Buddo Buys Alfresco Adv.
By IAN DOVE
NEW YORK — The Buddo group and the Mote multi-door billboard campaigns have advertised Budhah with Apprentice and Steve, and David Frye in Los Angeles and Washington. Another Buddo artist, Paul Ahsa paid for his own Sunset Strip, Los Angeles, billboard. Buddo also plans to promote singer Bill Withers in March via a major billboard campaign and will also move into advertising on subways and bus stands.

No ego thing
— Said Neil Bogart, co-president of Buddo: "This is not an ego thing for an artist but a real opportunity."

(Continued on page 46)

Jazzmobiles' Natl. Program
By ELIO TIEGEL
LOS ANGELES—Julian (Can-enhall) Adderley plans taking New York City's successful jazzmobile program and launching it on a national level.
Adderley will formulate a proposal which will be presented to various organizations for funds, including the American Federation of Musicians, the National Endowment for the Arts and other foundations.
He will compile data such as the costs for a flatbed truck equipped with a sound system and electronic piano and the salary for a full-time driver to handle the equipment.
Adderley will contact the people who ran the New York jazzmobile program to help ascertain basic costs. He wants to bring music to communities and people who never have an opportunity to hear it.

The program will involve local groups sponsoring the jazzmobiles, working with local musicians.

(Continued on page 8)

Xmas Gross Up 10-20 Percent; Helped Make '71 a Good Year
By NAY FREEDLAND
LOS ANGELES—Western U.S. record and tape merchandisers at all levels are going into 1972 heavy-laden with holiday profits from an outstanding Christmas season. There were no prominent albums or singles as each market reported their own somewhat unexpected bestsellers. Generally, expanding sales organizations found annual holiday grosses rising as they opened new outlets. Veteran companies felt this season was making up for a disappointing 1971 Xmas.

"Our full national reports aren't in yet, but in the Pacific Northwest where we're headquartered December was very strong," said Louis Lavinthal of ABC Record and Tape Sales in Seattle. "Sales were as good as we expected, very good, even though the holiday buying started a little late. Our Los Angeles branch reports sales were even better than they expected. Certainly 1971 was the best holiday season we've had since the company was started five years ago."

Sales were up some 10 percent

(Continued on page 4)

Lawmakers in for Hectic 12 Months
By MILDRED HALL
WASHINGTON—The happiest day in the music industry will be Feb. 15, 1972. On that day, all new recordings will be officially recognized as creative works that can be copyrighted by their producers. This means protection from any and all unauthorized duplication, under federal copyright law.

The copyright protection for recordings should be a permanent part of U.S. copyright law, as it is for books, music, films and other arts. But the sad truth is that the right is not yet permanent, and there will be a fight ahead to preserve it.

But first, look at the good side. Under the anticyc bill, which takes effect Feb. 15, anyone who claim "legal" duplication of a copyrighted recording, unless he is licensed by the original producer. Every duplicator who makes unauthorized copies of an original copyrighted record, and every distributor and retailer who knowingly sells the bootleg tapes will be subject to attack in criminal and civil suits in U.S. federal courts.

This will clear the way for all who have been confused and infuriated by the assumption by some duplicators that copyright law permits duplication of non-copyrighted records simply by failing to give them copyright protection.

Because of this failing, the duplicators who fulfill the law's requirements by paying mechanical royalties on the copyrighted music, claim they are not violating a "legal" business. They have sought protection under federal law from State court attacks, and from being

(Continued on page 3)

Continent Sees Improving '72
By MIKE HENNESSEY
Staff Member, Record & Tape Retailer
LONDON—Guarded optimism seems to be the current fashionable posture among music industry leaders these days. It was certainly the mood of industry people here recently. Visitors who view what 1972 might hold.

(Continued on page 33)

Radio Shocks Back Col 'Q'
By BRUCE WEBER
LOS ANGELES—While industry leaders were abuzz about which 4-channel disk system concept would re-ignite Columbia's Stereo/Quadraphonic (SQ) market, Radio Shack has been soliciting support from Radio Shack, a 1,200-store electronics specialty chain.

Columbia Records has added Radio Shack as another license for its SQ disk system. Under the licensing arrangement, Radio Shack will manufacture 4-channel equipment which will incorporate the SQ decoding system for disks.

Radio Shack joins several other major licensees, among them Sony, Masterworks, Lafayette Radio Electronics, a 48-store chain, and Sherwood Electronics, manufacturer of receivers, tuners, amplifiers, turntables and speakers.

Sherwood, like Radio Shack, will manufacture high-fidelity quadraphonic.

(Continued on page 46)

Country Radio Benefit Show
By BILL WILLIAMS
ATLANTA—Columbia's country music division worked out an all Epic and Columbia charity country show with WPLO, local major, WPLO, for the 14th Municipal Auditorium here.

The show, the nation's first concert promotion two weeks prior to the unique station-label concert and the proximity of the holiday season, the concert netted $6,000, with the house split at a straight $3. Jim Clemens, program director, said he estimated they drew a three-quarter house.

Artists participating included: David Rogers, Freddie Weller, Johnny Paycheck, Foly Miller, Lynn Anderson, Tommy Cash and David Houston.

Clemens said the station was apprehensive of the date because of one of its major "Shower of Stars" concerts was scheduled just prior to the charity date. Station started a 24-hour-a-day, seven-days-a-week benefit, on Nov. 28.

(Continued on page 14)

Adaptation
fusio

Album
of the
year.

THE KINKS. "MUSWELL HILLBILLIES"

READ ABOUT IT IN THE JAN. 21, 1972 ISSUE

ISP-4644 PBS-1878 PK-1878

www.americanradiohistory.com
Music Workshops In NY State Prisons

NEW YORK — The New York State Council on the Arts is expanding its music workshops program to provide music workshops in correctional institutions in the state. The program, which will be offered to all state institutions, Walkill Correctional, Countryside Correctional, and Eastern Reformatory, with the aim being to use music as a means of giving them back to the community and to “humanize” these men back to society through the medium of music.

The policy behind the program, according to Dan Harper, director of special projects, said that instrument and “to humanize these back to society through the medium of music.”

The workshops will be attended by 15 men in each prison to play instruments of their choice. Some are already able to play and for these it will be a matter of refining their skills.

Walkill program is moving smoothly, with Bobby Capers, jazz saxophonist, who made his debut at Wednesday for three hours, in playing and music needs.

He said, “We get some top names to help out in other institutions as well.”

Barbara Gianits, associate in the program, said that instruments are needed, especially at the Dannemora and Attica institutions who wish to donate instruments or their time as instructors of the inmates who should contact Miss Gianits, 212-4-4-0-60.

So women can compete with men in the business of the record industry, Helen Reddy and Merry Clayton showed off their vocal abilities.

Los Angeles — The emergence of the female performer as a major force in music has been one of the most significant developments in recent history. The female performers who have emerged in recent years have been both highly talented and highly successful.

She has drawn on the strength of her own past as well as her musical talent.

In addition to her work as a singer, she has also been a successful record producer and a songwriter, and has written and recorded many successful songs.

She has also appeared in several films and television shows, and has been a guest performer on numerous television and radio programs.

Her music has been played in a variety of styles, including pop, rock, country, and jazz. She has also been involved in political and social causes, and has used her platform to speak out on issues such as women's rights and the environment.

She has also been known for her philanthropic work, and has donated money to various charities and organizations.

She has received numerous awards and accolades for her work, including Grammys, Emmy Awards, and other honors.

She has been a strong advocate for women in the music industry, and has encouraged other female musicians to pursue their dreams and careers in music. She has been a role model for many young women who aspire to make music as their career.

She has also been involved in various musical projects, including writing and producing albums, and has been a part of various musical ensembles and groups.

She has been an inspiration to many people, and her music has brought joy and hope to millions of people around the world.
Blue Note Probes College Radio and 99-Cent Concert

BY ELIOT TIELG

LOS ANGELES — Blue Note Records are now being regularly serviced with marketing materials to college and other educational radio stations as part of the label's national promotion strategy.

The veteran jazz line has discovered an untapped market for jazz albums among the college radio audience, notes Marty Cefet of UA's creative services department.

"Stations wind up playing entire albums in the first two weeks," he says of Blue Note product. "The label leaves around five titles every two or three months.

There are situations where stations are giving us the full treatment of the catalog. The "old" Blue Note never serviced college and prograssive rock stations.

The emphasis is on a contempory, new approach to promotion whenever possible a pop-flavored album, including short cuts, per directed at creating buzz and making jazz more commercial.

Gold Awards

Three Dog Night's "Old Fash-ioned Love," the label's ABC/Dunhill album, "Har-mony," has been certified for a gold record, the label announced. The album marks the group's fifth single to top the million mark; the others are "One," "Ely's Coming," "Mama Told Me Not To Come," and "Joy to the World." All seven of the group's albums have become million-sellers.

Johnny Cash's Columbia album "The World of Johnny Cash" has been certified as a gold LP by the RIAA. This marks Cash's eighth gold record. • • • Bell Records has picked up two more titles for its "5th Dimension" series and the other for the "Chirithy" single by David Cassidy.

A-B Tune Gets Gold Medal

NEW YORK — The Gold Medal for the best TV commercial (60 second category) of 1971 was awarded to the ABC TV Network "The World of Johnny Cash" commercial. winning which means that action for declaratory judgment and injunction pending in the above stated Court, United Tape Head Company, Inc., vs. Sounds of Two, U.S.C.A., et al., E.2-255-11, is continued and being maintained as a class action under the provisions of Rule 23 (b) (2), F.R.C.P., with said class comprised of the Plaintiffs, Tape Head Company, Inc., a retailer, and R. & A. Distributing Company, Inc., a distributor or wholesaler, and all persons similarly situated, namely:

"Distributors" (wholesalers) and retailers of duplicated musical tapes, records that being duplicated magnetic tapes, records or magnetic compositions and sounds originally recorded by others and copied by reproducing duplication by the use of electronic recording equipment, on which said duplicated tapes the musical composition may be used in the musical or other right owners pursuant to applicable Copyright Laws of the United States and which duplicate bare the label of a manufacturer duplicating duplicate or other label that is distinguished from the label of the original copyrighted work.

Pursuant to the Order of Willis W. Ritter, Chief Judge, United States District Court, Southern District of New York, it is hereby

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Copyright, Radio & CATV Might Furrow Brows

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dubbed "pirates" like the sub-rosa operators who pay no mechanics. The question is, who and why? It is a complex problem which is being argued in federal courts. A federal District Court in Salt Lake City has established the record copyrightversations in qualitative disputes are in first disagreement with each other. The decision on one case temporarily rests with the Supreme Court.

In any case, the protection by copyright is not a formula that makes the bill. The point of view of the House minority is that the bill would provide less protection to the public.

As for the dumping and run-down payments, the bill is designed to attack with new, heavier weapons, by both record companies and music publishers.

So much for the good tidings. The industry now needs to take a look at the tricky legislative road ahead. It must prepare for the overall revision bill that will make the record copyright permanent and unavailable.

The McClellan Anticyclopedia bill which was resisted by the Subcommittee that the record copyright would "put them out of business." As for the dumping and run-down payments, the bill is designed to attack with new, heavier weapons, by both record companies and music publishers.

But the painful fact is that if the revision bill, already held up six years by warring factions and an indifferent congress, were to fail to pass by Jan. 1, 1973, new records made on that date and thereafter would once again be without federal copyright law protection. This condition would continue until congress was persuaded to pass another bill to make the record copyright protection permanent.

The truly desperate need for passage of S. 644, the copyright revision bill, should be strobe-lighted and broadcast throughout the country. The bill, in essence, would allow the record companies to fix the price the listeners pay for their entertainment.

The McClellan bill would have no such provision. The bill, as presented, would allow the record companies to fix the price the listeners pay for their entertainment.

Here in the way the course looks for the coming year or two. As of now, S. 644 still awaits action by the Senate Judiciary committee. The big battlefront has been the fight between the broadcasters and the new competitive, two-way, multi-channel Cable TV services (CATV). Without agreement between these two industries, any revision attempt would be killed by their congressional spokesmen in floor fights. Both are politically important.

New hope of early action on a necessary CATV rulemaking by the Federal Communications Commission, and on the revision bill, comes out of a compromise between the government and the record industry. The White House Office of Telecommunication is now in a position to bring the negotiations reluctantly reached a truce.

Earlier, Sen. McClellan, pilot of the revision bill, was assured by Presiden Nixon that a cabinet-level report from the development of CATV would not further delay the passage.

Unfortunately, broadcasters are already threatening to bolt the hard-won truce. They may again prefer to try to scuttle the revision bill in floor fights to delay the growth of the rival CATV systems. In 1967, they forced the House

January 8, 1972, Billboard
OFFICE MEMO:

TO: STEVE BARRI
FROM: JAY LASKER
DATE: JANUARY 3, 1972

How come only #2?
You were #2 last year
and you promised to
try harder.

Anyway, you will always be
#1 with us in every way.

Jay
OFFICE MEMO:

TO: DENNIS LAMBERT & BRIAN POTTER
FROM: JAY LASKER
DATE: JANUARY 3, 1972

After having written only seven chart busting songs in 1971, I’m convinced you are not working weekends as per your assurances.

C’mon fellas, a promise is a promise.

[Signature]
Fantasy Sues United Artists

LOS ANGELES—Fantasy Reco-

loration Corp., in a move tied to the

Penthouse label, has sued United Artists for

license issues related to Lenny Bruce audio

material. The lawsuit claims that United

Arts, as successor to UA subsidiary The

Cleartone Company, is infringing on the

company's copyrighted recording of the

stand-up comedy act in which Bruce

appears.

Fantasy claims that United Artists is

'grossly negligent in its handling of' the

material. The company claims that

United Artists is using the recording

without permission and that United

Arts' acts are 'willful and malicious.'

Fantasy said that the suit was

filed in the Superior Court of Los

Angeles County in April.

Fans of Lenny Bruce's comedic
talent have been eager to hear

his audio work. The 20th Century

Fox-owned company has previously

sued Lenny Bruce's estate for

alleged copyright violations.

Fantasy's suit seeks damages and an

injunction.

Fantasy is represented by Los

Angeles-based attorney Dan

Henderson, who also represents

the estate of the late comedian.

Fantasy also announced that it

will release a new Lenny Bruce

live album in the near future.

For more information, contact

Fantasy Records at (213) 829-2126.
Buddy Bohn
Piccadilly Lady
3250

Curtiss/Malloon
So Nine
3251

Rupert Hine
Pick Up A Bone
3252

Three from Purple
Singles With That Extra Something

Group made a heavy hit not 100 chart with the title tune of this album, which became an instant hit. Both the name and the tune are catchy, and the recording was well produced.

The title tune took Gibson top ten, on the country singles chart. This defensible pack should prove a hit item for the album chart. Along with the hit, Ginna turns in strong material of Mickey Newbury's "I'll Know When You'll Call Me" as well as his own material, "Give Myself a Party," and "Having Second Thoughts."

Leonard Bernstein's virtual interpretation of Richard Strauss' "Die Rosenkavalier" comes under "The Rosenkavalier," which he first performed at his home base, the Vienna State Opera. This heroine appears on this tremendous set as they were intended, and the orchestra is a model of a symphony orchestra world that never was.

The recent record shift shows the crystal clear, technically superb voice of Mary Hopkin. While the voice is the thing, the soprano demonstrates quite a fleet of talent in an essay of Mozart, Bell, Dvořák, Gluck, Berlioz, and others.

The debut of a new group and Star's new record label label and look like a winner. Rince, Trussell & Stevens have it all together with a total of 32 cuts, which is the hand in the Hard, "Just the Imagination (Just My Salvation)" performed with that of gospel record. Should score well.

The price of $18,000, or 43 cents a share, compounded the total net income of $2,580,000, or 42 cents a share.
Talent In Action

INNER CITY PUTS N.Y.: In Musical Perspective

NEW YORK — "Inner City" spent the final day of their current ten-week tour, including to New York's rip-off-symphony tour, at the 20th-century one of the Broadway musical, "Inner City," in Manhattan. The album, "My Belief," and "Miss Hall" has received "Shadow of the Sun" and "For the Love of You" reviews. RCA Records is releasing the first album of the new LP, "Artie Kane," which will feature Henry Manzoni, Jimmy C. Newman to Morten Axel Ruff's new LP, "Secret Lover." Nancy Sinatra to RCA Records. An LP, "Nancy and Lee Again," record "Reggae Brave Keat" American Talent International, now working up the group's first U.S. tour. Next single: "Never Coming Home," Annette Weinberg to RCA with an album, "I'm the One," "produced by Bob Richey.

MAMO

Miami newsroom on the entertainment scene in Miami is Micke Carroll who's appearing on the "Miami Beach Home. Her Cisy." Not only is she a fine singer, but she's a fine writer as well and will be recording his first LP album, "Micke Carroll," in the studio in the near future. Dynamic rhythm and blues singer formerly from New York, will do two weeks at the Hawaiian Isle. The handler: "Micke Carroll," Room opened Dec. 24 with some Sonny Savio, music by pianist "popular with the Four Bits and Scotch on the Rocks;" and singer-guitarist "Rocky." The show got its start at the Sky High Inc. changed its name to Concerts South. The principals: "Sandgrass," "Bluegrass," "Country," and "Rock and Roll," and is being handled by the "Weirdos." The Gringos opened a four-week run at the Wall of the Fontainebleau Hotel. The "Weirdos" are appearing on the Club Gigi. "The Velvets," "Barbara and Marie," and "Comedy and Coffee," both for Miami. SARA LANE

NERO SETS CONCERT TOUR; TV SPECIAL

NEW YORK — Peter Nero takes off for a coast-to-coast 50-city U.S. and Canada tour this month. The Columbia Records artist will appear at the Emo's, Atlanta, Georgia, and at the体 Various, Texas, and Oklahoma, among other States. Nero will also tour on a 90-minute special NBC-TV on Jan. 17. The show, titled "Wonderful, S'Marvelous," will feature Jack Lemmon as host-narrator.

A COURSE OF SPECIAL IMPORTANCE FOR THE MUSIC AND RECORDING INDUSTRY

A comprehensive basic course designed to aid established and aspiring artists and composers to properly exploit their talents and executives from the music industry.

Subjects will include: copyright structure, including publication, mechanical reproduction, performance rights licensing, contract agreements with musicians and recording artists; union agreements; publisher contracts; problems of the independent music producer; record and tape distribution; the methods of record promotion and manager agreements; and career planning; problems and possibilities of the video cassette.

Twelve 4-hour meetings, Monday evenings, 7:00-10:00 o'clock, beginning January 10, 1972.

For further information write or telephone:

COLUMBIA COLLEGE

925 North La Brea Avenue
Los Angeles, California 90038
(213) 851-0550

LOS ANGELES

DOMESTIC

The Platters will tour England through most of the Radio-TV Awards Concert at the Santa Monica Civic Center for the second year. They will be the second act at the Capitol in Los Angeles Sept. 9.

Talent Signings


MAMO

Miami newsroom on the entertainment scene in Miami is Micke Carroll who's appearing on the "Miami Beach Home. Her Cisy." Not only is she a fine singer, but she's a fine writer as well and will be recording his first LP album, "Micke Carroll," in the studio in the near future. Dynamic rhythm and blues singer formerly from New York, will do two weeks at the Hawaiian Isle. The handler: "Micke Carroll," Room opened Dec. 24 with some Sonny Savio, music by pianist "popular with the Four Bits and Scotch on the Rocks;" and singer-guitarist "Rocky." The show got its start at the Sky High Inc. changed its name to Concerts South. The principals: "Sandgrass," "Bluegrass," "Country," and "Rock and Roll," and is being handled by the "Weirdos." The Gringos opened a four-week run at the Wall of the Fontainebleau Hotel. The "Weirdos" are appearing on the Club Gigi. "The Velvets," "Barbara and Marie," and "Comedy and Coffee," both for Miami. SARA LANE

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www.americanradiohistory.com
Cassidy Grosses $1 Mil On Concert Circuit

NEW YORK—David Cassidy grossed $1,061,000 on the concert circuit over an eight-month period from mid-May until early December—only working weekends. The figures were reported by Aarons Management, Cassidy’s management firm.

The end of the year tally showed 35 concert dates, covering every major city in all parts of the country. The $1 million-plus figure does not reflect earnings from album and single sales of Partridge Family material, the Bell label. Three albums and three singles were released during the last nine months of 1971. All three albums and two of the three singles have been certified gold by the RIAA so far.

With the filming of the “Partridge Family” television show completed for the season, Cassidy is on hiatus until February, when he will make his first appearance in England.

Beginning in Pittsburgh on Feb. 19, and following with a date in Philadelphia on Feb. 20, Cassidy will resume concert appearances in the U.S. and Canada. Dates have already been set for Boston, St. Louis, Toronto, Washington, Baltimore and Detroit. A concert tour has also been scheduled for New York, but the site has not yet been selected.

Pryzcki Forms Talent Wing

NEW YORK—Krzysztof Pryzcki, president of Mennon, Ltd., has formed Mennon Talent Corp. as a subsidiary for personal management. The firm is based in Glen Cove, N.Y. Artists that are under management are the Unsung Children, and So What, a vocal/instrumental group from Poland. Pryzcki is also a producer with his own label, Mennon Ltd. subsidiary Squill Productions. In addition to management Mennon Talent Corp. will be involved in the writing and placement of music for stage, film, and television.
LOS ANGELES—Although Top 40 radio programming is a competitive business with many hands in the marketplace, and despite the many formats that have emerged over the years, Top 40 radio is a showcase for the ultimate in audience-driven programming. The concern of Top 40 radio is to make the music sound better, to have a personality that is less esoteric than other formats, and to make the Top 40 format a viable option for advertisers.

By CLAUDE HALL

Top 40 Fortifies Position Against Inroads of Stronger Vertical Formats

TOP 40 figures are down this year. The industry was already in a difficult period as the market was being eroded by other formats, but the situation has been worsened by the recent stock market turmoil. Top 40 radio stations, which had been doing well in recent years, have seen their listenership decline. This has caused some concern among Top 40 programmers, who are wondering how long they can hold onto their listeners.

Chances Phasing Out Classic MOR

Los Angeles—The typical middle-of-the-road radio station is fast becoming a historical oddity in the United States. A museum piece of course, several traditional stations still exist and are doing quite well. Few people can explain the success of a radio station such as WCCO, Minneapolis, and the giant of the South, WSN, Atlanta. Both stations are exceptions to the rule. Both are quite successful.

However, there is an increasing trend among Top 40 MOR stations to sound like Top 40 stations used to sound. The only difference is that the pace of the air personalities is a little slower; this is not as strong as it may seem since a lot of the personalities on such stations at WCBM, Baltimore, WWDC, Washington, KMPC, Los Angeles, and WFL, Cincinnati, do not sound like the typical MOR format stations of today. KDAY, a Top 40 station in Los Angeles, is a good example of how Top 40 stations can sound. KDAY is a Top 40 station in Los Angeles, but its programming is much more contemporary than that of the typical MOR station. KDAY is a Top 40 station in Los Angeles, but its programming is much more contemporary than that of the typical MOR station.

Today, Top 40 has been a popular format for many years. In the past, Top 40 stations were considered to be the “on-air” stations, but this has changed in recent years. Today, Top 40 stations are considered to be the “off-air” stations, but this has changed in recent years. Top 40 stations are considered to be the “off-air” stations, but this has changed in recent years. Top 40 stations are considered to be the “off-air” stations, but this has changed in recent years. Top 40 stations are considered to be the “off-air” stations, but this has changed in recent years. Top 40 stations are considered to be the “off-air” stations, but this has changed in recent years. Top 40 stations are considered to be the “off-air” stations, but this has changed in recent years.
Top 40 Fortifies Position Against Inroads of Stronger Vertical Formats

Continued from page 13

But, by and large, the album trend is now and would become more popular in the weeks to come. It occurred to me that Drake has largely dominated Top 40, with his singles a four-week choice, but because so many program directors would rather follow, not only in the early records they play, but the promotions they employ on the air and the medium operandi of basic radio operations. So, just as countless stations switch to a tag line of "Boss radio," after the early success of KIIS and later copy it as genuine "more music concept, now you'll find stations constricting deeper into album play merely because Drake stations deeper into album play.

Exceptions Always

There are exceptions to the rule. One has to observe with some fascination the work done by program director George Wilson at WSKY, Milwauke. Wilson, who has probably programmed more successful Top 40 stations than anyone else in the business, continues to do quite well in Top 40 radio with a more traditional approach. He says that it's not into such an ego bag that he doesn't try to produce a tight, fast-moving polished show. Ron Fraser, program director of WKKE, Ripon, Ill., says that he feels a lack of confidence in his own ability to pass his station's name to new listeners. He says that what he has learned is the basic fault in the average program director. "The usual procedure when a new program director comes on the scene is to take stock of the talent available at the station that he has now become a part of. Many times these talents that don't come up to his standards are just not available any longer. If you're a program director coming into a market and you have a few people who are bringing in more experienced men. Too easy. There's no program director who is really directing? Is he really earning the money he is paid?"

Fraser draws on the example of one man when he took over WKKE, but only because he has been known to do. "I'm not saying that all majors are not to their advantage. First I gave them a basic form to work with and understand. Then I began to use the present talent to their advantage. First I gave them a basic form to work with and understand. Then I began to use the present talent to their advantage. First I gave them a basic form to work with and understand. Then I began to use the present talent to their advantage. First I gave them a basic form to work with and understand. Then I began to use the present talent to their advantage. First I gave them a basic form to work with and understand. Then I began to use the present talent to their advantage. First I gave them a basic form to work with and understand. Then I began to use the present talent to their advantage. First I gave them a basic form to work with and understand. Then I began to use the present talent to their advantage. 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Layng Martine

'COME ON OVER TO MY HOUSE'

Barnaby #2053

tell your mama you're goin' to suzie's
tell suzie you're goin' to mary's
tell mary you're headed for the library
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come on over to my house, baby,
there ain't nobody home but me.

(c) 71

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Radio-Television Programmng

Community Affairs: Soul Station Need

- Continued from page 13

... Soul stations, though black and white, have the opportunity to "you will not educate black people at my expense," Bob said.

He also spoke of the fact that because of format approaches in soul radio, the black consumer was slowly dwindling from this business. Most black air personal-...
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MST-6501-$5.98-Album
6-6501-$6.95-Stereo 8
MC-6501-$6.95-Cassette
LOS ANGELES—As the theory that consumers are ready to accept tape innovations at some point in 1972, A&M Records is taking a major step in two tape areas. It is releasing its first 4-channel discrete cartridge tape, "Carole King Music," and is Dolbyizing all future cassette releases.

"We believe the economy is turning sufficiently around so that we can introduce product in both quadrasonic and Dolby, and certainly there is enough equipment in the marketplace to warrant software," said Bob Elliott, A&M's product director.

The label's 4-channel tapes will list at $9.78, while Dolby cassettes will list at $6.98, the same as standard product. Packaging on quadrasonic goods will have a different color on cartridge slip-cases to differentiate it from 2-channel product, and Dolbyized cassettes will have a clamped-on Dolby package as to its noise reduction process.

"We are using the Carole King title as our 4-channel barometer," Elliott said. "If it sells with any degree of acceptance, we will add additional tape titles on a selective basis in discrete format.

Future quadrasonic products can be drawn from the Carpenters, Cat Stevens, Herb Alpert and Burl Ives. A&M is not planning any singles in the format.

Elliott believes that Dolbyized cassettes are yet another plus for the tape business. "It obviously improves the quality of cassettes," he said. "The equipment is becoming more sophisticated and consumers more aware of better sound quality."

LOS ANGELES—For months the stereo business has been festering a basic, overriding thought: can the industry survive? President Bell could solve a daunting economy, inflationary cost, lightfaced consumer, and competitive crisis, the business climate was not looking too bright.

The President, of course, boldly altered the basic strategy of the U.S., and the signals now being sent to the industry are becoming more optimistic about the outlook for 1972.

There has been a noticeable change from the gloom-filled forecast that enveloped the industry over the last 15 to 18 months to one of optimism. Industry leaders presented a generally rosy outlook for 1972.

Consumers are falling into step with new economic predictions, many believe, and have already begun to spend more enthusiastically. Industy leaders feel that most consumers are in a strong financial position and have a new confidence in the U.S. economy. Hence, they will spend more dollars on consumer products.

"Prospects for the industry, both in equipment and software, are more encouraging than for some time," stated Oscar P. Kuistio, president of Motorola Audio Products.

Donald V. Hall, Ampex vice president, sees a good overall gain for the recorded music industry in 1972. "We believe prerecorded tape sales can resume their growth trajectory in 1972. We forecast a 6 percent gain, in 1972. Total U.S. recorded music sales (records and tape) grew approximately 5 percent in 1971 and we can expect a 2 percentage gain in 1972. Some of the major uncertainties of the business outlook are beginning to be resolved," said Irving Katz, president of Audio Magnetics Corp. "Consumers are shedding their electronic equipment.

In short, this year's business disappintments will almost certainly be a happy surprise in 1972. The measure of confidence is, of course, sales. Retail sales are up and consumers are more willing to spend money on consumer electronics than for some time," he said.

Elliott added, "We believe the economy is turning sufficiently around so that we can introduce product in both quadrasonic and Dolby, and certainly there is enough equipment in the marketplace to warrant software."
Ampex Designs 'One' Distinctive Package

SAN FRANCISCO — Scan the shelves of any store dealing in blank tape and what do you find? Row upon row of product "dressed" in unimpressed packaging. Additionally, to a layman there is little to distinguish product manufactured by one company and goods produced by another. In short, look-alike product with little consumer appeal.

Admittedly, some manufacturers are attempting to offer mod graphics in contemporary colors. Others are refining the esoteric appearance of the package but forgetting its functional importance.

Ampex’s magnetic tape division is attempting to combine all facets of packaging headaches and resolve it with one package for its family of products.

Benjamin Nets White Electronic

NEW YORK—Benjamin Electronic Sound Corp., will operate White Electronic Development Corp., Mississauga, Ont., Canada. Both Benjamin and White are part of Instrument Systems Corp., New York.

White Electronics, which distributes TEAC tape recorders and Electa/Miracord record changers in Canada, will now market Benjamin's Cordotone line.

The value to the same entertainment products, White Electronics, which will function as a division of Benjamin Electronic Sound Corp., also markets a line of language learning laboratories and related equipment.

"We want consumers to walk into any store and immediately spot an Ampex blank tape package because of its similarity in design, function, color, graphics," said Jim Lautz, sales manager of consumer products. "All our blank tape lines will basically follow one packaging pattern."

To assure dealers and consumers that packaging is not an afterthought of Ampex's program, the company has established an in-house group to guide, create and be responsible for consumer orientated products.

The packaging trend in the industry is toward convenience, but many companies forget to include other ingredients, like appeal, design, graphics, colors, adequate protection and staying (lasting) characteristics," said George Armas, manager of product management. "We treat packaging in the same manner as we do a new tape product line."

With that philosophy in mind, Ampex is redesigning all its blank tape lines, including 362 (extended frequency), 363 (chromium dioxide) and the new 360 (promotional) series, among others.

(The new 360 series will be available in 40, 60, 90 and 120 time lengths and is aimed at the mass distribution network, including discount chains, supermarkets, drug stores and dealers specializing in promotional products.)

The one-packaging concept includes outside packaging, where color patterns will be used in this manner: C-40 green, C-60 red, C-90 blue and C-120 yellow. Lautz said the one packaging (Continued on page 30)

Five Charged With Duping

LOS ANGELES—Five persons have been arraigned in Central Orange County Municipal Court on charges of grand theft, forgery, conspiracy to violate a state law that prohibits illegal duplication of prerecorded cassettes.

Defendants are John Edward Fair, Quinn Bay Fairfax, both of Riverside, Calif., and Herman W. Werner, Patricia Weiner and William Friley, all of Orange, Calif.

According to Mrs. Orretta Sears and Jack Ryan, both deputy district attorneys of Orange County, arrests followed a three-month investigation by Orange and Riverside law enforcement agencies into violations of state Penal Code section 653 (b) by the defendants.

(Section 653 prohibits (illegal possession, reproduction of recorded material) for purposes of distribution and selling of same.)

Police officers confiscated duplicating equipment and supplies valued at more than $37,000 and 31,441 tapes with an estimated retail value of about $95,000, according to the district attorney’s office.

Ampex Gets Blue Thumb

LOS ANGELES—Ampex Stereo Tapes is duplicating and marketing prerecorded cassettes and cartridges for Blue Thumb Records in the U.S.

Sal Liscia, vice president and general manager of Blue Thumb, said Ampex has released about five titles since June. Blue Thumb is a subsidiary of Famous Music Corp., a division of Gulf & Western.

Becth Electronics Entering Prerecorded Tape Market

LOS ANGELES—Becth Electronics, of Burbank, manufacturer of tape duplicating equipment, is entering the prerecorded tape market.

The company has established Downtown Productions to produce, duplicate and distribute budget cartridges and cassettes at $.98 and 4-channel cartridges at $4.98, said Andrew Becht, president.

Initial release is in four 8-track titles—three rock and one country—of current hit tunes by unknown artists. Downtown Productions is using its parent company as a duplicating source. Distribution will be through Becht's regular representative/distributor network, that sells professional equipment and tape accessories.

Becht is also introducing a cassette copier aimed at the business and education market. It lists at $950 and duplicates a C-30 blank cassette every three minutes. Other new lines include an 8-track head cleaner, model MCC.

(Continued on page 27)
Tape Cartridge

Industry Sees Place for 'Q' Concepts

LOS ANGELES — A "winner-take-all" race between matrix and discrete 4-channel is remote, the industry agrees that there is room in the marketplace for both systems.

What may be happening is this Matrix is saving the 4-channel business for the arrival of discrete disks.

While the temptation is strong to parallel the matrix-discrete competition with the cassette-8-track race of several years ago, industry opinion is that any 4-channel race will be more of a race for consumer acceptance than a direct confrontation between the two systems.

The majority of retailers, however, are entering the quadrophonic field by selling decoders or encoders, which means entering via the matrix route. This applies to both tapes and disks.

In the equipment filed, there is plenty to choose from either in discrete or matrix product. RCA has been on the market with 4-channel cartridges and has recently introduced its Quadraphonic and JVC in the quadrophonic discrete disk.

CBS Records has bowed a matrix disk and system and Reber Voice has reported it will modify its decoder to handle the CBS cartridges.

At the moment, however, quad- raphonic systems are showing a stumbling block, and it is the de- coders which are now overcoming the design problems.

"The matrix system is the only way to enter the market at the moment," concludes Jay Schwab of Am Goody's in New York.

"There's no real consumer awareness yet of matrix or discrete," he adds. "There's a lot of un- aweness of a new concept in sound. I do think, though, that 4-channel will account for at least 50 percent of the tapes and systems sold within the next 18 to 24 months."

Goody's Carries Dynaco

Goody's is pushing ahead with the decoder method, running ads for the Dynaco Quadrator. The ad emphasizes that "no modifications are necessary on your present stereo equipment.""Manny Nathan of Arrow Electronics said "the 4-channel mes- sage is clear and the concept is pretty garbled, But as far as I'm concerned," he said, "the system will mean anything until a disk is available.

Another buyer added that a de- cision to go with the JVC discrete disk is a race against the problems, "since you're going to need one in your present systems.

A spokesman at JVC said that some present cartridges should be adaptable once the disk is fully compatible with stereo and it will not be completely necessary to purchase a new cartridge.

There are many retailers that feel a discrete disk is the way to go. But all agree that both quad- raphonic systems have their advantages, like:

- Matrix systems will get 4-channel into the home and will accept consumers with quadra- phonics.
- It will sell many decoders, speakers and receivers in the process.
- Discrete systems provide a purer sound and a higher-end sale in the long run.

Vidicony Develops Tape Duplicator

SUNNYVALE, Calif.—A high speed videotape duplicating system has been developed by the Vidio- cropy Co. The system, called the CV-201, uses a thermal heat transfer process.

It can be used with cloned cartridge as well as open reel tapes. (Continued on page 28)

International Tape

LONGON—CBS is importing prerecorded tapes from the U.S. to keep pace with a late boom in cassette and cartridge sales.

Steel Accessories of Bristol opened its new auto entertainment divi- sion, Big Sound Center, with an inventory of over 6,000 prerecorded tapes.

RAIDIVODRIT, Skandia, Golding Audio, Hitachi, Courier and Phillips.... International Artists, budget tape merchandiser, has signed an agreement with Record for International's tapes at restaurants and service areas.

Children's Heritage has added an additional five prerecorded children's cassettes.

Trident Tape Services duplicate the product.

CBS Rediffusion Records is entrusting the prerecorded tape market with Tape Duplication as the duplicator.

DUBLIN—Esso has begun to sell 8-track units and a wide variety of tape equipment in service stations. If successful, the company is planning to extend its prerecorded cartridges at around 400 stations throughout Ireland. The Esso outlets are being serviced by Demense Super Stereo Sound, a division of Demense Records. Equipment includes players from Golding Audio and Skandia. An 8-track background music system has been installed in garages to play a de- monstration cartridge punctuated with music and sales messages. Ireland's automotive industry totals about 400,000 vehicles, with an additional 40,000 to be introduced annually.

Fisher Bypassing PX's, Opens Local 'mini-PX's'

LONG BEACH, Calif.—Fisher Radio Co. is aiming its marketing and advertising gun at the military to woo GI business.

The decision to offer major dis- counts on stereo components is based on the heels of a recent House Armed Services Committee hearing on home entertainment equipment in post exchanges.

The Fisher program hyped military post exchanges and, in ef- fort, creates a mini-PX in radio dealer's stores located in military communities, a mini-PX enables dealers to compete more effectively for military business.

Fisher's discount program for ser- vicemen and others qualified PX cus- tomers spans seven component sys- tems, normally retailering from $420 to $1,395, but available under the mini-PX plan at "huge military dis- counts," according to a spokesman at Fisher Radio.

"We expect discounts to make Fisher system competitive with other systems now available in PX's."

In short, it's an attempt to re- capture "the sound of the service in the service and service-guy's belief in the sound" of Fisher's new system.

Conditioned" by military post ex- changes, said Don Harper, president of Fisher Radio Co.

Dealers with mini-PX's may lower margins, but receive merchan- dising aids, both in-store promo- tions and print advertising support in returning stacking sales in a par- ticular problem area of the market. "Fisher may be setting an ex- ample for other industries to follow in reviving stacking sales in a par- ticular problem area of the market." Harper said.

The Fisher program led to a re- cent order by F. Edward Hebert, chairman of the House Armed Ser- vices Committee, to halt all further exchange purchases of stereo com- ponents and restricting exchanges to self-contained systems bearing a cost price of $200 or less.

The $200 price limit was estab- lished by the House Armed Services subcommittee for a new category consisting of "home and automotive photograph and stereo equipment and components, including extra speakers."

Since the subcommittee decision, however, the House Armed Services (Continued on page 10)

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144 Tape capacity / 26" H. 300" W. 12" D. Walnut finish / Bubble Vent of Ribbon Print / Magazine Style Key / Weight - 59 lbs. (May be shipped L. P. S.)

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January 8, 1972, Billboard

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WITH ASTRO TAPE CENTERS

SELF SHOPPER - NO CLERK NEEDED TO AID PURCHASE DECISION

144 Tape capacity / 26" H. 300" W. 12" D. Walnut finish / Bubble Vent of Ribbon Print / Magazine Style Key / Weight - 59 lbs. (May be shipped L. P. S.)

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Muntz Manifests Clarion Influence

LOS ANGELES—Clarion Shoji Co., Ltd., is providing the Muntz Stereo group with its first auto cassette player in February. The unit will be followed by two additional models later in the year.

Clarion, which owns around 75 percent of Muntz, ships the first

Blank Boom To Persist

NEW YORK—The boom in blank cassettes is likely to continue in 1972 aided by increased distribution through mass outlets like supermarkets and drug stores, says Edward Smulders, manager of Norstar's cassette department.

Smulders predicted cassette sales will rise 18 percent to approximately $142 million in 1972 as compared to $121 million in 1971. He said the big jump will probably occur in the second half of the year, with fourth-quarter sales for blank cassettes reaching $35 million.

The demand for blank cassettes will continue to account for 80 percent of the market, the executive stated.

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CTI Targets Auto Market for 1972

LOS ANGELES—CTI (nee Car Tapes Inc.) has reached a decision on its business thrust for 1972.

Amid all the uncertainties of the economy and some inherent problems in the industry, CTI has decided to specialize in one marketing area—automotive stereo players, radios and speakers.

To do that, CTI is introducing a new line of 8-track auto players, including a 4-channel unit, several radio models and a variety of speakers.

It has also created dealer displays and merchandising kits, the latter for do-it-yourself-oriented consumers who can install their own 8-track auto players.

Earl Horwitz, sales manager, sums up the new direction this way:

"We've exported in the automotive market. Whether it's in radios, radios or speakers, and we intend to emphasize that point in 1972."

Drugs, Home Players

In doing so, CTI is phasing out its small line of home players on devote more time to its specialty, including a potential lucrative market in recreational vehicles and sports cars.

By emphasizing one phase of the tape player field, the company has zeroed in on the car market with the following models:

- Two in-dash 8-track players, CTI-8000, with AM/FM radio at $99.95 and CTI-8700 with AM/FM radio at $199.95.

- Seven under-dash 8-track players X-8K20A from $29.95, CTI-8102 at $49.95, CTI-8202 at $59.95, CTI-8595 at $69.95 and CTI-8999 at $89.95, CTI-8882 at $99.95 and CTI-8877 4-channel discrete at $99.95 without speakers. Features include an FM/MF multiplex radio, built-in head cleaner and 20 watts of power in

The concept of special programs, with CTI-388Z digital program selector, circuit breaker, digital alarm, fast forward, head cleaner and passenger earphone jack in the CTI-8999A; fast forward and stop and head cleaner in the CTI-8599; head cleaner on both CTI-8202 and CTI-8102.

Car stereo player which holds up to six units and a pair of speakers.

Four 8-track merchandising kits for do-it-yourselfers, models X-8K101 which includes a player with FM/MF multiplex radio (model CTI-8800), two wedge speakers (model CTS-60), portable mounting bracket and a 10-cartridge storage case at $109.95; MX-102 which includes a player (model CTI-8200), two wedge speakers (model CTS-60), portable mounting bracket and a 10-cartridge storage case at $199.95.

Horwitz, who designed the kits and their four-color packaging concept, boasts of "no soldering, no splicing and no wire twisting for mounting of Muntz, ships the first

Milovac Resuscitates Dual Marketing Approach

CHICAGO—Milovac International (see Selectron Internationals), exclusive U.S. distributor of Aiwa products, is strengthening it's position in the automotive stereo market.

It is bolstering its own brand of Milovac players in the U.S. and Canada and is planning broader market and distribution for the Aiwa line in the rapidly expanding marketing vice president.

The 1972 Milovac line includes between 15 to 18 car stereos and 4-cartridge players in the new line ranging from $79.95 to $129.95; a majority of the players are in combination with radios.

In an effort to introduce more audiophile-oriented equipment in the U.S., Milovac is offering a full set of car stereos and car-stereo players in the line, except an 8-track/cassette compatible auto unit at $99.95.

Aiwa is creating a new image for its products in 1972, Peterson said.

(Continued on page 27)
LOS ANGELES—A videocassette explosion! The first tremors have come and gone and the ex- plosion itself may be almost at the year of the big blast! Indications for sales and output away. But 1972 will play a pivotal role in the development of the big blast going. For the cartridge television field, spoken of for the past three years, is mov- ing toward a position of b reaking through into consumer market and thus exploding on the home elec- tronics field. Research and develop- ment on a score of systems being developed in America, Europe and Japan, have been at a prime concern. There are indications that now that the real impact developing systems has passed, the easy cartridge system is going to be an easier going in getting with the public.

Most manufacturers, to date, have been writing about the video cassette implosion by those inter- ested in the VTR. The manufacturers, to launch scores of programming companies and even to discover there is no market for their software ideas. So little produce and more ideas, shooting around the country have either faded or bursted looking for movies to lock up. The bigger boys, like Avco, Monsanto and Video- record Corp. of America, are still agitating, looking up programing ideas.

Aavo will have 6 set licenses

Aavo, for example, plans to have its debut on the television market for the first time in 1972. Aavo systems in the consumer market this year. The projection is that 1972 will see their color units out by the summer. These six firms are Admiral, Empire, RCA, Telecine, Tecline, Black- ard Bell, Sears and Montgomery Ward. The last two will have their sets custom manufactured with Wickwire Electronics a chief supplier for Sears.

A satellite unit which hooks into a regular TV set will probably sell in the $550-$600 range with a high- end equipped color set with a Cartri- dge VTR will sell around $1,500. Another set manufactured for them in the $900 range.

Aavo, the parent firm for Cartri- dge, will not build any complete Cartridge units. It will build only the Cartridge VTR and not the whole unit. It might get involved in complete units later on, but that will not happen until after 1974. Aavo chooses not to compete with other home video cartridges. It has not reported its 15-inch video cassette systems to any manufacturers that are evaluating the new systems. Aavo makes the decks and offers them for sale to set manu- facturers for integration into their chasss, designs. Aavo is also offer- ing royalty free licenses to firms to produce the CRT deck.

By ELIOT TIEGEL

Aavo has developed its distribution programs for the 1,300 pro- grams it holds title to, but it chooses not to be specific at this time. "We're afraid of letting our competitors know our plans," a New York spokesman states.

There will be outlets to go to rent movies about $3 and sepa- rate outlets to sell such programs as travelogues, educational, instructional titles. The prices for those shows have not yet been announced, but they can run in length from seven to 45 minutes.

Stores which sell all of the sets would obviously be sales outlets for programming. Department stores, record shops, camera stores are all potential outlets for the sale of videocassettes for Aavo——and for any other system which desires that exposure.

Aavo has suggested to motion picture exhibitors that they con- sider setting aside some lobby space for the rental of video cassettes. The movie distributors haven't been overjoyed by any great enthusiasm to this suggestion.

The whole face of the nature of the CTV business has resulted in some interesting developments, like:

• RCA, which developed a playback only system using a combi- nation of a laser beam and holography and a polycrystalline copper tape, is now developing a 1-inch videocassette system. Its initial Selpak Vision plans seem to be secondary to the development of the videocassette system which it calls MagTape. SelectaVision will be used as a generic term for a home cartridge TV system, although not neces- sarily tied to the troubled holography concept.

• Panasonic has both 1/8-inch and 3/4-inch videocassette machines in development. It is working toward a system which will include the 15-inch. It has been discussing its CTV system with set manufacturers interested in moving into the home CTV market. Whereas CIB's initial thrust was in the industrial fields, RCA, by the very nature of developing videocassette system, seems headed toward a faster easier rubber with the home market.

And if there aren't enough videocassette systems on the produc- tion line or in final stages of de- velopment, there are of course the two known disk systems.

The European Telecide color disk is slated for showings in America this spring. There will be a magnetic changer and manual changer models, with more projected date for sales. The Decca/ AEG/Telefunken partnership has been talking with hardware firms and enter- ining jointing the videodisk hand- bag. One report late last year had Zenith being the first U.S. licencer.

Telecide introduced its color disk at last fall's International Radio and Television Exposition. Telecide's tie-in in the U.S. is through London Records special products division. The disks will come in varying sizes and tape lengths.

MCA's videodisk is still far from being marketed for public scrutiny. MCA's system is aimed at the home audience and it is being operated to exist with existing TV sets. Naturally MCA's owner- ship of RCA also means that RCA/MCA can put it in position of being amongst the first to initially gear up with programs.

MCA claims its system will have low cost. RCA's concept is the Tele- disk. The RCA subsidiary, RCA of Technology a management group and videotape development and research. On the programming front, the Video disk development is in con- tinuous to make the noise by opening into the new medium. Only it talks about setting up a dealer training program to show to this new footage through the Tele disk.

But Kodak's player won't be available until early 1973, and one of its major sales points is that it has a $100 movie camera you can produce your own cartridge TV shows. The cost of a videotape cartridge is a miniscule accessory item.

The risk to the participants in the CTV business is that this is the year when everything will happen. But it is all that will happen in 1972 will be used by some pioneering firms for themselves and for the public's hand. And then maybe the expansion will really start.

EVR phases out U.S. plant

CBS isn't boasting anything about these days. In fact, two weeks ago, it announced the phasing out of its Rockville, Maryland, casset- tete duplicating plant. The decli- nation in tape duplication technology was based on two fac- tors: The first, that the plant is being processed at the pace expected. And second, CBS felt there was a duplication of duplicating capabil- ities with its EVR Partnership facil- ities in Basiss, Essex, England, and with the one in Rockleigh.

CBS is closing its New Jersey plant within six months and will relocate the 150 factory em- ployees.

The emphasis will now be on designing for playback for the playback only system—a move designed to keep the keep the concept which Dr. Peter Goldstone invented alive. He re- tired from.

CBS, formerly was an owner in the EVR Partnership, now bought its video duplicator from the group which is maintained by Im- perial Chemical Industries and Ciba-Geigy Ltd.

The European concern has been gradually moving away from its disk distribution rights to North Amer- ica. Consequently, the last North American set manufacturer lost its ex- clusionary rights in mid-1971, but is still planning to continue making the EVR Tele- disk.

CBS will continue to handle videocassettes in North America and sales and handle on its patents in EVR.

CBS reports that it will cost $10 million to close out the Rockleigh (Continued on page 30)
**Jukebox programming**

**Color Title Strips Stir Debate**

*By E. A. PAIGE*

NEWARK, N.J.—Serling Title Strips Co. here is launching another phase of its color coded title strip program. The move will enable jukebox operators to hang in locations the public is more apt to see the strip's advertisement works. The move will remain consistent until jukebox operators debate some years ago, while Star Title Co., while also offering color coded strips, has laid off use of color.

Star Title Strips president Dick Steenberg said he was inspired by the idea developed by Bill Bush of Lee Vontophoot Phonograph Service, Poona, Ill. Bush designed color coded signs for the Pepsico and Wonder Bread chains. The strips also used a questionnaire in locations in an attempt to explore more of the public's thinking about programming.

Steenberg further explained that these strips are color coded for country (green), soul (blue), easy listening (orange), top hot pop (red) and everything in between.

Steenberg pointed out that many jukebox operators temporarily use strips that have been color coded with lavender. He said he keeps the cost of these strips as low as possible.

Steenberg believes that our color coded strips are a merchandising tool for the programs. The jukebox operators, however, believe that too much color defects the purpose of calling attention to certain categories or titles.

Serling is using color coded plastic strips which are placed over brand new box strips. In some cases, they will replace one or more strips on the box. In some cases, they will replace one or more strips on the box.

This is about it. When everything gets colored, Star must go to a white strip to make something stand out.

Star does furnish color strips in green, yellow, red, blue and lavender.

One consumer heard argument against color categorization are the instances where certain records are “cross-over” from one category to another. Steenberg said this is no big problem.

(Continued on page 24)

**Weekly Jukebox Service Builds Hits for Ky. Firm**

PADUCAH, Ky.—Jukebox programming, according to Tommy Overstreet of Overstreet Amusement Co. here, is reporting equally as well as the past few months. For one thing, records of all types are now being recorded in the sales department.

Overstreet, 31, who runs the business here, said he made the decision to switch from his father’s firm, La Grange, Ky., in 1932, and claims that his top spinner is Joanna Neel’s “Daddy Was a Railroader” (Island, 1 Go Go Girl), which was released in June. Overstreet claims his strip has sold the record on its label.

Dee Dee distributor promoted many films here in Chicago, where he confirmed the build-up of the record, which is actually flipping over—“Perfect Strangers” is the top side. Luftman said it started to “flip over” in Cincinnati, WJO radio (Chicago) added the record in the next few weeks.

As with most programmers, Overstreet started servicing jukebox operators in the area, ensuring that proper jukebox operators were patronizing the record at different locations.

One aspect of his programming is a heavy concentration on requests. He encourages operators to plan their requests properly.

“The way I feel is that the location people are the ones paying for the record and they should take good care of them.”

Overstreet is buying into country, pop and soul and has a few “easy listening” categories as well. He plans to keep every record on store by L & R one-stop service in the next year. Occasionally, however, he needs other country songs.

It’s just difficult to come in now every week and not put on records. They expect it. So we put on three or four, and in our better spots, four.

“This is probably more records than you have where you have new equipment it is. It’s a lot less to play on the boxes.” One man of interest is that the records are on record labels.

In fact, he is billing for many oldies, and finding many hard to find records on the racks. Does not pay, but one-stop service.

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In fact, he is billing for many oldies, and finding many hard to find records on the racks. Does not pay, but one-stop service.
SEEBURG distributor honored to memorialize his close friendship with Sam L. London, founder of S. L. London Music Co., operator Sam Laughton Jr. — Kenneth Dearing mentioned a portrait of the Seeburg distributor, Charles G. Milam Jr. From Location Logging, George Pollard and presented by Laughton to Sam's son, Perry, for hanging in the firm's executive offices. From left: Laughton, artist George Pollard, Perry London and general manager, Nathan Victor.

New Xmas Titles Spark Play

- Continued from page 23

Dick Steinberg, head of Sterling Title Strip, said sales of Christmas strips were down at least 30 percent from 1970. Yet each year our business on everything else has been growing at least 25 percent. I think the evergreen Christmas numbers are fading. They're slipping away, and very few good numbers are coming along.

New entries, he indicated, stemmed from strong artists. For example, Charles Pride's "Christmas in My Home Room" and the Carpenters' "Merry Christmas Darling" were both good sellers this year — they were. Carl righted but saved for the 1971-72 season for big action.

Morgan, who indicated his belief that he did fairly well with evergreen titles, did say that we've now gone into an era that makes more than one catalog. Star's list reflected weekly service helps play

- Continued from page 23

"Shifts was going to be." Another record that surprised him was "One Monkey Don't Stop No Show." Said Overtree: "It's getting harder and harder to pick records. He watches a country station and a pop station, and he has to go back to soul stations out of Nashville and St. Louis. He has to get an idea of what to buy, in addition to other sources such as the business papers.

MOA Reflects '72 Optimism

- Continued from page 23

Three more services include the gradual withholding of tax table (previously introduced), the 1972 membership study, and a new service explaining the revenue acts of 1971.

Granger believes MOA's expanding services reflect the general optimism of the jukebox operating industry. Despite general business conditions, our membership turns up more revenue this year than last year. In fact, the majority of our members are now playing duets in the $100 and up categories. A is based on number of machines operated," he said. MOA's study has been greatly built up too, he added.

Explaining that it makes it a point to talk members about business conditions in daily phone conversations as well as during trips to state business organizations, he said: "It's difficult to translate what they tell me into concrete terms, but I know that last year I have been telling a lot of members under selling: "business is not too bad. Just six months ago I was description one side doing well — many were singing the blues."

One-service bulletin is the advance registration for new series of business seminars set up under the direction of the center for continuing education. The figure just prior to the first one was 55, and the Donde News office said that this is excellent for such seminars. Location Logging indicated that 100 members can attend the four separate seminars set for the University, Atlanta, Las Vegas and New York City.

MOA does not conceive services to have been cutback, but rather, to the right of well-developed and well-equipped services. Many folders offer into others and all are continued. For example, the public relations services will find MOA revising its earlier "Jukebox Store" phrase this year. The Notoriana name seminars will have been added. On others that have been part of MOA's recent growth.

IN EXCEPTED

in is believing that programs should be placed under control together on the box. When is that people who prefer say, country music, will come into a stop and punch off several songs. If these country songs are grouped together, they will irritate other people in the location who want to hear a hard rock or some easy listening song.

For the very reason that too much choice can sometimes dominate a whole segment of time, I do not see how we can get together, I agreed the whole categories over the whole program panel.

In direct opposition to this is Bill Bush's concept of color categorization used at Le Monotharg Phonograph Service in New Ill. Bush, in fact, believes so strongly in this concept that he printed finder posters to point out ideas in location's separate story.

"The idea was that where a location has enough country music fans, for example, there will be no problem with too many country recordings playing in a row." Bush was saying.

Le Monotharg, former Music Operator of America president, agreed. "A music operator is also a manager of his color system at several state meetings of (jukebox businesses). Monotharg believes that music is catered to in the way that encourages and encourages patrons to select numbers of other categories might not have otherwise.

Both Monotharg and Bush agree that this color categorization in terms of music preferences, there will be no great problem because of those used in the other color.

Anders also differs in terms of records that cross-over. "When I go over to another color with a green strip and find that it finally crosses over to the pop category, I simply throw the new pop strip over there," he was saying.

Bush finds that where several titles exist, he can have his programming for him with the way that is closest to the appropriate category as possible. For example, where Jerry Lee 'le Lew's "the world," I was saying.

Continuing on page 30

Strip Printers Argue Efforts

- Continued from page 23

Lloyd Smalley, programmer, Chattanooga Coin Machine Co.

Emporia, Kan.: Campus/Young Adult Location:

Janelle Wingraves, programmer, Emporia Music Service

In Indianapolis: Jazz Location:

Larry Geddes, programmer, Lew Jones Music

Mankato, Minn.: Campus/Young Adult Location:

Barb Walther, programmer, Overstreet-Amusement Co.

C & N Sales

Purcell, Ill.: Top 40 Locations:

Bill Bush, programmer, Le Monotharg Phonograph Co.

Rolling Meadows, Ill.: General Location:

Wayne Hesch, operator, Robert Hesch, programmer, A & R Entertainers

Toms River, N.J.: Teen Location:

Anthony Storino, programmer, Le Monotharg Music Co.

Tulsa, Okla.: Easy Listening Location:

Art Anders, programmer, Lear Music Co.

What's Playing?

A weekly programming profile of current and oldies selections from WQBA, Tampa, local radio stations, and from the country.

Chattanooga, Tenn.; Country Locations:

Current Releases:

"Nothing You Too Another Chance on Me," Jerry Lee Lewis, Mercury, 32348.
"I See You Without You," Conway Twitty, Decca 32895.
"Mambo Charade," Burning Spear, Black, 32785.
" angrily," Buck Owens, Capitol 3957.

Indianapolis: Jazz Location:

Current Releases:

"Never Can Say Goodbye," Grant Green, Atlantic 35958.
"Kissin' the Gang," De-Lite 544.


"One Man Band," "Marianne, Heartland, Gaunt, 32892.


Current Releases:

"George Jackson," "Brook Cybern, COLUMBIA 3577.
"Brand New Key," "Waylon, Nineteen," "Brook Cybern, COLUMBIA 3577.
"Score," "Billie Jo, Summer," "S. E. Seeger, Elektra 45760.

"American AM'ttrick," "Mickey Newbury, Ekletra 45760.

"Christmas: "My Heart Be," "Joan Black.

Current Releases:

"If You Want You Can Have It," "Cowboy Trim," "Conway Twitty, Decca 32895.

"Cold Heart," "Hank Williams Sr., "Chasing Heart," "Hank Williams Sr.," 32895.


Current Releases:

"Lullaby," "Swan'song, Columbia 32890.
"Two Divided by Love," "Grass Roots, Columbia 32890.

"What's Playing?" Playing?

Current Releases:

"Lovin'," "Elo, ELO, 32994.

Current Releases:

"Theme from "Summer of '42," "Peter, "Theme from "Summer of '42," "Peter," 32994.
"Black Cat," "Bob Hope, "Black Cat," "Bob Hope," 32994.
"Through the Years," "Alvin, "Through the Years," "Alvin," 32994.

Current Releases:


Current Releases:

If they’re hooked on Lynn Anderson they’re high on Wurlitzer Super Star

Here’s why On a Wurlitzer SUPER STAR you can hear both sides of a Lynn Anderson record in succession. No other tunes can get in between them. Same with your other favorite artists. Not the same with all other phonographs. Consecutive flip side play means more money every day for the operator of Wurlitzer SUPER STARS.

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☐ REGULAR CLASSIFIED—50¢ a word. Minimum $10.00. First line set all caps. Name, address and phone number to be included in word count.
☐ DISPLAY CLASSIFIED—One inch, $25.00. Each additional inch in same ad, $18.00. Box rule around all ads.
☐ Box Number, e/o BILLBOARD, figure 10 additional words and include $50 service charge for box number and address.

DEADLINE—Closes 4:30 p.m., Tuesday, 11 days prior to date of issue.

CASH WITH ORDER, Classified Adv. Dept.,
Billboard, 2160 Patterson St., Cincinnati, Ohio 45214, or Telephone Classified Adv. Dept., 513/381-6550.

ADDRESS ALL ADS—Evr Karlas, BILLBOARD, 2160 Patterson St., Cincinnati, Ohio 45214, or Telephone Classified Adv. Dept., 513/381-6550.

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TEXAS LAW HEARINGS

Small operators in Texas who have been operating thousands of jukeboxes and game rooms. Complaints about the law and the makeup of the Texas Vending Commission, the body appointed to oversee the jukeboxes and games business. Hearings were held by the state general investigating committee, which adjourned prior to the hearings.

BARRY CANDY

PROGRAMMER'S POTPOURRI

• Continued from page 33

Selling as was the $10 pointer on light duty trucks (gross weight under 10,000 pounds) and other types of vehicles. Business is up, but not as high as the expected 7 percent figure, too. Gain adv. opportunity, according to the accounts and attorneys about the exceptions. The $10,000 tax on jukeboxes will hold a hearing on Jan. 11 at Bloomingtill, Ill. at 4 p.m. to which all individuals interested in this subject are invited.

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BARRY CANDY

Coin Machine World

• Continued from page 23

Coin operators have made $10 a machine for every machine beginning Jan. 1, while operators with more than 300 machines will be paying less than $10 for each because of the $5,000 maximum fee.

Both groups have criticized Congress, Governor Smith's Competitors to the Texas Vending Commission, including chairman Bill Williams, a wealthy businessman with extensive machine holdings in the state. But Murray says there will be no invitation of appointments to the commission since the Governor who names them and the Senate which can approve or reject them.

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The Greyhounds

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Thanks to the work of Bob Ross, the A&M Records rep from Boston, "What’s Happening," would like to salut the women in northern campus broadcasting.

Ross gives a great deal of credit to Donna Halper, who some 2½ years ago, became the music director for WRBB-FM, Northeastern Univ., Boston. I add my credit to this. She served as music director until her graduation in June of 1971 and to my knowledge, she was a pioneer woman in the field of campus broadcasting.

Now in the Northeast is Debbie Newman, who is the music director for WBSN-FM, Brandeis, Andover, Mass. She is the second woman to hold that position this year. Also working is Jayne Rhine Music Director at Graham Junior College's WESB-FM, Los Angeles.

Jane Newman is currently the music director at WTBU, Boston, a closed circuit station which reaches 15,000 students.

Wellesley College of course has a woman at its helm. Sue Swan has run WBS for about two years and her assistant Annette Caffarelli handles the music director's chores.

She will not highlight the ladies who supply campus stations with their product, whenever possible, Phyllis Chotin at Polydor Records; Anne Moore, the light at UA Records; and Kate Beckley at Columbia Records.

All of this leads to a very interesting question in terms of the industry. Just how many women are there and in what type of jobs do they do. And, are they considered by the executives as "one of the girls?"


"WEST—KCC, Community College, Eugene, Ore., Dave Chace reporting: "Wild Horse Road/All the Brave Horses," (LP cut, The Lonesome Riders Again), John Stemp, Sacramento, Calif., Dave Shore reporting: "Scorpio," Dennis Coffey, Sussex.

NYU to Highlight Jazz in January and February

NEW YORK—January and February will be highlighted by jazz events at New York University's School of Continuing Education. Included in the events will be jazz concerts, films, jazz and rock, comedy and satire.

Louis Armstrong, Miles Davis, Duke Ellington, Benny Goodman, Cab Calloway, Count Basie, Lionel Hampton, Holiday and Lester Young will be a few of the artists presenting in film segments Jan. 15, 1967. The concert will be broadcast on WNYU Radio.

A jazz concert by Prism, a three group, will be presented Feb. 13 as part of the "Sundays at Three," program of the university. There will be a free-form jazz with original compositions by the group members.

On Feb. 18, a one-woman, multi-language revue will be presented by Marie Mikula, whose program included jazz, folk, rock, and popular songs, as well as comedy and satire in five different languages.

The three programs are part of the ever growing interest in modern free form music and its offshoots and are given by New York University in an effort to broaden the horizons of the students and faculty alike at the university.

Becht Electronics

- Continued from page 19

71, at $2.98 a desk top computer duplicator primarily for recording studios, and blue cultivators and cartridges for bulk users. The cassette is available in 120, 240, 40, 50, 55 and 60-minute lengths.

Dual Marketing

- Continued from page 21

stated: "It's aiming more units at the audiophile market." Since July, Aiwua, which is 50 percent owned by Sony Corp., has been selling cassette-radio units, cassette recorders and radios to the OEM market in the U.S.

THEY'RE ALL CHEERING FOR BILLBOARD'S CAMPUS ATTRACTIONS

George Washington University
Swarthmore College
Purdue
University of Chicago
University of Illinois
Princeton
Duke University
City College of New York
Yale University
Oregon State University
Colorado State University
Fairfield Dickinson University
University of Minnesota
Cornell University
Temple University
University of Florida
University of Arizona
University of Texas
University of Michigan
University of Utah
Dartmouth...
to name a few!

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University of Minnesota
Cornell University
Temple University
University of Florida
University of Arizona
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- Continued from page 21

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Dear Dealer:

I’d like to FIND The Carter Family’s “Keep On The Sunny” in 8-track. Can you please help me?

—A Des Moines Housewife

FIND can do it.

Vidicopy develops Tape Duplicator

* Continued from page 20

The company is using equipment developed by Consolidated Video Systems of Santa Clara, Calif.

The copier can duplicate tapes up to one inch in width and can work with tapes used on such master recorder systems as VAC, Ampex, Sony and Panasonic.

Duplicate tapes are produced on high energy chromium dioxide tape.

Carl Moyer, Vidicopy’s president, claims he can duplicate and return masters animatized from anywhere in the U.S. and Canada in from one to three days, depending on quantities. Moyer formerly worked with Ampex and Memorac.

WIBF-FM in the Philadelphia area, boasting that it’s the only big band station in the market, will broadcast interviews with music author George Simon and Bob Eberly, performer who grew to fame in the big band days. The interviews were broadcast on the 8:10 p.m. drive home from the Town show. From left: Buzz Allen, WIBF-FM personality and director of jazz programming; Simon, Eberly, and WIBF-FM personalities Dave Solomon and Taylor.

January 8, 1972, Billboard
IT ALL SOUNDS ALIKE...

TO THEM.

COLOR THEM TOGETHER.

To heighten this togetherness, Billboard is publishing a special issue on the black experience in today's entertainment industry. We call it "The Soul Emergence." The concept of this issue is to bring an insight into the thinking behind the black artist's, writer's and producer's special kind of music. Music that is universal.

What is the "Soul Emergence" issue?
It's an issue for everyone who works, lives, breathes, and loves the music industry.

It's an education of the "soul culture."
It's Billboard's testimonial on the black music scene.

What will "Soul Emergence" cover?
- the dominant positions of black music on pop charts; how they get there; where the sales are.
- the black influence on Broadway and in motion pictures.
- black radio and its music.
- jukebox programming of black music.
- black publishing.
- black country acts.
- blacks in Las Vegas.
- how black acts fare on black campuses.
- the blacks in television.

The sole object of this issue is to promote the "Soul Sound" and to promote an understanding of music.

Soul Emergence is an important Billboard special.
It will be read.

Why not promote a little understanding of your own?
Contact a "brother" at any one of these Billboard Sales offices:

<table>
<thead>
<tr>
<th>NEW YORK</th>
<th>CHICAGO</th>
<th>NASHVILLE</th>
<th>LOS ANGELES</th>
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<tr>
<td>Ron Willman</td>
<td>Steve Lappin</td>
<td>John McCartney</td>
<td>Marty Feely</td>
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<tr>
<td>165 West 46th St.</td>
<td>150 N. Wacker Dr.</td>
<td>1905 Broadway</td>
<td>9000 Sunset Blvd.</td>
</tr>
<tr>
<td>(212) 757-2800</td>
<td>(312) 236-9818</td>
<td>(615) 329-3925</td>
<td>(213) 273-7040</td>
</tr>
</tbody>
</table>

Ad Deadline: January 19    Issue Date: January 29

IF UNDERSTANDING IS TO BEGIN. LET IT BEGIN IN MUSIC.
### Strip Printers Argue Effects

**Continued from page 24**

McGee is showing good pop action. Montgomery merchants are instructed to move that strip to the top of the green group so it is next to the red category on the box.

Meanwhile, advocates of color-coded strips argue the fine points of the in-lot-proof packages. A terminal board comes with a diagram listing color-coded values for matching speaker connections for two or four speakers.

CTI is also planning a promotional kit, MK-104 which includes a player model (CT 2000) with the mounting bracket and two speakers. The complete set is $49.95.

On the drawing board at the company are cassette audio players and 8-track mini players with remote control devices.

### Soul LP’s

**BEST SELLING SOUL LP’S**

<table>
<thead>
<tr>
<th>Title/Artist, Label &amp; Number</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARETHA FRANKLIN LIVE AT THE FILLMORE WEST</td>
<td>26</td>
</tr>
<tr>
<td>FIRST LIGHT</td>
<td>26</td>
</tr>
<tr>
<td>BUDU MILES</td>
<td>26</td>
</tr>
<tr>
<td>JACKSON’S GREATEST HITS</td>
<td>26</td>
</tr>
<tr>
<td>PUSH PUSH</td>
<td>26</td>
</tr>
<tr>
<td>B.B. KING IN LONDON</td>
<td>26</td>
</tr>
<tr>
<td>DON’T KNOW MY LOVE</td>
<td>26</td>
</tr>
<tr>
<td>DIONNE WARE</td>
<td>26</td>
</tr>
<tr>
<td>LIVE AT NEWPORT</td>
<td>26</td>
</tr>
<tr>
<td>WHAT’S GOING ON</td>
<td>26</td>
</tr>
<tr>
<td>GIVING IT BACK</td>
<td>26</td>
</tr>
<tr>
<td>GIVING IT BACK</td>
<td>26</td>
</tr>
<tr>
<td>BLACK IVY</td>
<td>26</td>
</tr>
<tr>
<td>NATURAL MAN</td>
<td>26</td>
</tr>
<tr>
<td>ALL BY MYSELF</td>
<td>26</td>
</tr>
<tr>
<td>MAYBE TONIGHT</td>
<td>26</td>
</tr>
<tr>
<td>CHAPPO TWO</td>
<td>26</td>
</tr>
<tr>
<td>WHERE DID OUR LOVE GO</td>
<td>26</td>
</tr>
<tr>
<td>GON, EAST</td>
<td>26</td>
</tr>
<tr>
<td>RAINBOW BRIDGE</td>
<td>26</td>
</tr>
<tr>
<td>MERRY CRADLE</td>
<td>26</td>
</tr>
<tr>
<td>25TH ANNIVERSARY IN SHOW BUSINESS</td>
<td>26</td>
</tr>
<tr>
<td>EYES</td>
<td>26</td>
</tr>
</tbody>
</table>

### Soul Singles

**CONTINUED FROM PAGE 22**

the idiot-proof packages.

The EVR operation from the outset was aimed at the home theater area. A CBS spokesman indicated that Motorola would in 1972 be preparing a product for the home theater market—at a much lower price than the present $800 figure for industrial users.

Now that CBS plans shifting forward into the projection area, it will have to negotiate with all the craft unions involved. It will also have to sign any agreement for royalties from the new machines.

But CBS has its television line which from which to generate programs and it also has $2,000,000 of film, a full-length motion picture operation, which could be an addition source of programming.

Motorola’s North American exclusive licensing pact to make the EVR players has expired. And that means that it can and will also produce along with those imported in the U.S. by the EVR Partnership from four Japanese sources li-

centied by the Partnership.

The four firms are Hitachi, Mitsubishi, Shibata and Matsushita.

What of standardization?

Motorola, cognizant of the ever increasing wave of Japanese EVR players, is shifting its emphasis to programming and the EVR Partnership Center holding license to over 1,000 shows. The company is also developing a video-tape recorder and will not be caught with just its EVRs on the line.

Philips of Holland and its North American Philips-Niko division by the C-40, either, are both working on a 16-inch videotape system and there are number of European firms which have accepted the Philips 16-inch standard for projection.

ampex, a 16-inch supporter through its Instamatic portable system, is struggling through a series of attempts which have delayed its entry into the consumer market until late 1972. After a few demonstrations of this type the company went into a tailspin and has been holding off further entries until 1972. Philips are already on market.

For a while it seemed as if Ampex would be the first company on the American market with a portable, light and easy-to-use system, and Ampex’s delay has given a Japa-

tese firm, Sony Electric, a shot at being first with a 16-inch po-

table system. While Ampex has been talking of units in the $1,000 category now Sony will have a system (please check the price of the Sakar-temo) with price options from $1,500 to $5,000, depending on which items you choose to own.

Sony’s outlets include department stores, mass merchandisers, hi-fi shops.

While there may be no an indi-

tation problem in the U.S. Sony is well known and they have been on the market since the Ampex 16-inch cartidge tape system called the U-Matic. The company have sold domestically the $800 range.

The color model is built under common license with Matsushita and Japan Victor.

Sony boosts the 34 width idea

**CONTINUED FROM PAGE 22**

the first unit to be given a full bill of governmental ap-

The FCC's concern over CTV units emitting enough radi-

tion to cause interference with regular television reception.

Sony’s devotion to the CTV field, is incidentally marked by its recent introduction of three new joint ventures. It has formed a duplicating operation with Teletronics International to re-

produce videocassettes, the new network, and a duplicating corporation for the then called Duplicating Corp. and is located in New York.

And it has also formed TEAC video (Cassettes) for the development of Japan of a complete line of videocassette sys-

New Ampex Package

**CONTINUED FROM PAGE 19**

concept will be on a product-by-

product basis, with the project scheduled to be completed by spring. The concept will also be in-

New Ampex packaging concept con-

viers to specialized areas, like education and duplicating, said Warren Simmons, audio product manager.

In production, the product line includes the 291 educational cassette set in C-30 and C-60 and open reel. The cassette and transparent back label are designed for tape reinforcement. The shell of the cassette is black on one side and white on the other side to assist students in properly inserting the tape.

In the duplicator area, the com-

pany is putting stress on convenience, with an outer-wrapping to keep the cartridge away from the inner-cassette and offer more protection for open reel and lubricated cartridges.

in time, Ampex is planning to educate dealers in all the packaging concepts with point-of-sale mate-

Muntz Influence

**CONTINUED FROM PAGE 21**

and $88,000 (6% of). Three have three vertical head tracking.

Phillips himself has been going through some soul-searching as to his role with the company. He acknowledges suggesting to Claron that he relinquish his presidency role, but that it was independent development for the firm. But this suggestion has turned down, although Phillips is adequately satisfied with me," he says. Phillips has headed the company since March 1970, when Earl Muntz sold his interest to his Japanese suppliers.

Phillips at that time headed the group of investors. Phillips had represented Muntz in Japan as its chief executive and Muntz’s other joint ventures suppliers as Claron and Marnow.

Fishermans P’x’s

**CONTINUED FROM PAGE 20**

Committee stated P’x’s "misinter-

pret" the new $210 limit and "the new limit applies to complete stereo systems, including speakers, but not to the stands alone.

JANUARY 8, 1973, BILLBOARD
NEw YORK—Regarding your recent articles by executives planning a major record label, I would like to say that during the past eight to ten years the recording industry's popularity of rock music has almost destroyed the existence of the classical works which have always been the backbone of the recording industry. This has been the result of the repertoire decisions in most record companies. Young people buy records. Young people like only rock. Therefore, we will produce rock music to satisfy the popular market. Now that rock popularity has begun to wane, the industry must look at new music, not only to Bach, Satie and other classical composers.

It is vital to emphasize the fact that rock is not rock music. Musicologists and groups are using the name of rock music to describe new, more interesting music. It is up to us to find ways to show people how to listen with a new ear.

Fred Seto
National Symphony, Angel Records
Local Station Car Stickers Boost Act

ATLANTA — Capitol Records, in an all-out promotional effort on a new artist, has been concentrating on specific markets in the Southeast and Southwest.

Wade Pepper, national country sales and promotion manager for the label, initiated the promotion throughout the market areas, in conjunction with other Capitol people and some radio stations. The record being promoted is "I'm a Truck" by Red Simpson, which was picked up by Capitol from an independent label.

One facet of the promotion involves bumper stickers with the song title, the artist's name and the local station call letters printed thereon.

The markets promoted are Memphis, Nashville, Charlotte, Birmingham, Fort Worth and Dallas. Johnny K. at WENO, Nashville, reports excellent response from truck drivers to the stickers. He is distributing them at shopping centers where WENO does its remote broadcasts.

The promotion began at WRAP, Dallas-Fort Worth, where program manager Doy Day initiated a contest. Truckers were asked to photograph their rigs and send the picture to the station. The rig (Continued on page 41)

Brown Sisters & Veteran Drummer Open Little Rock Recording Studio

LITTLE ROCK, Ark.—Maxine and Bonnie Brown, both former members of The Browns, and drummer Buddy Rogers have opened the first major recording studio here to respect Arkansas talent nationally.

The eight-track facility is constructed of concrete blocks covered with three-inch polyurethane foam. There is an acoustical suspended ceiling with a four-inch layer of fiber glass sound proofing. Tile and carpet are the floor coverings. There are drum and bass booths and portable dividers of wood and eight-inch fiber glass sound dividers on easels.

The Brown sisters have for the past 18 years recorded for RCA with their brother, Jim Ed. The Browns won virtually every country music award during that time, have appeared on most of the major network shows, and entertained all over the world. Their record of "The Three Belts" sold four-million copies. Bonnie retired from show business in 1969, but now, with Maxine, will devote time to promoting Arkansas talent and working in the new recording studio, which is located in suburban Sherwood.

Rogers is active in music for 12 years as a drummer for artists such as Marty Robbins, Charley Rich, and the Wilburn Brothers, and was a session musician seven years in Nashville. He designed the studio, while the control room and electronics were designed by Johnny Josen, president of Fonter Sound, Nashville.

The recording equipment includes Ampex 38 tracks, 2 track and mono recorders; an echo and reverb unit by FMT; an eight-channel console by Gabley, McGrane and Marantz amplifiers. 1BL play-back and monitor speakers, with mixes by Newman, ElectroVoice and Sony.

Maxine Brown has remained in the industry, recording for a time in a solo act for Chart, and more recently doing back-up work for... (Continued on page 41)

Peterson Changes Label's Name & Moves to Nashville

NASHVILLE — Red Hot Records, which until recently was Blue Boy Records, will have its first single out in January under the new name and new distribution.

Blue Boy, an outgrowth of a publishing company of the same name, was threatened with litigation some time earlier this year because of a similarity in names with the Blue Boys, the band of the late Jim Reeves.

To avoid a law suit label president Bob Peterson changed the name. To accentuate the country product he moved from Grand Island, Neb., to here.

The most well-known of the Red Hot artists is Jan Hurley, who had a succession of regional hits. Now Peterson has added Eddy William- son and has just finished his first recording due after the first of the year. Other sessions are being carried out, including a mixed LP featuring both instrumental and vocal music. Peterson plans eventually to... (Continued on page 41)

Country Music
Country Music

Luminaries at WWVA Party

WHEELING, W. Va.—National and state dignitaries were on hand here to commemorate the 45th anniversary of WWVA Radio and the 39th anniversary of the Wheeling Jamboree. West Virginia Governor Arch Moore, Jr., headed the list of visitors, which included several members of the state legislature; Emil Mogul, president of Basic Communications, Inc.; Mrs. Mogul, who is treasurer of the firm; and Berk Fraser, vice president.

Mogul was presented with plaques, proclamations, and a gold "Happy Anniversary" record. Entertainment for the big "Jamboree" anniversary show was led by RCA's Jerry Reed.

All-Stars on Jan. 11 Glen Campbell TV

LOS ANGELES—The Glen Campbell show set for next week will feature a roster of award-winning country "giants." Among those scheduled to appear are Johnny Cash, Merle Haggard, Buck Owens, Jerry Reed, Minnie Pearl, June Carter, Mel Tillis, Freddie Hart, Grandpa Jones, Larry McNeely and the Strangers, and the Tennessee Three.

Cash, Haggard and Haggard Ball have all been winners of the Entertainer of the Year Award from the Country Music Association. Other CMA category winners on the show include Owens, Reed, Hart, and Min Carter.

The show, which was taped in mid-December, will be shown on CBS Jan. 11.

(Continued on page 41)

Nashville Scene

It would be impossible to list the names of the artists who performed benefits for various individuals and groups during the Christmas season. Suffice to say that virtually everyone in the country field did his and her bit, and many did it quietly.

Bad Brewer had standing-room-only crowds for two weeks of shows in Pueblo, Colo., and Bill Goodwin of the Hubert Long Agency will book him back in the spring.

Bonnie Lou of WLW-TV, Cincin- nati, has signed with Wrayco Records and Brite Star promotions. She just did a session in Nashville produced by Lou Chitty.... Buckhorn's Skip Rogers is a new wdwy.

(Continued on page 41)

Glossy Photos

<table>
<thead>
<tr>
<th>Size</th>
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<tr>
<td>8 x 10</td>
<td>.16 ea.</td>
<td>$1.00</td>
</tr>
</tbody>
</table>

Color available too Send for Complete List

Exclusively on Royal American Records

Ray Griff

IT'S FINALLY HAPPENED!
AFTER WRITING HIT AFTER HIT FOR OTHER ARTISTS,

Written by: Ray Griff
Published by: Blue Echo Music Inc. (ASCAP)
Booked by: Shades of Blue Ent.
P.O. Box 12601, Nashville, Tenn. 37212
Phone: (615) 327-1357

Exclusive on Royal American Records

34 JANUARY 8, 1972, BILLBOARD
Slow Growth, Prices Up, Tape Increase—U.K. Scene

By BRIAN MULLIGAN
Staff Member, Record & Tape Retailer

LONDON—A continuing, albeit slow, growth in sales, a further round of price increases and the likelihood of tape finally taking its place as a significant contribu-
tor to profits, are the more obvious developments in prospect for the British record industry in 1972. With a few individual exceptions 1971 wasn’t a notably profitable year for the industry, as a whole, with cost escalation absorbing the benefits of two price increases in 1971 and of modestly improved sales.

Although individual manufac-
turers speak with a certain diffi-
cultly about the achievements during last year, figures released by the British Record Trade and Indus-
dustry reveal an overall 5 per cent sales growth, a less than satisfying figure in the current economic con-
ditions and a backlash after 1970’s record year of around $100 million worth of sales at manu-
facturers’ prices.

Looked at in relation to the in-
dustry as a whole, such figures indicate discounting bottom-line results among weaker companies and cause for concern about con-
trolling overheads even among the more prosperous majors.

The constant problem on mar-
gin is causing industry leaders to predict without a flicker of uncer-
tainty that retail prices will go up again in 1972 as production costs mount.

If there is one development in the coming year which would give hand-pressed manufacturers more pleasure than anything else it would be to see talent from the newcomer to the established trans-

* * *

Continental’s Entrepreneurs Eye Next 366 With ‘Guarded Optimism’

By RITCHIE YORKE

One summer’s day in ’69, a dedi-
cated man came along and waved a wand and announced that as of Jan. 18, 1970, Canadian radio stations would have to play 30% domestic music content or lose their licences.

The resulting demand for Ca-

On the continent, at least, the market these last few months has been rather flat, with very little growth, and the feeling was that any im-

On the one hand, observers are reac-
ting with concern over the impact on the Canadian music industry of the new requirement. The strong government intervention in the programming of radio stations is the sole reason why Canada has such a thriving music industry at the present time. How long the industry can continue to grow through the next few years will depend on how much money is available to Canadian artists to invest in the business. There is a danger that the Canadian music industry will suffer in the long run if there is not enough money available to pay off debts and develop new projects.

The resulting request for Ca-

In the absence of any government funding or support for the Canadian music industry, it is up to the industry itself to develop new projects and to find ways to attract more money into the business. This requires a lot of work, but it is necessary if the Canadian music industry is to survive.

The required amount of money needed to support the Canadian music industry is not a small one, and it is not something that can be achieved easily. However, with the right kind of support and with some careful planning, it is possible to achieve this goal.

The Canadian music industry is in a strong position to attract new money if it can show that it is capable of being self-sustaining. This requires a lot of hard work and dedication, but it is an achievable goal if the industry is willing to put in the effort.

Name Change For NV Philips

BAARN—With effect from Jan. 3, 1972, NV Philips, Philipsgraphische Industrie will be changing to Polygram BV.

To this end, all musical activities will be handled by newly formed Polygram International BV company.

As of Jan. 3, the company’s present offices in Belgium will also be lo-
cated at the company’s address.

New telephone and cable numbers for the company (as of April 1972) are: Telephone: BAARN (0225) 4911; cable: PHON-

Big Profits! WATER BEDS

WATER BEDS ARE THE HOTTEST SELLING ITEM IN THE COUNTRY TODAY. MANY RECORD STORES HAVE FOUND MILLIONS IN PROFITS IN CARRYING WATER BEDS. NOW AVAILABLE INTERNATIONALLY. VERY LOW PRICES ARE AVAILABLE FOR DEALERS. FOR MORE INFORMATION CALL:

PRICE INCREASE, RETURNS DROPPED BY EMI IRELAND

DUBLIN—EMI-Ireland has announced increases in prices of albums, tapes, cassettes and K7 cartridges, along with an end to the discounting of recorded materials.

Although prices of seven-inch singles and EPs will remain the same, the company has recommended inclusive retail prices of all categories.

In a letter to EMI’s administration department, retailers were informed: "The 5 percent return allowance will be abolished and a compensating extra discount of up to 35 percent will be given to the dealer.

It must not be remembered that the 5 percent return was given up previously as a temporary measure to stimulate sales. The new discount is operating at the present price.

Additionally, proposed margins for tapes, cassettes and K7 cartridges are reduced similarly from 28 percent to 30 percent.

From the Music Capitals of the World

MOSCOW

A new music theater for children with 1,250-seat hall, two smaller concert halls and winter garden will be constructed in Moscow under the leadership of Boris Korovin. Boris Korovin’s new musical “The Kite and the Cabaret” after O’Henry’s story was staged at Vakunina music theater in Tartu, Estonia.

The concert will be broadcast on television. The concert will also feature two concerts: a pop concert and a concert of Russian folk music.

Johannesburg

The Miracles have recorded their first single, "Sweet City Woman," at the top of the charts in the United States. The single has been released by the local EMI label and is expected to be a commercial hit.

The new single is a departure from the group’s previous material, which was more R&B oriented. The song’s catchy melody and upbeat tempo are expected to appeal to a wider audience.

The Miracles are a popular soul group known for their hits such as "Shop Around" and "Ooh Child." The group has been active since the 1960s and has had numerous chart-topping songs.

The release of "Sweet City Woman" marks a significant change in direction for the group, as they move away from their traditional sound. The new single is a more contemporary pop/rock style, which is likely to attract a new generation of listeners.

SSR Melodiya Stereo-Mono Discs

TASHKENT—SSR Melodiya, the country’s leading recording company, has announced the release of a new stereo-mono disc. The disc features a popular Uzbek singer, who has been given prominence in the Uzbek music scene.

The release of the disc is part of a broader effort by SSR Melodiya to promote Uzbek music and increase its market share. The company has been working to modernize its sound and appeal to a wider audience.

Slow Growth, Prices Up—U.K. Scene

The U.K. music market continues to experience slow growth, with prices remaining steady. Despite this, the industry remains optimistic about the future, with new opportunities for artists and labels emerging.

First French Indie Radio Production Firm Formed

PARIS—France’s first independent radio production firm, EMI, has been formed by a group of 25 leading radio producers. The new company, EMI, has been launched with a focus on producing high-quality radio content for the French audience.

The firm will work with a variety of clients, including independent producers, national and international agencies, and non-governmental organizations. The company has already secured several major commissions, including a project for the World Bank.

Cigar Smoker of the Year—Hawkins

TORONTO—Ronnie Hawkins has been chosen as Canada’s cigar smoker of the year. Hawkins has built a successful career as a performer and has made a significant contribution to the music industry.

Montreux Jazz On U.S. TV

MONTREUX—A coast-to-coast broadcast on the U.S. network NBC of the Montreux Jazz Festival will be seen by millions of viewers. The festival, which took place in July, is one of the most prestigious events in the world of jazz.

The broadcast will feature performances by international stars, including Miles Davis, Herbie Hancock, and Quincy Jones. The program will be hosted by Bob Hope and will include interviews with famous musicians.

Gold Disk for Sweden’s Lind

STOCKHOLM—After many years in Swedish show business, singer Karen Lind has finally been awarded her first-ever Gold Disk. The award is for her album "Christmas Time," which has sold more than 50,000 copies in Sweden.

Recorded in 1970 and released for Christmas that year, the album includes some of Sweden’s traditional Christmas songs performed by Gotte Underhållningskonsert, directed by William Lind.

JANUARY 1, 1972, BILLBOARD
DEMIS ROUSSOS
His first single “We Shall Dance” reached top positions in European charts.
NOW COMES A NEW, REVOLUTIONARY ALBUM “ON THE GREEK SIDE OF MY MIND”
BRUSSELS

Eurowax Music has acquired the sub-publishing rights of the latest Cliff Richard hit, "Sing a Song of Freedom," from Big Secret Music. The same company also has acquired sub-publishing rights of the Patises' "I'll Be Seeing You" and "Goodbye For Ever." Eurowax has also signed a deal with CBS, which has distribution rights of recordings by Marlene and Coba Libre. Furthermore, CBS will release 12 budget-price albums in French, produced by Eurowax.

ALDE BORCH

PARIS

New address for Philips affiliate publishers Tuti—6, rue Franklin Roosevelt, Paris 8 (Telephone: 225 6670 and 225 3785). Dutch gold disc for Curly group Poppy's presented in Paris, Dec. 11, by Connie Dieter van Maison Pieniekau, following huge sales as a result of the group's appearance at the UNICEF festival earlier this autumn at The Hague—Eddie Bailey took the baton for the first time in Europe to conduct a Luxembourg orchestra in an album of classics featuring Smetana's "Moldau" and Shubert's "Paiiana." Stan Kenton plays the Salle Pleyel. Mexican comedy singer Henri Salvador has recorded a new pop music album from Walt Disney's film "The Aristocats," on his Riviera label (distributed by Barclay). Philips has released the double album from Johny

Hollywood's latest Palais des Sports show. The contemporary Perséöins de Strasbourg (Philippe) just back from three-month tour of South Africa. Austrlia, New Zealand, Japan, the Philippines, and Canada. The group is currently preparing a concert to mark its 10th anniversary. United Artists artist Frank Zappa in Lyons, Dec. 5, and Paris, Dec. 6, prior to French premiere of "200 Motions." Liberty-UA groups H. Amnon Daut H., Hawkwind and Grundy's at Olympia pop shows, Dec. 20. Claude Francois' Fleche label, and affiliated publishers Isabelle Musique, headed by Nicolas Dany, are latest members of SNOPIC, the French music industry syndicate. Francois has just back from a week in the U.S. RCA artist Sylvie Vartan in Italy producing a film with Olwen Wells, "Malpertuis," following a U.S. visit and the release of her latest single, "Parle Moi de ta Vie." Pathé classifies French piano music with Gabriel Bacchioni recording an album of Poulenc and Jean-Philippe Collard, the 13 bar ecourl of Faure, Pathé has just released four albums of "Swing Session," with leading U.S. and French bands of the '30s and '40s.

MICHAEL WAY

HAMBURG

Teldec has donated one million marks to the Deutsche Sporthilfe, made up of proceeds from sales of its charity LPs, "Gala Show of..." (Continued on page 19)

Canada Needs Experienced People

• Continued from page 35

Europe media people to Canada in the spring to witness the booming Canadian music scene, one of the first. At time of writing, the Canadian Association of Record Producers Association had pledged $20,000 to the project. Director General Paul Gekoski was expected to immediately announce its financial involvement. Eachanguage group expected to bring Canada a great deal of attention. However, there is where it is directly needed. Despite a lack of spotlight at the Canadian scene, Canadian artists are relatively undervalued internationally. The Maple Music Jukebox will do much to correct this. Moreover, the group is determined to perform a continuing remarkable growth of Canada's independent music industry. A few are now becoming involved in the licensing of foreign repertoire. Production. There are enormous implications there. But the im-

Canada Executive Turntable

T. St Clair Low, president of Canadian Music Sales, Toronto, has recently completed 40 years with the company. His successor, and the new title holder, is Terry Regan, who has been with the company for 25 years. Low says he will continue to work on some part-time involvement with Canadian music and the music business.

John Feeny has been appointed president of Sunbury Music Canada and will he report directly to R. F. Cook, chairman of the board of directors of both companies. G. R. G. (Randy) Barber named general manager of WBM Management. Barber, who previously worked with the Rank Organization, will personally manage Ocean records. The new group is in its fourth year with "Put Your Hand in the Hand..."

Japan

'Guarded Optimism' for 1972

• Continued from page 35

Britain—standardization is going to involve a long, uphill struggle. On the other hand, many people see a continuation of the bubble gun boom and the continental companies are preparing vigorously to be on the verge of a breakthrough in getting their products into the U.S. and the UK. It is hoped that Canadian radio stations will become more aware of the less-commercial recording groups in the coming months, and that there will be less reliance on foreign charts for programming decisions. It is still next to impossible for most of the groups which are not already charted in the U.S. Canada will exercise a growing influence on the U.S. radio scene, which has recently realized it is a small world, and there is the possibility for Canada to maintain a strong, steady position on the U.S. charts. It would not be surprising to see a group from Canada making it at the end of the year.

The Canadian music industry will likely become even more dependent upon music coming from newly built-16 studio recording facilities. As the results of the current year, Halifax and other Eastern centers will take a much more significant role in the national talent scene.

If there is any media awareness of the fact that we should see Canadian TV network commercials of the newly created local rock stars with even a touch of south-oriented programming. CRTC chairman, Pierre Jazire, will be continuing the current stance at the lack of interest in Canadian top talent on TV. Broadcast producers, aware of the current controversial issues of '71, will be most likely presently moving cautiously. Their lack of broad national success coupled with the fact that there are already a tight financial situation, not usually conducive to hit making.

The unity which has been so sharply cloaked in the Cana-

From the Music Capitals of the World

HALIFAX, Nova Scotia

New group formed by Bruce Warburton and Pat Shaw, "The Boston Group," will be featured on the upcoming 6th Annual Atlantic Music Showcase. The group is composed of Peter Sargros, violin, John L. McLauchlan, piano, and Rodger Keating, drums. The group will be performing a program of contemporary music, featuring works by Canadian composers and composers from around the world. The showcase will feature a variety of genres, including classical, jazz, and contemporary music, with performances by local and international musicians. The event is free and open to the public, and will take place at the Halifax Central Library on Saturday, August 13th at 7:30 PM. Attendees are encouraged to come early for a chance to meet the performers and enjoy a night of live music and culture.
ARGENTINA

[Contact: Detroit a la Pampa]

This Week

1 THE FUGEES—Gin
2 JASON MCDERMOTT—(I'm)
3 JOHN LELLA, CARLOS MARCANTONI—Pays
4 DAVE THOMPSON—(Tino)
5 HENRY CHONG—Intermezzo
6 CELESTIAL DREAM—(Papá)
7 STRATEGIA—(Los)
8 THE WALKING DEAD—(Chano)
9 FRENCH CONNECTION—(Fernando)
10 FRANKIE ANGELINI-ME (Kapp)

1 THE FUGEES—Gin
2 JASON MCDERMOTT—(I'm)
3 JOHN LELLA, CARLOS MARCANTONI—Pays
4 DAVE THOMPSON—(Tino)
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7 STRATEGIA—(Los)
8 THE WALKING DEAD—(Chano)
9 FRENCH CONNECTION—(Fernando)
10 FRANKIE ANGELINI-ME (Kapp)

BRAZIL

(Radio Sao Paulo)

This Week

1 HELPFUL TO GET SOME HELP—Vamos
2 YOU'VE GOT A FRIEND—James
3 I'M SO HAPPY—Tro Guita
4 BEE GEES—Michael
5 BABY I'M WANTING YOU—Bread
6 RAIN—My Fair Sex (CD)
7 BLUE—Carlos Carlos (EVT)
8 THE FUGEES—Gin

1 HELPFUL TO GET SOME HELP—Vamos
2 YOU'VE GOT A FRIEND—James
3 I'M SO HAPPY—Tro Guita
4 BEE GEES—Michael
5 BABY I'M WANTING YOU—Bread
6 RAIN—My Fair Sex (CD)
7 BLUE—Carlos Carlos (EVT)
8 THE FUGEES—Gin

ROMANIA

(Country: CIRP)

This Week

1 MAMMY BLUE—Ricky Shay
2 HELP US GET SOME HELP—Vamos
3 IMPROVISE ACIDRIT—Que j'voudrais
4 OI ME ORI—B.B. King
5 DESCARCAS—Antonio Carlos &

1 MAMMY BLUE—Ricky Shay
2 HELP US GET SOME HELP—Vamos
3 IMPROVISE ACIDRIT—Que j'voudrais
4 OI ME ORI—B.B. King
5 DESCARCAS—Antonio Carlos &

SWEDEN

(Country: Suecia)

This Week

1 MAMMY BLUE—Pop Tops
2 POR QUE VO TE AMO—Sundine
3 VINCENT MARCHAND—Romina
4 ROY THOMAS—Massimo Ranieri
5 INSIDE LOOKIN' OUT—Mirando

1 MAMMY BLUE—Pop Tops
2 POR QUE VO TE AMO—Sundine
3 VINCENT MARCHAND—Romina
4 ROY THOMAS—Massimo Ranieri
5 INSIDE LOOKIN' OUT—Mirando

BELGIUM

1 MAMMY BLUE—Pop Tops
2 SOLEY SOLEY—Middle of the Road
3 NEW DREAMS—We Love You
4 INTREPID—(Euskal)
5 HAB IT SPRING—(Lachand)
6 THE CRUELLAS—Dio
7 JEREMY—(Circus)
8 ROCHELLE—(EMI)
9 I'M NOT GONNA LET YOU FALL—Lenn
10 AKROPOLIS ADRIEL—(Mercury)

1 MAMMY BLUE—Pop Tops
2 SOLEY SOLEY—Middle of the Road
3 NEW DREAMS—We Love You
4 INTREPID—(Euskal)
5 HAB IT SPRING—(Lachand)
6 THE CRUELLAS—Dio
7 JEREMY—(Circus)
8 ROCHELLE—(EMI)
9 I'M NOT GONNA LET YOU FALL—Lenn
10 AKROPOLIS ADRIEL—(Mercury)

BELGIUM (French)

(Country: Télématin)

This Week

1 LAS VENTURAS—Some Or A Sténag
2 EN CHANCAY CON CESTA DE PAPEL—(El)
3 GLASS BOWL—Vaucluse
4 ACRIDINA DOUL—(Mercure)
5 SOLEY SOLEY—Middle of the Road
6 EVERY DAY I HAVE TO CRY—(Viva)
7 KATE & THE 70'S—Michel Marley (Philips)

1 LAS VENTURAS—Some Or A Sténag
2 EN CHANCAY CON CESTA DE PAPEL—(El)
3 GLASS BOWL—Vaucluse
4 ACRIDINA DOUL—(Mercure)
5 SOLEY SOLEY—Middle of the Road
6 EVERY DAY I HAVE TO CRY—(Viva)
7 KATE & THE 70'S—Michel Marley (Philips)

PHILIPPINES

1 MAMMY BLUE—Joel Davis
2 BABY I'M WANTING YOU—Bread
3 THE FUGEES—Gin
4 ROY THOMAS—Massimo Ranieri

1 MAMMY BLUE—Joel Davis
2 BABY I'M WANTING YOU—Bread
3 THE FUGEES—Gin
4 ROY THOMAS—Massimo Ranieri

JANUARY 8, 1972, BILLBOARD
Little Left for Profit, Say U.K. Manufacturers

• Continued from page 31

own interest is set. Precious little is left for profit, with a long-term sale of 10,000 copies of a top-price disk, the manufacturer would get back approximately $17,000, a long period during which the capital cost will be paid up. And not all expensive top-price records sell 10,000 copies.

Concerning negotiations between the Musicians' Union and the recording companies and the probable outcome, one is left under way, "We have not yet even formally started a discussion for an increase," said Musicians Union general secretary John Morton and assistant-secretary negotiator Jack Stoddart this week. "But we anticipate that we shall be coming to the question soon, as the current agreement expires on Dec. 31. Even if agreement is not reached by that time, it is quite likely that we shall all agree to come together and present the current arrangements into 1972, with a view to drawing up the agreement for all the orchestras at the beginning of 1973."

In the meantime, major companies' classical recording schedules are being announced at a rate and in a form of possible rise in U.K. record sales and that, in turn, is succeeding to make too many plans too far in advance," said Minniss of Decca.

Little Rock Studio

• Continued from page 32

her brother on his singles for RCA. On his first single, "I Only Have Eyes for You," which was produced by Dennis and Maxine Scott-backing band. Recently Maxine Brown formed ASCAP, the Society of Composers, Authors and Publishers. She is writing songs and publishing material and making recordings and studio work. Her firm's name is Sherwood Forrest and King Richard.

For the time being, the studio will be used for contact work, but ultimately a production company probably will be formed. "It is quite possible to see a rise in U.K. record sales and that, in turn, is succeeding to make too many plans too far in advance," said Minniss of Decca.

All-Stars on TV

• Continued from page 34

Among the scheduled highlights are a Janie and Jack show, with Campbell-Haggard duets, and a medley featuring Campbell, Cash, Haggard, Owen, Miss Carter, Tillis and Raitt. Campbell, whose roots are country, describes it as his "dream show."
Females, Emergence as Writer/Singer to Persists

• Continued from page 3

Don McLean enters 1972 burst-
ing a huge hit album and single, a superb album that was released before his success, and there is prob-ably much more to come. Bill Withers-who won a style earned him a lot of money from record sales. And there are several writer/singers waiting in the wings:

• Tough Selling Hit Globally

• Continued from page 3

important that the CBS companies in other countries are au-
tonious. "A successful publisher with licenses around the world finds it impossible to get licenses to work with each other, I think. He must do it himself," he said.

"The impetus for the CBS International companies comes from 1970. They are now running their autonomous programs. We are no longer 'accolade' publishers, more collection agencies for the parent companies."

As examples of this, Rahmanowitz cites the number of non-CBS signed to the publishing companies throughout the world, including Mickey Newbury, John Prine, Paul Williams, Ralph McTell, Car-

n Grece and Steve Goodman.

The 1972 line-up, with multiple harmonies and super so-
nophisticated instrumental amplification is not to disappear from the scene. Their performances underline the type of professionalism and they will be appreciated for their technical skill and complex musicmanship. But the individual, who by definition shares a one-to-
one relationship with each member of the audience, and who can be envied or imitated or agreed with for his new found freedom and simple, poetic expressions, may well dominate the record charts in 1972.

Xmas Rush Closes 'Good 1971'

• Continued from page 4

percent. We attribute these in-
creases to three factors: a good advertising campaign, an inde-
step drop. And would you believe, behind the counters who were able to give service promptly and effi-
cy, it happened."

According to Sam Goody, head of the Goody's Eastern retail sales, B. The majority of his original balled material with much potential for top 40 and MOR. Capwell 2533

GUITAR FACTORY-King Herod's Song (3:38) (Prod: Etione Strattan) (Writer: Steve Gibbons) (Bette/Bruin/Shapiro, BMI)-The infectious rhythm number from "Jesus Christ Superstar" is a strong instrumental treatment here for top 40 and MOR labels. Mediterranean 325

GEORGE HUFF-Millions High (4:06) (Prod: Andy West) (Writer: George Huff) (Bette/Sisters, BMI)-Easy beat rock item with much potential for top 40 and FM. Capitol 4341

HOT CITY-Leasing (3:56) (Prod: Flamboyant Prod) (Writer: Kenny Harvey) (Flamboyant, BMI)-Heavey rocker offers much for top 40 and FM.

Lion 169

2d Folio Ready On Lighthouse

NEW YORK — C.A.M./USA

and Edward H. Marks Music Corp. are preparing a second folio for the forthcoming Flamingos Dimens-ions) Records group Lighthouse. The folio, which will coincide with the release of their newest album "Lighthouse/Thoughts of Movie City" return to the familiar format of last year's first edition, which was a success and praised by both critics and fans.

The book will contain all 10 songs in the album, including the current tune on the charts "Take It Slow (Out Of The Country)." The folio will also contain lyrics, photos and stories of the Canadian group.

2d Folio Ready On Lighthouse

LOS ANGELES—Max Steiner, 81, whose film scoring career spanned 24 years, died Tuesday (29) of cancer. Steiner won three Academy Awards for "Now Voyager," "The Informer," and "Since You Went Away." He also did "Taras Theme" from "Gone With the Wind."

Born in Vienna, Steiner repre-
sented the classic European school of composer who ruled American moviemaking until the late 1950's when more contem-
porary styles were introduced.

With nearly 300 films to his credit, he was often called the dean of film scoring.

"Our Wayne, N.J. store did tre-
mendous business for the Yule, going 40 percent over last year's figures," they said.

The brothers said that reasons for the increased sales were due mainly to the stores carrying in-depth stock, store clerks being equipped to service the needs of the cus-
tomers and to the stores being able to advertise in new shopping centers where their in-depth stock could draw. More stores will be added at other mall locations, according to Jim Schwartz, president of Schwartz operation.

Hectic 12 Months

• Continued from page 3

losses of producing records, while duplicates siphoned off hit profits. On this same question, Sen. McClenan had hurriedly advised duplicators to make the "same "investment" for the originating record companies, they want to make recordings.

All in all, the very worst that could happen to the record in-
dustry would be for the anti piracy bill to go out of existence at the end of 1974, with no new revision on the books to make record copy-
ng legal.

The best that could happen would be for the revision bill to pass promptly, making the record copyright permanent—and hope-
fully complete it with the same right to collect performance roy-
alties that is given to owners of copied-
righted music when it is exploited.

JANUARY 8, 1972, BILLBOARD
MARK-ALMOND II—Blue Thumb BTS-32

You put this album on the turntable, and out of necessity, the rest of the world draws a rosy-colored blank. Few artists are as successful in creating a totality of mood, one which can extend from opening to closing band on one side of the LP and still compel you to flip it over to begin the cycle anew. If this be understatement, then may we be forever destined to walk softly and carry one Mark-Almond LP under each arm, should one lonely phonograph approach us in the distance. No doubt it will soon want to bring along a friend. If life can’t be a dream, at least this concept can approach the ideal.

cashbox/album reviews
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<th>ARTIST</th>
<th>Title, Label, Number (Distributing Label)</th>
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<td>CAROLE KING</td>
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<td>LED ZEPPELIN</td>
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<td>3</td>
<td>DON McLEAN</td>
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<td>CAROLE KING</td>
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For Week Ending Jan. 6, 1972, BILLBOARD

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Awarded RIAA seal for sales of 1 million dollars of manufacturer's level. RIAA seal only available to original manufacturers. (Seal indicated with red bullet) ©
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<td>JERRY LEE LEWIS</td>
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Wallach, Death Marks End of Dynamic Era

Wallach, Death Marks End of Dynamic Era is the title of the article. It indicates the passing of a significant figure in the entertainment industry, specifically related to the phonograph and recording equipment industry. The text continues with a description of Wallach's career and the impact he had on the industry.

The text also mentions the end of the dynamic era, which suggests a transition to a new phase in the industry, possibly due to technological advancements.

The following text is a continuation of the article, discussing Wallach's contributions and the end of the dynamic era:

Wallach, who was known for his innovative designs and advancements in the phonograph industry, passed away, marking the end of an era. His contributions to the industry have had a lasting impact, and his legacy continues to influence the world of music and recording.

The article goes on to discuss the significance of Wallach's work and the evolution of the industry since his time. It highlights the challenges and changes that have occurred in the phonograph and recording equipment industry, and how Wallach's contributions have shaped its development.

The article concludes with a reflection on Wallach's legacy and the impact it has had on the industry, emphasizing the importance of his work in shaping the future of music and recording.

Overall, the article provides a comprehensive overview of Wallach's contributions and the end of the dynamic era, offering valuable insights into the history and evolution of the phonograph and recording equipment industry.

This description includes the key points from the article, focusing on Wallach's contributions and the end of the dynamic era, providing a clear and concise summary of the text.

Dennis Day, Tex Ritter, Bobby Sherwood's band and pianist Freddie Slack sold better than "pretty well" with the help of a Texas canary named Ela Mae Monroe and a bright novelty called "Cow-Cow Boogie." - and Mercer's "Strip-Polks" fits put Capitol in a national scale. And never again could these three companies control 99 percent of the market.

28 Years Of Profit
For the next 28 years without a miss, Capitol's profits soared. Wallach cried quirkishly the business end. Hinging two desks in promotion, advertising, production, technical, legal and other vital personnel—most of them young and untested—wallach guided the right man.

DeSylva, who never interfered, died suddenly. By 1940 Mercer had cashed in his chips to concentrate on songwriting.

Wallach was one of the industry in the success of the famous Capitol, the story. Wallach had sat with some of Europe's most revered composers and conductors.

Staying on Business Side
Looking back, the modest, self-styled "Nebraska squareness" of Wallach often remained. He never interfered with its creators. "I'm on the business end," he frequently told Capo's hard-charging president. "I'm not involved in the stars or the music itself."

Wallach was known for his ability to marry the finest artists you can find with the best songs. He was the dean of the record industry, and his contributions to the industry have had a lasting impact. His legacy continues to influence the world of music and recording.

The article goes on to discuss the significance of Wallach's work and the evolution of the industry since his time. It highlights the challenges and changes that have occurred in the phonograph and recording equipment industry, and how Wallach's contributions have shaped its development.

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   - Record / Tape Store
   - Home Entertainment / Appliance Store
   - Discount Store
   - Variety Store
   - Supermarket
   - Department Store
   - Other:

2. I am: □ An independent retailer, operating _______ (state how many) outlets;
   □ Part of a chain-store operation with _______ (state how many) outlets;

3. I retail the products checked:
   □ LP Records
   □ Cassettes
   □ 8 - Track Tapes
   □ Open-Reel Tapes

4. My record / tape department is:
   □ Clerk-serviced
   □ Self-serviced
   □ Self-serviced with clerk assistance

5. I buy my record / tape product from:
   □ Distributors
   □ One-Stop
   □ Serviced by Rack Jobber

6. I subscribe to Billboard. Yes _______ No _______

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