Philips of Hol-land for its efforts to develop a comprehensive library of software to complement the CTV system, pointing out that all other companies in this field are clearly via the programming of Philips efforts.

New Firm Formed
Continued from page 26
New company to be added is a move to Sony for marketing, because of that firm's extensive consumer marketing efforts. Eventually, TEAC Video Corp. will also produce product for the TEAC Corp., but these are expected to be geared to the audio, and industrial markets.

The new company will be headed by Katsumi Tani, TEAC's president, while Akio Morita, Sony's president, will become chairman of the board of TEAC Video Corp.

Vintage Soul LP's
Continued from page 22
Ampex is packaging both series in its new Sister brand, a move which eliminates the slip-case, has a three-sided cardboard jacket, es-pouses the ruggedness of an EX-wrap. In order to avoid consumer con-fusion and not mislead the public, Ampex Stereo Tapes will alter its logo on both cartridges and cas-settes to a one-letter change of its name, since the bulk of the product is in modular format. "We feel the audiophile is collec-tor's items and should be available in their original recording format not rechanneled," Korherr said.

Nettles all night. Smithwick needs better record service, especially from (Capitol) and Motown.

The lineup at WTHO in Thomson, Ga., includes Chuck Martin, and Jim Wood. Young and Martin do three sets of a day. Easy listen-ning station needs better record service.

Bigshifts in store for the ABC-owned stations. Gene Taylor, general manager of WLS, Chicago, has been promoted to network communications as general manager of WXYL, Cleveland. You can expect he will run the program directors of ABC to maybe fill the vacancies are now in the area. I'm sure Garica is leaving WKNR, Detroit, to fill the position of WKNR-FM, Cleveland.

Les Turpilin, radio veteran and most recently program director of WLCY radio in San Antonio, has been made program director of Neighborhood Records in New York as a national promotion man for radio. Jon Arbenz is the manager of WEEL-FM, Boston, and he'll need a complete staff.

"Play Me" is a movie you should see, just in case you're interested... Lou Emm, program manager at WHIO, Dayton, has just completed 30 years with the station. Congratulation. Sorry, men, but I don't think I'll ever begin to catch up on Vox in 10 years, maybe I'll make a serious dent in things next week. Hopefully you guys had a chosen turkey this past Thanksgiving. As I was doing my customary Thanksgiving beer, I was thinking of you (I hate turkey).... Program director needed for format's WWDF-FM, Philadel-phia. At Talk is now with KSEA-FM, Seattle. I'm sure that Floyd is now assistant program director of KKLX, KSLV, Salt Lake. John Warden at WHFM-FM, Rochester, N.Y. now includes Paul Cava-naugh, Rick Bucklin, Mick St. John, and Pete McKav. Bob Nunn is production assistant. John Oliver is program director. Bob Oliver is manager.

Steve Hafin, KBUY, Fort Worth, needs a production man with a Funk feel. Andy Kind, WLKJ, Wabash, Ind., has revised its music system to include country music 10 p.m. seven nights a week, 6 a.m. to 6 p.m. according to general manager Paul G. Adams... Hey, people! Certificates are available at the annual Billboard Recording Radio Programming Forum. PSR, New York... You might find some of you already have yours by now. Sorry for the delay in moving out here, etc., was a huddle and I'm going with old age and drinking too much beer and slow as a result. My apologies. My congratulations. Next year I guarantee to present them at the Forum. Cross my heart.

Mitsubishi Output
Continued from page 26
will carry a price tag of about $86.00 which is about $24 higher than the Hitachi list price of $812. Hitachi, which is an EX-wrap, began shipping its players to the domestic market earlier this year.

Other Japanese firms licensed to manufacture the Sony video, Mitsubishi Electric Co., and Tokyo Denki Co. have not yet begun shipment of players.

Ampex Cartridges
Continued from page 25
at $14.95 (three tapes) and cassette at $19.95 (five cassettes and a blank practice cassettes) two-for-one tapes at $4.49, and a cassette storage cabinet at $3.95 and $7.95.

Tony Sandler and Young Rath, who pulled a sell-out crowd at Music Hall last season, attracted an estimated 2,600 people in a single performance was on the Thursday (8). Eric Ephraim, af-filiated with various record distri-butors here in the past, recently with a Cleveland record firm one, returned to his native Cincy to ply his trade. Nancy Rapp, daughter of Mrs. Nancy Rapp (Nitty Wright) and the late father, Larry, is no longer with Capri LP's and now produces the one a single on Marsha Lou.
**Veteran Latin Operator Sees Growth in Spanish Locations**

**CHICAGO—** Jukebox operators and programmers will see more new Latin locations as the nation's boasted 16 million jukebox owners get in on the rush to suburbia, according to veteran Latin Radio, 1971.

Velasquez here. What does it mean? Service—more service than most any other type of location requires. It means this: Many of the 5, 10, even 30 new records per week comes in.
NOW YOU SEE IT

Even the Wurlitzer Super Star's Title Strip Holder Stimulates Play

It's sheer magic. Stand two feet back from the SUPER STAR. No title strips can be seen. Step up to the instrument. Title strips are completely visible with the same clear illumination you are accustomed to. Who developed it? 3M. Who has it in the automatic music field? Wurlitzer alone. One of many forward styled features that make SUPER STAR a super money-maker.

WURLITZER
Super Star
The Big Money Machine
Veteran Latin Operator Sees Growth in Spanish Locations

- Continued from page 30

owners into saving money to stem the problems of the current tax laws. If we (operators) survive we must stop these laws. I have even sometimes put the location owners involved in the split in bank checking accounts so that they can have money for licenses and expansion—otherwise, many would not save. He believes Music Operations and Spanish-speaking AM (MOA) should include location owners in any new business training seminars.

A man with a true bootstrap story, Velasquez has put a son and three daughters through college. He has served as a member of numerous civic and government committees: Mexican Chamber of Commerce & Jukebox Seminars
- Continued from page 30

Matters to be dealt with in the first series are basic accounting methods, bookkeeping, security, forecasting business trends (including analysis of the Administration's proposed changes), and personnel problems. Seminar format provides for lectures in the morning and work- shops in the afternoon. Each seminar will be limited to 15 participants.

In addition to riding routes, the seminar staff members have been meeting with ratification crews and MOA executive vice president Fred Granger for thorough briefings on the business. Postmaster general assistant director Dr. Gary Sausen attended the recent MOA show and conferred with seven operators from various parts of the country. "In their planning they'll take geographical and urban differences into consideration," Trucano said.

To gain a better perspective on the business, Trucano went on, "the seminar planners have been in touch with representatives of trade publications.

"What's most important is that operators come to the seminars ready to ask questions," Trucano said.

Jukebox Coin Machine Co.
- From page 30

The newest Rock-Ola Manufacturing Corp. distributors. The Manhattan firm is owned by Robert Jones, Hy Sandler owns Lincoln Vending.

MO. VENDORS

New Missouri Automatic Merchandising Officers Association campaigning for Hoover City, president; Joel Huffman, Vending, vice president; Loe Leeuw, Food & Vending, secretary; Donald Steinhoff, Louis Vendors, St. Louis, treasurer; three-year-old Todd Partjango, execu- tive-secretary, Iskander, Franklin, Patrick Me- rican, Automatic, Kansas City, Loeuw and Steinhoff.

Add Services
- Continued from page 30

settled on the word “jukebox” on the noun the industry should accept.

"A jukebox is a jukebox," he said, "and we're going to go calling it that in the future until it is a respected word throughout the country."

What's Playing?

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

Arlington Heights, Ill.; Campus/Young Adult Location
Wayne Hasch, operator.
Robert Hasch, programmer.
A & H Entertainers

Cadillac, Mich.; Easy Listening Location
Bill Bryan, programmer.
Bryan Bros. Music Co.

Chattanooga, Tenn.; Country Location
Lloyd Smalley, manager.
Chattanooga Coin Machine Co.

Chicago; Teen Location
Paul Brown, operator.
Ken Thom, programmer.
Western Automatic Music

Fayetteville, N.C.; Teen Location
Julius Nelson programmer.
Vehemo Music Co.

Ferrel, Minn.; Teen Location
Dane Knuston, programmer.

Indianapolis Country Location
Larry Geeddes, programmer.
Lea Jones Music Co.

Jacksonville, Ill.; Easy Listening Location
Chick Henske, programmer.
Henske Music Service

Kansas City, Mo.; Teen Location
Ed Kort, operator.
Lois Regbaid, programmer.
Kort Amusement

Roswell, N. Mex.; Country Location
Charles Ely, programmer.
Ginsburg Music Co.

See Big USSR Jukebox Trade; Seek Locations
- Continued from page 30

However, the department is faced with an unexpected problem. There is no place available to locate and operate the machines, and no managers of cafes or other public places are willing to rent space to a machine, due to some inexplicable doubts, seem to be interested in accommodating machines.

Yuri Domogarov, general manager of Sovietattraktion, said Moscow's biggest cafe, Metro, has already rejected his offer to accommodate several gaming machines.

Izvestiya, a leading Soviet daily has touched on the problem, writing, "The Ministry of Culture has appeared...to develop a real amusement...in this country, which would replace our primitive card games. Purchase of the International fair's exhibits is the start. We need our own Russian made coin-operated jukeboxes, gaming machines, and outdoor amusement installations.

The near future will need 150 outdoor park installations, 1,500 jukeboxes and games and at least 15 billiard machines. The cost of the expenses would be handsomely justified, morally and financially.

The department has a positive perspective for amusement business. They have certainly specified in which question is which way will be taken—importing foreign made machinery to fulfill local facilities for manufacturing coin-operated juvenile machines and so forth. Izvestiya admits that but two bowling machines to this company started producing this equipment.

The only Russian company, according to reports, specializing in manufacturing primitive park installations capable of producing sophisticated machines.

This paper strongly recommends some of the industrial states' companies turn to manufacture products, namely, amusement equipment.
Presenting American Airlines Endless Summer.

There are places in this world where winter is just a word. Where any day of the year you can walk outside and cast a warm shadow.

The breeze there is a caress and rain a nice change of pace. These are the lands where summer never ends. And now American Airlines flies to many of them.

Tropical lands like Acapulco, Samoa and Fiji. Or desert lands like Arizona and Southern California.

Tiny islands like Aruba and Curacao and the Virgin is. Bigger islands like Puerto Rico and New Zealand. And bigger still island-continents like Australia.

To Haiti which is part of an island. Or Hawaii which is lots of islands.

But we'll do more than fly to these places. We'll make getting to each a little easier than it was before.

With our new, rather remarkable “Endless Summer Vacations.” These are vacations for every budget, carefully designed to give you more than you expected for the money. And you can prove it without it costing you a cent.

By sending for our free Endless Summer book. It's a lavishly-illustrated, full-color 84-page book full of details on each specially-planned vacation. And on the lands where you'll spend your vacation. Just write to American Airlines, Endless Summer Vacations, Box 1000, Bellmore, N.Y. 11710.

Or ask your Travel Agent for a copy when you're discussing your vacation plans with him.

In either case, our American Airlines Endless Summer Vacations book is free. Which may be the only thing that keeps it from becoming a best seller.

It's good to know you're on American Airlines.
LONDON — Classical sales over one million is the proud record of Classics for Pleasure, built up over just three years since the launch of the label by CBP in the last October. CFPS sales manager George Revelle revealed that sales to Oct. 22, anniversary day, also totalled £920,000, and first two weeks of November were running on a million mark.

A catalog of original recordings plus reissues, CFPS is particularly satisfied that its top-selling recording of the year is made. "Best-seller at 48,000 copies, is the technical quality of both our companies."

"When I was returning from my American trip in the autumn of 1970, I could still hear the words of representatives of 23 leading recording companies I had contacted, there most of them believed that the electronic opera by the British composer Krenek, was intended to have a third prize in a competition held in Geneva.

Teldec's Slavik commented: "We hold to a long time before we could record the Czech Philharmonic Orchestra—but now we can do it using the quadrophonic system."

A&M Artist to Write Piece

LOS ANGELES—Roger Kellaway, A&M Records artist, has been chosen by Michael Fleishman, manager of the Los Angeles Philharmonic orchestra, to compose an original piece for tuba and symphony orchestra to be performed by Roger Kellaway, principal tubist of the Philharmonic Orchestra.

He recently completed arranging and conducting a "Gather Me," Melanine's "I Have a Friend," and "A Night Without," by Richard Voss. A&M Records announced a new deal with the Los Angeles Philharmonic orchestra, which will be performed by world-renowned tubist Roger Kellaway, and will be recorded on a quadrophonic system by A&M Records.

Munves Correction

NEW YORK—R. Peter Munves is incorrectly identified in last week's Billboard. He is head of Cincinnati Records, not RCA Records classical merchandising division. This startling fact apparently was not recognized by the Cincinnati printers. We regret the error.

Classics for Pleasure Showing Class in U.K.

PRAGUE—Teldec and Supraphon have been recording a five-LP series devoted to the music of Dvořák, Janácek, and other Czech composers, in quadrophonic stereo, using Teldec's own recording equipment, brought to Prague specially for the occasion, and in no other than the finest possible equipment. The recordings feature the Czech Philharmonic Orchestra, conducted by Václav Neumann, who has just won a prize in the Czech composition for Teldec with the Concertgebouw Orchestra.

The first three LPs will be released as one set and includes Dvořák's "New World Symphony," with the Prague Symphony Orchestra of which Teldec is a member, and other works by the same composer.

Dvořák was the director of the Teldec classical department, Mr. František Dvorský, chief recording artist, director Stengli, Supraphon's general manager, Jiří Janalová, and Dr. Čedovit, Supraphon's technical director, at a press conference held in connection with the launch of the new series. The recordings were described as being the beginning of a chapter in Supraphon-Teldec cooperation as an important event in the European record business.

"We consider the cooperation with Teldec extremely important and advantageous to us," Seda said, "in the classical catalogs of our companies." Teldec's total of 25,598, and 17,980 in sales, are as yet the top series.

"We hope that at a later stage our cooperation with Teldec will also move to the field of video disk, of which Teldec is at this time the only representative." Supplement, he added, had been recorded quadrophonically on tape before—at an experimental level—and the result had been a record of electronic opera by the Czech composer Krenek. It was awarded third prize in a competition held in Geneva.

Teldec's Slavik commented: "We hold to a long time before we could record the Czech Philharmonic Orchestra—but now we can do it using the quadrophonic system."

RCA's ARTHUR RUBINSTEIN congratulates Max Wilcox on Wilcox's European debut as a symphonic conductor with the London Symphony Orchestra in the Great Hall of St. Bartholomew's Hospital, Wilcox, a classical ad producer for RCA, has charge of recording Rubinstein. He made his American conducting debut in 1969 in New York as accompanist for a piano recital. In 1970 he conducted the International Festival Orchestra of Brescia during parts of its U.S. tour.

Mozart's horn concerto played by James Brown with the Virtuosi of England under Arthur Davison (831); and Wilcox's Wills-Bell article production containing Tchaikov's "Romeo and Juliet" overture and Mussorgsky's "Pictures at an Exhibition," again with Pritchard and the LPD (15,489); again a Wills-Bell original, Peter Katin and the LPD under Pritchard in the "Grieg A Minor Concerto" with the Wills-Bell's "Peer Gynt Suites" (25,297) since its issue was "1970's Virtuosi of England in Handel music" (17,981).

These figures have been achieved on a catalog of 68 issued titles, which rises with this month's issue to 74, all retailing at $2.10, including the specially-made new issues. Of these issues, 40 percent have been achieved by CFPS, originated material, planned at the LPD launch by musical director John Boyden and CFPS's then classical product manager Jack Boyce.

Another surprising sales success has been the record of Schubert's lieders sung by Welsh-born soprano Margaret Price, which has sold more than 10,000 since its issue last July. Margaret Price is also soloist in the Wills-Bell recording of Mahler's "Symphony No. 4," with the LPD conducted by Mahler expert Jakob Horenstein, with sales to top 24,000 since its issue.

On Mahler, CFPS has pulled a scoop with the first issue here of the actual soundtrack of the widely popular movie used in Visconti's "Death in Venice." John Boyden said that CFPS has large-scale plans for future recording, including a follow-up by Nicolai Gedda, his son in his third-place current organ recording. This week Philip congress organist and pianist Daniel Chopin, who made his London debut last May, will be made into the best-known of the British-A&M artists, "Pathétique" and "Appassionata."
Buzz Lawrence Fays 'Yo-Yos'  

- Continued from page 20

dustry, the runup will more than likely see a repeat of this Bob Dylan and 'Tomorrow's Child' by The Righteous Brothers.

The best way to approach this article is to make sure that the band's name is spelled correctly. It's been found that the band's name is not spelled correctly on most of the labels, which makes it difficult to find the band's music in any record store. It's also been found that the band's name is misspelled on the label itself, making it impossible to find the band's music in any record store.

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THE SPEER FAMILY has returned to the gospel concert circuit following a tour of the political campaign for former Louisiana Governor and gospel singer Jimmie Davis. Davis lost his bid for a third term as governor of that state. The Speer Quartet, with J.D. Summer, did a 12-day swing with Elvis Presley. The big number done together was "How Great Thou Art." Ken Turner now is singing bass for the Blackwood Brothers Quartet. He formerly was with the Dixie Echoes. The Blackwood Singers go into the studio next week to record a new LP featuring Sandra and Donna. The album, produced by Colonel Dave Mathes, president of Nashville Recording Services, will be on the Blackwood Record Company label. Also set is an album with the Blackwood Singers backed by the Cincinnati Symphony and Brass Section. Title of this LP will be "Praise God Anyhow."..

Hank Lister has returned to his Statesmen Quartet following a bout with pneumonia, and then a relapse after that. He was hospitalized twice. Filling in with the Statesmen during his absence were David Young, Randy McDaniell and Lee Roy Abernathy. The group was honored on its 23rd anniversary with a big all-night singing in Atlanta that had a standing-room-only crowd. James Ron and R.W. Blackwood and Jackie Marshall have a new ASCAP publishing company called Blackwood-Marshall Music. General manager for the firm is Connie Connaster. The Imperials are back from a 17-day tour of five European countries, Germany, Holland, Sweden, Finland and England. They were hosted by the Samuelson Brothers of Sweden, who also appeared with the Imperials during their one-nighters. The Heartwarming artists also did two television specials, one each in England and Holland. Sumar Talent, Inc., has retained the services of Wayne Satterfield to handle all promotion publicity information for the agency. She has a long string of credits. Jerry Goff will headline a benefit show set for Mountain Grove. Mo., Wednesday (1) for Harold Friend, who lost his wife and two children in a fire. The Florida Boys are on a three-week western tour. The Oak Ridge Boys do a show at the Tennessee State prison next week, set up by Don Light and Ben Farrell or Lon Varnell Enterprises.

Oaks Play for Fair Group

NASHVILLE—The Oak Ridge Boys have been selected to entertain at the noon luncheon for the International Fairs and Expositions convention at Las Vegas tomorrow (30).

This marks the first time a gospel group has been named for this phase of the entertainment there. They will be the only act represented.

Monty Hall will act as master of ceremonies.

The Oak Ridge group has broken many new barriers for gospel music during the past year.

**From the Music Capitals Of the World**

• Continued from page 29 day (2) Jack Reno, WUBE deejay-songwriter whose single, "Hitchin a Ride" on the Target label, is catching on handily in the area, is weaving an album around the single. He will record a new single for the label and a possible album. The release is scheduled for late December. He also has a new rock single coming up soon on the Target label titled "Love Grows Where Rosemary Goes."

In recording sessions recently at Randy York's Jive studios were the Cooke Duets, of Wise, Va.; Johnny Schrock, of Berter, Ohio; Cool Heat, who did a single produced by Jerry Biggby; Tommy Wills and his combo to cut a single for Juke Records; the Gabriela Quartet, of Newville Pa.; Herbie Smith and the Smith Boys, of Dayton, Ohio; Denny Taylor, Wayne Dunn, who produced albums on Richard Fiedel and Richard Beckhans; the Velva-Tones and Bob; the Calvary Heirs Quartet, of Irvine, Ky.; and the Blue Ridge Quartet, to tape the audio for the syndicated TV show.

**Pink Floyd** rocked their way to a sell-out at 2,500-seat Taft Auditorium Saturday night (20) and were slated to return there in April.

**BILLY SACHS**

MORE THAN 10,000 PERSONS, an all-time record, showed up for an unprecedented four shows performed by Charley Pride at Wheeling's "Jamboree U.S.A."
Sen. Harris Spearheading U.S. Folk Music Committee

NASHVILLE — A congressional hearing, to be broadcast, taped and placed into the Congressional Record, will be held at the "Grand Ole Opry" here Saturday (4).

Conducted by Sen. Fred Harris (D. Okla.), the hearing will concern itself with the establishment of an American Folk Life Foundation.

It may also be the first official Congressional hearing which is interspersed with country entertainment.

Harris and his administrative aide, Jim Lightower, worked with "Opry" Manager Bud Wendell to set up the affair, which will be conducted from the stage of the famous structure. It is set for 5:30 p.m., about an hour before the "Opry" broadcast begins.

What Harris and others are seeking is an appropriation from Congress to make grants to various colleges in the nation for in-depth studies of traditional music. The funding would go to the proposed American Folk Life Foundation, of which Ralph Vaughan is president and Dr. Archie Green is the University of Illinois treasurer.

Members of the committee come from all areas of music. Among them are Maybelle Carter, Jimmy Driftwood, John Hartford, Grandpa Jones, Bill Monroe and Earl Scruggs.

The Folklife Foundation would be established within the Library of Congress to "develop, promote and implement a broadly conceived national policy of support for American Folklife."

Among those scheduled to entertain or testify during the hearings are Monroe, Mac Wiseman, Roy Acuff, Minnie Pearl, Sam and Kirk McGee, Billy Eddy Wheeler and others as yet unconfirmed. Grant Turner, one of the deans of country disk jockeys, will give testimony, as well some of the others.

Wendell said there are plans afoot for an annual folk show in Washington to be sponsored by the Library of Congress. Several co-sponsors are being sought.

Harris, who withdrew formally as a presidential candidate some weeks ago, is an avowed country music fan, and made plans to stay for the balance of the evening to see the show in its entirety.

Jimmie Newman, erstwhile Dec- ca artist, has signed a contract with Monument and will have his first release out before Christmas. Newman has spent much of his recent months dissolving old partnerships, and expanding a ranch business with Terry and Mary Reeves Davis. It has now grown to 1,100 acres. Barbara Winstead, back from one long tour, is off on another one. Her sister, Louise, has gone to Texas, and has been replaced on the show by Hal Wayne, who also sings harmony with Barbara.

Archie Campbell has produced his first record, having "discovered" comedian Harry Cole. The monologue was done at RCA in Nashville, and may be placed with that label.

Mac Wiseman, who renewed old ties with Lester Flatt last summer, now has done another LP with him, due for release shortly. They are also in demand for college dates. Billy Troy, one of the young discoveries of talent-hunter Bob Cox, now will be backed by the Atlas Artist Agency in the future. He also has a new song due out on Barnaby, written by Ray Stevens. Barnaby is virtually closing its Nashville office and will operate from the West Coast, with Mike Shurard making the move there. Mike's loss to Nashville will be felt. Ray Stevens will stay, Ben Shulman, whose Stony Moun- tain Cloggers have been a fixture on the "Opry," now is writing commercial jingles.

Gordon Terry's version of the oldie, "Uncle Pen," is due out on Capitol. Singing harmony with him on the song is his producer, Glen Campbell.

Wic Williams reports a new surge in the jingle business. His company has just utilized many singers and musicians to do jingles for such diversified accounts as Twin City Federal of Minnesota, Trojan Feed and Seed, Gumbies Variety Stores, Shianno Variety Stores, Peavy Farm and Ranch Supply, and Weidemeyer Beer. All are Midwest concerns.

A recent ceremony at the Country Music Hall of Fame caused a few double-takes. It was an observance of National Twin Week, and Tennessee Twin week, and scores of twins were on hand. They were greeted by the Dean (Continued on page 42)
**Preview of a new career for Johnny Paycheck:**

**JOHNNY PAYCHECK**

She's All I Got

including:

He Will Break Your Heart My Elusive Dreams Livin' in a House Full of Love
She's Everything To Me You Once Lived Here

His first Epic album. Titled after his first top-of-the-charts Epic single: "She's All I Got."

On Epic Records and Tapes

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**Billboard SPECIAL SURVEY For Week Ending 12/4/71**

**STAR Performer—Singin's registering greatest proportionate upward progress this week.**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE—Artist, Label &amp; Number</th>
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<td>KISS AN ANGEL GOOD MORNING—Stanley Pride, RCA 74-0530 (Publisher, BMI)</td>
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<td>DADDY FRANK (The Guitar Man)—Merle Howard &amp; The Strangers, Capitol 3198 (Blue Book, BMI)</td>
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<td>WOULD YOU TAKE ANOTHER CHANCE—Willie &amp; Bewayne Mcgee, Capitol 44342 (Warriors, BMI)</td>
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<td>COUNTRY GREEN—Don Gibson, Mercury 73403 (Accu-Rose, BMI)</td>
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<td>HITCHIN' A RIDE—Jack Hess, Target 00317 (Beta, BMI)</td>
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<td>BABY, I'M YOURS—Jody Miller, Epic 5-10785 (CBS) (Blackwood, BMI)</td>
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<td>ALL I EVER NEED IS YOU—Roy Smeck, United Artists 50227 (United Artists/Racer, ASCAP)</td>
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**DECEMBER 4, 1971, BILLBOARD**
Already in the Top Ten... headed for Number One!

The beautiful sound of

**DON GIBSON**

'Country Green'

HICKORY #45-K-1614

Written by EDDY RAYEN / Produced by WESLEY ROSE

Exclusively on HICKORY RECORDS
"The Rubber Room"

RCA #74-0581

WRITTEN AND RECORDED BY

PORTER WAGONER

BILLBOARD'S
- Best Syndicated Television Show
- Top Male Vocalist Category (Singles)—#6
- Top Male Vocalist Category (Albums)—#14

RECORD WORLD'S
- Top Male Vocalist Category—#16
- KLEE Radio—Top Male Country Artist Award

PORTER WAGONER SINGS HIS OWN

RCA #LSP-4586

COAT OF MANY COLORS

RCA #74-0538

WRITTEN AND RECORDED BY

DOLLY PARTON

BILLBOARD'S
- Best Female Songwriter
- Top Female Vocalist Category (Singles)—#4
- Top Female Vocalist Category (Albums)—#6

RECORD WORLD'S
- Top Female Vocalist Category—#3
- CASH BOX—Top Female Vocalist Category—#4
- RCA's Golden Boot Award

22

"BURNING THE MIDNIGHT OIL"

RCA #74-0565

WRITTEN BY

PORTER WAGONER & DOLLY PARTON

- 1971 CMA Favorite Vocal Duet
- BILLBOARD'S—Top Country Duos and Groups Category (Singles)—#2
- Top Country Duos and Groups Category (Albums)—#3
- RECORD WORLD'S—Top Vocal Duet Category—#2
- Radio Who—Stars of the Year 1971
- MUSIC CITY NEWS—Duet Category—#2

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110 21st Ave. S.
Nashville, Tenn. 37212

THE BEST OF PORTER WAGONER & DOLLY PARTON

RCA #LSP-4566

COAT OF MANY COLORS

RCA #LSP-4603

Exclusively on RCA RECORDS

40
ANOTHER HIT FROM MERCURY COUNTRY!

If You Think Patti Doesn’t Have A Country Hit, ‘THINK AGAIN’

Patti Page

PATTI PAGE—THINK AGAIN (2:41)
(Prod. Jerry Kennedy) Writers: Foster-Ri:le—Jack Bill, ASCAP—The winning team of Jerry Foster and Bill Rice provide a powerful piece of beautiful material and it’s delivered in exceptional vocal form. Another top production job by Jerry Kennedy.

DEC. 4
46 • BILLBOARD
54 • RECORD WORLD
58 • CASHBOX

ANOTHER HIT FROM MERCURY COUNTRY!
Memphis Show Spots Big Cast

MEMPHIS—The largest array of primary copyrights ever written to work a local stage in recent years performs here for the benefit of the Tennessee Transplant Fund of Memphis, with primary contributions from the benefit going to Ray Brown, president-founder of National Art Studios, and MBS, which suffers with a major kidney ail-

ment.

Lineup of talent set to work the charity show Dec 16 at the Mid-


The benefit committee is headed by Alan Leader, an associate of Brown; and Jan Gardner, head of Garrett's Record Store.

Both country music stations, WYJQ and KATM-FM, are co-
operating to aid the event.

Wheeler Active On Two Fronts

NASHVILLE — Billy Edd Wheeler, songwriter-recording artist, has spent the better portion of the past putting down sound tracks which will provide the background music for two 90-minute documentaries.

National Educational Television is scheduled to show the docu-
ments in the fall, both of them dealing with problems involving and growing out of the school system.

The series is being packaged by Witt F. Hershey, Pa., the sta-
tion that worked out the American Odyssey package for NET. Wheeler headed two of these programs on the West Coast.

Wheeler also was scheduled to appear on the role of the Young Democrats National Convention at Miami Beach, sharing the spotlight with Senator George McGovern.

NASHVILLE — Ray Baker, president of Blue Crest Music, has filed a suit in chancery court here denying allegations made earlier in legislation filed by L.W. "Pappy" Daily, and in turn has filed suit against Daily.

Baker categorically denies virtually all of the allegations made in Daily's complaint, then assumes the role of plaintiff and counter-

sues the veteran Texas publisher-produ-

ducer.

Baker, who states that he owns 59 per cent of the total capital stock of the corporation, lists a chronological series of events lead-

ing up to the various actions. Not-

ing that Daily was in jail June 1 of this year, a vice-president and di-

rector of the corporation, he states Daily also is the owner and con-

trolling shareholder of Glad Music of Houston, Texas. The suit claims that Daily, through Glad Music, demanded that Blue Crest pay to that firm 50% of any copyrights of musical compositions performed by George Jones. Jones, for number of years a Musician artist, was produced by Daily.

Baker contends that Daily re-

quired Blue Crest Music to assign to him administration and collec-

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Baker's suit states that Daily "deliberately and maliciously acted to the detriment of the corpora-

tion (Blue Crest) and its stock-

holders." He cites an incident in which he contends all one professional songwriter was re-

quired to agree not to contract with Blue Crest as a condition of his release from an exclusive writer's contract with Glad Music.

Baker asks that Daily be re-

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tion all copyrights "wrongfully obtained," and that Blue Crest be awarded a monetary judgment against Daily for all damages and loss.

The suit also asks dismissal of the cross-complaint of Daily.

Baker said that, contrary to original agreements, Daily has no stock in the company, although he was one of the incorporators.

Baker said he personally founded the company and allowed Daily to participate by only 25 per cent of the stock after the incorporation.

Baker is represented in his suit by Attorney Richard H. Frank, Jr.

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A PRESS PARTY to announce their music relationships was hosted in Nashville by Target and Mega Records. Left to right, Target president Bob Williams, producer Anne Cleece, Mega president Brad McCuen, and Target's Jack Reno.

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Thanks
For Making
“Easy Loving”
The Song Of The Year.

I’ll Try To Be Worthy.
Bless Your Heart,

FRIDDEM HAT

Watch For My New Single, Soon

Management:
Joe McFadden
OMAC Artist Corporation
1225 North Chester Ave.
Bakersfield, California 93301
(805) 393-1011 or 393-1000
Columbia RS 31129.
As explicit as the title could be, Vol. 2 includes a number of British masterpieces besides the aforementioned "I Shall Be Released." "When I Paint My Masterpiece" and "You Don't Know How Glad I Am" may have been cut from my generation's repertoire, but Columbia called it "greatest!"

JUDY COLLINS—Elektra EKS 75014.
For her first LP in some time, Judy Collins has done some of her best writing on record and included songs from her recent album "All Things Are Quite Silent." "Hymn to the Dying Sun," "Eight Miles High," "Garden Song," "Bridges Too," and "One" are included. Collins is still one of the most intriguing, and her new album "open the door."

ROBERTA FLACK—Sugar Hill RCA 8083.
The title sums up the flavor and feel of this easy, soft sometimes penetrating album. Flack's voice is at its most appealing. If you like her previous albums, listeners who like a smooth, distinguished flavor will find something here to their taste.

KING—RCA 4384.
Raymond Doupya Davis is quite simply a genius. He writes the essence out of life and takes it with as much precision and honesty. His songs are flawed, but that's part of the charm. His new album is an example of his own which he has lovingly created. The music of necessity subjugates itself to the lyrics but it is all very nice basic rock. Especially attractive is "Alabama U.S.A." and "Wildflower.""}

KENTUCKY FRIER—Columbia 31085.
The electricity and excitement inherent in the style of the group is carefully transmitted in this well-produced (Eddy Lord) package. The sound of life on the road ("Wondrous") seems less keen because the group is so tight ("Dixie Smokes Out Samman""). The group's information cuts included are "Will You Still Love Tomorrow?" "Tell Me Something," and "Let Me Tell You That You're A Winner.""}

MYLON—Columbia 31085.
Intriguing—if you're the right age. This is a collection of collectors. Included are the aforementioned "To Morrow," "To Love," and "Get Him to the Greek." "Whoa Nelly," "Stay Out," and "Take It Easy" are included.

LEON RUSSELL & MARC BENNO—A Runaway Train.
RCA SW 8960 (Capitol).
Digitally re-pressed. This LP has not been released before. It's the recent contemporary rock & roll record around. The sound, provided by superstars Russell and Benno is full and the集体 members are superb. "Tryin' To Stay Live," "I'm Gonna Be A Brand New Maker," "Only One," and "I'm Gonna Be A Brand New Maker" are included.

DAVID BOWIE—The Who Are You?
Reprise RS 6472.
An interesting group that has been playing for many years with only sporadic success. This album will be their turning point. They play some new low-down, gritty rock & roll in an intriguing, relaxed manner. "Get It When You Can," "Get Your Rocks Off," and "Standing In The Dark" are included. The writing, recording and playing are all standard recommended for stores.

BARRY MANI—Hodges, Inc. RCA SW 74587 (CBS).
Composer-performer: Mann has been on the verge of being his several times but this is the one that has it to establish him with the industry. His material with help from Cynthia Welz, Phil Spector and Larry and Schiller includes such hits as "On Broadway," ", "It's Just A Day," and "We've Lost That Feeling." "Get It When You Can," "Standing In The Dark," and "I'll Be Coming Back" are included.

HENRY JAMES—"42"
RCA.
James has been on the verge of being his several times but this is the one that has it to establish him with the industry. His material with help from Cynthia Welz, Phil Spector and Larry and Schiller includes such hits as "On Broadway," ", "It's Just A Day," and "We've Lost That Feeling." "Get It When You Can," "Standing In The Dark," and "I'll Be Coming Back" are included.

LEWIS WALKER—Go Away Little Girl.
RCA BBL 8051.
Lawrence Welk is still wrappin national popularity on TV and this LP is certain to "break through" the charts. His material with help from Bill and Don and ´70's hits, "Sweet Little Girl," "It's Just A Day," and "We've Lost That Feeling." "Get It When You Can," "Standing In The Dark," and "I'll Be Coming Back" are included.

THOMPSON—Columbia Record.
Columbia SW 9073.
Columbia has had great success with these albums so we are very pleased to have this latest addition to the series. "Love Em," "Mother," "Claire De Lune," and "I Don't Have To Be What I Am" are some of the famous works which, under one structure, should yield sales at once.

HANK THOMPSON'S 25th Anniversary Album.
Columbia Record.
Thompson has truly become a legend in country music. This album is a crowning achievement for him and there is absolutely no use to wait! A sumptuous top seller and chart wonder, this deluxe two-record set spans his most recent hits, a must for all fans. Included are such strong Thompson performances as "Wild Side Of Life," "She's The One," "Hungry Dimple Heart," "White Sailor," and "Dolltown Hall."
New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and record promoters to be up-to-the-minute on what is available in the market. Items shown in bold face are now available from FIND for immediate delivery to FIND dealers. All other listings (not in bold face) are now available by the manufacturers or distributors in alphabetical order by artist or titles, and by composer in Classical. The Music Industry Code (MIC) number, a universal numbering system, is used to specify the order and number of items in the FIND order book. For information on changes, Symbols: LP—Long-playing record album; QL—Quadraphonic record album; CA—Cassette; ST—Stereophonic cartridge.

ARTIST, TITLE, GENRE, LABEL, NO., LIST PRICE

**POPULAR**

BAKER, LAYERN, LP, Price 220-372
BOWIE, DAVID, LP, Price 620-463
BROWN, ROY, LP, Price 600-686
BROWN, ROY, LP, Price 600-686
BRUCE, MARK, LP, Price 405-108
BROWN, ROY, LP, Price 600-686
BROWN, ROY, LP, Price 600-686
BROWN, ROY, LP, Price 600-686

**CLASSICAL**

ARTIST, TITLE, GENRE, LABEL, NO., LIST PRICE

**MORE ALBUM REVIEWS**

More Album Reviews On Pages 44, 46, 47, 54

DECEMBER 4, 1971, BILLBOARD
**SPECIAL MERIT PICKS**

**POPOP**

**GEMINI SUITE—**Various Artists, Capitol SMAS 5035

Originally commissioned for the BBC as an end-of-year show, this套由Paul du Toit, the suite has been modified in an arrangement by du Toit and includes material in a variety of instrumental and vocal styles. A review printed in the Sunday Times writer on its originality of conception and its musical quality.

**THE BAND'S ARTIST RICHARD WRIGHT—**The Band, Apple 7523

This is one of the year's most important and promising records. It is a collection of songs, some written by members of the band, others written by others. The music is powerful and emotional, and the vocals are performed with great skill.

**COUNTRY**

**JOHNNY CASH—**Original Golden Hits, Vol. III, Sun SLC 1077

For the Cash collector who has volumes 1 and 2 of his Original Golden Hits LPs, there should be no need to buy this set. This set contains all the hits of his career, and is a great addition to any collection.

**RODNEY MCDONALD—**Lonesome, Columbia LSP 442

This is one of the year's most promising records. It is a collection of songs, some written by members of the band, others written by others. The music is powerful and emotional, and the vocals are performed with great skill.

**Earth and Fire—**Fire and Water, Roulette R-183

This is one of the year's most important and promising records. It is a collection of songs, some written by members of the band, others written by others. The music is powerful and emotional, and the vocals are performed with great skill.

**MELODY—**Various Artists, Mercury 741

This is one of the year's most important and promising records. It is a collection of songs, some written by members of the band, others written by others. The music is powerful and emotional, and the vocals are performed with great skill.

**LOW PRICE INTERNATIONAL**

**HENDRIX EXPLORES MUSIC FROM BISHORI FANTASIES—**Various Artists, Atco 1091

This exceptional two-record set, for the price of one, is a great addition to any collection of Hendrix music. The program includes music from the past, present, and future, and is a great addition to any collection.

**WORLD**

**B.B. KING—**Live at the Fillmore East, Arista Records 1965

An officially released recording for another label, King has proven very successful on the charts with his earlier hits. This is a great addition to any collection of his music.

**BUBBLING UNDER THE HOT 100**

**101. SHOW ME HOW—**Emotions, Val 4066

**102. CHILD OF GOD—**Mister Johnson, Apple 6680

**103. WAY BACK HOME—**J. Walker & All Stars, Saul 35055 (Matador)

**104. LOOKING BACK—**Bob Seeger, Capitol 53167

**105. EVERYBODY KNOWS ABOUT MY GOOD TIMES—**Little Johnny Taylor, Reel 5005

**106. I DON'T NEED NO DOCTOR—**Humble Pie, A&M 1928

**107. KEEP PLAYIN' THAT ROCK & ROLL—**Edgar Winter, Epic S-10788 (CBS)

**108. TREAT ME LIKE A GOOD PIECE OF CANDY—**Cherry Poppin', Arista 5256

**109. OPEN THE DOOR—**Judy Collins, Elektra 45755

**110. THOSE WERE THE DAYS—**All in the Family Cast, Atlantic 2847

**111. USED TO BE KING—**Graham Nash, Atlantic 2840

**112. HOME—**Bobby Womack, Atlantic 11048

**113. KEEP ON KEEPING ON—**N. Porter, Pacer 1010

**114. FIVE HUNDRED MILES—**Muenow, Beach 1421

**115. ANTICIPATION—**Carl Simon, Elektra 45739

**BILLBOARD PREDICTS NEXT WEEK'S BIGGEST MOVERS**

**AN OLD FASHIONED LOVE SONG—**Three Dog Night, Dunhill

**CHEERLE—**David Cassidy, Bell

**NEW BEAT—**Melodica Neighborhood (Pomament)

**STONES—**Neil Diamond, Uni (MCA)

**HEY GIRL—**I Know You When... Donny Osmond, MGM

**HANLEYH—**Sawtell, Columbia

**NOTHING TO HIDE—**Tommy James, Roulette

**HEY BIG BROTHER—**Bare Earth, Bare Earth (Matador)

**LETS STAY TOGETHER—**Al Green, Hi (Lantern)

**GEOHAG—**Bob Dylan, Columbia

**DEVI—**Stapledem, Bell

**DIAYMAE—**Hamilton, Joe Frank & Reynolds, Dunhill

**BEST BETS FOR CHRISTMAS**

Below is a list of the best-selling LP’s to date. As the sales of Christmas product increases so too will the number of best-selling Christmas LP’s reported in this special chart—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. This chart is running as a special buying and stocking guide.

**CHRISTMAS LP’s**

**Pos. TITLE—**Artist, Label & Number

1. A PARTRIDGE FAMILY CHRISTMAS CARD—Bell 6066

2. CHRISTMAS ALBUM—Jackson 5, Motown MS 713

3. CHRISTMAS SONG—Nat King Cole, Capitol CS 5687

4. ELVIS SINGS THE WONDERFUL WORLD OF CHRISTMAS—Elvis Presley, RCA Victor LSP 4597

5. CHRISTMAS IN MY HOME TOWN—Charley Pride, RCA Victor LSP 4406

6. GIVE ME YOUR LOVE FOR CHRISTMAS—Johnny Mathis, Columbia C 9923

Compiled by the Billboard Music Popular Charts Department for Issue dated 12/4/71
WILLIAM TRUCKEAWAY—Breakaway. Decca SLS 6499
William Truckeaway's first album should bring him instant success. The sound is easy and smooth. Background work is done well by the Stovall Sisters. PH programmers should be aware of "I Go Slow" and the title cut "Breakaway." Everyone should be aware of "Want, Cold, City Life.

CHRISTMAS
ANITA K ERR SINGERS/ROYAL PHILHARMONIC ORCH.—A Christmas Story. A.D. 202 210
The singers, the orchestra and Anita Kerr continue to make a beautiful Christmas LP which will be an immediate hit with pro-grammers. The sound is really fine with narration by Anita Kerr. "Joy to the World." It's "OLazy" and "This Christmas Time" are outstanding. The LA Times have had an 88 on "Gone With the Wind," "Tender Eyes" and "The Phantom of the Opera." We have heard on a high. "Gone With the Wind," "Tender Eyes," "Titled Night" and a study.

COUNTRY
ROY CLARK—Magazine Symphony Band. Oct 001 25993
The theme is religion and Roy Clark accompanies it with the same degree of exactness he employs when the subject is lighter. The material is taken from the repertoire of the most famous shows and has the charm of the London Symphony Orchestra. This first new performance also features the interesting "Singing Violins." It stands alone as a major LP.

CLASSICAL
SHANKAR, CONCERTO FOR STIR & ORCHESTRA—Shankar & Press. Angel S 342 011
This is the first recording of Shankar's Concerto which premièred in January of this year. For the concerto, Shankar has written within the scope of the orchestra and his talent adapts to the Indian music communities. The blend of this music is new and exciting. A personal and interesting LP for the London Symphony Orchestra conducted by André Previn.

SOUL
KOOL AND THE GANG—Live at P.J.'s Del-Lite DE 2010
Kool & The Gang have become one of the best rhythm & blues groups around. In this LP recorded live at P.J.'s in Hollywood, their act includes "You've Lost That Love Feeling." "Why Must I Feel Good" and their top single "N.T." Nice entry.

ALBUM REVIEWS
SPOTLIGHT
Best of the album releases of the week in all cate-

gories as picked by the BR Review Panel for top sales and chart movement.

SPECIAL NOTE
Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS
** ** ** ** Albums with sales potential within their category of music and possible chart value.
The future of the 20th-Century Fox music division is up in the air since the departure of Friday producer Les Lowe. Prior to joining the company, Lowe was with Lorna Music and he was associated with Norman Petty's Petfood Music company. It was originally with the BBC library. At present it is unceremonious of what is going on, and a new man will be brought in to run the company.

Spain's total sales for the ten months ending Oct. 31 are higher than for any previous October since 1964, according to the company's deputy international director, Mr. John T. Shad. The company reports that although sales have been lower, the government should pass the one mark one million and tape sales on both cassette and LP have been over 100,000.

Tambor Molton also claims that since this year, are currently on a par with last year's figures which were 1.1 million in the U.K. Reasons for this increase in TVE sales in the U.K., reports Marshall, are the improvement of album content and excellent promotion distribution by EMI.

Benito Henney—formerly with Ember and a regular broadcaster on the BBC—has been on the door for 12 weeks, but has found himself without a job. He was supposed to be on CBC during the last week of November. Henney is believed to be with Nickelodeon, the English version of the ABC network. Henney is also reported to be with Canadian Music and with Sound & Vision.

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Laying the Myth of U.K. Car Tape

By RICHARD ROBSON
Staff Member, Record & Tape Retailer

FOR SALE: 1971 Jensen Interceptor, auto, metallic blue, tinted glass, h.s.w., under 10,000 miles, showroom condition, 8-track stereo.

FOR SALE: Mini, 1974, engine recently overhauled, new brakes and clutch, no rust, good runner, many extras, stereo cassette player.

These two advertisements both appeared last week in one of the London evening newspapers and underline how tape's penetration into the automotive market is finally beginning to make itself felt. Look down any 'used cars' column any day and it is possible to find at least two or three motors for sale with a tape player included in the extras.

The record advertisement also finally lays to rest the myth that tape in the car is still only a luxury for the top end of the market. True, it was the 'quality' motor manufacturers—Rolls, Jensen and Jaguar—that first started taking notice of cassettes and cartridges, but by the end of next year, virtually every major company in the country will be actively involved in selling tapes and/or hardware. The market is still comparatively small: Of the 11 million cars now registered in the U.K., only about 100,000 are fitted with any kind of tape-playing equipment. But the figure is growing at a phenomenal rate and in itself is to some extent an answer to the many purists who have been woefully predicting that as only 30 percent of all cars are fitted with radios, the British motorist clearly doesn't want music in his car.

In-car entertainment's first step up from the car radio was the portable record player, introduced around five years ago. However, technical limitations severely restricted the reproduction quality of the disk units which on the whole were given a very lukewarm reception by the motor market, despite a considerable amount of drum-beating at the time from their protagonists.

In contrast, tape's great strength lies in its reproduction quality and there are now on the market tape systems which sound as good as many domestic record units. Whether it is because they are fed-up with the 'sweaty' music and yakking disc jockeys on Radio One, or quite simply because they want to hear their favourite albums in the car, motorists are turning to tape "faster than any other accessory we've tried to sell them," as one leading motor manufacturer put it.

Reflecting the needs of its customers, the motor trade has not been slow to recogize tape as an important new profit area. In addition to the 'quality' motor manufacturers, Chrysler and General Motors have now broken into the mass market by offering tape players as optional extras on all their cars and selling software at some of their key showrooms. British Leyland and Ford are also understood to be following suit within the next six months and are currently testing the various brands of equipment available.

Chrysler was in fact the first mass motor manufacturer to endorse tape and offers as an extra its own Chrysler-branded 8-track.

(Continued on page 50)

You'll find all you need to know about the record market in the United Kingdom* (and 36 other countries) in WORLD RECORD MARKETS

EMI's new publication 'World Record Markets' brings you the essential facts and figures - up-to-date and in detail - about the record business and its associated activities throughout the world.

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INTERNATIONAL LEADERS IN ELECTRONICS, RECORDS AND ENTERTAINMENT
**Norwegian, Danish Co's Handle Disney**

OSLO—Nor-Disc, Norway, and Polydor Music, Denmark, have concluded a deal with Walt Disney Productions and will handle the label from Jan. 1, 1972. Disney's European manager Frank Weintrop, from London, and managing directors Totto Johanness of Norway (Norway) and Conrad Lawrence (Denmark), signed the contract.

The first issue in Norway under the new deal will be a local re-recording—using the original sound track—of "The Aristocats," which is slated for a Christmas premiere here. Making local LP's of the longer Disney cartoons has hardly ever been done in Norway, although was successfully achieved in Sweden some years ago with "The Jungle Book."

Another label represented by the Polydor companies in Scandinavia and Germany, Tommy Abrose, headed pose of the Polydor companies "The Jungle Book." Longer Disney contract.

**French Rock 'Hamlet' Set**

PARIS—Philips artist Johnny Hallyday is to stage and take the lead in a French-language rock version of Shakespeare's "Hamlet" next year. The performer, fresh from the British film "The French Lieutenant's Woman," for which he would commission Michel Polnareff (discussed below) two years ago, Polnareff wrote the score of "Hamlet" by leading French theatre composer Thiouvenel. Costumes for the "Pop Hamlet" will be by Paris designer Leonor Fini and the decor by artist Salvador Dalí. Hallyday hopes the production will be staged by late 1972.

**Myth of U.K. Car Tape**

- Continued from page 49

UNITED KINGDOM

The firm is also selling software in around 100 of its key showrooms. Other tapes were recorded by Ampex but since he would commission Michel Poulain (discussed below) two years ago, Polnareff wrote the score of "Hamlet" by leading French theatre composer Thiouvenel. Costumes for the "Pop Hamlet" will be by Paris designer Leonor Fini and the decor by artist Salvador Dalí. Hallyday hopes the production will be staged by late 1972.

**Kinney Canada Plans Heavy Album Release**

TORONTO—Kinney Music of Canada, which will release this year until the day after Christmas, has embarked on a rather conservative approach to domestic production, has four major domestic albums ready for the first week of January.

National distribution for the label is being handled by Pipendorf Record Sales, headquartered in Toronto. Pipendorf's Taylor Campbell, who is in charge of the western area, is setting out distribution channels for Kinney product.

**RCA-Donegan Promotion Plans**

TORONTO—RCA is preparing a major promotion push on visiting U.K. star, Lugene Donagen. Donagen is on a one-week tour last week taping two shows for the CBC TV network with the Irish Rovers. To coincide with the visit, RCA is releasing a Donaghen single, "Don't Blame the Child."

Donagen's sales on hit songs such as "Rock Island Line," and "My Old Man's Dustman," now total more than 1,000,000 copies, and he is currently performing in the U.S. and a regular performer at the Riveria Theater in Las Vegas.

**MOR Kanata Label Releases Six Albums**

TORONTO—Kanata Records, headed by lyric writer George Lees of Vancouver, music manager Tony Arreaza of Toronto, and record producer Alan Badman, has released six albums, all CBC transcription, Lees and Arreaza feel, that the type of material on the albums, ranging from Guido Bass's "Love Talk" to the more adventurous "Over the Rainbow" by Tommy Arreaza and Bruno Genuzi, all a gap in domestic productions available for easy listening programs.

Commercial marketing of CBC transcription recordings has been tried in the past, the most notable success having been with Julie and the High Steel Strings but hardly to the extent to which Kanata is attempting.

National distribution for the label is being handled by Pipendorf Record Sales, headquartered in Toronto. Pipendorf's Taylor Campbell, who is in charge of the western area, is setting out distribution channels for Kinney product.

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**DECEMBER 4, 1971, BILLBOARD 50**
DRUMS

The Eurovox Music Group has declared a bid for a deal with the State Bank, which it says will help it secure a loan for its ambitious new project.

The group, which is currently in talks with the state bank, is seeking a loan of around $20 million to help fund the construction of a new studios facility.

The project, which is expected to cost around $30 million, will include state-of-the-art recording equipment, a state-of-the-art mixing studio, and a state-of-the-art control room.

The group is hoping to secure the loan from the state bank within the next few weeks, and the project is expected to be completed within 18 months.

The group has already secured funding from other sources, including private investors and the European Union, but is still looking for additional funding to complete the project.

The new studios will be located in a prime location in the city, and the group is希望ing to attract top musicians and producers to use the facility.

The group is also looking to establish a new label to release the music produced at the new studios.

The group is hoping that the new studios will help it become a leading force in the music industry, and is looking to create a new era of creativity and innovation in the field.

The group is currently working with a number of top musicians and producers, including Grammy-winning producer David Foster and multi-platinum-selling singer-songwriter Sheryl Crow.

The group is expected to announce more details about the new project in the coming weeks.
**Spotlight Singles**

**Top 20 Pop Spotlights**

PARTRIDGE FAMILY STARRING SHIRLEY JONES & FEATURING DAVID CADDY—IT'S ONE OF THOSE NIGHTS (YES LOVE) (3:29)

*(Prod.: Wes Farrell) (Writer: Barmel) no end and night in the setting power of the Partridge Family as witnessed by this hot rhythm ballad follow-up to their previous smoother, the latest Partridge (Prod: 2:15) Bell 46-160

GLADYS KNIGHT & THE PIPS—MAKE ME THE WOMAN THAT YOU GO HOME TO (3:29)

*(Prod.: Clay McIlvaine) (Writer: McIlvaine) IS—rhythm ballad material

CHER—MoWest label

(Prod: DAVY I beat group. Followup to MAKE WANT No. label releases one of Cher's King—(Brother'Bri —Will Spangled another

Information Available. (Screen Davis).

NUNNISS—WITHOUT YOU (3:16)

*(Prod: Richard Perry) (Writer: Ham Evans) (Apple, ASCAP) By far his most powerful driving rock ballad to date, this out of the current hit LP. "Glimmer Schimmel," should prove the one to put him back on the Hot 100 with more sale impact than "I Need My Arrow." Flip: "South Get Up" (2:16) (Dunbar, BMI) RCA 74-6004

VENDENTS—JOY (2:38)

*(Prod: Ventures) (Writer: Smokey Robinson, Glison, ASCAP) Hard driving rock group out of the West Coast area made a patent debut with this singsong that could establish them on the Hot 100 rapidly. Solid vocal work. Flip: "Louis On (Part 1) 2:05" (Dunbar, ASCAP) London 41446

BLUE NOSE—MY IMPERSONAL LIFE (2:39)

*(Prod: Terry Cutler) (Writer: Turning) (Savages/Sherlock, ASCAP) This rock ballad debut has it to pull the powerful group through the chart with impact to establish them in a heavy selling pole top 40. Strong entry and solid vocal work. Flip: No information available. Epic 5-10161

ARGUS—SOMETHING TO SLEEP ON (2:55)

*(Prod: Jerry Butler) (Writer: Butler) (Savages/Sherman, BMI) Producer Jerry Butler in his new freelance production capacity, comes through in this case with a smooth rhythm ballad material. Flip: No information available. Bell 45-1532

**Top 60 Pop Spotlights**

PERSUADERS—LOVE GONNA PACK UP (AND WALKOUT) (3:20)

*(Prod: Fairlight) (Writer: Mixed) MicWest—Davies) The title stylist moves to the Melotown label with an excellent packed performance on a strong piece of rhythm ballad material that could bring them back to the Hot 100 with strength. Epic 5-10007 (CS)

THEMA HOUPE—IN WANTED TO GO BACK THERE AGAIN (2:35)

*(Prod: Radio Dave) (Writer: Grody) (Junior, BMI) Juke stylist moves to the Melotown label with an excellent packed performance on a strong piece of rhythm ballad material that could bring them back to the Hot 100 with strength. Epic 5-10007 (CS)

**Spotlighting new singles deserving special attention of programmers and dealers.**

BEEG BOYS—Let's Go (2:13) (Prod: Beach Boys) (Writer: William-Parks) (MGM) The Boys follow up their chart item, "Davy" Top performance that should pick up play and sales. Reprise 1038

SHIRELY BEASLY—Rocks (2:10) (Words: Black-Berry/Jones, BMI) The title stylist moves to the Melotown label with an excellent packed performance on a strong piece of rhythm ballad material that could bring them back to the Hot 100 with strength. Epic 5-10007 (CS)

CREW—Miss You Love Me Tomorrow (2:55) (Prod: Danny Bonad) (Writer: King-Giff) (Screen Gema-Columbia, BMI) Aaying made a gem. No. 1 comeback on R&B with "Soaps, Tramps & Thieves," the U.S. label releases one of Crew's faster disks that should garner play and sales as well. United Artists 5064

**Spotlighting new singles deserving special attention of programmers and dealers.**

PAUL DAVIS—Do I Find My Way Back (2:00) (Prod: Paul Davis) (Writer: Davis) (MGM) (BMI) Easy leaner that could do much to put Davis back up the Hot 100 via top 40 exposure. Jan 490

MARTINO—This Morning (2:36) (Prod: M.L. *250) (Writer: Jackson-Dunn-Ford) (Stax-Jack,Ex-Memphis, BMI) Instrumental rhythm group based on the same chart item. Jan 808

MINTS—Follow Your Heart (2:57) (Prod: Din Green) (Writer: Green) (Sounds of Memphis/Ex-Memphis, BMI) With equal potential for pop and soul this smooth rhythm ballad is loaded with programming appeal that should lead to heavy sales. Sounds of Memphis 702 (MGM)

**Top 20 COUNTRY**

JEAN SHEPARD—SAFE IN THESE LOVIN' ARMS OF MINE (2:35)

*(Prod: Larry Butler) (Writer: Penn-Nelson-Mitchell-Alger, BMI) Rhythm ballad material penned by Nemo Williams and Billy Sherrill is delivered in top style and will fast surpass the recent "As Soon As I Get Over You" with impact. Epic: "The Closest Thing To Perfect" (2:27) (Cresthill, BMI) Capital 2338

SKETER DAVES—ONE TIN SOLDIER (3:18)

*(Prod: Kenny Light) (Writer: Lambert-Poitier) (Treasure) RCA The cover's current hit pop hit gets a strong country treatment that should put the topist stylist right up the country chart. Flip: "Busted" (2:30) (Cresthill, BMI) RCA 74-6068

JIMMY DEAN—THE ONE YOU SAY GOOD MORNING TO (2:16)

*(Prod: Jerry Bradley) (Writer: Dean) (Contention, SESAC) This original ballad beauty has it to take Dean right up the country chart and move over with impact to the pop chart as well. Epic: "And I'm Still Missing You" (2:12) (Digger, BMI) RCA 74-6060

JOHNNY CARVER—I START THINKING ABOUT YOU (2:48)

*(Prod: Glenn Sartor) (Writer: Carver) (Green Grass, BMI) Carver's "If You Think It's All Right" took him high up on the country chart and this potential rhythm number will put him on top. Strong entry. Flip: No information available. Epc 5-10161 (CS)

**CHART**

**Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart**

CARL SMITH—Don't Say You're Mine (3:20) (Dot, BMI) Columbia 4-6549

JOHNNY DARRELL—Don't It Seem To Rain A Lot (2:18) (Green Grass, BMI) Carneval 382

DAVID FRIZZELL—Goodbye (2:17) (Time, BMI) Carneval 202

WENDY SOMMER—You Can Have Him (2:36) (Harvard/Bigt Billy, BMI) Dot 17480 (Paramount)

JOE STAMPFLE—Hello Operator (3:07) (Galax,Alpine, BMI) but 17480 (Paramount)

SHIRLEY ADAMS—You're Baking Up The Wrong Tree (2:17) (Rodeo, BMI) Shaw 1978

GRANDPA JONES—The Valley Of The Never So Good (1/A Dollar Short (3:04/2:36) (Time, BMI/Loxley/Marl, BMI) Monument 5582 (CS)

**Top 20 SOUL**

**Spotlights Predicted to reach the TOP 20 of the POP SELLING SOUL SINGLES Chart**

GLADYS KNIGHT & THE PIPS—MAKE ME THE WOMAN THAT YOU GO HOME TO (See Pop Pick)

UNDISPUTED TRUTH—YOU MAKE YOUR OWN HEAVEN AND HELL RIGHT HERE ON EARTH (See Pop Pick)

PERSUADERS—LOVE GONNA PACK UP (AND WALKOUT) (See Pop Pick)

**CHART**

**Spotlights Predicted to reach the SOUL SINGLES Chart**

M.G. & Jamaica This Morning (3:07) (Dunbar/Ex-Memphis, BMI) Sav 3108

DECEMBER 4, 1971, BILLBOARD
"Take me away from all this!"
"Why don't you do like a lotta folks. Head out for the Ozone."
"The Ozarks! You're not serious!"
"The Ozone, where nothin's serious."
"Who's at the Ozone?"
"Commander Cody and his Lost Planet Airmen."

"They sound pretty spaced out."
"Yeah, they like to take it real slow. Get mellow... A lot of wine... All the things that make you warm inside."
"I want something pure."
"It is. The Ozone's almost the only pure place left. It'd be good for your head."
"I could dig it."
"Yeah, you could."

"Lost In The Ozone" by Commander Cody and his Lost Planet Airmen.
OOPS...WE GOOFED!

THE FOLLOWING PARTICIPATING LABELS IN FIND WERE NOT INCLUDED IN LAST WEEK’S SUMMARY IN BILLBOARD

COBBLESTONE
COBURT
GOLDEN CREST
GRIOT
GOLDWAX
GRECOPHON
GREGAR
GRUNT
GRAND AWARD

COLUMBIA
COTILLION
CRUCIAL
CREED
CRESCENDO
CRESQ

CONCERT-DISC
CONSERVA
CUB
CUMA
CUMMINGS
CURTOM
CYCLONE

DAYBREAK
DADE
DAKAR
DANDELION
DATE
DANHILL
DECCA
DE LUXE
DELYSE
DERAM
DESIGN

DIAMOND
DISCOS MONACO
DISCURSOS
DISNEYLAND-VISTA
DIXIELAND JUBILEE
DUM
DUNHILL/ABC
DYNAMO

ENTERPRISE
EVEREST
EVERGREEN
EXCELLO
EXQUISITE

FAME
FAMILY
FAX
FEDERAL
FILLMORE
FIRST COMPONENT SERIES
FLARE
FLYING DUTCHMAN
FOCUS

FOLKWAYS
FOUNTANA
FOUR CORNERS OF THE WORLD
GAZETTE
GEE
GENESIS
GNP CRESCENDO
GOLDEN CREST
GOLDWAX
GONE
GOOD
GRAND AWARD
GREGAR
GRT TAPES

COLUMBIA
COTILLION
CUB
CUMA
CUMMINGS
CURTOM
CYCLONE

DIAL
DISCO
DISCURSOS
DISCURSOS
DISNEYLAND-VISTA
DIXIELAND JUBILEE
DUM
DUNHILL/ABC
DYNAMO

ENTERPRISE
EVEREST
EVERGREEN
EXCELLO
EXQUISITE

FAME
FAMILY
FAX
FEDERAL
FILLMORE
FIRST COMPONENT SERIES
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GAZETTE
GEE
GENESIS
GNP CRESCENDO
GOLDEN CREST
GOLDWAX
GONE
GOOD
GRAND AWARD
GREGAR
GRT TAPES

FLYING DUTCHMAN
FIND Service International
Suite 415
9000 Sunset Boulevard
Los Angeles, California 90060
(213) 273-7040

FIND Service International
P.O. Box 775
Terre Haute, Indiana 47808
(812) 466-1282
<table>
<thead>
<tr>
<th>WEEK</th>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL</th>
<th>DISTRIBUTING LABEL</th>
<th>SALE/Outside</th>
<th>POP/Inside</th>
<th>RIAA Award</th>
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<td>SANTANA</td>
<td>Columbia</td>
<td>KC 90595</td>
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<tr>
<td>3</td>
<td>CAT STEVENS</td>
<td>Teaser &amp; The Firecat</td>
<td>A&amp;M</td>
<td>SP 4132</td>
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<td>2</td>
<td>SHAFT</td>
<td>Soundtrack/Isaac Hayes</td>
<td>Motown</td>
<td>SHS 3-2302 (Stax/Volt)</td>
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<td>Tylie &amp; The Family Stone</td>
<td>&amp;M</td>
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<td>5</td>
<td>CAROLE KING</td>
<td>Tapestry</td>
<td>Atco</td>
<td>SP 77009 (A&amp;M)</td>
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<td>6</td>
<td>JOHN LENNON</td>
<td>Imagine</td>
<td>Apple</td>
<td>APS 4002</td>
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<td>Led Zeppelin</td>
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<td>10</td>
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<td>Three Dog Night</td>
<td>Harmony</td>
<td>DUN 1648</td>
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<td>Who</td>
<td>Meaty, Beaty, Big &amp; Bouncy</td>
<td>Decca L 2746 (EMI)</td>
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<td>Donny Osmond</td>
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<td>Neil Diamond</td>
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<td>97106 (MCA)</td>
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<td>Carpenters</td>
<td>A&amp;M</td>
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<td>Chi-Lites</td>
<td>(For God's Sake) Give More Power to the People</td>
<td>Brunswick</td>
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<td>Partridge Family</td>
<td>Sound Magazine</td>
<td>Bell 6064</td>
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<td>All in the Family</td>
<td>TV Cast</td>
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<td>Jesus Christ, Superstar</td>
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<td>USA 7206 (MCA)</td>
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<td>Moody Blues</td>
<td>Every Good Boy Deserves Favour</td>
<td>Threshold 103 5 (London)</td>
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<td>Black Sabbath</td>
<td>Master of Reality</td>
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<td>Paul &amp; Linda McCartney</td>
<td>ram</td>
<td>Apple SMAS 3273</td>
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<td>Humble Pie</td>
<td>Performance: Rockin' the Fillmore</td>
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<td>104</td>
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<td>Elton John</td>
<td>Madman Across the Water</td>
<td>Uni</td>
<td>32012 (MCA)</td>
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<td>25</td>
<td></td>
<td>Marvin Gaye</td>
<td>What's Going On</td>
<td>Tamla</td>
<td>212 Motown</td>
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<td>Who</td>
<td>Who's Next</td>
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<td>279128 (MCA)</td>
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<td>Van Morrison</td>
<td>Tupelo Honey</td>
<td>Warner Bros.</td>
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<td>Barbra Joan Streisand</td>
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<td>Jimi Hendrix/Soundtrack</td>
<td>Rainbow Bridge</td>
<td>Electric</td>
<td>2216 (EMI)</td>
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<td>Jethro Tull</td>
<td>Aqualung</td>
<td>Reprise</td>
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<td>Cat Stevens</td>
<td>Tea for the Tillerman</td>
<td>A&amp;M</td>
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<td>Fifth Dimension</td>
<td>Live</td>
<td>Capitol</td>
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<td>33</td>
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<td>Doo Wop</td>
<td>Other Voices</td>
<td>Elektra</td>
<td>2017</td>
<td>5</td>
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<td>34</td>
<td></td>
<td>James Taylor</td>
<td>Mud Slide Slim</td>
<td>Warner Bros.</td>
<td>2833</td>
<td>30</td>
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<td>Jackson 5/Soundtrack</td>
<td>Going Back to Indiana</td>
<td>Motown</td>
<td>4670</td>
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(Continued on page 58)
Bernstein's "Mass":
the most important musical event of 1971.
It will continue
to move people year after year.

As you probably know, "Mass" was commissioned for the opening of the John F. Kennedy Center for the Performing Arts. Newsweek said, "The solemn work is electrified by... a musical inventiveness that never flags." The Washington Post said, "It is the greatest music Bernstein has ever composed."

And now with the release of the album, we've made it impossible for anyone to miss "Mass."

There are ads for every conceivable market: from Rolling Stone to The New York Times. From the Carnegie Hall program and Newsweek to The Village Voice, New York and lots more.

There are also time buys on classical and underground stations. And, of course, there already has been more publicity than our money could buy. In the last month, Life, Time, Rolling Stone, The New York Times, Newsweek and practically every other major publication in the country has had feature articles on "Mass."

Of course, it is only a fortunate coincidence that "Mass" was released at this time of year. But Christmas should get it off on a level that will continue for months and possibly years to come.

For as "Mass" begins to be performed and played, it will continue to move more and more people year after year.

He has combined the most beautiful, sacred music with contemporary ballads and poignant lyrics. And he has created a resounding celebration of the human spirit that already has proven its appeal to young, old, rock and classical audiences.

Published by G. Schirmer, Inc.
Vocals, Harp, Gospel
The Blues
According to
JAMES COTTON
[and friends]'

TAKING CARE OF BUSINESS
JAMES COTTON BLUES BAND
ON CAPITOL
ST-814

*to dundgren, johhny winter, michael bloomfield and others
<table>
<thead>
<tr>
<th>Title</th>
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<th>Week Ending</th>
<th>Title, Weeks On Chart</th>
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<tr>
<td><strong>FAMILY AFFAIR</strong></td>
<td>5 All I Need To Feel Extraordinary / The Village, Warner Bros. 69</td>
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<td><strong>THEME FROM &quot;SHAWT&quot;</strong></td>
<td>3 Ismael Hayles (Isaac Hayes), Elephant/MGM 9033</td>
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<td>31 THEME FROM &quot;SHAWT&quot;</td>
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<td><strong>BABY I'LL WAIT FOR YOU</strong></td>
<td>4 Bread (David Gates), Elektra 47571</td>
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<td>40 BABY I'LL WAIT FOR YOU</td>
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<td><strong>GPPSYES, TRAMPS &amp; THIEVES</strong></td>
<td>12 Cher (Cliff Garrett), Kapp 215 (MCA)</td>
<td>12</td>
<td>33 GPPSYES, TRAMPS &amp; THIEVES</td>
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<td><strong>GOT TO BE THERE</strong></td>
<td>12 John &amp; Peter Haines (Hal Davis), Motown 139</td>
<td>12</td>
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<tr>
<td><strong>AN OLD FASHIONED LOVE SONG</strong></td>
<td>3 Three Dog Night (Richard Podush), Apple 1840</td>
<td>12</td>
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<tr>
<td><strong>THE DESIDERATA</strong></td>
<td>9 Donn and the Conlon Band, Dunhill 4297</td>
<td>12</td>
<td>49 THE DESIDERATA</td>
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<tr>
<td><strong>ROCK STEADY</strong></td>
<td>2 Amrita Franklin (Jerry Wexler), Tom Dow &amp; Al Mann (Warner Bros. 7522)</td>
<td>12</td>
<td>50 ROCK STEADY</td>
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<tr>
<td><strong>THE ULTIMATE</strong></td>
<td>8 John Lennon Plastic One Ed (Dave &amp; Phil Specter, Apple 1840)</td>
<td>13</td>
<td>51 THE ULTIMATE</td>
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<tr>
<td><strong>EVERYBODY'S EVERYTHING</strong></td>
<td>8 Santana (Santana), Columbia 4-84472</td>
<td>13</td>
<td>52 EVERYBODY'S EVERYTHING</td>
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<tr>
<td><strong>CHERISH</strong></td>
<td>11 David Cassidy (Warren Ballard), Bell 46-150</td>
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<td>53 CHERISH</td>
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<td><strong>PACE TRAIN</strong></td>
<td>11 Cat Stevens (Samuel-Smith), A&amp;M 2196</td>
<td>13</td>
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<td><strong>BRAND NEW KEY</strong></td>
<td>4 Trevor Evans (Marvin Gaye), Neighborhood (2001), Paramount</td>
<td>13</td>
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<td><strong>TWO DIVIDED BY LOVE</strong></td>
<td>16 Dandy Groove (Clay Barrow), Dunhill 4297</td>
<td>13</td>
<td>56 TWO DIVIDED BY LOVE</td>
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<td><strong>A NATURAL MAN</strong></td>
<td>19 Lou Rawls (Michael Lloyd), MGM 1462</td>
<td>13</td>
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<td><strong>RESPECT YOURSELF</strong></td>
<td>8 Staple Singers (Sigler &amp; White), Creative, Sony 2014</td>
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<td>4 Neil Diamond (Tom Catalano), Uni 55100 (MCA)</td>
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<td>59 STONES</td>
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<td><strong>SCORPIO</strong></td>
<td>6 Dennis Coffey &amp; The Donald Gainer Band (Theodore &amp; Colleen), Capitol 226 (Buddah)</td>
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<td>60 SCORPIO</td>
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<td><strong>EASY LOVING</strong></td>
<td>16 Jimmy McCriff (George Harry), Capitol 3115</td>
<td>13</td>
<td>61 EASY LOVING</td>
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<td><strong>WHERE DID OUR QOGo</strong></td>
<td>20 Ronnie &amp; the Daytones, Al Platt 2300</td>
<td>13</td>
<td>62 WHERE DID OUR QOGo</td>
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<td><strong>MAGGIE MAY/BELIEVE TO BE VERY</strong></td>
<td>21 Rod Stewart (Rod Stewart), Mercury 79424</td>
<td>13</td>
<td>63 MAGGIE MAY/BELIEVE TO BE VERY</td>
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<tr>
<td><strong>THEME FROM &quot;SUMMER OF '69&quot;</strong></td>
<td>27 Peter Nero (Peter Paul), Columbia 4-13093</td>
<td>13</td>
<td>64 THEME FROM &quot;SUMMER OF '69&quot;</td>
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<td><strong>SUPERSTAR (Where You Got) When You Are</strong></td>
<td>5 Temptations (Freeman Whitefield), Gordy 7111 (Motown)</td>
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<td>65 SUPERSTAR (Where You Got) When You Are</td>
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<td><strong>YO-YO</strong></td>
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<td>66 YO-YO</td>
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<td><strong>YOU ARE EVERYTHING</strong></td>
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<td>67 YOU ARE EVERYTHING</td>
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<td>16 Wargs Morrison (Van Morrison &amp; Tad Templeman), Warner Bros. 1758</td>
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<td>68 WILD NIGHT</td>
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<td>20 Donn and the Conlon Band, Dunhill 4297 (Warner Bros. 7522)</td>
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<td>69 INNER CITY BLUES</td>
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<td><strong>MAKE ME A WOMAN</strong></td>
<td>29 Jerry Butler (Bob John), Tamla S 4209 (Motown)</td>
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<td>70 MAKE ME A WOMAN</td>
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<td><strong>ONE TIN SOLDIER</strong></td>
<td>12 Crown (Murfel &amp; Brown), Warner Bros. 7599</td>
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<td><strong>I'M LOSING YOU</strong></td>
<td>38 Rod Stewart (Rod Stewart), Mercury 73246</td>
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<td>72 I'M LOSING YOU</td>
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<td><strong>HEY GIRL/I KNEW YOU WHEN</strong></td>
<td>2 Donny and the Donnos, MGM 14322</td>
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<td>9 Chicago (James William Guercio), ABC 4-05467</td>
<td>13</td>
<td>74 QUESTIONS 67 &amp; 68/W'M A MAN</td>
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<td><strong>AMERICAN PIE</strong></td>
<td>6 Don McLean (Ed Freeman), United Artists 5056</td>
<td>13</td>
<td>75 AMERICAN PIE</td>
</tr>
</tbody>
</table>

**Additional Information**

- The chart listing includes entries from acts like Dolly Parton, Desiderata, Can, Bless the Beast, and House of the Rising Sun.
- Records Industry Association of America seal of certification is mentioned as "million seller." (Seal indicated by bullet.)

**Related Information**

- Billboard Hot 100
- Chart week ending Dec. 4, 1971
- Entries and their respective artists and labels are detailed.
The new single by

Al Green

"Let's Stay Together"

Produced by Willie Mitchell
Stan Gortikov Reflects on Today's Record Business

*Continued from page 1*

among producer, manager, agent, publisher, record company, and artists. Our industry talent practices too are one-dimensional, but the real need, as always, is three-dimensional.

The careful inter-relationships needed for solid talent development have certainly been complicated by the explosive growth of independent production companies. Industry elements are out- doing or under-developing departmental maintenance, and the result is a fragmentation that increases the odds for failure.

Everybody wants to be "king of the mountain" and in "control"—control of graphics, control of promotion, control of distribution, control of merchandising, control of release. There are today many "experts in control" and... not enough controlled expertise. This perceived need for the control of what is needed is a trendy, well-designed building for a super-star or massive planned support that can help make a hit tune or a new sound. But it's a real risk.

2. Rack Jobber Role

There is infiltration that giant retail customers of rack jobbers will take over in-store functions in- ternally. Would this be feasible?

The massive total dollar purchases of major chain retailers could certainly theoretically justify a switch away from a servicing rack jobber back to internal buying and departmental maintenance. The motive of any such switch would be to pick up for itself the profit desired by the service supplier. Although successful internal operation is certainly possible, I predict that the majority of such changes would lead to failure and to the sameills that spawned the rack jobber years ago.

It would be well to remember again the nature of those decisions in a month's programming forecast that underestimated record performance. The result was a multi-million dollar over-buy of specific records and titles, some... slow thưminement, and catastrophic problems with the resulting personnel turnover.

Therefore, the basic wisdom of rack jobber servicing remains, despite high individual chain purchasing volume. The rack jobber, in fact, is only marginally paid by the retail chain for those essential services he provides. The services that would assure cost the chain far more could be invested in better in-store management.

3. Promotion Direction

Has radio promotion suffered from the drift away from independent distributors to rack jobber dis- tribution?

The attrition of the multi-label independent distributor has cost the industry a loss in radio promotion dynamics. A rack jobber who has taken over the distributor's former role generally does not match that distributor's zeal, skill, or quantitative coverage in radio promotion. The distributor was disciplined by a "push-or-low-the-labell" fear, but the rack jobber will now be a jobber almost irrespective of performance: he knows it, and so does the supplier.

This reality is an essential industry economics today, and the rack jobber has the volume clout to insure it. This favorable position in radio has been further strengthened by the rack jobber's control over larger distribution areas. Therefore, there are fewer promotions to cover, and less intensive coverage. Rack jobbers, too, understandably think more in units and pricing than in music, so there is less qualitative rapport with the records, the sounds, the artists, and the radio stations.

The cure is to recognize these realities rather than to hope they will somehow fade away. The promotion func- tion more extensively should become the direct function of the record or group producer or, if the producer can't afford, in regular salaried all-market staff, he can obtain by flexible variable use of competent independent promotion specialists.

4. Independent Promotion Men

One function of the independent promotion man. Do you think he has a stable, permanent role in the industry?

Independent promotion specialists constitute a corps of experts that well can grow, organize, coordinate, and function as a specialized record industry. They embody more true music, artist, and product sensi- tivity than perhaps any other one constituency in the busi- ness. Their role could be nurtured as an adjunct to the scene. Many such specialists reflect more credibility than the "promotion man.

Though the independent promotion man is costly, he needs at least a 25-week payroll cost, nor does he need the support of a costly overhead and operating base. The inde- pendent promotion man, unfortunately, however, too often is viewed as a backdoor bag man who gets his orders at the service entrance. He needs expanding, legitimating, dignifying, financing, and getting the right people coordinating to maximize his effectiveness and his permanence.

5. FM Relationships

Have record companies effectively adapted to the expanded role of the FM radio station?

The industry has marveled at the growth of FM radio and has been most grateful for this supplement to the music outlet limitations of the AM stations. As a result, record companies service to the AM stations, and they now are an integral channel to the listening public.

Most FM stations, low in personnel and low in budgets, yet, their goals, like those of the AM, are usually to build audience and maximize market penetration. The record companies have of late utilized the FM sta- tions on a rather conventional basis, as he does with AM, by selling them his records and maximizing airplay? Right? So far, but in- adequate.

The support thrust would be more productive if the strategy was keyed to the more basic FM problem, "Why do we want to be FM managers and program- mers build audience and penetrate the market?" The action to reach that goal can be broader and more creative than the mere delivery of hits and new releases. Such action could include more promotion from more recognized, legitimate arm of the industry. They embody more true and not too often unskillfully inventory management, and promotion man.

Independent promotion has been too often unskillfully inventory management and promotion man.

Recent years have established FM distribution as a major promotion tool, yet, most promotions are poorly conceived, poorly treated, and poorly programmed.

We need a clearer understanding of the function of FM radio in music sales today. There are basically two types of promotion.

One is the promotion of a specific hit tune, the second is the promotion of the major hit record. The former is accomplished by the use of FM as a support medium. The latter is accomplished by the use of FM as a support medium. The latter is accomplished by the use of FM as a support medium.

(Stan Gortikov interview will conclude in the next issue of Billboard, Dec. 11.)

Retailer Lures Clientele With British-Pressed LP’s

*Continued from page 4*

In the talent field he feels there are "too many experts in control," and "not enough controlled expertise."—Billboard photo by Ken Vexler.

Among the importers are the entire Beatles and Rolling Stones backlist plus such legendary albums as the Who’s "Tommy." Prager’s English import contacts tip him off when a new artist starts making waves in the U.K. He ordered early shipments of Enoch John and helped his informants get a jump on the British market with Creedence Clearwater Revival.

Playback Quality

"When a customer asks me advice whether to buy the English or American pressing of a record, I tell him it depends on the quality of the import," said Prager. "If he got a $1.00 system he’ll be able to hear the improvement in the English record very clearly. But with a $200-$300 set up you might as well go for the money and buy an American rec- ord. U.S. record companies keep prices down by pressing records for the bulk of the market with home record buyers under $100.".

The Music Hall sells most of its imported hits for $4.99. One of its steadfast English sellers is the Beatles’ "Oldies But Goldies," with 16 cuts. "No American Beatles album has ever had more than a 12/16 cut," Prager said it another reason why some of the big labels are willing to pay extra for imports. Prager has just cut Music Hall Promotion Records to $3.11 for the entire catalog. A full-sized LP is $3.33, a single sleeve is $2.55, a door hanger is $1.75, a miniature store blurbly announces a Price War. With a 12-inch spread, the 45s are $2.55 each.

"About a year ago, a huge Tower Records store opened up a block away and they’re going broke," he said. "They asked me to furnish a base price of $3.33 for current records, and Prager’s newer Music Hall outlets in the East Coast such as the New York Record Center. Newport Beach put him in direct competition with aggressive new discount record chains such as the Wharehouse and Liscio Pizza.

"Right now, Los Angeles is the most competitive record retail mar- ket in the country," said Prager.

Small Operations Profiting

*Continued from page 4*

Seemed interested in purchasing an album called "Altar-" he’d produced, so was sent into equal partnerships with the independent distributor, the 110 Hour label, and publishing. They proceeded to make everything and purchase the record themselves. They borrowed shrink-wrap equip- ment from a grocery-store and wrapped their own jackets. "It’s not too complicated..."

He visited 50 radio stations in New York, and had said he got airplay on 34 of them, mostly college stations and FM profes- sional rock stations. To date, he’s sold 6,000 copies of the album, but still hopes to line up national distribution.

If you can make money with a regional record... because your distribution is also regional rather than national," he said, add- ing that while pay from distribu- tors is slow, he has some good distributors and they’re all treat this new label okay.

Dylan Back in Groove

*Continued from page 3*

Then Dylan changed direction and name and sound, and his new songs hit the Jackson Speaking headlines. Madonna, Billie, and the rest of Dylan’s fans tuned in again...

The prison officials have been killing fans with this eight. They've had it. Unfortunately, Dy- lan aligns himself with black groups. "Lord, Lord, they cut Dylan’s hair down. Dylan’s dead."
40 radio audiences won be hearing Mark Lindsay's new debut.

Mark's singing the soundtrack for "Something Big." A new, red-blooded Western starring Dean Martin and Brian Keith.

The song was written by Burt Bacharach and Hal David. Which says more than enough about the excitement it'll generate. And just about everybody knows how exciting Mark Lindsay is.

So put it this way: when the writers of the film came up with "Something Big" as a title, they probably didn't know they also described what's going to happen to Mark Lindsay's new single.

"Something Big."
Mark Lindsay, Burt Bacharach, and Hal David On Columbia Records
The title song from the new Cinema Center Film's, "Something Big."
Happy Birthday
Joey Reynolds
is one year old