Morris Spreads Film, Theater, Disk Wings

By Mike Gross

NEW YORK — The Edwin H. Morris Music Co. is spreading its activity on the film, musical theater and disk wing.

So far, for the theater, Morris has "The Selling of the President" and "Gidget." A musical based on the Bob Crewe book about the 1964 presidential election, has music by Bob James and lyrics by Jack O'Brien. The original cast album has been set with six tracks. The musical is set to open on Broadway March 2.

"Grease," a musical lampoon of the 1950s rock 'n roll era, was written by Jim Jacobs and Warren Casey. It is scheduled to open off-Broadway on Monday (14).

The fact that the Canadian government is now considering the authorization of discrete quadrasonic broadcasting is believed by many discrete advocates to be one of the "pressures" that will perhaps induce the Federal Communications Commission to faster action on a decision on discrete broadcasting in the U.S. An application for a rule-making, including the possibility of experimental broadcasts conducted over a two-month period in San Francisco, is now pending before the FCC. But other channels of sound, including the possibility of a straight-for-the-market precedent at the moment, J. 0., who feels that "the idea of a channel speed of sound is rapidly approaching," also realizes subtle variations in form are brought on the FCC's decision may be a long time coming.

And, a huge worry in the minds of discrete advocates is the growing strength of matrix. Matrix advocates claim that since their system doesn't require any variations at the broadcast end, the FCC is not required. As long as the product is encoded, it can be broadcast and all the listener needs is a matrix decoder, and two extra speakers to receive matrix quadrasonic sound.

Discrete Side

On the other hand, discrete advocates claim that matrix does not give pure quad-channel separation and point to one matrix album where even the sound of horns is lost.

By Claude Hall

Can. FM Asks Discrete "Q" Permission

SAN MATEO, Calif.—CHFF, FM, a Toronto station owned by Rogers Broadcasting Systems, has asked the Canadian government for permission to broadcast full-time in discrete quadrasonic sound using the Louis Dreyfus system.

In the application, a letter from Tom Lott, president of the firm which holds the right to use the "Quadrasound" system, asks the Canadian government that either his firm or those of his licensees, taking advantage of the "Quadrasound" technology, which holds a similar patent in the United States, be allowed to broadcast in Canada. "We will have a channel four on our 96.9 MHz FM in San Francisco, is now pending before the FCC. But other channels of sound, including the possibility of a straight-for-the-market precedent at the moment, J. 0., who feels that "the idea of a channel speed of sound is rapidly approaching," also realizes subtle variations in form are brought on the FCC's decision may be a long time coming.

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The new album from the Best Vocal Duo of 1970 and 1971 includes the hit singles, "Burning the Midnight Oil" and "The Right Combination."
Major Push by Polydor on Brown's Anti-Heroin Single

NEW YORK—Polydor Inc. is releasing an anti-drug James Brown single, "King Hero in," with "all-out promotion," according to Jerry Schoenbaum, Polydor president.

He commented that the label will be sending a copy of the single to every radio station regardless of format, to every Mayor in every major city, and sending a copy to every television talk show, every major newspaper and magazine, every social service people, anti-drug organizations—blanket coverage.

"Sales are not the only thing—we want to get this record talked about, heard, played—on the good music stations."

With the release of the single is enclosing an accompanying letter from Schoenbaum and a copy of the lyric.

Schoenbaum stated that if the single was "an agenda item," a decision would be made regarding continuation to anti-drugs organizations to anti-drug movements.

RCA Gets 'Living Free'

NEW YORK—RCA Records has acquired the soundtrack from the ABC TV series, "The Living Free," a Columbia Pictures-Carl Foreman presentation. The film will open on March 28 and be around the country during the Easter season. The film's soundtrack album will be in the stores simultaneously.

The soundtrack was composed and conducted by Sol Kaplan. Among the songs featured in "The Living Free" are "Tell-E-Tale Heart," "Tales of Manhattan," "The Tycoon," "The Victors." His television credits include "The Eddie Cantor Show," "The Enchanted Nutcracker" and "The Great American Dream Machine."

"Living Free," produced by Paul Rainin, who also produced the award-winning "Born Free," depicts the further adventures of Elsa, the lioness, and her three cubs.

Billboard
AGAC Holds Copyright Meet

BY DAN ROTTENSTEIN

NEW YORK—Although AGAC's annual meet-
ing was held at the Princeton Club here on Jan. 3, Edward M. Crain, president of BMI, said in the open session discussion that fol-
lowed, "We're not a lawyer, we're a
chicken."

The topic of the panel was "The Copyright Hang-up (Shall We Hang or Sit On It)?" And the music industry spokesmen agreed unanimously that song
writers, as well as everyone else, were, in fact, being stran-
gled by inequitable copyright laws. In an reminiscence of a talk by Deutsch, AGAC counsel, who moderated the discussion, pointed out that there has been no copy-
right legislation enacted in the U.S. since 1909. "Congress has not been convinced that we need a better copy-
right law," said Deutsch.

Henry Brief, executive director of the RIAA, said that a copyright bill in 1972. He felt that if it is not likely to act on the bill which has been pending in the Senate since 1967, prior to an election year, Congress will probably adjourn this year. The House will call for discussi-
ons on the bill, Brief suggested. Passage of a new copyright bill by Senate subcommittee has been stalled, Brief asserted, by the con-
fllicting demands of publishers ver-
sus record companies, jockeybones versus record companies, and net-
work broadcasters versus cable television.

Cramer saw "three glaring in-
iquities in copyright laws"—1/juris-
dictions that have been frozen in for years of non-operating of composers by educational TV. "Everybody gets paid whose works are used educational TV," Cramer stated; "except composers and authors who are nor-
ning forced to subsidize public use.

"Disappointment is the key word in copyright matters," said SESAC counsel Albert F. Ciancim-
ni. "For five years all of the crucial inter-
ests have prevented a bill from pass-
ing the Senate." He cast the ATRP as the only market business and commercial broadcasters in Chantilly, publicists, president of the National ASCAP, was not sanguine about the chances for Senate action on copyright right law. Motion picture owners and the CATV industry haven't directed their forces for copyright, composers, Chantilly observed, and heretofore has not helped her.

Herman Finkelstein, general counsel for the NMPA, stated that the struggle between the net-
works and the record majors in markets has prevented comprehensive copyright legislation.

He reported that performing rights societies, including BMI, ASCAP and SESAC, are requesting grier is a growing legislative trend away from the in-
terests of the copyright owner," Ciancim-
ni conceded.

Miami Beach to Sponsor A Major Music Festival

NEW YORK—Miami Beach will sponsor a major music festival this summer. The city will base the festival that will feature a major annual jazz and pop poll and win-
ners. The two-week Miami Beach Jazz Festival will be conducted by the city's Tourist De-
velopment Bureau. The festival, which runs from Aug. 10 through Aug. 23, will involve hotels and businesses throughout Miami Beach.

For those who are going to be at Acapulco for IMIC-4 C onference, here are Group Inclusive Tour (GIT) round-trip fares as of 2/1/72:

From:  
GIT Boston $230 
Los Angeles 163 
Chicago 181 
Detroit 188 
New York 210 
Toronto 185 
Montreal 207

Full details will be sent to everyone as soon as they have registered for IMIC-4.
David Bromberg’s reputation as a hot guitar picker has been gobbled up by his career as David Bromberg.

David Bromberg’s guitar picking is practically legendary. As a studio and stage sideman his hot licks have embellished the music of Bob Dylan, Paul Siebel, Jerry Jeff Walker and other top artists.

And there have been articles, interviews and credits which have created a Bromberg cult of thousands of people.

But David has also had his own thing going. For eight years he’s been playing clubs and cafes, radio shows, the Philadelphia Folk Festival, and he became one of the highlights of the Isle of Wight Festival as David Bromberg: singer, songwriter and total performer.

Don Heckman said in The New York Times: “He is a major talent with all the qualities of a star.”

David's first album is a balance of his two worlds. Some live recordings to capture his performing magic. And studio tracks he produced himself with Bromberg-stamp-of-approval sidemen.

The music is easy low-down blues, shit-kickin' bluegrass and off-the-wall jobbers like "The Holdup" and "Suffer to Sing the Blues." Nothing to tarnish his reputation as a hot guitar. Plenty to build his career as David Bromberg.

On Columbia Records®
Dear Sir:

Our office, a human right, recently contacted your Chicago-area office. We asked for any information you might have about a record on "soul" radios. They said they had an article on "Soul Emergence" which they felt relevant to our needs. I would like to contact you about reproducing that article.

I thought perhaps I should explain why we are interested in reproducing an article or any other pertinent information. One of the projects of our office is to hire a committee of volunteers to work in mass media under the umbrella of the movement. Each Tuesday, professionals in the local media teach the 24 students. The course is for a full term, includes film, radio, and television techniques, and is video tape for distribution to other schools.

What I'm getting around to is this: I think the time has come to schedule a presentation for one. Senator Smith (known as the "Dr. Soul") where he will talk about the "Soul Emergence" of the d.j.'s. He has arranged to get your copy and we're asking to incorporate into our presentation. There are two other things in the program in Tulsa and Mr. Smith feels that those two presentations will be most interested in getting more information on "soul" nation.

I should ask you for 30 copies by return mail. You are scheduled for a presentation on soul that you have that can be distributed to 250 or more media minority group students, or for one copy which we will have from those. That's the main thing. However, if the information is of the nature to be of interest to them and is distributed to a media minority group, we could distribute copies to them.

Please let us hear from you and thank you for your help.

Cordially,

(Miss) Madeline Caruthers
Assistant Director
County Reproductive Health
Tulsa, Okla.

Editor: We are currently receiving cop-
est of the Soul Emergence issue (Billboard, #1314) and would like to support this effort with worthwhile distribution.

James Sets Up Pub With King

NEW YORK — Tommy James has formed King James Music with Bob Rock, the producer. They will publish material for independent record producers, offering services to artists on records other than James.

James has been managed by James' personal manager, Bob Schwartz. The music firm will be affiliated with Broadcast Music Inc., which the company's Royalty Rights Assn. will act as the firm's collection agency.

James hopes writer and artist is signed to Big 7 Music and Roulette Records.

New Concept in Storing Albums

NEW YORK—Hang-Ups Distributors, Inc., firm based in Ossining, N.Y. has introduced a new concept in storing albums on walls. Called Hang-Ups, it consists of strong plastic strips which allows any albums securely against a wall and which can easily be removed. Hang-Ups self-adhesive backing sticks permanently to any wall surface, plaster, wood, tile, glass, brick or paper. They can be removed with ordinary lighter fluid. Hang-Ups is manufactured by Masterwork Audio, Inc., 1870 Vermont Ave., Washington, D.C.

Richard Salvador

name sales manager of Schwartz Brothers, Philadelphia. He was formerly senior vice-president for Chess Records and was also associated with Rondell Distributors, David Rosen Inc. and Reprise Records. . . .

Rina Cascone


Eugene B. Settler

appointed division vice president, marketing RCA Records. He is division vice president, sales joining RCA from Epic where he was director of sales.

Gregory Kimmelman

name North East regional promotion director, Elektra Records. He was formerly the Northeast regional promotion manager for the company, joining from Capitol Records.

Kirk Mattie

name Elektra's West South promotion director. . . . Dale Frashuer name product coordinator, Scepter Records. An independent producer he formerly worked for Mercury, Decca, Vanguard, United Artists and Columbia.

Mike Eisenkraft

formerly New York account executive with Billboard, named the publication's Eastern sales manager, reporting to Pete Heine, director of sales. Ron Willman moves to the new post, manager, consumer electronics sales.

William E. Roberts

has resigned as chairman and a director of Ampex Corp. . . . Henry Aikya, formerly producer of Sony tape recorders, has joined Kenwood as product manager.

Allan W. Levinson

appointed assistant to Jack Goldbard, who recently resigned as chief of ABC Records and tapes. He is also the vice president, manager of Magtek's Stereotype division. . . . Marvin Paris, formerly sales director of MCA, has been appointed sales manager of LANP Records, producer of Cackleberry and Columbia Masterwork Audio division; he joined LeBo Products as general manager. . . . Larry Pugh, marketing manager of Ampex' consumer equipment division, has resigned to join Sansom as director of planning and merchandising.

John A. Howe, manufacturing vice president of Telex has been appointed executive vice president of the company's Communications division.

Rock Fund Set to Aid Needy

NEW YORK — Rockards, Inc., a newly formed company has established a permanent Rock Fund to provide financial relief and support to selected recipients. Rock-Fund, which was managed by the company's president, Bob Rockendorf, was formed with the aid of the company's members.

Designed to produce, manufacture, market and sell an album, is bearing a photograph and song- line message from each participant artist, Rock-Fund will act as a collecting arm of the music industry operating under the following way: participating artists will agree by contract to contribute all royalties to the Rock Fund. All royalties will be matched by Rockards, and all artists who will participate in this project will split 50% of the fund.

Morgan S. Rock,
A SINGLE-HEART OF GOLD - SLIGHTLY PRECEDES THE ALBUM.

The Album: February 15/On Reprise
AN ANCIENT HEAD

**Certron Shows Loss Of $9,877,000 in ’71**

LOS ANGELES—Certron Corp. (Amex) reported a net loss of $9,877,000 for the fiscal year ended Oct 31, compared with a loss of $2,057,000 in 1970. Certron's net loss of $2,057,000, or 76 cents a share, was after giving effect to a tax recovery of $1,898,000. Per share loss in 1971 was $3.44.

Losses from continuing operations in 1971 were $5,734,000. Additionally, the company had a loss of $5,193,000 from discontinued operations and an extraordinary loss of $941,000 in the year just ended.

Discontinued operations included Certron's proprietary lines of budget music, record rack pooling and distribution, and computer tape manufacturing and distribution.

**Tenna Reports 2nd Quarter Dip**

CLEVELAND—The 10 percent import surcharge and currency fluctuations contributed to Tenna's lower earnings for the second quarter and six months ended Dec 31, said Edwin P. Madson, vice president and treasurer.

Madson said second quarter net was $361,417, or 12 cents a share, down from $507,186, or 17 cents a share, a year earlier. He predicted an improved third quarter.

2nd qtr. to Dec 31 1971 1970
Net sales $4,683,000 $4,530,304
Net income 361,417 507,186
Per share 12 17

Six months 1971 1970
Net sales $9,640,348 $9,970,916
Net income 679,766 1,060,741
Per share 21 27

**Market Quotations**

**FINANCIAL SURVEY SEES AMPLEX LONG-TERM GAIN**

LOS ANGELES—In the aftermath of Ampex Corp.’s announced $40 million deficit, a value line financial analyst’s survey indicated the following:

"We are increasing our operating deficit estimate of 20 cents a share in our 1972 report to $2.50 a share, ending with an extraordinary charge of $2.20 a share. This will be a major event to watch in the next few months.

"We do not expect Ampex to return to a profit in the next few months. It is a long-term investment."

The report noted that, "Investors, willing to assume high risk in the expectation of wide appreciation potential, might find Ampex shares more attractive, although they may not give a particularly strong relative performance in the months immediately ahead ..."

"At this juncture," the report states, "we do not anticipate any drastic change in company policies. Rather, we look for a revitalization of earnings power during fiscal 1973, ending April 1974, and an increasing tempo of sales and profits to mid-decade."
MEMO TO:  James Brown
FROM:  Jerry Schoenbaum
SUBJECT:  King Heroin  (PD 14116)

I have just listened to "King Heroin" and find it the most moving statement
I have ever heard on record. This problem is one that should be brought to
the attention of all Americans, and Polydor incorporated will make every
possible effort to give this record the exposure its message warrants.

I sincerely believe that all radio stations, regardless of format (Soul, pop,
rock, MOR, talk, classical, country and western, underground, etc.) owe a
personal obligation to their listeners to play this record. I am sure that your
message will do much to rid our country of this cancerous problem.

Unquestionably, you have made valuable statements in the past, but certainly
this emotional appeal is your most relevant. I am touched by your sincerity
and I am sure that it will touch the hearts of all Americans.

I want you to know that we support your courageous stand on this vital
problem, and I am sure that people all over the world will stand with you in
your crusade against King Heroin.

Sincerely,

Jerry Schoenbaum
President, Polydor Incorporated
CATV Rules are A Double Boon

- Continued from page 1

coastal cable have almost limitless possibilities for ordering by catalog, and so forth.

Rules for radio stations to be carried on the cable include orders for carriage of all local radio stations to be carried. However, if a distant station is imported and a local station requests it, if the import is FM, all local FM will be carried on request; if the station is AM, all the AM's must be carried. There will be no distant radio importing to communities of less than 50,000 people. Final rules for cable radio are being worked out.

The CATV rules will become effective March 31, 1972, with a record open for petitions for reconsideration before that time. Under the new rules, cable systems in the top 50 markets would be authorized to carry signals of three full network stations and three independents, important distant city stations when necessary to fill the quota. In television markets numbering from 51-100 the quota would be three network stations and two independents. Under some circumstances, two additional independent stations can be carried on the cable in the top 100 markets, for Cable TV Subscribers, who pay an average of $5 a month for the wired-in TV service.

Variety Clubs' Charity Album

- Continued from page 1

label and talent clearances for the album, said WKBW, Buffalo, and WOKY, Milwaukee, have already said that they will go with the album promotion. Lavinthal anticipates as many as 50 chapters going with the album.

“We can’t thank the label presidents and talent managers who donated their services to this charity LP enough,” Lavinthal stated. Top chart singles by the following artists are included: Merrell Rush, Dionne Warwick, Andy Williams, Steppenwolf, the Impressions, Tommy Roe, Neil Diamond, Canned Heat, the Lemon Pipers, Hang On Sloopy, Bobby Goldsboro, the Animals, Strawberry Alarm Clock, Zager & Evans, James Brown, J. Frank Wilson, Bobbie Gentry, Joe Facilitic, the Kingsmen, Three Dog Night, B.J. Thomas, Classics IV, the Irish Rovers, the Ventures, Glen Campbell and Ohio Express.

Sherill Corwin, VCI president, formulated the national chapter participation. Hall Light, San Francisco chapter executive, is coordinating the mail order fulfillment nationally.

Four Versions of Hit In Cola Push

- Continued from page 1

A report of 110,000 copies of a soul version by Doctor Music and a version by the Laurie Butler Sessions is ready.

A similar number of copies of two different versions in French by Donald Couture, the leading Canadien, and a French, have been prepared. The French renditions are titled "Fever Amour." Peter Clayton, Coca-Cola account executive at McCann-Erickson, who handled the account, said it also contains the original Coke commercials with the option of different language. Copies of the disks are offered for 8 cents; the restful pulls from cans of Coca-Cola.

It was backed with media campaigns, which incorporate leading AM stations in each market.

Seven years ago, Coca-Cola initiated "Fever Amour," which was responsible for bringing together the talents of producer Jack Richardson and members of the Guss Who for the first time.

Peter Scheibler, who holds the patent for a quadraphonic matrix equipment, has now developed a closed loop encoding device which he said will allow recording engineers to monitor a four channel recording as it is being taped. It will also allow the engineer to hear the identical sound that will eventually reach the consumer.

Scheibler who is a resident engineer at AdVantage Sound, New York, explained, “Until now, recording engineers involved in the mixing of matrixed quadrophonic were handicapped by the fact that such a piece of hardware. ‘The sound which eventually reached the consumer was often vastly different from the sound that was fed into the encoder,’ Scheibler explained.

Scheibler will utilize his closed loop encoding device in an idealized four channel system. As he is building, “When we finish it, the studio will accommodate all forms of quadraphonic recording production,” he said. The studio will be built into AdVantage.

The period of gimmickry in the promotion of four-channel sound is past,” he continued. “It is important at this point to move beyond the phase of quadrophonic as a new concept and into the innovation stand on its own as a major advancement in audio entertainment.

He also pointed out the property designed matrix four channel is capable of reproducing sound images at any point in 360 degrees around the listener. “It should therefore be unnecessary for people to crowd into the middle of the room to get the best effects,” he commented.

I see the development of four-channel sound as the ultimate end of stereo’s aim, and the consumer should be able to do the aesthetic value of the new audio concept,” Scheibler concluded.

Aside from all the work Rudy Van Gelder just completed in re-mastering the Prestige Twofers series, he has also kept the studio busy with other notables in the field of jazz. He just completed the recording work on a new George Benson LP for CTI Records, which Creed Taylor produced. Also on Blue Note Records, Lee Morgan just finished a session with the group, for his forthcoming album. And Van Gelder has finished up a mix for an upcoming Donald Byrd LP on Blue Note.

For Prestige, a new Melvin Jackson LP with Ozzie Cadena producing; the last in the Horace Silver Trilogy which eventually evolved States of the Mind,” has been completed; a Bernard Purdie LP has been completed as well as for Prestige; and the Prestige people are said to be thinking about another Gene Ammons album, but they aren’t sure where it will be made.

Back to Blue Note finally for whom Van Gelder just finished horn recordings and a remix for a Grant Green LP, soon to be released.

One might say that Fedco Audio Labs keeps on truckin’. They recently recorded the Stompedol concert with Howard Wales and Jerry Garcia at Symphony Hall, Boston, where the concerts were simulcast over WBCN-FM. Alan Douglas, multi-media man of Douglas Communications, produced the set with Fedco’s Fred Ehrhardt as engineer. Also on the live side is Location Sound, Ltd., which recently changed hands but is still being run by Messrs. Paul Daffand and Jeff Leven. They are at the Charles Mingus concert at Carnegie Hall, New York, and showed up two days later in the same location to record Lighthouse for Stereo Dimensions.

At Criteria Recording, where much of the new Aretha Franklin LP was done, "Smoke 007," a Bahamian singer brought in his group to a do a few sets for the Concord Hotel in Nassaau. And Nassaau singer Ronnie Butler just finished a 15-track session for the Nassaau Beach Hotel. Also reported from technical curiosity was Atlantic Records’ new vocal duo, April Lewton, a British songstress, and Mitch Mitchell, a vocalist who had been working around the South Florida area for the past few years.

New personnel have also been added to Epic Records’ Spirit. And Al and John Were, formerly player of bass and on lead vocals and guitar, are also on the forthcoming album, “Feedback.” David Briggs produced the LP on CBS’ Sound and Image Studios, San Francisco, with a mix-down at CBS’ Los Angeles. None of the group really felt like describing the sound of the album because a musician generally plays..., but the cover itself is well worth mentioning. It was shot by Don Peterson at a video taping session done by Vibes Free America. The cover is a shot still from the tape monitored by one of the participants about the group is their keyboard man, John Locke has switched to a grand piano in live performances. He uses a Carl Countryman pickup for the sound with incidence. Incidentally, Locke claims to be a descendant of the philosopher of the same name.

Danny Fantozio, president of Nectar Records, checked into Echo Studios last week, to do a few takes with Soap Opera Queen, Adeline Barnes on "As the World Turns." The single is the "Will Tomorrow’s Promise Be Tomorrow’s Tears." Stay tuned until next week, weepers.

MELVIN VAN PEEBLES, right, writer of “Ain’t Supposed to Die a Natural Death,” in words and music, listens to playback of a few of the songs which were recorded on the cast LP on A&M Records. With Van Peebles are, left to right, Harold Wheeler, music director for the show; and John Venable and Bob Yeomans, engineering team.

General News

Studio Track

BY BOB GLASSENBURG

There’s a lot of talk these days about drugs. Most of it involves descriptive words like, “Groove”... “Hip”... “In”... etc. Have you ever thought that a lot of this talk is just so much bull? It is. But, if heard often enough you begin to believe it. To combat this verbal bull, Billboard is publicizing a list of books, films, records, radio and T.V. spots available to inform you of the true drug danger. We’ll tell you where you can get them and how. We call these materials “The Bullfighters.” They are designed to give a clear, true picture of the drug scene. Protect yourself and learn the facts. “The Bullfighters” in Billboard.
The man is a cold soul
He's a frog in a hole
Snake in the grass
Swamp dog
Piggly Wiggly
Dirty old toad frog
Girl he ain't nothin' but

"Dirt"

A single sensation by Paul Kelly (who sings it as he wrote it). Produced by Buddy Killen. New from Warner Bros. (WB 7558), which is wriggling in anticipation of Paul Kelly's March-bound album (and Ampex-distributed WB tape), also called Dirt

Rock Concerts to Play Big Role in Summertime

NEW YORK — George Davis will produce 20 rock shows in Boston Common, beginning June 19 and running every Monday and Wednesday through Aug. 23. The rock shows will be part of Sum- mertime, cultural event sponsored by the city of Boston in cooperation with the Mayor's office.

"Last season," Davis said, "115,000 people paid $2.50 each to see the concerts and an estimated 65,000 were seated outside the Common area."

Davis has been associated with Summertime since its beginning in 1968 and included the presentations, known as Sunset Series, on the Common. During the last five years Davis has produced about 5,000 presentations in ballet, theater, opera and workshops throughout the Boston area as well as rock concerts.

Davis said, "In the '72 season, our goal for the Sunset Series on the Common is to reach 300,000 people."

From The Music Capitals of the World

NEW YORK — The Warkeke'] Concours has signed with Steve Wonder, Buddy Miles and Uriah Heep to handle public relations for those artists. Paul Anka, recording artist, has been chosen by Prince Raspberry and Princess Grace of Monaco to be the headline act of the Feb. 25 Grand Gala Du Disque in Monaco.

Following their Austrailian tour, the Australian band the Heep, and Du Disque in Monaco, March 9, the group appears at Senigam in Western Europe. In Indonesia, they travel to Singapore, Kuala Lumpur and Hong Kong, for March 10, 11, and 13 dates. The group arrives in Tokyo on its next stop, after the boy is stricken by cerebral palsy. Another added treat for the Heep's63,000 silhouette was Mangione's "Song, "Hill Where The Lord Hides," but his band is considered a "B" in Instrumental Composition.

And the band is still house tight. Now, Leff Sohol of Blood, Sweat & Tears, a trumpet piece that Mangione wrote for him, is a research lab, Solt's trumpet cone.

BOBBY DARIN Desert Inn, Las Vegas

Making a triumphant return to the Strip, the old-new-old Bobby Darin was received with a "standing ovation." He sounded on "Lazy River," "Mack the Knife," "Simple Song of Free dom," and "Midnight Special." Darin's act showed him off a total performer with an excellent voice, his own style, and a charming personality which comes across instantaneously to the audience.

LAURA DENI

ELVIN JONES Village Vanguard, New York

From the right of the small, cramped room on the top floor of the Village Vanguard, New York, the other's charm is not reflected and his 

CHUCK MANGIONE Carnegie Hall, New York

Chuck Mangione uses the various elements of the orchestra to weave a bright light into his music. "Repli- cates of instrumental colors are ban- daged to several horn lines, sliding lines, and the listener floats on a swelling sea of music."

The Chuck Mangione concert at Carnegie Hall on Feb. 11, titled after "Mangione's" February 14," was an unbridled joy. "Sun Showers," the opening selec- tion of the evening, sparked with burlington (burlington) and bustling rhythms that projected a zappy Glenn Miller-Mangione made compelling use of stings in "Legacy," and "Gerry Nazzaro" of the Chuck Mangione Quartet, soloed beautifully on sax- ophone and flute. Mangione per- formed ably throughout the con- cert, on flugelhorn and electric piano.

British guitarist and composer Stanley Wooten showed off a wealthy advantage in an unaccompanied, acoustic rendition of "Pages From a Journal in America," which he wrote for his Duke album. Another featured performer was the recording of the recording industry not to have a regular supply of Miss King's controversial last release.

GIDEON & POWER Gaslight Au Go Go, New York

Gideon & Power have all the best tunes, at least not when Gideon Daniels is singing. In a per- formance on Jan. 14, the Gideon Daniels show was a gener- alized sampling of material from his first album, "Tell Me, Be Me, Be Me." Gideon and his five-man backup power, brought new life to songs of old-time religion.

"Minnie the Moocher" was ban- dana, eyes bulging, his smile a gaily. The selection of the true be- liever on a packed congregation into happy submis- sion. Flaky on 'once his light- bourn, he bounded down the stage, and his musical mes- sage of salvation. Among the electrically songs on which the most popular song" was "I've Gotta Be Me."" They included "I've Gotta Be Me," "Peace and Love" and "Tell Me." The "I've Gotta Be Me," I've Gotta Be Me." The "I've Gotta Be Me," I've Gotta Be Me." The "I've Gotta Be Me," I've Gotta Be Me."

NEIL DIAMOND Circle Star Theater, San Carlos, California

Singer-songwriter Neil Diamond got it all together Jan. 21 to a wildly cheering audience at a packed Circle Star Theater. In his 40-minute performance, including two encore, the relaxed Diamond rapped with his audience, and sang "Mandy," "Sunny," "Cracklin' Rosie" and "Brooklyn Roads." He also reflected on his "new" song, "Any Old Time." Diamond accompanied himself on guitar, an display magnificently backed by his own six-man group.

MICHAEL GATELEY Gaslight Au Go Go, New York

If there is a folk revival taking place today, Michael Gateley is a big part of it. A veteran of the early days of songs, Gateley says he feels right at home with a microphone, "I'm the King of 'Van Helsings' Records artist backed by Jimmy Bloodworth on 12 string guitar and Rich and Rickie Schmierer on congas and bass, Diamond road a full length through what might be termed "skin tones."
FROM THE ALBUM
MANFRED MANN'S EARTH BAND
COMES THE HIT SINGLE
LIVING WITHOUT YOU

PD-14113

Polydor Records, Cassettes and 8-Track Cartridges are distributed in the USA by Polydor Incorporated; in Canada by Polydor Canada Ltd.
GLEN MILLER ORCHESTRA
Town Hall, New York
Buddy De Franco leads the Mill er Orchestra and acted not only as leader but also narrator on this concert which was presented as a free show to students from various high schools in the area. With a minimum of fuss, De Franco explained the mechanics of the Miller sound, gave details of the band's career and unveiled the original arrangements, "rehearsed" by the young looking 16 piece band.

Chattanooga Choo Choo, "In the Mood," "Little Brown Jug," even the Miller bandleader "Sometimes Old, Something New," "medley," were all given an airing. Pianist Steve Jennings and tenor Lorker brought the vocals in unaffected style and the whole affair was for the students, a neat excerpt in aural history. "A Beatles song and Love Story," crept in to show the basic accommodation of the Miller style.

BOB GLASSBEN

NITTY GRITTY DIRT BAND
JONATHAN EDWARDS
Troubadour, Los Angeles
The Nitty Gritty Dirt Band has already been on one of the most entertaining live appearances rock bands. But they seem to have developed even more facility and a lot more mellowness during their past year of residence at Nashville and Colorado. The band is concentrating more music than on low comedy and with their multi-instrumental capabilities they are one of the few groups around anywhere. Their current guest is a very rock of Buddy Holly to the Western swing mood of Hank Williams and then perform a thoroughly contemporary new work by the likes of Jackson Browne which goes full tilt at all the genres it plays. The group's skill is making an overall musical distinctiveness that becomes more valuable and material within a personal style.

Jonathan Edwards with his new horns, such as the baritone, lanky and likable New England lad who gives out a very pleasant and relaxed set. Definitely here to stay and he major career.

NAT FREEDLAND

Graham New Concert Deal
NEW YORK—Bill Graham has concluded negotiations with Tomorrow Entertainment, Inc., to produce three rock concerts during 1972 which will be close-circuited to a minimum of 70 sites. The first Graham concert, April 13, will be with two more scheduled for the fall.

The location sites for the closed circuit telecasts will be in auditoriums and arenas which will be darkened, as in motion picture houses, to give the audiences a feeling of live participation and contact with the artists on the big screen. The three concerts will have live origins from major arenas, such as the Astrodome in Houston.

Graham is in negotiations with several top artists for the concerts.
Columbia George Dailey accompanied has become Columbia studios. produced here Stage, new Epic English Thursday the Eric Burdon Hanna -Barbera, Hollywood vice T. at WKRC first enough coupling "Loosen These Rains" single on son's Washington, D.C., has been recorded for the Decca group, major WSAI Radio, at Cincinnati the club manager. The Lookout House, Covington, Ky., has upgraded its entertainment budget for single acts and is bringing in a string of record names, starting with Mel Torme, Feb. 7-12. Buddy Greco is set for a week's stint starting Feb. 14 and Frankie Laine kicks off a 10-day engagement Feb. 25. Others slated to follow are Rosemary Clooney, Della Reese, Billy Eckstine, Rich Little, Lou Rawls and John Gary, Allan Kirpatrick in the club manager.

WSAI Radio in association with promoter W. James Bridges, bringing in Grassroots and Heiqi, new Deca group, for a concert appearance at Music Hall Feb. 18 at a $5 fee. Local singer Albert Washington, formerly on Harry Carlton's Fraternity label, has a new single on the Jewel Records label coupling "Loosen These Rains" with "Go On and Help Yourself." Jewel bossman Rusty York has sold the master to Stan Lewis of Shreveport, La. Roosevelt Lee is handling Washington on personal.

Tommy Sears' new single, "Salvation Train," on the General Records label with headquarters here, was released nationwide last week. The up-tempo turn, written and produced by Sears, follows the current Jesus-rock trend.

Shad O'Shea, whose new recording facilities, Counterpart Creative Studios, bowed here eight months ago, netted a full column in The Cincinnati Enquirer Jan. 23 in a piece by-lined by TV-Radio Editor Steve Hoffman. Yarn O'Shea's past accomplishments in the radio and recording fields and outlines his plans for the future. Shad was program director and air personality on WCPO from 1963-65.

CINCINNATI

R.D. Grigson, general manager of WDAP-TV, Kansas City, Mo., has been named to a similar post at WDKR-TV here succeeding Sam T. Johnston, Talt Broadcasting vice-president who has joined Hanna-Barbera, Hollywood film production firm owned by Taft.

The Jo Gunne group made the Eric Burdon concert at the Agora Theater, Columbus, Ohio, Thursday (3). . . Pink Floyd, English rockers heard on the Capital label, are set for three Ohio dates in April as part of their second U.S. tour. Stops are Civic Theater, Akron, April 22; Cincinnati Music Hall, 23, and Sports Arena, Toledo. 24.

A current top seller in the area is Warner Bros.' "All in the Family" album, spotting audio skits from the TV show. It's on the Atlantic label. .. WCW-FM, Fairfield, Ohio, is rumored switching from country to a good-music format. . . Steve Reece, hobby manager of soul singer Barbara Howard, has been appointed legislative aid to Cincinnati City Councilman Theodore M. Berry.

The Lookout House, Covington, Ky., has upgraded its entertainment budget for single acts and is bringing in a string of record names, starting with Mel Torme, Feb. 7-12. Buddy Greco is set for a week's stint starting Feb. 14 and Frankie Laine kicks off a 10-day engagement Feb. 25. Others slated to follow are Rosemary Clooney, Della Reese, Billy Eckstine, Rich Little, Lou Rawls and John Gary, Allan Kirpatrick in the club manager.

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Five-member group Joshua has signed with Revelation Records, recently formed in Los Angeles by Red Sheppard, former star of "Hair," and Michael Butler, producer of the hit musical. Joshua performed the music for the Seattle Civic Opera's presentation of "The Who's rock opera, "Tommy," in April. 1971. Joshua has completed its first Revelation LP, and is now winding a rock musical bearing the group name: "Dennis Stoner, Rare Earth artist, has renewed his contract with Douglass Associates for representation in all fields.

Glen "Gabby" Shaffer has signed with VMI Records. His first single is "You Can't Go Back Again." . . . Love Productions has signed songwriting-producer-contractor Rob- ert John Gallo to its Daffodil label in Canada. Gallo has also been signed to Love Productions for Austria, New Zealand and Germany. "Painted Poetry," the artist's first album, is scheduled for simultaneous release in the U.S. on Sunday, King and Canada, on Feb. 28. A single will be released at the same time. Daffodil is readying a national promotion campaign in support of the LP.

Singer Judy Kreton has signed a record production pact with Roka Records. Roka Harris will produce her initial album. The artist Copacabana, the Playboy Club and has appeared in New York at the Cafédorah at the Downstairs. Writer-performer Scott Manfield has signed with Capitol Records. Two singles are aimed for release in early spring. Manfield and Ernest T. McNeill will produce the disks.

A SEMINAR IN SONGWRITING

With Neil Diamond, Bobby Russell, and possibly Kris Kristofferson and Burt Bacharach.

Class Starts February 27, 1972.

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The elite company you have put us with is going to make the final balloting, in this category, one of the most exciting ones.

We also want to thank the radio station personnel for bringing us this far. This includes all radio station formats (MOR—TOP 40—C & W—R & B, and we have a promise from a classical station, if we win it).

Thanks again,

HUDSON & LANDRY

Dore Records
Radio-TV Programming

Toronto FM Station Petitions Govt. For Discrete 'Q' Permit

*Continued from page 1*

when the album is played in ordinary stereo. They are seeking to have the Federal Trade Commission force matrix manufacturers to label their products as "pseudo quad" or "discrete quad," which is now commonplace. RCA has evaded the issue, being able to market their product on the basis of the fact that it is available in every channel, thus avoiding the use of a discrete quad product by the FCC. When the studio version of the album was released by RCA, it included a series of 4-channel tapes mixed down especially for a few radio stations by RCA Records. In fact, record producer and artist Chet Atkins prepared some special 4-channel tapes for James Gabbert, president of KJCO-FM, when the station was originally experimenting in quadriclassic broadcasting. Some stations have, in addition, hooked up cartridge decks in order to play the discrete quad releases distributed by RCA. Vanguard tapes could influence the FCC to make a faster decision on quadriclassic broadcasting. One of the major factors has to be the fact that RCA is committed to a discrete form of album. To date, the major handling cap in any form of quadriclassic broadcasting has been the drastic lack of programming material. Previous to a recent release by Columbia Records of several of their quad matrix albums, the major programming source has been a series of 4-channel tapes mixed down especially for a few radio stations by RCA Records. In fact, record producer and artist Chet Atkins prepared some special 4-channel tapes for James Gabbert, president of KJCO-FM, when the station was originally experimenting in quadriclassic broadcasting. Some stations have, in addition, hooked up cartridge decks in order to play the discrete quad releases distributed by RCA. Vanguard tapes were circulating, and several tapes were played at the studio level by artists and record producers were being used. That was the essence of the problem.

Continued from page 1

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Pepper-Tanner Offer 15 Yr. Music Reprise

MEMPHIS—A broadcast blockbuster, two years in the making, has been prepared for international distribution by Mr. Lott. It is the project, with 24 hours of words and music spinning from the minds of the major music personalities between 1955 and 1969, a built in background of headlines, fads and musical styles. Involved in the production were most of Pepper-Tanner’s music talent directed by Peter Faddell. General title of the show is Gold Reflections, which includes most of the past pop of the 1960’s, plus nine hours about specific artists and performers. Included are such names as Johnny Bödams, KFIZ, Fort Worth.

An Historical Figure

What the World Needs Now Is Love...
What it Got Was Drug Abuse and V.D.

In 1967 they came to Haight-Ashbury in San Francisco. They brought love. Peace. Drugs. Vene-
real disease. The flower children were dying out. Read "Love Needs Care" by Dr. David E. Smith, M.D., and John Luce. A behind the scenes look of San Francisco's Haight-Ashbury free medical clinic.

Unveiling Quadriclassic Discrete Systems

systems. The first such system is the "quad" system, which is a 4-channel system consisting of four channels, each recorded and played back separately. The second is the "pseudo quad" system, which is a 2-channel system consisting of two channels, each recorded and played back separately. The third is the "discrete quad" system, which is a 4-channel system consisting of four channels, each recorded and played back separately. The fourth is the "quad" system, which is a 2-channel system consisting of two channels, each recorded and played back separately. The fifth is the "pseudo quad" system, which is a 2-channel system consisting of two channels, each recorded and played back separately.

Radio-TV Programming

PRPS VOTES IMPORTANT STEERING COMMITTEE

1. LOS ANGELES—Sebastian Stone, Joe Sullivan, Bill Young, Chuck Dunaway, Buzz Bennett have been elected to the steering committee of the Professional Radio Programming Society for the United States. Keith James has been elected to the steering committee to represent Canada. At-large members of the steering committee include: Ted Rogers, WOR, New York; John T. Baker, WMCA, New York; John R. Oates, WPIL, New York; Jack Conley, WIP, Philadelphia; and Jerry G. Morgan, KBWZ, Los Angeles.

The purpose of the society is to raise the professional status of radio programmers and programming within the broadcast industry. An ad hoc committee has guided the fledging society to this point. The ad hoc committee was composed of chairman Randall, general manager of KZG, Los Angeles; Bill Young, director of WKJ, Houston; Ted Randal, professional radio programming consultant; Chuck Dunaway, professional radio programming consultant; and Ron Webber, professional radio programming consultant.

A meeting of the steering committee will be held in the near future to complete further organizational plans. Although details are yet to be determined, it is felt that the society will be open to program directors and, at some level, air personalities and general managers.
**FM Programming**

**MOR Quadrasonic Spawns Rock 'Q'**

LOS ANGELES — Alto Fonic Programming Inc., which recently launched an MOR quadrasonic programming service that is already being featured on eight stations, will introduce a similar rock music programming service within the near future, according to D. Alan Clark, president of the parent company of Alto Communications. Bill Ezell heads up the programming division and Bill Stewart, long-time local MOR personality, is director of special projects and has been hosting the MOR programming material.

Ezell said that he hoped the contemporary package would be ready for the market in a few weeks. Clark said there was just as much demand for contemporary music programming in quadra-sonic sound as there was for MOR music. While eight stations have already tipped up for the MOR package since it was made available Jan. 1, contracts are out to 85 other stations.

Clark believes he's the only one offering quadra-sonic programming as a package, although another syndication firm does provide some quadra-sonic programming to its customers.

In regards to the MOR program, Alto Fonic provides an hour a day of material. The stations are allowed to keep the tapes three weeks, so some stations actually program quite a lot of quadra-sonic music by repeating tapes. KDU-FM, Corpus Christi, plays an hour a day Monday through Thursday and then blocks in a six-hour program on Saturday repeating the previous Monday program. The entire disk is supplied on 10 half-inch reels. It's all original at Alto Fonic, so all a station has to do is put the tapes on the air. If a listener has a matrix receiver with four speakers, he receives the material in quadra-sonic sound.

The major problem in quadra-sonic is still lack of material. Clark said, "We get RCA's quadra-sonic discrete material on half-inch tapes and encode them to make a matrix master. At that time, RCA's material comprised about 75 percent of all quadra-sonic music available. Until CBS Records came out with their SQ reels, RCA still represented about 40 percent of the available product. But more and more quadra-sonic material. So, we went to the recording artists and the record producers themselves. He said that several artists and producers started doing special mixes-downs for them in quadra-sonic.

Every other week, Alto Fonic provides a special guest artist feature with interviews and music. Among the acts to have appeared on this series are Henry Mancini, Jack Lemmon, Johnny Mathis, Lalo Schifrin, Percy Faith, Jimmie Haskell, Roy Conniff and Hugo Montenegro.

In the next few weeks, Alto Fonic plans to distribute free to all radio stations that write it asking for it, a special radio show in quadra-sonic sound of the TV show aired Jan. 17 titled "S'Wonderful. S'Marvelous. It's Gershwin."

**NET-TV Disk**

NEW YORK—NET-TV, educational channel 13, is offering new subscribers a free record featuring pianist William Perry playing scores from six of great silent films of Chaplin, Keaton, and Valentino.

The disk offer is being featured in conjunction with the series "The Silent Years." Viewers in other cities where the series is being shown, may order the disk direct from the Media Services Division of the Education Broadcasting Corp. The LP is titled "Musical Highlights From the Silent Years" and is issued in association with Eastbrook Music Inc. Perry is music director of the Museum of Modern Art, New York.

**2nd FM Atlas**

ADOLPHE Minn.—The second edition of FM Atlas and Station Directory has been issued by the FM Atlas Publishing Co., here, according to publisher Bruce Elving. The publication, in an updated and improved version, shows location of FM stations via maps and also details format and signal coverage areas of stations in U.S. and Canada. Dr. Elving is associated with the University of Wisconsin and is responsible for 3,000 stations in 48 pages.

The nations first complete reference to pop/rock music 1955-1970

Every record to hit the "Hot 100"

"Record Research" is a 212 page listing, by artist, of every record to hit every Billboard "Hot 100" chart since it began in 1955. This complete factual account of over 10,000 records and 2,200 artists includes:

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Music people throughout the world have acclaimed this monumental book the finest reference to the pop/rock music era of the past 16 years. Now everyone can afford to own this invaluable reference. The 1955 thru 1969 volume, originally priced at $50.00, is now offered at only $15.00 postpaid. The 1970 supplement is available now at only $5.00 postpaid.

Steve White — Music Supervisor — Monitor — NBC Radio Network

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Mike McCormick — Operations Manager — WLS Radio — Chicago

"A great in-depth reference book; a compact indispensable guide for every broadcaster and serious collector as well."

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Gabbett, who could still be broadcasting in discrete but has decided to hold off pending the FCC rule-making, continues to push for discrete. On Feb. 11 he will be teaming up with KFMS-FM for a two-hour broadcast using some new announced discrete disks, plus some new material on tape from RCA, more experimenting with the down system. Gabbett broadcast several programs with another San Francisco station. On the two-station procedure, one station broadcast both of the channels, the other broadcast the other two channels. The listener tunes one stereo rig to one station and another stereo set, tuned to the other station, at the back of the room. These two-station broadcasts, done by several stations around the nation, have been quite enthusiastically received. The public acceptance indicates quite strongly that quadrasonic sound is a "step up" regardless of what system is used —matrix or discrete.

Lott, an engineer who once worked as product manager for Ampex and also worked with the Electro Service Manufacturing Company and Hewlett Packard, has been quite active the past couple of weeks promoting his discrete system. On Jan. 18, he helped CHPI-FM in Toronto conduct an experimental discrete broadcast using the Dorren system. The Canadian Department of Communication made a series of tests of the broadcasts and the results of these tests were supplied to the radio station and are being sent to the FCC in Washington (another form of the pressure Tom Lott hopes to mount against the FCC).

The next day, a demonstration was presented by Roger Broadcasting and Lott presented not only a demonstration but played a check of the CHPI-FM broadcast of the night before. Don Jamieson, Canadian Minister of Transport, opened the demonstration, speaking from Ottawa. Lott played the CHPI discrete disk at the meeting. Ted Rogers, president of Rogers Broadcasting, is noted as a pioneer in Canadian broadcasting; his father, Edward Samuel Rogers was at an early age involved in many developments in radio and a pioneer Canadian broadcaster.

There have been several other discrete broadcasting experiments by General Electric at their Schenectady, N.Y., FM station. But, other than the possible teaming up with the system and making it more ways than one. In stereo, information is "switched" from one speaker to another up to 38,000 times a second. The ear, of course, cannot tell if the speakers are operating all the time. In quadrasonic, the information is switch from each individual speaker a total of 78,000 times a second. Thus, each speaker is "on" 78,000 times a second, of course, never knows the difference.

What's most exciting about the the discrete system and the decoder that he has developed is that modified and better technology is already in the works. The current disk decoder for discrete is very complex and will be completed and which may be the final "perce- tion" that RCA Records is working on. Combined with several integrated circuits, it's not expensive, but Lott says that a single IC to handle this whole electronic process is only a few months away. While it's up a complex, once the IC is completed manufacturing process can turn out disks quickly and cheaply.

As for the single IC for broad- casting, Lott says it is possible to have a circuit that is automatically monaural, stereo or quadrasonic, which ever the listener prefers, at a much, much, much closer to production.

But the crucial need is for the mem- ory to bring about discrete broad- casting. Lott is working with the Rochester, Calif., Ford Karol who is writing the codec asking them to make decisions on the broad- casting. Lott is convinced that the general approach should move it up on their agenda.

continued from page 16

Paul Dixon and Bob Braun have been working in the AM field and check on developments. He also directed segment on the JVC CVC-4 disk system to execute the谈米斯 bit for the German commis- sion. He spent some time, they point out that the National As- sociation of Broadcasters (NAB) has not held a symposium on quad- rasonic broadcasting. The ELA, he said, decided to hold a conference bringing together committees that meet to select standards in its fledgling stages to look into quadrasonic.

The hour behind the sud- den spurt in discrete quadrasonic wise the Dorren system seems to be quite strong. While the one disk system was being held off pending the FCC rule

45 rpm RECORDS
oldies by mail

from...to...oldies
from...to...oldies
from...to...oldies
from...to...oldies

ORDERS!
SHIPMENT
DAY

ORDERS!
SHIPMENT
DAY

ORDERS!
SHIPMENT
DAY

ORDERS!
SHIPMENT
DAY

18

Radio-TV Mart
See page 27

FEBRUARY 12, 1972, BILLBOARD
NEW YORK—There are jazz educators on a campus as well as contemporary talent buyers on a campus. But the buyers who go for contemporary jazz often overlook the jazz at the end of the academic year. According to Peter Paul, talent director of CTI and Kudu Records and coordinator of the CTI/Kudu “Winter Jazz” concerts coming up in the Midwest at the end of Feb.

“Warming Up the Winter Jazz” series has been fostered through the efforts of CTI Records and their president, John Taylor. The function of any management is to get the artist where he wants to go. This is the function of management, he explained. “The selection of clubs, securing the best possible opportunities for the artist, is our responsibility. I feel that this is the function of any manager. And by operating within a record company, all the coordination including promotion, publicity, concerts and general exposure is made easier.

“Now since there really aren’t enough clubs and theaters to give the artist the opportunity to expand, a great many unknowns don’t have any hope. But independent companies give talent an opportunity to grow. I feel that the college will, in the future — as have other college students. The artists are able to foster their talents in areas where there is a high concentration of college and university students. This will sell CTI and Kudu records and open up the market at the same time to a new form of entertainment.

Paul explained that this format is hardly original. “If there was a rock group at the university this would be picked up by many students and bands. But there isn’t a real stage for jazz entertainment so we have to create one. We’ll do this. We have a very capable student body at Wayne State College, and some of these teachers and the administration have created a big name for the campus. They have made a very fine stage with some of the most famous names in jazz.

Paul also feels that the non-paying jazz musician is what the campus needs these days. “With less money and greater longevity than many rock groups. But here again, the problem is not whether a musical label is not what we are after. With the present student body there are no problems. The artists and perhaps we can foster better relations between the students and the administration through providing a common denominator, music.

For many young people, Paul continued, that is the key to the university’s function. But as soon as the young people become interested in music without any classification, it is impossible to make the most of their young people’s music. And it is essentially their music.

The locations that the concerts in the four cities were selected for size because the band must be able to present their music in a really fine setting. The maximum seating capacity is 3,500 people. When a hall is big, the intimacy and sound quality is lost. But these qualities are important in presenting music. And as I see it, our function is to present the artist in the best possible atmosphere. But I am not adverse to large places.”

Bill Thieme, president of Flying Dutchman, wants to make sure that all campus stations interested in jazz product are on his mailing list. Send him a letter on official stationery and tell him how many hours of the week the station covers the personnel at the station; size of audience; and don’t forget the station’s address, Flying Dutchman’s address is 1841 Broadway, New York, N.Y., 10023.

Bob Morello, Gary Burton, Carminne Spicca, Marvin Dlahgen, Frederick Feenie, John Day and many other musicians will participate in the Fourth Annual International Percussion Symposium to be held at the University of Miami, Coral Gables, Fla., July 24-29. The symposium will be sponsored by the Percussive Arts Society in cooperation with the Ludwig Drum Co., and the University’s Division of Continuing Education.

Four days will be featured. They include classes in total percussion, mallet-keyboard instruments, timpani, snare drum, tam-tam, and drum set; drum set specialization; Gary Burton Concert; a master class and a teachers’ forum at Practicum, a total teaching approach and basis concepts on all percussion instruments.

The fee for attending all sessions for non-cord is $35. To register write to the Fourth Annual Percussion Symposium, Division of Continuing Education, University of Miami, Coral Gables, Fla., 33124.


TUCSON — Lear Jet Stereo, which closed its manufacturing plant in Nogales, the General Motors company, is making definite plans in product and marketing for 1972.

After deciding to close its production facility in Nogales and instead operate strictly as an importer of Japanese-made units under its own brand, Lear Jet decided to do the following:

Radio Spots Plug Sterling Models

LOS ANGELES—Sterling Home Electronics is buying radio spots here to promote stereo systems and components.

It is sponsoring “Head Shop” on KABC to plug Panasonic's stereo systems sold through the company’s four retail stores here. In addition, the 30-second spots will plug stereo components manufactured by four of its parent, Sterling Electronics, Houston.

Cross promo spots will air locally on KDAY, KLOS and KPPC. Sterling will run 12 spots a week for 13 weeks on “Head Shop.”

FACTORY CLOSEOUT TAPE:

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• Major Labels

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Lear Jet Shuts Plant, Sets New Product Line

MEXICO — Amid all the uncertainty over Japanese electronics firms' move to more quality-control time lag could shut down our operation. It would take too long to get a result on those specifications could actually be solderless. We're certain the production line developed there might be an entire line of defective parts inventory.

3-Step Process

Major Mexican industrialization as a three-step process: American capital investments, investments by Mexican capital in firms started by Americans, and American with the help of Mexican officials, advisors and consultants training Mexican labor.

“We are convinced that there are solid reasons to be in Mexico,” said President Mattel Inc., manufacturer of Cassettes, and owner of American Magnetics.

Audio Magnetics, a pioneer “spoil or lose out.”

The government in Mexico has a new policy of making key and incurring energy improving and get un

The program in Mexico is also good, and it’s a good way to reduce costs, especially on labor-intensive operations requiring much hand work, making it possible for firms to compete with Far Eastern exporters.

Audio’s reasons in establishing relationships in Mexico are threefold:

More help of people who want to work at it, and we’re able to send raw materials there to be assembled by hand labor at a much more reasonable cost than in the U.S.

Other plus factors are Mexico’s proximity to home office management, good sources offlation, and the result of several signposts, roots to the Mexican capital into the yen. Inflation caused a great deal of Mexican capital to be cut off from the U.S. market.

The two new units are: a 12,000-turn, 4-channel home player and a 12,000-turn, 4-channel home player. The company said.

“Some recognizable household names like Curtis Mathes, General Electric, Sylvania, RCA, Motorola, Audio Magnetics, Magnavox, Tele-

dyne Packard Bell, Ampex, Zenith and others are flooding into market with many more units, and we're going to be competitive with all of them. This is the start of something very big,” admits a government spokesman.

“Our government must push for business expansion if unemployment is to be reduced,” he commented.

Such talk may be the result of a memo on the effects of a devaluation, of American companies is acting to hypo a slug-

genic economy in Mexico.

Low-Cost Labor

Low-cost labor, competitive with that of Asia’s, is a chief reason for U.S. firms abandoning the Far East. Hong Kong, Singapore, Korea and other parts of East Asia are expected to cause less manufacturing. “Even before the devaluation of the yen,” said a U.S. firm official, “we were producing certain goods in Japan,” said an executive of a U.S. firm.

“Even before the devaluation of the yen,” said an executive of Lear Corp.

George Fetter, president of Mag-

navox Consumer Electronics Co., agrees. “Revaluation will help domestic industry by reducing the amount of merchandise coming from Japan and encouraging more products to be made in the U.S. I think it’s going to be a strong factor in building a factory just outside Nogales. It is time to use our domestic communications and reduced inventories (through electronic parts) plants to make us more competitive with Far Eastern imports,” claims H.E. Fetter, president of Magnavox Consumer Electronics.

The factory manufactures color television receivers and is scheduled to ship its first product, a black-and-white Model.

The firm expects to ship the product to the company’s Miami, Tex., plant and then assembled.

And they’re virtually dust proof and cloth proof. They are covered with attractive, attractive vinyl. Albums stay closed.

Cassettes are held in place firmly, but pop out with the press of a finger.
Mallory’s Tape Commitment: Total, Long-Range, Worldwide

LOS ANGELES — When P.R. Mallory & Co. decided to enter the blank cassette tape business several years ago, the widespread skepticism about its announcement was summed up in one question: “Are they in it for the long haul?”

After the company’s recently concluded sales and marketing meetings, the answer is a resounding “Yes.” The question. (Billboard, June 15.)

Bringing into four new blank cassette tape manufacturers a number of companies involved in advertising and promotion programs and committed to long-range advertising schedules, Mallory’s two new lines, Mallory Products Co., and Mallory Distributor Products Co., are planning sales programs in more fanfare and razzmatazz.

Extensive Marketing

For example, it begins an advertising program on ABC radio for a Duratape (30, 60, and 90 and 120-minute lengths) line aimed at the mass market.

It also is plugging a moderately-priced Fliptape line (60 and 90) on radio aimed at the youth market.

It is utilizing its Executone (60), designed specifically for disk jockey use in small recorders, in the office equipment field.

It is launching a drive in trade publications for its full line of products.

“Without question,” said John Buchan, coordinator of the program, “we’ve been making a commitment in blank tape to all segments of the market—mass merchandising to audioophile.

Sixty and thirty-second spots will be rotated on the ABC network. Half-page ads will run in Variety.

“Twenty of six, one of four, half-page ads in Billboard,” Buchan said.

“With the tremendous increase in the use of cassette players in home entertainment, we feel now is the time to increase our push of the Fliptape line,” he added.

It is expected that this push will have a positive effect on the overall cassette market.

Le-Bo Pursuing New Accessory Avenues

NEW YORK—On the theory that the economy is bound to show more zip at some point in 1972, Le-Bo Products is bolstering its product line, increasing merchandising efforts and emphasizing new segments of the tape accessory field.

Le-Bo, of course, continues to market a large array of products, including tape-carrying cases, blank tape, demagnetizing equipment, display cases, phonograph needles and turntable stands.

“Areas that apparently have caught the eye of Leslie Dome, president of the company,” said Buchan, “are 15 and 20 percent of all tapes are sold at retail for use in tapes. We plan to expand our line in that direction.

Headphones, 8-track players, in-store demonstrations of accessories and a broader involvement in the tape tape.

As Dome diversifies the 13-year-old company, Le-Bo Products continues to show healthy gains with its existing products.

“Our business is ahead 12 to 15 percent period is in use,” said Buchan, “and, frankly, we expect a 20 to 25 percent increase this year.”

In addition, the Fliptape line is expected to be a substantial sales item.

Our strength always has been in mass, Buchan said, and “I want to extend our plan to all advantage of our Mallory name in other consumer areas to market tape. Mallory’s tape program is total. It is also our strategy to offer a blank 8-track line (40 and 80 minutes), open reel (3.5 and 7-inch), headchangers, tape player batteries and cassette players.

The company plans several merchandising combinations, like packaging together cassette players, or perhaps, blank tape with cassette players.

The array of merchandise will be bolstered in consumer sound centers and floor sound centers, both geared for volume dealers, and an assortment of smaller displays, including custom merchandisers.

Mallory’s line of cassette players is a counter count-fed unit and a buster-packed cassette display stands for cassette tape on a cardboard indexed box with 12 in a filling box. Duratape in a hard plastic Phylite by box in silver color.

Distribution will be on a worldwide basis,” Buchan said. “We are marketing other Mallory products in 45 countries and we fully expect an international distribution to market tape.

“We plan to use tape to broaden our consumer franchise in many related areas,” he said. “Frankly, the blank cassette product line could well become Mallory’s second most important consumer product.

Mallory’s nine companies, in Europe—Italy, Austria, Germany, France, Belgium, Denmark, Holland, England and South Africa—will be going into this new line, as will other Mallory companies in Canada, Japan, and Venezuela.

In the U.S., Mallory Distributor Products Co., Indianapolis, will sell cassettes through its nationwide network of electronic whole-salers, and Mallory Battery Company, Tarrytown, N.Y., will sell to all other areas of distribution.

I think it’s easy to see our commitment to a total line to tape, Buchan stated.

With little fanfare, Mallory entered the cassette business a few years ago. Now they’re trumpeting an industry commitment with lots of razzmataz.

London Expects Hefty Sales Even Without ‘Q’

NEW YORK—London Records expects tape sales this year to far exceed last year’s volume, with 8-track outshelling cassettes by far, as this year’s, said Sam Trofe, director of branch operations.

Contributing factors in tape growth will be catalog sales, an economic turnaround, and consumers willing to spend dollars, he believes.

Dependent retailers are perk ing up sales, especially in catalog orders, and, of course, new legislation curbing bootlegging is bound to lead to more volume,” Trofe said.

London, which licenses its duplicating/marketing in 8-track, cassette and open reel to Ampex, sells tape in its six branches: San Francisco, Los Angeles, Chicago, Atlanta, New York and Boston.

The label is taking a cautious posture on 4-channel, both in disk and tape. “We have no quadrasonic product and no immediate plans to release any,” Trofe said.

“Even if we do, though, it probably will be from our Phon-O-Mat grade line,” London does make prerecorded Doblized cassettes available, but sales have been “just fair,” Trofe said.

(Continued on page 22)

Low Cost Pressure Pad Made without Adhesives

New Tufcoat® Foam Pressure Pads eliminate distortion caused by high-heat adhesive breakdown. Reason—no adhesives are required to make these revolutionary new pads. A typical combination of mylar — urethane foam — and styrene can be supplied to precise dimensions. Pads are produced by the new Tufcoat Process which utilizes the urethane foam as its own adhesive and produces the pads in one continuous process.

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Compacts Hold Their Own Against Components

LOS ANGELES — Compact stereo systems are holding up well despite competition from components.

Mass merchandisers, department stores and specialty shops report continued interest in compact stereo components and systems and expect a strong comeback showing throughout 1972.

There is a consensus that the compact will soon outdistance a compact unit if the price is right. If the unit features tape capability with AM-FM radio and strong advertising and promotional material, it is sold.

Retailers also agree that many consumers will stick with compact components simply because they feel a compact system is too complex.

Compacts are becoming more seasonal sellers, especially if they are on sale. “A 1971 compact would say 80 percent of our customers ask if they can plug in a tape unit if tape isn’t already built in,” said Ed Radford, electronics buyer for the Carson Rochester chain in Swellmen, Cincinnati. “I wouldn’t touch compacts, you have to buy a combination tape and output jacks and an AM-FM radio.”

Radford adds that “compact stereo could make a big comeback if the price on some higher-end units come down. In addition, many people would buy a compact simply because they take up less space than a component.”

(Continued on page 24)
Tape Cartridge

Norelco ChroDio Line
Sports Perma-Guide

NEW YORK—As expected, Norelco has introduced a chromium dioxide blank cassette line, series 400, designed in a new housing (Billboard, Aug. 7, 1971). Series 400, incorporating "Perma-Guides" to assure flat tape winding, is available in 60 and 90 minute lengths to retail at $3.49 and $4.49, respectively.

The new mechanism consists of guiding arms on each spindle that move with the diameter of the tape to produce flat "tape pancakes," said Edward Smolich, manager of Norelco’s cassette department.

"By eliminating the telescoping of tape that can occur when switching from fast forward to fast rewind, the 'Perma-Guides' provide a jam-proof cassette," he said. "In addition, the guiding arms prevent any wow and flutter caused by variable tape tension."

The mechanism may be incorporated into other cassettes in the Norelco line.

In conjunction with the cassette division, Norelco’s consumer products division is offering free merchandise to distributors ordering certain portable tape recorders.

A free unit will be given on each order of 11 Norelco model 1329s, or with every five model 1539s, or with every two model 1440s ordered. The recorders carry list prices of $39.95, $59.95 and $90.95 respectively.

Distributors purchasing $1,000 worth of any Norelco blank cassettes will have a choice of three free model 1420 Carry Corders or a Norelco stereo cassette system. Distributors will receive 24 cassette head cleaners free with the purchase of 48 blanket cassettes, said Fred Negm, marketing director.

Audio Magnetics Opens New Plant

LOS ANGELES—Audio Magnetics Corp. has added a new manufacturing facility to its tape complex.

The new plant is the sixth production facility operated by the company and gives it more than 400,000 square-feet of manufacturing capability.

Audio’s plants are in Compton, Irvine and Gardena, all in California; Mexico, Canada and Portugal. It also has a sales headquarter in Switzerland.

Zenith Creates Overseas Firm

CHICAGO—Zenith Radio Corp. has formed Zenith International Sales Co., a wholly-owned subsidiary, to market home entertainment products outside the U.S. The new company will continue all the general policies of Zenith in the marketing of tape products, phonographs, radios and televisions, through the present Canadian and overseas distributor organizations.

BE SURE THE MUSIC GOES ROUND AND ROUND AND COMES OUT WHEN YOU WANT IT.

BY-BUK COMPANY, A SUBSIDIARY OF WESTERN CORPORATION
4230 W. Pico Blvd. • Los Angeles, Calif. 90010 • (213) 597-3911

World’s largest manufacturer of pre-cut tape splices

Tape Happyenings

Hitachí Sales Corp., is skipping this year’s Consumer Electronics Show in favor of dealer showings, according to President David Channel Master, Elvindale, N.C., has introduced model 6310 cassette player/recorder at $64.95. The unit is a two-speed automatic stop, built-in condenser mic, AC bias record system and integrated circuitry, selling for Maxel, Durham, N.C., has introduced a line of drops and jacks for stereo and record unit connections. The series is available in different colors, starting at $59.00, the lowest model, at 50 cents a unit.

Duoform Company, South Miami, is offering a new series of pre-cut tape in a monaural headset at $39.95.

Powerwise Electronics, Inc., has introduced Ray Kale Co., Campton, N.C., has appointed Ray Kale Co., Campton, as the distributor for the company in North and South Carolina for electronics products.

New Business For UA Plant

OMAHA, Neb.—The tape duplicating division of United Artists Motion Pictures, a division of Polygram, is finding a market for its equipment abroad.

Mr. A. L. Libby, general manager of Liberty-UA Tape Duplicating, said the company is offering an array of products.

Breakdown winnors, both 8-track and stereo, are available. The latter with an electronic precision counter, heavy-duty index for 8-track, loop-end transports, and cassette and cartridge duplicators.

"We see a definite market developing overseas for professional taperecorders," Mr. Libby said. "We will enter the market to help the ones not yet available." The company has named Merlyn Dyan of Royal Sound, Long Island, N.Y., to handle its line worldwide, with orders already being sent to France, Finland, Italy, England and several countries in South America.

Gillette Ads Start Part II

BOSTON—Gillette is building its consumer print advertising campaign for blank cassettes on several accounts, according to company spokesmen.

Gamma ferric oxide recording tape.

Guide roller assembly rollers are designed to reduce friction and maintain a constant tape speed (mounted on lubricated steel roller pins).

Phosphor-hornize spring and felt pressure at fully-coated graphite lines.

Consumer guarantee if not satisfied return the cassette and Gillette will replace it.

Gillette is marketing two lines, a standard (30, 60, 90 and 120-minute lengths) and a professional (60 and 90) in two test markets: Iceland and Connecticut (Billboard, Jan. 29).

Hills of Gillette’s program includes a switch from radio commercials to television and consumer print ads in the third quarter.

Expect Hefty Sales

Continued from page 21
stated. "We have mixed emotions on Dolby noise reduction, it is too soft, anyway, and there is little that can be done about it. Cassette players outfitted with Dolby noise reduction systems is the available equipment is too expensive for the volume market," the executive said, "and it will be a long time before it is on a mass consumer level.

Ampek Slapped With Class Action Suit

Continued from page 8
side information in the sale of stock he held previously to an announcement of merger. (The New York Stock Exchange reported today that Ampek stock sold at $5.40 shares, reducing holdings to 1,000, and 11,518 indirectly held shares, reducing holdings to 1,000, in December.)

The market reacted sharply to Ampek’s deficit announcement of its stock, did not open Wednesday—Jan. 12—until about 2 p.m. when the opening trade was $4.30, shares sold at $1.25.

The company’s annual loss was less than an hour before the close, a block of 20,000 shares sold at $3.90 a share for $78,000, and the same 20,000 shares sold for $11.25.

In the official was named to fill the posts vacated by Roberts. Arthur H. Hausman, president of Channel Master, was named as president when the latter resigned his post. Mr. Hausman formerly was chief operating officer and executive vice president.

New Mfg. Haven in Mexico

According to the U.S. Embassy in Mexico City, total production efforts for the Mexican industries should reach $500 million in 1971, with around $320 million of the production entering under provisions of U.S. Customs regulations. Duty assessed will be about $125 million of value added in Mexico on the $500 million.

Factory workers are paid between 300 and 400 pesos ($24-$32) per week. Average monthly wage is about 4½ cents an hour, according to the average wage benefit and workers’ compensation agreements under U.S. union contracts. Strikes are almost unheard of, since wages are considered fair by the Mexican government.

Tape secrecy of the border industries, the cost-cutting aspects and the like, are important than the trade possibilities of the Latin-American Free Trade Area now being negotiated, said one official of an American company.

Tape secrecy is "coming to a head," he said, "products made in Mexico also will be eligible for no-tax export treatments with all Latin-American countries, most of which now have restrictive and discriminatory treatment toward many U.S. electronic products."

Compact's Hooked Own

Continued from page 31
run a national catalog/retail chain that said, "Our future depends on consumer acceptance of the new L. Zeki and "Capitn Gordura" by Lercio and Luis Carlos Vinhas.

LONDON—Panasonic and Nivico are planning to introduce players outfitted with Dolby noise reduction systems in the UK during the spring in plans to bunch units with Dolby circuits in the late spring or early summer.

PARIS—Cassette and cartridge sales in France rose to 1,941,000 units in 1971.

HAMBURG—Classic music represents between five and six percent of Polydor International’s prerecorded cassette sales in West Germany, according to Peter Donneberg, managing market of Polydor Music. Polydor’s tape company. He expects the figure to rise to 10 percent this year due to increased availability of higher quality stereo equipment. Dannenberg also said that photographic deals are proving to be strong marketers for cassette sales, since they are accounting for 10 percent of Music 2000’s total tape volume.

February 12, 1972, Billboard

International Tape

RIO DE JANEIRO—Tapecar reported sales doubled in 1971 to over $700,000 from $350,000. Officials attribute the company’s success to a new dependence on Mosby, a new product. Ze Keti and "Capitn Gordura" by Lercio and Luis Carlos Vinhas.

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February 12, 1972, Billboard
NEW YORK—The Sony Corp. of America has begun an extensive program of dealer franchising and sales promotions in preparation for the release of its U-Matic Videocassette System in the military, educational and industrial markets.

According to Richard O’Brien, vice president of the company’s VTR division, Sony’s campaign to sell dealers’ video cassettes began with the company planning to have several hundred franchised dealers across the nation before the end of the year.

The men selected will be responsible for the sale of the system to military, industrial organizations requiring training and communications equipment, and to colleges and universities.

To support the dealer franchising program, Sony has instituted a major advertising campaign to several trade and consumer magazines including Business Week, Time, and others. Initial promotion will include a four-page, full-color feature featuring the U-Matic videocassette system as a major advance in communications.

Although initial sales efforts are being aimed at the industrial, educational and military markets, O’Brien does not rule out the possibility where expansion efforts may begin in other fields including medical, sports and entertainment.

“We will target these dealers a little later on with advertising slanted to interest the medical profession, coaches, sporting goods stores and theater producers,” O’Brien notes.

The Sony M-1 videocassette player/recorder combination will be sold at a suggested retail price of $1,395.

Psychology Co. Licenses Films

WESTPORT, Conn. — Psychology Today magazine will provide the Columbia TriStar promotion with behavior and human psychology filmstrips and projectors for its company’s already existing catalog of psychology software and video available through 20 dealer/distributors around the country.

Also: Richard Doughton, Video Rex of Arizona, Scottsdale, covers Phoenix and Maricopa County; John Dinwoodie, Chester, N.J., covers Hoboken and Hasbrouck Hill, N.J.; Peter Nero, Columbia (M86666; M55003)

The shows include live and animated films either produced or licensed by CRM Productions, a film wing of the Columbia TriStar, based publishing company.

Other films in the same vein for people who want to include "Child Psychology—Child Abuse and Resistance" were developed by Child development project: "Being These films are available from CRM Productions.

The organization recently held a videotape festival at the Whitney Museum of American Art to show works in the tape medium. First is the Trans-America Video of Los Angeles, which screened a Las Vegas outpost at the Convention Center to handle the distribution company and a six camera mobile video unit will be developed for products and TV networks.

Technical aspects of film versus video cassettes are being developed at Columbia TriStar. The company has developed color on laserdisc, which is now available to the consumer. Since 1974, 40 laser discs have been produced and several thousand have been sold.

APB Gets Erotic Film Fest Shorts

LOS ANGELES—Erotica is coming to Los Angeles, as the American Program Bureau is screening shorts from the recent First Annual New York Erotic Film Festival, in an promotion by Inner Limits Productions. The recipient/distributor is the American Program Bureau (APB), the Boston firm which is among the first few companies to handle both programming and film for the collegiate community.

APB enjoys considerable presence in the college market and has been preparing its own CTV shows for over 22 years.
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### BEST SELLING SOUL SINGLES

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<td>12</td>
<td>&quot;STANDING IN FOR JOEY&quot; by James &amp; Teas (Groovesville)</td>
<td>5</td>
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<tr>
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<td>13</td>
<td>&quot;JUNGLE FEVER&quot; by Cheech &amp; Chong (Sakam)</td>
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<tr>
<td>14</td>
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<td>&quot;DO THE FUNKY PUNKIN' (Part 1)&quot; by Sly &amp; the Family Stone (CoSteff/Fontana/REUP, BMI)</td>
<td>8</td>
</tr>
<tr>
<td>15</td>
<td>15</td>
<td>&quot;SLIPPIN' INTO DARKNESS&quot; by War, United Artists (ASCAP)</td>
<td>5</td>
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<tr>
<td>16</td>
<td>16</td>
<td>&quot;SON OF SHIAH&quot; by Bar-Kays (Warner Bros./Tsunami, BMI)</td>
<td>8</td>
</tr>
<tr>
<td>17</td>
<td>17</td>
<td>&quot;DO WHAT YOU SET OUT TO DO&quot; by Blood, Sweat &amp; Tears (CocaCola)</td>
<td>4</td>
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<tr>
<td>18</td>
<td>18</td>
<td>&quot;1 GOTHICA&quot; by Joe Tex (Dial)</td>
<td>4</td>
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<tr>
<td>19</td>
<td>19</td>
<td>&quot;NOW RUN AND TELL THAT&quot; by James, Labby, Westbound 201 (Chess/Jan, BMI)</td>
<td>2</td>
</tr>
<tr>
<td>20</td>
<td>20</td>
<td>&quot;YOU ARE EVERYTHING&quot; by Stevie Wonder (Atlantic)</td>
<td>16</td>
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<tr>
<td>21</td>
<td>21</td>
<td>&quot;ONE MONKEY DON'T STOP NO SHOW 12&quot; by Homer Gage, Hot Wax 7110 (Budden)</td>
<td>14</td>
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<tr>
<td>22</td>
<td>22</td>
<td>&quot;TOGETHER LET'S FIND LOVE&quot; by Edwin Starr (EMI America)</td>
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<tr>
<td>23</td>
<td>23</td>
<td>&quot;TALKING LOUD &amp; SAYING NOTHING (Part 1)&quot; by Al Green, Polydor (Columbia, BMI)</td>
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<td>24</td>
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<td>&quot;GET UP AND GET DOWN&quot; by Dramatic, Volt 4071 (Cotillion, BMI)</td>
<td>9</td>
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<tr>
<td>25</td>
<td>25</td>
<td>&quot;THAT'S WHAT LOVE WILL MAKE&quot; by Little Milton, Stax 0113 (Stax, BMI)</td>
<td>2</td>
</tr>
</tbody>
</table>

### Soul Sauce

Soul Sauce is back for another week with a selection of soulful tunes.

- **Continued from page 24**

- "Proud Woman," by Gregory Harris, is on UA.
- Gil Scott-Heron, "Sinner," on Flying Dutchman with "Lady Day" and John Coltrane.
- "Save the Children," by the label reserves "Revolution Will Not Be Televised." This is "The Sound of Young America" by Bob Dylan.
- Elvin Jones, piano, "Goin' For Myself," by Originals.
- The Chadwicks, "Missing You," by Luther Ingram, "Kake 2110." Other records by Groovesville, BMI, and Southside, BMI.
- "The Hardin I Try (The Blues I Get)," by Van Morrison, Columbia 4-45512 (Columbia, BMI).

---

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**SAY YOU SAW IT IN BILLBOARD**

FEBRUARY 12, 1972, BILLBOARD
LONDON—EMI has closed its "local" EMI Records classical recording unit, and producer Brian Culverhouse has left the company. This recording division has been a department separate from the international artists division.

EMI assistant managing director Ron White told Billboard, "For some time we have been making fewer and fewer local recordings, and we now decided to close the unit. This does not, of course, affect our worldwide international recording operations."

Brian Culverhouse came to EMI in 1948 and has produced many important EMI recordings, including the last ones made by famous pianists Alfred Cortot and Dina Myra Hess.

He created and produced the Great Cathedral Organ series, and last year, with the Bournemouth Symphony Orchestra under Paavo Berglund produced the first recording of Sibelius' masterpiece Kullervo, rated one of the outstanding recordings of 1971.

"I am not leaving the record industry," Culverhouse said. "I should have definite news of future plans within a couple of weeks."

**The Bernstein product has made an increase power from 20,000 to 45,000.**

The Bernstein product has made an increase power from 20,000 to 45,000.

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**WSGAMS In New Format**

NEW YORK—The RKO Radio division of RKO General Inc., has planed programming of its WSGAM (AM) in Washington, D.C., from a classical to a contemporary music format. WSGAM-FM will increase power from 20,000 to 14,000 watts and continue to broadcast classical music.

The AM & FM operations have been simultaneously classical music during 49% of their broadcast day, and programming individual but compatible classical selections the rest of the time. On October 2, March 1, WSGAM-FM will separate its programming completely, and begin a 60-day transition to a totally contemporary format.

**Beverly Sills to Cut Her First American LP**

NEW YORK—Soprano Beverly Sills, recording artist for ABC/Audio Treasury Records, is scheduled to record March 1 in Philadelphia Orchestra under George Sellek.

Another release will be a further Beethoven performance, coming to mark the 90th anniversary of the birth of Director. Beethoven conducts the Royal Philharmonic Orchestra in the composer's Paris, and the closing scene from the opera "Koanga," due for complete recording by EMI shortly.

**Angel Holds Coast Meet**

HOLLYWOOD—Angel Records held a conclusive last week to bring national forces together for discussion and development. Angel sales and promotion manager Joe Pecone (eastern states), Raoul Montano (midwestern states), and Bob Singer (western states), meet Bob Meyers, general manager of Angel Records; Brad Engel, classical merchandising manager; Fred Spangle, classical national sales & promotion manager; George Spohn, New York City manager; and Dick Ords, Angel manufacturing.

"We hold these meetings to discuss product and problems, general business pertaining to classical sales, promotion, merchandising, advertising, product inventory and quality control; new product; and support for the time to come for the calendar year. A luncheon highlighted the day's activities.

CBS to Mark Walton Birth

LONDON—Marking the 70th birthday (March 29) of British composer Sir William Walton, a CBS classical release on Monday (14) will include a commemorative release containing his oratorio "Babshazzar's Feast" and the Philadelphia Orchestra under Ormandy and Walton as soloist, plus the "Pastorale" for Orchestra by the Cleveland under George Steell.

Another release will be a further Beethoven performance, coming to mark the 90th anniversary of the birth of Director. Beethoven conducts the Royal Philharmonic Orchestra in the composer's Paris, and the closing scene from the opera "Koanga," due for complete recording by EMI shortly.

**ANGEL HISTORICAL FIGURE**

Beverly Sills
COMPETITIVE DISCOUNTS ———-
30% ON HOURS FOR 3 YEARS
RECORDS ———-
40% ON HOURS FOR 4 YEARS

Attn.: Lanny Ribbins
415 West 25th, New York 1, N. Y.

Marx — Gershwin —- Cole Porter ——
BANJO —_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_——_—_
Television Success Prompts Hugh X. Lewis Club Debut

NASHVILLE—A country music night club, an outgrowth of a syndicated television show, has opened here hosted by Hugh X. Lewis.

The Hugh X. Lewis Country Club is located in Farmer's Alley, this city's "strip" of clubs of various description. It is owned by Donn Vrandenburg, who has several other club holdings here.

Lewis' nationally syndicated television show bearing the same name prompted the establishment of the 100-seat club. Lewis will perform there nightly for the first month of operation and then, with his band, will play it at least two weeks of every succeeding month.

During his tours on the road, other country acts will be booked in.

The club originally was known as the Western Room Of The Embers.

There will be continual continuo country music," a Lewis said. He also said he expected participation from artist patrons in the audience, which is a common practice here.

In Lewis TV show, the setting was a night club in which prominent guests dropped in and performed. He first played this room last July, and conversations began shortly thereafter regarding the establishment of a club with his name.

Hark Locklin contends he went into the town of Bremen, Ala., to buy his new RCA LP, and was able to get it on a bootlegged cartridge. The Four Guys had just finished recording their long-time favorite, "They Call The Wind Mates," when they discovered that Jack Barlowe had released the same song for Dot.

They are rushing to get theirs on the market first. It had been a crowd favorite for them for three years.

John D. Lomendarik reportedly has moved to London.

Stu Phillips went to Halifax to do a CBC show, and got caught by the Canadian airplane pilot's strike. He had to return by train.

When Bob Lennon performed on the "Opry" last week, Jack Greene played drums for him.

John Hartford, in for sessions at the Glaser Studios, did two numbers on the "Opry." . . . The "Silent" side of Dan Bowman. "Hello, Mr. D.L." is getting such strong airplay that Mega will distribute it. It's on the Lord Backet label, written and produced by Bobby Bare, . . .

The Carl Phillips will have their first baby after nine years of marriage in the late spring. . . . Johnny Cash bought a new custom car, and was planning to pick it up in Atlanta. Someone beat him to it. It disappeared from the manufacturer's lot.

Earl Scruggs has been signed to perform with the KMFA Classical Music Orchestra in Austin, Tex. (Continued on page 32)

Jim Reeves Enterprises Adds New Talent Agency

NASHVILLE—Jim Reeves Enterprises has added a new talent agency to its complex. Two acts already are signed.

Murry Reeves Davis, president of the corporation, has nursing Ron Holt, formerly with Key Talent, as its director. Under contract now are the Blue Boys, the original hand of the late Jim Reeves, and Billy Mize, and the Coeburn Love Band.

Mrs. Davis also announced the release of still another Jim Reeves single, this one in the *Teckshoe* catalogue, titled "The Writing's On the Wall." A new LP, "Jim Reeves—My Friend," contains the single.

Acclaim Music, also part of the Reeves operation, is publisher of both sides of the new Moonshine record by Jimmy Peters. Both sides were written by Vic McAlpin, who also manages Peters. A Buddy Miller song, also published by Acclaim, is the new release of Don and Gay Lynn of Dallas, called "Let Me Love You.

Mrs. Reeves said the talent agency is negotiating contracts for additional acts.

**NAT STUCKLEY**

"FORGIVE ME FOR CALLING YOU DARLING"

RCA #74-0590

**SKEETER DAVIS**

"ONE TIN SOLDIER"

RCA #74-0608

**Bookings:**

**BUDDY LEE**

**ATTRACTIONS**

806 16th Ave. S,

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Tel: (615) 244-4336

**NAT'S LATEST ALBUM**

LSP-4635

**SKEETER'S LATEST ALBUM**

LSP-4642

For Promotion, Distribution, Dean of Cover, Press Release Service, Major Label Contracts, Music Promotion see SKEETER's ad in Billboard's Class. Mark Today.

SEND YOUR RECORDS FOR REVIEW TO: SKEETER Promotion, 728 16th Avenue South, Nashville, Tenn. 37203. (615) 244-9464.
For the second successive (and undoubtedly successful) year, the Country Music Hall of Fame finds itself in the "spotlight" of Billboard's Feb. 26th issue.

An issue that offers a unique opportunity to "salute in print" those who have dedicated themselves in building and perpetuating this great memorial to America's own music.

Billboard's Country Music Hall of Fame special offers you the chance to reach a circulation of over 35,000 influential and interested readers. **Plus, the added exposure of thousands of direct sales to fans who visit the Hall of Fame.**

This year's Country Music Hall of Fame Special promises to be the biggest and most impressive to date! Not only will there be an updating of last year's material, but also, more information on the Country Music Association and the Country Music Foundation.

Your ad in Billboard's 2nd Annual Country Music Hall of Fame is your ticket to top exposure, while saluting your industry.

**AD DEADLINE: FEB. 11**

**ISSUE DATE: FEB. 26**

*There's not much time left, so contact a Billboard Country Cousin at any of the following offices:*

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(312) 236-9818

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Nashville, Tenn.
(615) 329-3925

9000 Sunset Blvd.
Los Angeles, Ca. 90060
(213) 273-7040
"WE'LL SING IN THE SUNSHINE"

**ALICE CREECH**

Target #113-1313

**BILLBOARD**

**RECORD WORLD**

Distributed by MEGA RECORDS AND TAPES

**BACK TO BACK CHART HITS!**

**JACK RENO**

"HEARTACHES BY THE NUMBER"

**BILLY JOEL**

"HITCHIN' A RIDE"

Target #113-1313

**BILLBOARD**

**RECORD WORLD**

"WE'LL SING IN THE SUNSHINE"

**ALICE CREECH**

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**BILLBOARD**

**RECORD WORLD**

A GLORI-B PRODUCTION
What a Gal...
What a Song...

JEANNIE C. RILEY

"GIVE MYSELF A PARTY"
MGM 14341

EXCLUSIVELY ON MGM RECORDS

PUBLISHED BY

BUDDY LEE ATTRACTIONS, INC.
806 16th Ave. S., Nashville, Tenn. 37203
Tel: (615) 244-4336
Another Hit Record By
BILLIE JO SPEARS
"SOUVENIRS AND CALIFORNIA MEM'RS"
Capitol #3258
Don Jay Copier:
BRITT STAR PROMOTIONS
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ON CAPITOL RECORDS
Produced by Pete Drake
Written by David Allen Coe & Tex Clark
Bookings: BUDDY LEE ATTRACTIONS:
Don Fowler, Mgr.
606 16th Ave. S., Nashville, Tenn. 37203
Tel: (615) 244-4826

Country Music
Nashville Scene

Following that, Earl plays a string of college dates. . . Misses Landman, of Prague, Czechoslovakia, writes that "hundreds" of country groups have been formed in that country, and the "Third Festival of Country and Western Music," is scheduled to be held there at The Lancers. Among those slated to appear are The Rangers, the Greenhorns, and the White Stars.

The Country Gentlemen, Rebel Recording artists, are on tour in Japan, appearing in concert in major cities. The Bluegrass group is distributed in Japan by King Records Ltd. An album release on the group is scheduled for February. . . Merle Haggard is off on another tour which includes concerts in Chicago and Other. He starts his next one a month from now at Harford's in Reno. . . Jan Howard is about to become a mother-in-law. Her songwriting son, Cokey, is marrying Pamela Chance in June. A fan club for the Porter Girls has been formed at Roseville, Calif.

Rickey Nelson, for the fifth consecutive year, has been featured on WGN TV's special. From that he went to the Porter Weather show in Nashville. He is one of the few remaining artists who played the entire terrace catalog. Kelly, the Missouri singer from Lebanon, Mo., opened at the Silver Queen Inn in San Bernardino, Calif., with the Missouri Gentlemen.

The Perry Sisters of Oakville, Conn., have a new release on River Records out of Sacramento. The title is "Live in Gold Homes." The reaction to the theme of Mama's "My Son" is so incredible that she has taken off on a tour of the major metropolitan cities. The radio services have done feature stories on it. At this point, with RCA, may have a big hit on her hand. She's the first to write and produce her own records.({c}) All profits from the RCA label in this case, not only produced it, but played the fiddle (not the guitar) on the session. . . Faron Young has been entered in the Jack Glauser post-colleges celebirty golf tournament in New York. First, though, he flies to New York to get his hair re-styled.

New Singing Sensation
"PEGGY KING"
Her new hit single is
"I CAN'T GET OVER GETTING OVER YOU"
RCA Victor Music (BMI)
B/W
"I Can't Make It On My Own"
Four Grand Music (BMI)

Billboard highlighted:
Hot Country Singles Chart

What if Diana Trask told you:
"We've got to work it out between us?"
Diana would be coming on with the name of her new Single, "We've Got To Work It Out. Between Us". It's a name to remember. Because this time, our girl has outdone herself. She's recorded a song with all the softness, soul, and gentle country feelings to take it right to the top. And you, with it.

"We've Got To Work It Out Between Us"
B/W "I Keep It Hid"
DCA-17404

<table>
<thead>
<tr>
<th>Week</th>
<th>Title/Artist, Label &amp; Artist, &amp; LP's (Numbering Label)</th>
<th>Chart</th>
</tr>
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<tbody>
<tr>
<td>32</td>
<td>BILLBOARD SPECIAL SURVEY For Week Ending 2/12/72</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>SONGS HEART SONGS, RCA LSP 4617</td>
<td>12</td>
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<tr>
<td>2</td>
<td>EASY LOVING, Capitol ST 408</td>
<td>21</td>
</tr>
<tr>
<td>3</td>
<td>HOW CAN I LIVE YOU, Columbia C 30924</td>
<td>11</td>
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<td>4</td>
<td>YOU WOULD TAKE ANOTHER CHANCE ON ME, Mercury ME 8301</td>
<td>14</td>
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<td>5</td>
<td>RANGER'S WALTZ, MCA 4568</td>
<td>8</td>
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<td>6</td>
<td>ANNE MURRAY &amp; GLEN CAMPBELL, Capitol MCA 5409</td>
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<tr>
<td>7</td>
<td>WE GO TOGETHER, Epic R 31144</td>
<td>15</td>
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<td>8</td>
<td>THE JOHNNY CASH COLLECTION: HIS GREATEST HITS, VOL. II</td>
<td>17</td>
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<tr>
<td>9</td>
<td>SHE'S ALL I GOT, Columbia LSP 4478</td>
<td>8</td>
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<td>10</td>
<td>NEVER ENDING SONG OF LOVE, RCA LSP 4637</td>
<td>6</td>
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<tr>
<td>11</td>
<td>WHAT'S THE MATTER ABOUT ME, Columbia C 30974</td>
<td>16</td>
</tr>
<tr>
<td>12</td>
<td>OF MANY MARRIES, Columbia LSP 4603</td>
<td>10</td>
</tr>
<tr>
<td>13</td>
<td>I SPOKE MY HEART, Columbia C 30952</td>
<td>22</td>
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</table>
| 14   | THE RIGHT COMBINATION/ BURNING THE MIDNIGHT OIL, Dot
        & Dot 45636                                      | 3     |
| 15   | LAND OF MANY MARRIES, Columbia LSP 4603             | 7     |
| 16   | WORLD OF LIE MY MOOR, Columbia C 30974               | 5     |
| 17   | FOR THE GOOD TIME, Columbia C 30974                  | 76    |
| 18   | TOM JACOYER, RCA LSP 4603                            | 4     |
| 19   | SOMETHING WE'LL LOOK BACK, RCA LSP 4646             | 24    |
| 20   | WELCOME TO MY WELCOME, RCA LSP 4607                  | 11    |
| 21   | WORLD OF LIE MY MOORE, Columbia C 30974              | 18    |
| 22   | SILVER TONGUED DEUCE VILLA, RCA LSP 4679           | 19    |
| 23   | YOUR OLD MAN, Columbia C 30974                       | 30    |
| 24   | ROSE GARDEN, Columbia C 30974                       | 60    |
| 25   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 26   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 27   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 28   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 29   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 30   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 31   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 32   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 33   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 34   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 35   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 36   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 37   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 38   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 39   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 40   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 41   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 42   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 43   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 44   | ANNIVERSARY, Columbia C 30974                       | 3      |
| 45   | ANNIVERSARY, Columbia C 30974                       | 3      |

Billboard Chart

FEBRUARY 12, 1972, BILLBOARD
"UNTouched" [K-14329]
Another smash single by
MEL TILLIS
AND THE STATESIDERS

from their new album
"THE VERY BEST OF MEL TILLIS,
AND THE STATESIDERS [SE-4806]"

EXCLUSIVELY ON
MGM RECORDS
DOUBTFUL LEVELING OFF
Long 45's Still Worry Programmers

TODAYS TOP TEN
American Pie, Don McLean ............... 4:11
Let's Stay Together, Al Green .......... 3:17
Brand New Key, Melanie ............... 3:12
Day After Day, Badfinger ............... 3:02
Without You, Nilsson .................... 3:13
Never Been to Spain, Three Dog Night .. 3:42
Sunshine, Jonathan Edwards .......... 2:16
Precious & Few, Climax ................. 2:43
Hurting Each Other, Carpenters ........ 2:48
Joy, Apollo 100 .......................... 3:10
Average .................................. 3:05

TOP TEN A YEAR AGO
Knock Three Times, Dawn ............... 2:51
One More Night, Woodwind .......... 2:42
My Sweet Lord, George Harrison .... 4:39
Lonely Days, Bee Gees ................. 3:47
Rose Garden, Lynn Anderson .......... 2:45
I Hear You Knocking, Dave Edmunds .. 2:48
Your Song, Elton John ................. 3:57
Owl City, The Answer, Fifth Dimension 3:39
If I Were You, Gladys Knight & The Pips 3:04
Average .................................. 3:17

TOP TEN SIX YEARS AGO
My Love, Petula Clark .................... 2:40
Barbara Ann, Beach Boys ............... 2:42
No Matter What Shape (Your Stomach's In), T-Bones 2:15
We Can Work It Out, Beatles ....... 2:48
Lightstruck, Lou Christie ................ 2:54
The Men In My Little Girl's Life, Mike Douglas 3:36
She's Just My Style, Gary Lewis & The Playboys 3:56
Five O'clock World, Futures .......... 2:14
A Must Be, The Hermits .................. 2:58
Crying Time, Ray Charles ............... 2:48
Average .................................. 2:33

Coin Machine World

MOA SEMINARS
Deadline for room reservations at the Atlanta Regency Hyatt Hotel for the Music Operators Association of America (MOA) Notre Dame business seminar is Feb. 10. Reservations (price $22-$32 single) must be made through the Notre Dame Center for Continuing Education at Notre Dame, Ind. 46556.

WURLITZER MECH
Wurlitzer distributors are displaying a special demonstration of the Wurlitzer "BO/AC" all-coin accumulator, a device that automatically accepts coins from any worldwide coinage system. The machine will also be on display at the MOA convention in Seattle.

WURLITZER SCHOOL
Wurlitzer engineer Hank Pettee at the new Blitzen Music Dist. Co., Newark, N.J.; Tony Cordila and Freeman Tack, Blitzen Music; Jack Benic, Newark; Glen Demby, Demby Vending, Newark; Ray Smith, Pyle; Bob Lueras, Barker; Canisteo; Don Clark, Bob Townsend and Carl Kretzler, Triflone.

BALLY IN ASIA
Bally Manufacturing Corp. has purchased distributors for wholesale dealer, Electronic Amusements, which serves Southeast Asia and has offices in Tokyo and Sydney, Australia. Bally also agreed to acquire all assets of Jack Booklyn Amusements, Hong Kong, another Asian

GRASSROOTS INPUT KEY TO LEGISLATION
ZIGZAG ORE. — It's the grass-roots input from all parts of the nation that will determine the difference between success or failure in legislation affecting the political and economic welfare of America's jukebox operators. That was the message hammered home by Fred Granger, executive vice president, Music Operators, American Music Operators (MOA) at the fourth annu- nal convention of the Oregon Amusement & Music Operators Association here.

The effectiveness of MOA is conditioned pretty much by the strength of the organization and the way the PAC is empha- sized. Congressmen and sena- tors, he insisted, are more readily motivated by word from their home constituencies. "They operate on the conventional pattern of the MOA effort are backed by solid support, they are more inclined to support their own bills, they are more inclined to support."

Stressing the fact that the MOA

and state associations are separate entities bound together only by a common interest of interest, Granger noted that organizational effort is a two-way street. The fact that Oregon has built a strong, effective association during the past four years has added measurably to the strength of the MOA on the national legislative front, he said.

Numerical strength in a state association isn't nearly as important an element of leadership generated by activity, Granger em- phasized. "I'm not dismayed if I come to a region and speak to only four or five people," he observed. "We don't have to be dominated by word from our home constituencies. When they realize that the national MOA ef- fort is backed by solid support from their own bill, they are more inclined to support their own bills, they are more inclined to support."

Chicago—Little LP's Unlim- ited president Richard Prutting just released six more jukebox albums bringing the company's total to 76. He additionally designed a Star- strip one-stop promotion card that lists 10 albums, most including selections not available as singles.

Prutting is plugging hard on the fact that jukebox albums fill a programing void. He lists albums by Cat Stevens, Three Dog Night, Stephen Stills, Carpenters, Carole King, Eltonjohn, Bobbie McCall, Don Zepplin and Janis Martin—artists with top selling albums in cases very few singles.

The album also par- tially answers the long single prob- lem (see this week's story). The new LED Zepplin jukebox LP contains the two-port "Stairway to Heaven." 7:55 minutes long. Thus, an oper- ator can get 25 cents for the one side.

Prutting sometimes opts for a cut that has been out as a single, an example being Zepplin's "Black Dog." He said: "In picking through their regular size LP, I felt it's one of the better songs and one that will be identified with the group in weeks to come."

For balance, the new release in- cludes albums by Jan Garber, Guy Lombardo and Bing Crosby, last-named including one side for St. Patrick's day programing (see "Programme's Potpourri").

Prutting said he feels albums are not priced too high. He knows that one-stops charges various prices for them. "Jukebox albums really haven't increased in price for the past 10 years," he added. He also said he isn't suffering from jukebox too much product.

OMAHA—Jukebox wholesalers are a bulwark against direct to location selling but distributors have many problems operators may not understand, a panel of wholesalers told Coin Operated In- dustries of Nebraska here at the association's recent meeting.

Clay Neb., operator Roy Smith said nine different firms were soliciting locations in his area and he was able to obtain letters re- spect to the bar owners.

Ed Zuckovsky, Bob Mos and Will- iam Curley, the distributor panel, agreed that the serious selling prob- lem could be much worse if dis- tributors were not able to help operators give better service. Many said distributors are caught in the high cost squeeze and must sell their quota of jukeboxes. He fur-

ther said that operators announce they are trading in a machine and then don't bring it to the distribu- tor until six weeks or two months after the price change dropped. Another gripe: Operators don't hesitate to order advance quantities of parts from firms such as WICO, but then order parts on an ad- ish-balanced basis from jukebox dis- tributors "and expect us to have the machines on the shelf."

COIN moved to study a break-in law now in effect in Kansas and the meeting also allowed the Mid- west Amusement Association to plan its next pool tournament in here in April at the Hilton Hotel.

Tournaments are also a bulwark against location sales, agreed as-
What's Playing?

Chicago: Easy Listening Location
Paul Brown, Operator;
Betty Schott, programmer;
Automatic Music
Chicago: Soul Location
Billy McClain, programmer;
Eastern Music
Chicago: Soul Location
Moses Profitt, Operator;
John Strong, programmer;
South Central Novelty
Fargo, N. D.; Easy Listening Location
Gerold W. Staska, programmer;
United Music Co.
Holly Hills, Fla.; Soul Location
Mary Knowles, programmer;
Beyer & Brown Associates
Mankato, Minn.; Campus/Young Adult Location
Barb Watthrer, Programer;
CSN Sales
M. Pleasant, Mich.; Soul Location
Dale L. Meier, programmer;
Dolphin Coin Co.
Rolling Meadows, Ill.; General Location
Wayne Hesch, operator;
Robert Hesch, Programer;
AAE Entertainers
Sudbury, Ontario, Canada; Easy Listening Location
Gerald Menard, Programer;
Ace Music
Sussex, Wisc.; Teen Location
Larry Von Rueden, Suburban programer;
Suburban Vending Co.

Jukebox programming

Grassroots Input Key Legislation

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LONDON—Plans for a lavish launch of the Atlantic label in the U.K., allied to a European, promotion motion, are taking shape under Kinney national sales manager last week. Five artists will become part of the Kinney “fam-ily,” the executives of the company’s label strength in Britain was announced. However, the “mu-Sic” being drumming which will re- sound throughout the Continent where special promotion campaigns are also being devised, based on activities being planned for this country.

With point-of-sale aids, salesmen competitions, extensive advertising, plus cinema commercials and an airplay campaign on Radio Luxembourg, the specially designed LP has been designed that the total costs of putting together the “New Age Of Atlantic” record of $38,000, including con-truction of the record and the printing.

Promotion, featuring a symbolic hot-rod drag racing car, only in the printed material, will be spear-headed by 20,000 copies of alternative sampler albums. The first, entitled “The New Age Of Atlantic” will feature material by Buffalo Springfield, Joe Dalles and Keny and the J. Geils Band, plus unused tracks by Yes and Led Zeppelin. Making the “Call Of All Starred Here”, is a soul-blues album throughout.

Arthena Franklin, Roberta Flack, Rayman, Oh, Nathawty and Clarence Carter.

Available free will be a colour- ful dispenser holding 150 samplers.

(Continued on page 38)

Supraphon In Exchange Disk Deal With Kinney

PRAGUE—Supraphon has con- cluded a deal with Kinney Records which gives the Czech company access to all Kinney product on an exchange basis.

Kinney is currently most inter- ested in Supraphon’s classical prod- uct and送给de Jurgen’s labels will be made available to Supraphon.

The deal is reached at MIDEM where, accord- ing to Supraphon’s director of live- stock, the companies were “fairly satisfactory.”

Emerging again, the Riesen and the Cannes events were the extension of the contract whereby Tamila Motown is released through Supra- phon’s French outlet for Supraphon in Britain where the label will make its debut through Forum.

A misunderstanding between Lee and Supraphon, which had been cleared up and the Leeds copy- right will now appear, where relat- ant, on Supraphon recordings.

Talks were also held about a new contract with Polydor for production in other territories of top Czech artists.

A second Czech record company in England, which has made deals for release of its classic- cal catalog in France through Vogue and in Mexico through Gamma.

Neighborhood, U.K. Dart Deal

CANNES—Part, the indepen- dent British label which has released Shanshope and Tim Selchill, negoti- ated a three-year first-option change deal with the U.S. produc- tion company, Peter Schekeryk Ent- enterprises.

First product from the deal will be a single from the American company, “Let’s Make a Love in the Afternoon” in March. The first Dart produc- tion of the year will be the “Rain in the Hall” by Tony Tando, to be re- leased with the label’s newly-formed Neighborhood label.

Canada Country Label Formed

EDMONTON—Damon Produc- tions have formed a new label, Northstar Records, in Canada.

Petru, secretary-treasurer of Damar, which has released several country artists, including Don Defin, Mike Cates, Don Sneed. Jr., Donna Adams, Dallas, Brady, Horse and Wayne Void.

Petru follows on the heels of a recent signing of a sub-publishing agree- ment with Ron Tudor’s July Music. Damon’s Pet-Mac Music (BMI) has also entered into similar labeling deals with The Richmond Organ- ization, RCA and Bob Rubin’s catalog.

Big Profits! WATER BEDS

28 Year Guarantee!
WATER BEDS ARE THE HOTTEST SELLING ITEM in the country today. Many established Water Bed dealers have large profits in carrying Water Beds.

Now Available Internationally!- Very heavy demand for Water Beds. For information call: The Water Bed Company of America (P.O. Box 722, Rockville, Md.) 492 West Third Avenue Columbus, Ohio 43212 (614) 488-0073

The Midwest Leading Manufacturer of Water Beds

QUALITY TO
HOLD POPPY

TORONTO—Records has signed a Canadian distribution deal with Poppy Industries involving Don Watson, Don Band and Dick Gregory. Gregory will open a store in Halifax (18) and Toronto (10).

From the Music Capitals of the World

TOYOKO

Crestworld Geedness arrived on Jan. 17 for their concerts.

Yoshi Kinney, lead singer with Hichchi Uchiumi and the Cool Five, is now out of hospital. Geedness are said to be a product of the acquisition of the Gains- head group, a privately-owned company which leases jouke and fruit machines.

MAM-U.K. to Jukebox Firm

LONDON—Management Agency and the record label have formed a firm in which Tom Jones and Janie Jones will have a 25% stake, is to be released by Polydor, a subsidiary of the German company, Polydor.

A second Czech record company in England, which has made deals for release of its classical catalog in France through Vogue and in Mexico through Gamma.

Criterian France Enlarges Office

PARIS—Thanks to an “extremely satisfactory” MIDEM Conference is enlarging its present offices and adding a new personnel, general manager Jack Robins, will succeed in the turn of ceremonies from Cannes.

Criterian is also installing a demo recording studio at its Boule- var Voltaire address and the MIDEM resulted in the “doubling of our foreign catalogs,” Robins stated.

There were 18 representatives from the record industry last month “and we intend to talk to bigger stand next year,” he added.

One of the company’s composers, Monopoly, has also made a record of 12 titles at MIDEM. "Someday," has failed to compete with the singles of some of the songs in Britain, Holland, Italy and Germany.

Critierian is also currently negotiat- ing with Tokyo Records to release an album of rock music from France.

The Drifters opened their Japa- nese tour last week. "In the Japa- nese TV has established a talent pro- duction company, Japana Television. Eight, made up of artists recently resigned from Shinkokugeki.

Discus, was also among those who were giving the Japan- ese market a symbolic hit. A Nihon Victor symbol.

The Japan release of two albums will be re- leased Feb. 17.


The band, which has also been devised, based on the record Spanish versions of two of her Palettes hits. De Deou and Luigi are also to record a number of World Music copyrights in Germany.

Meanwhile World Music is cele- brating its 30th anniversary this year and万亩en can support an album featuring Sadi and his New Big Show Band, an LP of sym- phonic music by composers from the Synthesis School ofpaint, an LP by violinist/tor assoциаЦиа Fud Candrax and an album of U.S. jazz artists, made poss- ible by the donations of the late Peter Pacyk.

Big Profits! WATER BEDS

28 Year Guarantee!
WATER BEDS ARE THE HOTTEST SE
Naranjo Brothers in a program of Latin American popular music and Jullian singer Georgi Maranovich and his Blues Band completed their sell-out four-week tour in Russia.

Eva Filarova, Czecholovak singer has began her current tour. Organized by the State Agency in Minsk, Izvo and Odesna while the Brahms concerto (many) made concert appearances in Tulin and Vinnitsa. Estonian singer Lurdes Jill has completed her two-month stay in Russia.

Kazan of Russian tone Alexander Vedernikov gave her two in U.S.

Dean of the British group the New Seekers, From JOHANNESBURG 150 (laysan Kubit's chemical company Melodiya's recent classical program, another 500, converted into modern concert hall

The subpublishing rights for South America. During

Australian singer songwriter Emil From London, paid a visit to the President Hotel at San Juan.

Lisarue senior vice president of Los Angeles. During the international company's tour, several TV specials and programmes with a total audience of 70,000,000 were received.

The subpublishing rights for South America. During the international company's tour, several TV specials and programmes with a total audience of 70,000,000 were received.

For February with Kulin and national promotion director Allan Matthew's visiting distributors across the country.

PETER FELDMAN

SUGARMUSIC

ITALIAN TOP TV SONGS AWARD

Final results of the popular poll officially communicated by Italian TV:

Song

VIA DEL CONSERVATORIO

LA COSA PIU' BELLA

CHITARRA SUONA PIU' PIANO

CITTÀ VERDE

PIU' BELLA

SONO UNA DONNA, NON SONO UNA SANTA

Tempi di IMPIAZZARE

Artist

Maximo Ranieri

Claudio Villa

Nicola di Bari

Orietta Berti

Mino Reitano

Rosanna Fratello

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Orovila Vasoni

Watch out for these three songs:

VIA DEL CONSERVATORIO

PIU' BELLA

SONO UNA DONNA, NON SONO UNA SANTA

which as you can see had an incredible percentage of preferences, for top song tops!

Sincerely yours,

EDIZIONI MUSICALE EDIZIONI MUSICALI S.R.L.
Atlantic Launch Under Kinney

Continued from page 37


The L.P. "Painted Poetry," will be released Feb. 29, with a single to follow soon after. The deal was set up between Daffodil's Frank Davies and Lou Lefredo. Gallo is producing Ben E. King, the Vibrations, the Chiffons and 10cc Diddley.

Quality Records has a distribution deal with Family Productions Inc., with the first two albums by Kyle and Billy Joel. 3 (a group of 10cc members) will be booked a "beer bath" for Everyday People.

Pye Records brought Pagliaro to Europe for press conferences and television appearances to coincide with the release of his "Lovin' You Ain't Easy" single. London has a new Canadian country hit with Russ Gau's "You Don't Have to Go to Switzerland." Chairman; Mauro Ciano, managing director. Ed Preston, managing director.

Villar Strong Showing In Manila Awards

MANILA--The Philippine Recording Dealers Association presented the fourth annual Philippine International Singers Awards to foreign and local artists.

The categories and respective awards were: Male Singer—Victor Wood (Vicor); English; female singer—Sofia Aquado (Alphabel); English; male singer—Fred Panjot (Dyna); vernacular; female singer—Sylvia La Torre (Villar); vernacular; vocal group—Mahabang Liwanag (Villar); single instrumentalist; Rolly Colotta (Villar); producer—Manuel P. Villar.

Foreign male singer—Elvis Presley (RCA); foreign single—Dionne Warwick (Scepter); vocal group—Kay Comon (CBS). The award program was the first for Philippine Records since 1970.

The association is composed of 57 dealers based in the Greater Manila area. The officers are Feliciano S. Reyes president and board chairman; Mauro S. Sabatillo, vice president and secretary; Benito M. Ciriaco, auditor; Gregorio R. Contreras, treasurer; and Natalie N. Dimagulla, Nayla A. Bayton, Dr. P. K. Go, Silveria V. Garcia and Roberto B. Villegas, board members.

Japan 'Chanson' Singer Honored

TOKYO—Yoshiki Ishii, president of Ishii Music Promotion, was awarded the Officer of Arts and Letters by the French Ambassador to Japan for her services in promoting French chanson in Japan.

Ishii is a chanson singer and has organized several concerts and festivals. The award was made by the French Cultural Institute.

Atlantic Records

The label's second commercial airing on American radio, will be in the top 50, according to Jim Maselli, president of Atlantic Records.

"We are excited about the response," Maselli said. "And we are looking forward to more successes in the coming months.

Davies exclusive rights here to the To Musidisc (21) producing and television People.

Disco Int'l Issues Italian Industry Survey

MILAN--A special 16-page supplement examining the development of the Italian record industry during 1971 has been published by Discografia Internazionale, the Italian music trade paper and sister journal of Billboard. In addition to being distributed to the magazine's regular subscribers, the four-color supplement was also marked to around 29,000 Italian families.

As the introduction to the special report points out, although it did not see any spectacular expansion of the Italian record industry, it was a useful period of research and several interesting new consumer trends emerged during the year.

Titled "Music For Three Generations," the supplement is divided into seven sections, the first and biggest concentrating on rock music, which last year confirmed itself as being the most popular type of repertoire for Italian LP buyers.

Other deals section with the development of the folk market, classical music and classical singles, jazz, which is still a highly specialized market in Italy, pop music, the singles market, which notes there were less foreign hits in 1971 than in previous years, and Neapolitan Songs.

Branding Of Lou Reed's 'Metal录音带' On EMI's "International" Label

In an attempt to break into the European market, EMI has rebranded Lou Reed's "Metal录音带" on its "International" label.

The 11-tracker was produced by Reed and Moe Tucker, and includes the original "Metal录音带," "Metal Woody" and Reed's 1970 hit "Sweet Baby.""METAL" will be released in 20 foreign countries.

 также национальное представительство и Роберт Джон Голд. Галло сотрудничает с Бен Э. Кингом, The Vibrations, The Chiffons и 10cc Diddley.

Качество Рекордс имеет разделяльнее с Family Productions Inc., с первыми двуми альбомами Kyle и Billy Joel. 3 (состав группы 10cc) будут сыграть в ресторане "beer bath" для Everyday People.

Пири Рекордс привезли Pagliaro в Европу для пресс-конференций и телепередач с целью совпадения с выпуском альбома "Lovin' You Ain't Easy". Лондон получил новый канадский кантри-хит с.ru Russ Gau's "You Don't Have to Go to Switzerland." Глава; Мауро Циано, президент и директор; Эд Престон, директор.

Villar Strong показал себя на Манильских премиях

МАНILA—Понгилине Рекордс Дилерс Ассоциэйшен представили четвертую ежегодную Пинхилайон Интернационал Сингерс Авариаес для иностранных и местных артистов.

Категории и соответствующие награды были: Мужской певец—Виктор Вуд (Викор); английский; женский певец—София Акадо (Альфабель); английский; мужской певец—Фред Панжот (Дина); наречий; женский певец—Силвия Ла Торре (Виллар); наречий; вокальный ансамбль—Махабанг Ливанаг (Виллар); инструменталист; Ролли Колотта (Виллар); продюсер—Мануэль П. Виллар.

Иностранная мужская певицы—Елис Прейсли (RCA); иностранный сингл—Дион Уорвик (Спектер); вокальный ансамбль—Кэй Комон (CBS). Церемония присуждения была первой для филиппинских Рекордс с 1970 года.

Объединение состоит из 57 дилеров, расположенных в большем Маниле. Его руководители: Фелисиано С. Рейес, президент и президент常务委员; Мауро С. Сабатилло, вице-президент и секретарь; Бенито М. Цериако, аудитор; Грегорио Р. Контерас, казначей; и Натале Н. Димагула, Найла А. Байтон, доктор П. К. Го, Силверия В. Гарсиа и Роберто Б. Виллегас, члены Совета.

Япония 'Chanson' певица награждена

ТОКИО—Йошики Иси, президент Ishii Music Promotion, был награжден Офицером Искусств и Искусств и Литературы По Касимиру Демаршелье, французскому посла в Японии за его услуги в продвижении французского chanson в Японии.

Иси — chanson певица и проводила несколько концертов и фестивалей. Судьбу этого награды сделал Французский культурный институт.

Atlantic Records

Отделение с успехом на американской радио, будет в топ50, по словам Джима Масели, президента Atlantic Records.

"Мы рады успехом," Масели сказал. "и мы с нетерпением ожидаем новых успехов в следующем месяце.

**From the Music Capitals of the World**

- Continued from page 37

- Capacity 70 Musicians
- Separate Reduction Suite
- Up To 16 Track
- Quadra
- Dolby
- Plus The Right Atmosphere

**WESSEX SOUNDCAPSTUDIO**

**Capacity 70 Musicians**

**Separate Reduction Suite**

**Up To 16 Track**

**Quadra**

**Dolby**

**Plus The Right Atmosphere**

**WESESS SOUNDCAP STUDIOS**

**MEMBERS OF THE ASSOCIATION OF PROFESSIONAL RECORDING STUDIOS.**
The Billboard Group Offers the Least Expensive Air Fares to Acapulco...

(Well, Almost)

But we do have some economical air fare plans that will get this year's IMIC-4 conference attendees to Acapulco from almost anywhere in the world.

The first plan is the Group Inclusive Tour (GIT). And, it breaks down to some very nice round (trip) figures:

<table>
<thead>
<tr>
<th>From</th>
<th>Group inclusive Tour (GIT)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BOSTON</td>
<td>233.00</td>
</tr>
<tr>
<td>LOS ANGELES</td>
<td>163.00</td>
</tr>
<tr>
<td>CHICAGO</td>
<td>181.90</td>
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<tr>
<td>DETROIT</td>
<td>188.00</td>
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<tr>
<td>NEW YORK</td>
<td>210.00</td>
</tr>
<tr>
<td>TORONTO</td>
<td>165.00</td>
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<tr>
<td>MONTREAL</td>
<td>207.00</td>
</tr>
</tbody>
</table>

We've also devised two plans for travelers to Acapulco from London:

1. Round trip air fare from London to Acapulco including seven nights at the Acapulco Princess Hotel (breakfast and dinner)...$747.00.

2. Round trip air fare from London to Acapulco to Los Angeles and New York including seven nights at the Acapulco Princess Hotel (breakfast and dinner), three nights in Los Angeles and four nights in New York...$880.00.

There is also an economical plan for IMIC-4 registrants leaving from Tokyo.

Like we said, The Billboard Group offers the least expensive air fares to Acapulco.

Contact IMIC-4, 9th floor, 300 Madison Ave., New York, N.Y. 10007.
The Record Salesman who never went to lunch.

We have here a salesman you can put on a counter, takes care of business all by itself, doesn't go to lunch, and pays you a tidy little commission every time it makes a sale.

Naturally, we are talking about Rolling Stone, the magazine that entertains, educates, and influences record buyers in each and every issue. Rolling Stone, the magazine that carries the advertising of all the major record companies, just waiting to be browsed through in your store.

Every two weeks, Rolling Stone features six solid pages reviewing the latest album releases; a dozen or more stories and interviews with musicians of all kinds, shapes and forms; not to mention major news-breaking artists’ interviews and in depth reports like the Groupies or Altamont; or Bob Dylan, Jerry Garcia, and John Lennon. To name a few recent ones.

Next issue, Rolling Stone begins the two-part publication of one of the most important and popular book length features ever run, “Bob Dylan, An Intimate Biography,” by Anthony Scaduto.

· And while you’re at lunch here’s how we’re taking care of business in February: two major saturation FM campaigns in 26 markets the week of February 14 and the week of February 28, telling people about the Dylan issues and to get Rolling Stone in their local record departments; Get Rolling Stone in their local record departments.

· Poster size quality prints of the Milton Glaser and Robert Grossman covers of the Dylan issues; window cards that come in every shipment; and racks and display cartons to let the people know you got it.

But before going to lunch, contact your Columbia Records salesman, Rolling Stone.

As we said, we’re never out to lunch.

ROLLING STONE
In his first solo album Paul Simon superbly combines the sound of the Simon and Garfunkel that engenders his country and blues roots with the more deliberate and introspective melodies of the late 1970s. The result is an album that remains one of the most important and influential recordings of the past decade. The album, "Graceland," was produced by the late Steve Lillywhite and features contributions from a host of top studio musicians, including guitarist Nels Cline and keyboardist Rickie Foss."
The hit Broadway show based on the life and work of Jimmy Durante is transferred onto record with great theatrical flair. Cliff Gorman's delicious performance is expertly un-dissciplined and forceful and the play, alternating between biography and actual stand up material, is constantly holding the attention of the listener.

Interestingly on the Hot 100 with "Lonesome Mary's," the Canadian group demonstrates even more virility and depth than the potential hit single engine, "Imagination." Standout cuts include "Shake That Fat," "I Wake Make," and "Run Run Run."

Currently on the Hot 100 with "Lonesome Mary's," the Canadian group demonstrates even more virility and depth than the potential hit single engine, "Imagination." Standout cuts include "Shake That Fat," "I Wake Make," and "Run Run Run."

By the Ohio Players is sure to create a stir on the chart. Their latest release confirms their status as one of the most prolific and popular rhythm and blues groups. The group's latest release, "Run Run Run," is a standout cut that is sure to impress listeners with its catchy rhythm and soulful vocals. The Ohio Players have been making music for over three decades, and this release is a testament to their enduring popularity. With its catchy hook and driving beat, "Run Run Run" is a surefire hit that is sure to keep listeners dancing. So grab your dancing shoes and get ready to groove to the Ohio Players' latest release! 

BOB COLDER—"Warming Up To Colders, MCA 54073"

Buddy, Ben Colder slacks the country hits of the year. His corny sense of lyric make this LP a delight to hear. "Rose Lennon," "Through the Night," are great cuts. "She's Got It" is a highlight. This package promises some play with even stranger sides. 

FRANK JONES—"Hedwig E.磡ck,

Frank Jones used to be a friend singer with Meredith Mac, then became an actor and is now embarking on a solo singing career. His voice has always been one of the most mellifluous in pop and can still be classified as such. There is an excellent performance version of London Westwick's "Miss Bliss" and his new single "The Mighty Ship" is also covered.

JUAN MILLER—"Davao, Mercury 528223

Mercury has collected an assortment of material from previous LP's, conveying the diva and fussy career of Gaynor Jones who at various times has artificially wrought innovations in the jazz, pop, cinema, Broadway and television (dems). The "Mendes" material is scored with a Bibb's unique simplicity and an impeccable sense of arrangement. A collector's fancy.
HONEY CONE
SOULFUL TAPESTRY
A HOT NEW ALBUM CONTAINING 3 MILLION SELLING SINGLES
"STICK UP" & "WANT ADS"
"ONE MONKEY DON'T STOP NO SHOW"
AND THEIR NEXT MILLION SELLER
(The Day I Lost You Was)
THE DAY I FOUND MYSELF

AN IMPORTANT ALBUM FROM hot wax PART OF THE BUDDAH GROUP
**STYLISTICS featuring RUSSELL THOMPJKINS, JR. — BETCHA BY Golly, WOW (3:17)
(Prod: Thom Bell) (Writers: Bell-Creed/Bellley/Assorted) This blues ballad follows up to their Top 10 winner, "You Are Everything" offers rhythm and syncopation and cha-tastic chart action and pop soul. Flip: No info available. Area 4591**

**KEN LOGGINS with JIM MESSINA—VALELLA 3:40
(Prod: Jim Messina) (Writers: Lottmesnier-Loggins) (Genoa, ASCAP) Loggins, Messina, formerly of Buffalo Springfield, and Paco have team up for a dynamic rhythm number and smooth chart action and pop and soul. Flip: No info available. Columbia 4-15550**

**POPPY FAMILY—GOOD FRIENDS (2:37)

**PORTER WAGONER—WHAT AIN'T TO BE, JUST MIGHT HAPPEN (2:10)
(Prod: Bob Ferguson) (Writers: Wagoner, BMI-Wagoner's first Top 100 hit. A strong rhythm number that could make a hit record back to back. Flip: "I'll Be Wrong Tomorrow" (2:14) (Epic), BMI 7-094888**

**JERRY LEE LEWIS—I CAN'T TRUST ME IN YOUR ARMS ANYMORE (2:11)
(Writers: Lewis) ( Libyan, BMI) Lewis continues to run up the chart with his current million-selling hit and now has this one to follow up, "Somebody Loves Me."" Flip: "Lay Me Down, Baby" (2:20) (Ken/Don Samuel, BMI) Ben 1129 (50 left)**

**JEANNE CARLYLE—THE LION'S CLUB (3:05)
(Prod: Dave Verril) (Writers: Verril) A twist: swingy feel to this song. It's a cool rhythm item with a key role to play. "You Ain't Gonna Get Love For Me" (1:58) (Brothers Two, BMI). Del 17408**

**STONEWALL JACKSON and THE BREATWOUND CHILDREN'S CHOIR—THAT'S ALL THIS OLD WORLD NEEDS (2:47)
(Prod: Frank Jones) (Writers: Tab-Tab/Tab) (Village, BMI) By far any of the week's best. It is this situation that makes no sense and a performance that an old school pick up. No info available. Columbia 5-35359**

**MARRY KELLY—YOU DO THE CALLING (I'LL DO THE CRAWL) (2:15)
(Prod: Glenn Sutton) (Writers: Sutton-Patton) (Flip) (Cachand, BMI) (B.M.I.): This one has to be in the chart. Is it a followup to the chart success? It is a rhythm item, cool rhythm item. "Something's Coming Across The Street." Del 5-81450**

**CHARTS:**
**TOP POP COUNTRY SINGLES**
SHERRY GLEN—Robie (You and I) (2:49) (House of Cash, BMI—B.S.R.)
CODER Un and His Band—Rock Me on the Water (3:30) (Open Window, BMI) 6-2727
GEORGE LINDBERG—Jean Jones (2:19) (Epic 1-01092) (CBS)
651 STREET—Barrondale Angel (3:12) (sixone, BMI). Tamdon 005

**CHARTS: Predicted to reach the top 20 of the HOT COUNTRY SINGLES CHART**
**TOP POP COUNTRY SINGLES**
**STYLISTICS featuring RUSSELL THOMPJKINS, JR. — BETCHA BY Golly, WOW (See Pop Pick)**
**UNDISPUTED TRUTH—WHAT IT IS (See Pop Pick)**
**ORIGINALES—WHO CARES (2:47)**
**WARLOCK—YOU'VE BEEN GONE SO LONG (2:47)**
**PROFFER, MARMELATZ and REED—LOVE IS ALIVE (In My Heart) (2:48)**

**SPECIAL MERIT SPOTLIGHT**

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If you really believe in Rufus Thomas and The Bar-Kays, they've got some new music to help you keep the Faith.

RUFUS THOMAS
Do The Funky Penguin STA-0112
The single from his new album:
DID YOU HEARD ME? STS-3004

THE BAR-KAYS
Son Of Shaft VOA-4073
The single from their forthcoming album:
DO YOU SEE WHAT I SEE VOS-8001

Don Dortch
Continental Artists, Inc.
305 South Bellevue/Suite 105
Memphis, Tennessee 38104
(901) 272-1645
“LET’S STAY TOGETHER” is the title of Al Green’s new LP. And “LET’S STAY TOGETHER,” the hit single, is only one of the reasons why it’s going to be one of the top LP’s of this or any year.

ROLLING STONE has described Al Green as “one of the most highly energetic and intensely expressive new singers around.”

You’ll feel it when you listen to “LET’S STAY TOGETHER”

SHL 32070

Produced by Willie Mitchell

*Aaron Fuchs, Rolling Stone
For Week Ending Feb. 12, 1972

DEPARTMENT STORES by Department of Billboard.

February 12, 1972, Billboard
New York—Following strong sales response, Polydor Inc. is expanding its merchandising program on three albums in its January release—Manfred Mann’s Earth Band, Stone the Crows’ “Teenage Love” and Licks’ and the Climax Blues Band’s “Tighten Up” on the Polydor distributed Sire Label.

The company has pulled a single, “Living Without You” by Randy Newman. The label will mount advertising on trade and underground magazines with radio support and a tour over Boston, San Francisco, Chicago and St. Louis. No plans for a reaction is noted.

Manfred T-shirts are being shipped to radio station personnel and disk jockeys.

A single will also be taken from the Stone the Crows album to supplement the demand through a campaign directed at trade and underground press. Both the band’s strong play material is being sent out. A group poster is being prepared and radio spots sent. The band will also be advertised in various music trade publications with “Hey There” as the single taken from the album.

KMET-FM, Los Angeles
Esther Phillips
“From a Room to a Screen”
Kuda Records
Al Green “To Love Again”
London
George Benson “Love You to”
Am
Little David
Kenny Lynch “Stella”
In
Columbia
Jimmy McCulloch “We Don’t Need No Head”
Island
Keith Emerson, Randy Jackson
“Goodbye”
A&M

New York—Following close upon the release of Polydor Records’ “Once You Understand,” by Think Spectrum Records, a Laurie-recorded album by former King Benning’s soul version赫拉的 Think’s

Laurie recently issued Think’s first album on the label, and has stated the group’s follow-up single for immediate release. At this time, however, the album distributed by Laurie, has resulted Bethany’s “Light of Love.”

Morris Music Expands Activity

has been signed to United Artists Records; Lauren, a 22-year-old student, Fiber, who is the father of Young, a new writer/performer has been working with Wettis and Miss Kelly, and will be issuing the first of a recording collaboration.

A music activity that also has been emanating from Morris’West Coast office headed by Sidney Goldstein, is that, in addition to those things which have been written for Bobby Sherman, the Vanguard group, and other contemporary artists will now be heard on an album produced by Dallas Smith for Viva Records, released through Warner Bros. Morris staffer Gary LeMel has been grooming new young writers with a Morris “tapes” set up dealing as such for writers such as Columbus with whom he has been working.

operation of labels which are being victimized by bootleggers, and with the help of the lawyer representing a victimized label, would be able either to “zero in” or take whatever action is necessary to clean the market up.

Malamed pointed out that, in addition to Federal law, a growing body of state law can be depended upon for aid in the anti-piracy drive. The state attorney general, or state attorneys are being directed to take the proper state anti-piracy measures in those areas which do not have them.

NARM executives, Malamed indicated, are convinced that the plan would very materially reduce the degradations of the pirates.

The plan, he pointed out, would create a network of police committee members ready to spring into action upon short notice. But the implement
doing the whole idea depends upon the manufacturer who, under new Federal law, now has the necessary legal cloak, made clear in the manager director statute that much progress has been made has been the lack of cooperation between all industry segments as represented by NARM, RIAA, the record companies, and the infrastructure on which its present Federal antipiracy law, and this cooperation that was established, he added. He said: “We are the coordinating fac-
it in the plan, and our members, ranging from Hawaii to the independent companies in other areas, have the eyes and ears to form an effective policing network.”

The panel on piracy at the con-

NARM PARLEY IS SRO 18 NEW MEMBERS ADDED

New York—Jules Malamed, NARM’s executive director, reported that the Association’s 18th meeting, which will be held March 5-10 at the Americana Hotel in Bal Harbour, Fla. is already a “Standing Room Only” affair. Malamed also noted that 18 new members have joined since Jan. 1 and are among the registered members for the NARM meeting. The new members are Berinitz Publications of New York; Cam-
rage Records, Inc. of New York; the N of Miami; King Karol Records of New York; National Record Mart of Cleveland; The Records of Philadelphia; The Record Organization of New York; Promo Record Distributors of Pat-
terson, N.J.; Rolling Stones Magazine of San Francisco; Roper Records of New York; Rolling Stones Magazine of San Francisco; Roper Records of Winsted; Sisler’s Portland Records of Los Angeles; Sounds Distributing Corp. of Pitts-
burth; TDK Electronics of Long Island City, N.Y.; Tracy Val-Co. of Westchester, N.Y.; Twilight Records of Long Island; Waxie Quality Music of Washington; and Wendy Distributors of Newark.

KINK-FM, Portland
Country Joe McDonald
“Fat Street”
Monument
“Fins And Feathers”
Cuts: “Tom, the Highwayman,” “On The Other Side”
“Tell Me Today,” “The Life of the Party”
Joe Croce
“Romeo and Juliet”
Cuts: “I’ll Have It My Way,” “Scraping By 300,” “Let’s Do It Again”
Toni Prendergast
“Sometimes”
Cuts: “I Was Just a Little Bit Too Young,” “The Love You Left Behind”
Mike Simeon
“San Francisco”
Cuts: “One More Time,” “You’re My Star”

New York—For the last minute before press time, this report represents what the nation’s leading progressive stations have added to their libraries during the week. It is the policy of some stations to allow the file to be selected, but where possible the more favorable cuts of the people reported are shown. The stations represented here are today’s leading influentials on sales of product album.

Anita Frankle
“Cool”
Atlantic
“Sweet Dreams”
Cuts: “Are You Ready?”
“Out of My Life”
Buddy Rich
“Theme Froma”
Cuts: “Mama Charleston,” “I Can’t Make It”
John Hammond
“Like A Holler”
Cuts: “My God, You’re Coming Back,” “I Ain’t Got No More Money”
Barbara Acklin
“Tell Me”
Cuts: “Memphis,” “Let’s Stay Together”

FM Action

Gathered at the last minute before press time, this report represents what the nation’s leading progressive stations have added to their libraries during the week. It is the policy of some stations to allow the file to be selected, but where possible the more favorable cuts of the people reported are shown. The stations represented here are today’s leading influentials on sales of product album.

Arthur Frankle
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John Hammond
“Like A Holler”
Cuts: “My God, You’re Coming Back,” “I Ain’t Got No More Money”
Barbara Acklin
“Tell Me”
Cuts: “Memphis,” “Let’s Stay Together”

WCBF-FM, New York
Dick Boski reporting
Mikebag “Mike Hannigan,” Island Cuts: “Well Until”, “Lonely”

K-RAC, Long Beach, Calif.
Ray McCray reporting
“Temptation To Treasure,” RCA
Lydell Tendler, “Reggae,” UA
“Family,” “Fearless,” UA
“Satchmo Are You Sayin’ Something"
WADAS-FM, Philadelphia
“progressive soul”
Arne Franklin
“Young Critics,” Atlantic Cuts: “Once Upon A Time,” “I Don’t Think About You”
Crosby, “Crescendos,” UA
“Cuts: “Battle Like A Man,” “Betrayed By Love,” “I Don’t Tote Around”
“Cuts: “You’ll And I Gotta Be There,” “Today”
“Cuts: “So Why Leave Me,” “Not The One To Go”
“Cuts: “You’re Never Gonna Find A Girl”
Carlos DeGuzman, “West Side Soul,” MGM “Let’s Do It Together”
WMMR-FM, Philadelphia
Ed Scaky reporting
“All The Good Times,” UA
“Cuts: “You Can’t Keep A Good Thing Down,” “Lookin’ For A Few Fans”
“Cuts: “Dinkey Trice,” “Mother Earth”
“Cuts: “You’ve Come To The Right Place”
“Cuts: “I Don’t Do That Kinds Kinds Of Things”
“Cuts: “I Don’t Do That Kinds Of Things”
“Cuts: “Let’s Talk It Over,” “She Don’t Know”
“Cuts: “Little Girl”
“Cuts: “Let’s Talk It Over,” “She Don’t Know”

Ween-FM, Cincinnati
Billy Bylsma, “Ohioana”
“Cuts: “It’s A Big World,” “It’s A Big World”
“Cuts: “Was It A Dream?”
“Cuts: “I Know It’s Gonna Be Alright”
“Cuts: “Fog On The Eye”
“Cuts: “Fog On The Eye”
“Cuts: “I Know It’s Gonna Be Alright”

WRC-FM, Chicago
Ed Shave reporting
Genev Roy, “Genie Roy”
Columbia “Cuts: “That’s A Man Are You”
“Cuts: “That’s A Man Are You”
“Cuts: “Sittin’ Down”
“Cuts: “Fog On The Eye”
“Cuts: “Fog On The Eye”"
David Gates, like many another fine rocker, started out in Tulsa, Oklahoma and for the past few years (and the past four Bread albums) has been playing guitar and bass and singing and producing and writing songs like “Make It With You,” “It Don’t Matter To Me,” “Let Your Love Go,” “If,” “Mother Freedom,” “Baby, I’m A-Want You,” and the current Bread winner “Everything I Own.”

But that’s only one quarter of the loaf, because Memphis born Jimmy Griffin, famed L.A. studio musician type on lead guitar, has been writing his share of hits too, among them a little ditty called “For All We Know,” which just happened to win him an Academy Award in 1970 for Best Song Of The Year.

And while half a loaf is better than none, it’s not as good as the whole wheat, which now includes Larry Knechtel, whose talents on piano/organ/harpsichord have caused his name to be on the backs of more albums than any name since Stereo. And not only is he one of the winningest keyboarders of the day, but also the winner of the 1970 Grammy Award for Best Arrangement of the Year in the form of the musical charts for Simon & Garfunkel’s “Bridge Over Troubled Waters.”

But the final slice is Mike Botts, who is simply one of the best drummers anywhere, providing Bread with “that back beat, you can’t lose it.”

All together, they have been and are Bread on twelve new songs on their fourth and brand newest album, “Baby, I’m A-Want You.”
Sonny & Cher

A new single

A Cowboy's Work Is Never Done

produced by Sonny Bono and Snuff Garrett
arranged by Michel Rubini.

From their new KAPP LP,
All I Ever Need Is You

MCA Records, Inc.