Raging Piracy Battle Spurs World Scrutiny

NEW YORK—The international war against unauthorized duplication is raging at its highest point in the history of the record-music industry. It is a multi-front battle involving all facets of the business—artists, writers, music publishers, record labels, distributors, merchants, and retailers.

The fight is being pressed at the legislative level in seeking new "protective" laws. It is being fought in the courts, on the judicial battleground to oust companies that are operating in violation of existing laws.

What is the state of the war? Who is winning? What does the new U.S. law mean? Whom does it protect? What is the status of all unauthorized duplication piracy? (Continued on page 62)

Global Performers Share Venezuelan Fest Trophies

By NAT FREELAND

CARACAS, Venezuela—Despite a glittering international turnout of musicians from 22 nations, the second Onda Nueva Festival prizes were nonetheless a distinct hit to stars from neighboring South American countries.

The top song prize, for "Hermosa," was taken by Brazil's Zimbo Trio with vocalist Sylvia. Though a U.S. release several years ago didn't sell big, the Zimbo Trio is among the best jazz-piano-drums trios in the world and recognized as such throughout South America.

Another Brazilian, Claudia, won the best singer award for her high-altitude scat singing on "Contacto." Each of the top prizes was worth $5,000.

The second song prize of $2,500 was taken by a Brit, breasted virtuoso of the Argentinian accordion, the Bandoneon. Astor Piazzola received the prize for his "Impression II," a tango, and other works. Piazzola, the 83-year-old master of the unique bandoneon, presented his award to the University of Buenos Aires which has sponsored and supported his educational endeavors.

The Festival is sponsored by the Venezuelan government and the United Nations Educational, Scientific and Cultural Organization.

Consistent Re-Orders Forcing More Decca Vintage Hit LP's

By CLAUDE HALL

LOS ANGELES—MCA Records last week began dipping into its "master vaults" and this year will repackage some 100 new albums of old material, according to national sales manager Rick Frie.

Five district managers were called in for a series of meetings directed at revitalizing artists ranging from Al Jolson to Patsy Cline. Mike Maitland, president of MCA Records, which includes Uni, Kapp and Decca labels, stated a week ago that some old product in the country music field might have to be reinstated because of consumer and dealer demand.

Some were out of stock a year ago and a half ago.

"We're not going backward—we're an avant garde company looking to even a bigger and better year in new product than this past year," Frie said. "We'll continue to put a new product on, and every record dealer is losing in profits because he's not carrying catalog product!"

This past year, just picking a few albums at random from the new Decca catalog:

"Aint Nothing but a Man, It's Me, Oató, How Great Thou Art," from the "Great Hymns of the Church" box set.

"For He's a Jolly Good Fellow," from the "Hymns of the World" box set.


"I'll Fly Away," from the "Devotional" collection.

"Uncle Tom's Cabin," from the "Americana" collection.

"We Shall Overcome," from the "Spirituals" collection.


"What a Friend We Have in Jesus," from the "Hymns of Praise" collection.

"Let Me Be a Drummer Boy," from the "Marching" collection.

"Onward, Christian Soldiers," from the "United States Marches" collection.

"The Lord's Prayer," from the "Prayer" collection.


"There is a Green Hill Far Away," from the "Country" collection.

"To Thy Eternal Home," from the "Religious" collection.

"The Old Rugged Cross," from the "Old Time Religion" collection.

"I've Been Working on the Railroad," from the "Antique" collection.

"Old Time Religion," from the "Religious" collection.

"We shall Overcome," from the "Spirituals" collection.


"I'll Fly Away," from the "Hymns of the World" collection.

"Oh, soup," from the "Soups" collection.

"How Great Thou Art," from the "Great Hymns of the Church" collection.


"I'll Fly Away," from the "Hymns of the World" collection.

"The Lord's Prayer," from the "Prayer" collection.


"There is a Green Hill Far Away," from the "Country" collection.

"To Thy Eternal Home," from the "Religious" collection.

"The Old Rugged Cross," from the "Old Time Religion" collection.

"Onward, Christian Soldiers," from the "United States Marches" collection.

"The Lord's Prayer," from the "Prayer" collection.


"I'll Fly Away," from the "Hymns of the World" collection.


"We shall Overcome," from the "Spirituals" collection.


"I'll Fly Away," from the "Hymns of the World" collection.

"The Lord's Prayer," from the "Prayer" collection.


"There is a Green Hill Far Away," from the "Country" collection.

"To Thy Eternal Home," from the "Religious" collection.

"The Old Rugged Cross," from the "Old Time Religion" collection.

"Onward, Christian Soldiers," from the "United States Marches" collection.

"The Lord's Prayer," from the "Prayer" collection.

Mama is home. Free.
Here's Cass, out front where she belongs.
A new career, a new album and a new single.
"Baby I'm Yours" #74-0644
And a new label.

LSP-4619, PBS-1846, PK-1846

RCA Records and Tapes
Col Launches New 3-Month Campaign

FTC Negative Option Rules

By MILDEARD HEAD

WASHINGTON—Although the record and book clubs negative option rules promulgated by the Federal Trade Commission last January and the new nega-
tive option regulations under current home shopping broadcast advertising rules for promoting these products for home delivery, the new rule should be effective shortly. The main provision is to assure that the consumer is able to return the merchandise within a reasonable time and for the price of the item(s) listed. The consumer must provide the seller with written or verbal cancellation, or by using a pre-addressed label, to return the merchandise. If the consumer does not return the merchandise, the seller must give the consumer a full refund of the purchase price. If the consumer returns the merchandise, the seller must provide a refund within thirty days of the return. The new rules also require that the consumer be notified of any changes in the return policy, or in the case of a charge for return, the consumer must be notified in writing. The new rules are designed to ensure that the consumer is treated fairly and that the consumer is able to make informed decisions about the purchase of merchandise through home shopping broadcasts. The new rules are expected to be effective shortly. The record and book clubs will continue to operate under the current rules until the new rules are implemented. The new rules are expected to be effective shortly.

Ampex Record Wing Folds 'Temporarily'—Hope Seen

By RADCLIFFE JOE

NEW YORK—Ampex Corps has announced that it will discontinue its record club operations, which will result in the loss of several million dollars. The club, which was founded in 1964 by Peter Lewis, a former record executive, has been operating at a loss for the past three years. The club was founded with the idea of providing a new service to the music industry, allowing consumers to purchase records at a lower price than those available through traditional retail channels. However, the club faced significant challenges, including high production costs and competition from existing record clubs.

K. Rogers Yearens for Home: Wants to Make It as Producer

LOS ANGELES—Kenny Rogers, one of the founders of the new record label, is scheduled to announce his resignation from the label at a press conference this week. Rogers, who is also the owner of the label, has been involved in the music industry for over 20 years, and has worked with some of the biggest names in the business. The label, which was founded in 1970, has been successful in producing hits for a variety of artists, including Bob Dylan and The Rolling Stones.

Lewis Starts New Label

SHREVEPORT—Stan Lewis, who has been involved in the music business for over 30 years, has announced the formation of a new record label. The label, which will be called Lewis Records, will be based in New Orleans and will focus on producing records for local artists. Lewis, who has worked with artists such as The Neville Brothers and Galactic, is excited about the opportunity to work with new talent and to continue to support the music scene in the region.
KDAY & Oak in Easter "TOT" Rite

LOS ANGELES—Oak Records and KDAY, a progressive rock station, are teaming up to present rock music events. A special event will take place this Easter when the band "TOT" performs live on the new release of "TOT". The event will feature an ambiance fittingly Easter-themed with a strong rock and roll influence.

London Meet On Two LP’s

NEW YORK—London Records held an one-day seminar in New York Feb. 1 for its entire national promotion team of regional and branch managers. The event featured a two-part program. The first part focused on the relationship between sales and promotion staff from the home office with local managers. The second part discussed releases on the market and the opportunities for the new releases.

Factory Reopens As Paradise Ballroom

LOS ANGELES—First it was the Fairchild Ballroom. Now it’s the Paradise Ballroom. The new facility, being designed for limousine use, is expected to open in mid-March. Notable artists scheduled to perform include Simon & Garfunkel, John Lennon, and Paul McCartney.

Notable Music Lines Up Heavy Project Schedule

NEW YORK—Notable Music’s general manager, Eric Colodine, has announced that the company will launch two new projects. Notable will publish all of the songs written by the company’s writers and also incorporate them into its new release plan. Notable will be setting personal appearances for these projects.

Free Movement And Producer Settle Action

LOS ANGELES—The local syndication firm, Free Movement, filed suit July 1, by Producer Joe Porter against producer and six members of "Free Movement," charging breach of contract and interference with contract by the defendants. Fred L. Danzinger and Frank Robinson, has been dismissed as a defendant. The court’s decision means that the litigation can not be resumed against these defendants.

Complaint originally charged that the group had usurped the name, and that Joe Porter, who alleged he had originated and owned the name, had failed to fulfill the syndication agreement, wherein Porter was to get 50 percent of the group’s self-composed songs. Group had a hit in 1971, on Decca, They have since signed with Columbia.

Executive Table

Don Burkhimer appointed division vice president, ad & RCA Records, based on the West Coast. Before rejoining RCA, he was national talent director, ad for the Paramount/Dot family of labels. He was previously with RCA for 17 years in various managerial positions in RCA’s ad department. (see separate story, page 1).

Vie O’Givile, formerly Atlantic Records’ national director, jazz promotion, is returned to the firm’s artist relations department. Working with O’Givile is former Atlantic personal appearances promoter, Joe O’Givile.

Tom Noonan appointed head of marketing, Polydor Inc., responsible for marketing and promotion with the company and other subsidiaries. Noonan was a member of the London promotion team which formed in 1967.

Sal Iannucci, former president of Capitol Records Inc., has been named vice president and director of entertainment for Play-Boy Enterprises. Iannucci will head all TV, film, and music activity, in addition to new areas like CATV and other home entertainment possibilities. Iannucci was an executive with National General and CBS-TV before joining Capitol.

John Hilt, onetime country disk jockey, has been a talent agent with MCA and Associated Booking Corp. In Dallas for the past 20 years, Jim Halcyon Co., Inc., Tucks, vice president in charge of booking, has been named as the new eastern regional sales manager for Mercury Records. Naidoff is the fourth regional sales executive for the label nationally.

Ron Granger has been replaced as chief of A&R for Ray Charles’ Tangerine records by Bunky Sheppard. Sheppard is a veteran of the label and was last with Capitol and Mercury records in regional promotion. He started in the business in the early ’50s with Veeyee label and once had his own disk label, Bunky.

In This Issue

- CAMPUS: 23
- CARTRIDGE TV: 49
- COUNTRY: 36
- INTERNATIONAL: 52
- JUKEBOX PROGRAMMING: 34
- MARKETPLACE: 39
- RADIO: 18
- SOUL: 28
- TALENT: 14
- TAPE CARTRIDGE: 41

Features:

Hot Country Albums: 38
Stock Market Quotations... 10
Hot Country Singles: 37
You Joe: 20
HOT 100: 56
Chart:
New LP/Tape Releases: 12
Best-Selling Soul Singles: 28
RECORD REVIEWS
Action Records: 50
Album Reviews: 30, 33
Hits of the World: 40
Single Reviews: 54

FEBRUARY 19, 1972, BILLBOARD
COLUMBIA RECORDS PROUDLY PRESENTS THE FIRST GROUP WITH A BUILT-IN HOOK.

It's Doctor Hook And The Medicine Show. The only rock group in history that can perform Shel Silverstein's unique songs. And make them all sound like hit tunes.

Like their new Columbia single, "Sylvia's Mother"—a combination of Shel's unusual lyrics and an unforgettable melody that should take it right to the top.

In San Francisco, there are lines around the block when Doctor Hook appears.

And now, with the release of their first Columbia album and their new single, music with a Hook will be livening up the airwaves, and delighting throngs of screaming fans, in your town!

DOCTOR HOOK AND THE MEDICINE SHOW. INCLUDING THEIR NEW SINGLE, "SYLVIA'S MOTHER." ON COLUMBIA RECORDS.
CELEBRATING BILL RECORDS' new U.K. status as an independent label are Bell president Lenny and wife Pamela. They were at a conference held in London and attended by Tha Zeros.

VALENTINE M. O'NEILL

"69 AFM Pension Fund Charged" (Continued from page 4)

Ralph Berson, last with Pickwick as vice president, Pickwick, New York, has been named managing editor of Billboard. He will also assume the duties of executive editor of Billboard. R. G. Williams, Pickwick's vice president, has been named general manager of the company's operations in New York City.

Berson worked at the New York Times for 13 years before joining Pickwick. He was also with Consumer and Producer, the magazine of the American Federation of Musicians. He began his career as a reporter for St. Louis Post-Dispatch and later worked for Record World and Billboard.

Epics Rushes Chickory Hit

NEW YORK—Epics has rushed the U.K. hit "Chickory" to the States. The record, which was released on the CBS label in England, is reported to have sold 250,000 copies.

FABIO ZANIN

SALES

DIRECCTOR OF SALES: Peter Weiner (L.A.)

ASSOCIATE DIRECTOR OF SALES: Paul Maloney, N.Y.

INTERNATIONAL SALES MANAGER: Jerry O'Brien, N.Y.

CLASSIFIED ADVERTISING MANAGER: Murray Dorf (N.Y.)

CIRCULATION MANAGER: Jerry Rubin (N.Y.)

SALES MANAGEMENT

Robert Champion appointed Motorola consumer products advertising manager. He was previously with Compton Advertising, Cleveland, Ohio, and is currently serving as general manager of Billabong, a new surf apparel line.

Dana S. Glassman appointed vice president, advertising, and director of communications for Microsoft Corp. She was previously with Microsoft as director of corporate communications.

Mort Kramer appointed at Bell and Howell Consumer Products as director of corporate communications. He also has been named manager of Bell and Howell's Creative Services Department, a combination of positions held by Anthony Cagemi before his resignation, and Robert Cohen, who now audio visual director of sales and marketing, retired in October. 

Eliot Williams named vice president, television division, of Philips Electronics America. He was previously with Philips Consumer Electronics as vice president, consumer products.

Larry Williams named general manager of Avid Technology, a joint venture between Avid Technology and Sony Pictures Entertainment. He was previously with Sony Pictures as senior vice president, business development.

John Williams appointed president and chief executive officer of RCA, replacing Robert A. Swanson, who announced his retirement last month. Williams was previously executive vice president and chief operating officer of RCA.

Gold Awards

"The Concert for Bangla Desh" album recorded on Apple Records, has received gold certification from the RIAA.

Paul and Linda McCartney's album "Ram" has been certified as gold by the RIAA.

Tom Jones' "It's Only a Paper Moon" has received gold certification as the artist's ninth gold album. London Records distributes the parcel.

The Rolling Stones' two-record set on London Records, "Hot Rocks," has received gold certification from the RIAA.

The Beatles' "Sergeant Pepper's Lonely Hearts Club Band" album has received gold certification from the RIAA.

The Beach Boys' "Good Vibes" album has received gold certification from the RIAA.

The Who's "My Generation" album has received gold certification from the RIAA.

The Moody Blues' "Days of Future Passed" album has received gold certification from the RIAA.

* * *

General News

Levy's Mgt. Concept Makes Him Employe of Artist's Firm

LOS ANGELES—Veteran personal

Lembruck, who is currently with Atlantic Records, has been named the new head of sales and marketing, replacing Bill Williams, who left the company in March.

Lembruck joined Atlantic Records in 1989 as vice president of sales and marketing, and was later appointed senior vice president of sales and marketing. He has been with Atlantic for 13 years, serving in various positions, including manager of business development, director of national sales, and vice president of national sales.

Before joining Atlantic, Lembruck spent eight years at Capitol Records, where he served as vice president and general manager of the whole, as a whole.

Lembruck's new role at Atlantic will include overseeing all aspects of the company's sales and marketing operations, including sales planning, promotion, and distribution.

Levy said that with Lembrock's extensive experience in the industry, Atlantic is well-positioned to continue its growth and success in the future.

"We are thrilled to welcome Fred to our team," Levy said. "He brings a wealth of knowledge and experience to his new role at Atlantic, and we are confident that he will help us continue to deliver value to our clients and fans alike."
On Records & Tapes (Tapes Distributed by Ampex)
The Atlantic Family
FNC Negative Option Rule

- Continued from page 3

vember 1970, complaints were re-
ceived that notices and merchan-
dise were sent without sufficient
time to reject unwanted items, and
that they were sent during sum-
mer vacation periods when cus-
tomers were not expecting them
and had no chance to refuse the
records. It was during these hear-
ing that the FTC originally pro-
posed to outlaw negative option-
ing altogether. But more recently,
the commission decided on the
less drastic course of tighter rules
on the practice. On Oct. 22, Mary Gar-
diner Jones disented, preferring
the ban.

The rules also protect subscrib-
ers from delays that are the fault
of the post office. It will be the
club's duty to mail announcements
and negative option forms at least
30 days before the return date, or
at least 15 days before the mailing
date of the records, or provide a
mailing date of at least 10 days after
the subscriber receives his
notice.

If the subscriber's postmark date
on the form shows he attempted to
notify the club in time, the club
must take back unwanted records
and pay return postage. The same
rule applies in cases where a sub-
scriber has cancelled membership
before the mailing date of club
selection. However, if the club
continues to send selections to a
contract-complete subscriber, these
are "unordered merchandise," and
the customer can legally keep or
do what he wants with them.

In the area of introductory and
bonus merchandise, clubs must del-
iver these within four weeks after
receiving an order. If circumstance
stretches beyond the seller's control
prevent delivery, the club can make
(Continued on page 6)

Radio-TV Programming

Another good reason for subscribing to the (M) 13 measurements of the international music record trade industry

In Billboard. Get it into it!

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Please fill in on your exclusive Radio-TV Programming coverage and authoritative coverage of all phases of the

thing every Monday.

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2 years $65
3 years $75
new
renewal

above subscription rates for Continental U.S. & Canada
Please check nature of business:

1. Retailers of Radio, TV Tapes

2. Distributors, Operators, One-

3. Radio-TV Management &

4. Mfrs./Producers of Records,

5. Talent-Artists, Performers,

6. Colleges, Libraries, Auditories

7. Music Publisher, Songwriter,

8. Writers, Reviewers, Newspapers &

above subsections for Continental U.S. & Canada

name

City

Type of Business

Title

25418

RESERVE YOUR AD SPACE IN BILLBOARD'S
NARM ISSUE (MARCH 11) NOW

AND TAKE ADVANTAGE OF OUR SHOW DISTRIBUTION

Romero Seeks Gov't Support For Fest

- Continued from page 1

very Showy German violinist-com-
poser who has maintained afine
career as a conductor and
cunning standing on standing ovations.

Other announcements included
Philip Levine, who won top prizes at
three other festivals: this year in Los
Angeles next month in New York.

Conductor-writer Richard Wilson
and film composer Piotr Wiencek
and Frank Proppe, Tito Puente and

The American judges were John
Wallace, B.H. Stocker, and film
composer Sonny Cahn and film
composer Elmer Bernstein. Also on
the panel were Jacques Brauneim,
Venezuelan bassist and director
Luis Uribechar, of Spain, Carlo Facanini
Germany, Harni Hoffman
and Paulo Santos of Brazil.

Romero is Klingin

Even more than most song con-
tests, the Onda Nueva Festival is
a one-man show. Aldemaro Romero
not only founded and organized the
event, he is a pop pianist-composer-
conductor of world stature whose
work is becoming increasingly rec-
ognized in Europe and the U.S.
America's just for openers, Ald-
emaro is also a top judge in at least
four music festivals, in which his
judging skills are dedicated to

pecial Drive

On Chappell LP

NEW YORK—The first Harry Chapin album on Elektra Records will receive a nationwide promotion campaign. "Heads and Tales," which marks Luc Holmam's return to the studio as a producer, will be fully marketed through in-store

promotion and print and radio campaigns.

A special three-dimensional stand-up display has been designed for retail outlets throughout the country. In addition, stores will be provided with black-and-white and color posters for promotional use.

For printing purposes, a concept in mini-glitter has been developed, which includes not only reproductions
of the album cover and logo, but also special headlines and quotes, which can't be

made up especially for the album for distribution to salesmen and accounts. A copy of the single, "Taxi," will also be included in the package.

Due to Chapin's appearance at the Elektra national sales convention
in January, W.E.A. branches are

branch

As the opening song of the film score and received two Golden Globe

nominations for "Le Mains" and "Sum-
mer of '73." His recording of "Brian's Song" is now on the charts, and it has two

hundred albums in release, in the U.S. and in the U.K.

Chappell is writing the score for the new motion picture, "Talentshapers," scheduled for Broadway this fall, a

ent, with a book by Dale Wassner

and music by Charlie Apito. A television special is also on

Legrand Deal

With Chappell

NEW YORK—Composer Michel Legrand has joined Chappel-

ll, as an exclusive world

publishing company. Chappell will handle all of Legrand's new compositions, plus

which revert back to the writer, separate from the publisher. There will be

up to twenty-five albums, in the U.S., in the U.K., in France, in Spain, and in

music world.

Legrand has been nominated for an Academy Award for his "Sum-
mer of '73 film score, and

ceived two Golden Globe
golden algorithms for "Le Mains" and "Sum-
mer of '73." His recording

"Brian's Song" is now on the

charts, and it has two
different albums in release, in the U.S.

Globe nominations for "Le Mains" and "Sum-
mer of '73." His recording of

"Brian's Song" is now on

charts, and it has two
different albums in release, in the U.S.

ances. On the show, ASCAP will be
given to members by Stanley

Gover, president of ASCAP, and other officials of the Society.
After seven singles by Paul Williams on the charts last year, we bring you the first Paul Williams single.

Until now, a Paul Williams song, with music by Roger Nichols, was usually recorded by someone other than Paul Williams.

From Three Dog Night's "Out In The Country." To Carpenters' "We've Only Just Begun." Bobby Sherman's "Cried Like A Baby."* Carpenters again with "Rainy Days And Mondays." Chase with "So Many People." Anne Murray's "Talk It Over In The Morning." To most recently Three Dog Night again with "An Old Fashioned Love Song."**

Each one was beautifully performed and received: five were top 10, four were gold.

The only difference with this one is that it's all Paul. *Music by Craig Doerge **Music by Paul Williams

"Waking Up Alone:" (AM 1325) The first single from the first Paul Williams album, "Just An Old Fashioned Love Song."

On A&M Records
Produced by Michael Jackson

[Before Paul wrote all those songs he was the boy-genius in the movie, "The Loved One,"]
Ampex Headsaches Could Increase: More Losses Uncovered in Music

By BRUCE WEBER

LOS ANGELES—Here is advice for shareholders of Ampex Corp., who are still reeling from a projected record loss of about $40 million, or $4 a share, during fiscal 1972. Hold on and sit tight. Things are going to get worse before they get better.

For example:

Continuing investigation of its music division (Ampex Stereo Tapes and Ampex Records) has produced new information indicating that the reserves previously established for Ampex Stereo Tapes will prove inadequate.

Ampex’s loss will widen “substantially” from the already projected deficit previously estimated for the year ending Dec. 31.

In a terse statement, Ampex said the nature and magnitude of the music division has been not only defined and the extra loss can’t be estimated until after a special audit, which is in progress.

Following several amendments, the New York Stock Exchange halted trading in the company’s shares Wednesday (9) at 11, up 14, and did not expect to resume trading Thursday, the one day after the second time in two weeks that the NYSE suspended trading in Ampex; it did not open Jan. 12 until about 2 p.m. Before the opening trade was 94,300 shares sold at 12½.

With less than an hour before the closing bell, a batch of 56,000 shares were sold at $12 and another 16,000 shares at 218. 1/2. Thereafter, NYSE closed trading when Ampex dropped to 11¼.

According to an Ampex executive, “the dirtiest word here in Redwood City, corporate headquarters, is a 13-letter invective entertainment.”

Ampex Locked In

If corporate executives had their way, Ampex would get out of music (pre-recorded tape and records) altogether.

But “we may be locked in, especially with Kenney,” he said. “In my opinion, we’re locked into too many records companies on licenses and agreements.

As of the end of fiscal 1971, Ampex had royalties agreements with more than 127 record companies. The company spokeswoman said, “Prepaid royalties of these contracts were not equalized by sales of over-recorded tapes this year.”

According to several Ampex executives, the most discussed area of non-profitability has been in its pre-recorded tape business, which individually accounted for $50 to $60 million in fiscal ’72. But that was another year.

Another executive said, “for the year the pre-recorded tape division sunk the ship.”

The most discussed licensing (Continued on page 48)

Capitol Industries 2nd Qtr. Decline

LOS ANGELES—Capitol Industries (Capitol Records and Ampex) reported lower sales and earnings for the second quarter ended Dec. 31.

Sales skidded to $419,925,000 and earnings dipped to $1,186,000, or 22 cents per share, compared with $50,941,000 and earnings of $1,850,000, or 40 cents a share a year ago.

A six per cent improvement was noted in the first half of fiscal 1972, but the company said it was not the best interests of shareholders to resume the payment of dividends at all. The severe loss suffered in the last fiscal quarter was noted.

(The last dividend paid was 16 cents a share on Jan. 29, 1971, Capitol reported a net loss of $8,114,000, for the fiscal year ended June 30, compared with net earnings of $8,716,000 in the pre-ceeding year.

For six months ended Dec. 31, sales were $850,024,000, or $1,262,000, or 27 cents a share, from $1,066,020, or 40 cents a share a year ago.

Added to the operating profit was a net special gain of $7,077,000 from sales of some Pickwick assets purchased for $4,639,000 to $2,438,000 because the Pickwick was not going to be a part of the company.

The two extra extraordinary items are $2,438,000, or 43 cents a share. This is in addition to the net income this year of $1,262,000, or 27 cents a share.

Added to the operating profit was a net special gain of $7,077,000 from sales of some Pickwick assets purchased for $4,639,000 to $2,438,000 because the Pickwick was not going to be a part of the company.

The two extra extraordinary items are $2,438,000, or 43 cents a share. This is in addition to the net income this year of $1,262,000, or 27 cents a share.

For six months ended Dec. 31, sales were $850,024,000, or $1,262,000, or 27 cents a share, from $1,066,020, or 40 cents a share a year ago.

CALCO Ind. 4 1/2 5 5

Alphaiys 3% 3% 3%

Audiovisionics 4% 4% 4%

Ball Mfg. Corp. 3% 3% 3%

Carfords 3% 3% 3%

Data Packaging 6% 6% 6%

Goody, Sam 9% 9% 9%

Griffith Corp. 5% 5% 5%

Integrity Entertain. 10% 7% 7%

Kodak Electronics 13% 12% 12%

M. J. Packard Assoc. 10% 9% 9%

N.M.C. 14% 13% 13%

Playboy Enterprises 15% 15% 13%

Radio Shack 10% 10% 10%

Teledyne Inc 39% 38% 37%

Vanguard 12% 12% 12%

Zeus 54% 36% 3042 44 41% 43% 43%

CBS and Steinway Negotiating Deal

NEW YORK—Columbia Broadcasting System and Steiny & Sons, piano manufacturer, have announced they are negotiating an agreement on the purchase of the Steiny & Sons.

Two billion shareholders would receive 375,000 shares of CBS common stock in return for their shares of Steiny. The transaction is expected to be completed by the end of June by directors of both companies and Steiny shareholders.

The CBS Columbia Group includes a musical instruments division called CBS Musical Instruments Co., which was founded in 1953, has manufacturing facilities in Long Island City, N.Y., and Hamburg, West Germany, and has produced about 1,000,000 pianos. The firm is now managed by fourth generation Steinway family members.

Both companies indicated the Steinway name would be maintained.

CBS’s musical instruments division includes: Rogers Drum Co., and the Fender Guitar Co.

Fidelitone Needle Replacement Guide is more than a Catalog...it’s a selling tool. It contains more cross-referenced entries. More ways to find what you’re looking for. Saves time and effort in determining your customer’s needs. You locate the Fidelitone needle number quickly and confidently. It simply helps to sell more needles!

The Fidelitone Needle Replacement Guide is just a part of Fidelitone’s complete make it easy merchandising program that means greater sales and profits for every dealer.

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If Warner/Reprise Has Enriched Your Days So Far... Just Think How Enriched You'll Be After Feb. 15.

NEIL YOUNG / HARVEST. A gold album the day it comes out. Reprise 2032.

JACKIE LOMAX / THREE. The ex-Apple, new-Woodstock artist, in a mighty campaign. Warners 2591.

ARTHUR ALEXANDER. The superb Memphis writer-singer. His WB debut. Warners 2592.

GORDON LIGHTFOOT / DON QUIXOTE. The world’s best troubadour. Potent stuff. Reprise 2056.

BRAVE BELT II. A major tour will sell these ex-Guess Who’s. Reprise 2057.

JESSE COLIN YOUNG / TOGETHER. The Youngblood’s lead singer debuts on Raccoon/Warners. 2588.

ROCK CLASSICS. Hard-to-get oldies from the hey days of rock-and-roll. Warners 2590.

JIMI HENDRIX / IN THE WEST. Stunning performances, and a brilliant posthumous album. Reprise 2049.

LITTLE FEAT / SAILIN’ SHOES. The band got some of the best reviews of 1971. Warners 2600.

FANNY / FANNY HILL. Their best, recorded in England in a dynamite production. Reprise 2058.


THE WOODY GUTHRIE MEMORIAL ALBUM / PART II. An all-star concert of enormous impact. Reprise 2586.

ALEX TAYLOR / DINNERTIME. By far the best album from this masterful singer. Capricorn 0101.

WILD TURKEY/BATTLE HYMN. Glenn Cornick leaves Jethro Tull to start this group. Touring with Black Sabbath. Reprise 2070.

TODD RUNDGREN / SOMETHING/ANYTHING. A double LP at $6.98 from a sure-to-break star. Bearsville 2066.

THE ALLMAN BROTHERS BAND / EAT A PEACH. A dynamic double album that’s gold going out. Capricorn 0102.
Meet Stylus Carnivorous, the vinyl cannibal.

His eating habits can make you money.

Any of your customers who play records could fall prey to Stylus Carnivorous, The Vinyl Cannibal. "Stylus", as you'll probably end up calling him, is a loveable but dangerous little creature we've created to symbolize damaged and neglected phonograph styli. And he serves as the main theme in a brand new informative program designed just to make people aware that diamond styli don't last forever.

We have free ad mats for you that remind customers to come to your store for a free stylus check-up. And, if they need a replacement, all you need is our new stylus merchandiser. It holds an assortment of genuine Pickering styli for all popular record players and compacts. It takes up little counter space, yet produces big profits.

Call your Pickering rep or drop us a line.

Display contains stylus replacements for most 7-inch 45 rpm records.

For those who can help: the difference


12

AGAC Backs CLGA

Continued from page 1

product listed in currently in the catalog. MCA sold 43,050 copies of "The Best of Joni," 27,340 copies of "Burt's Greatest Hits," 71,000 copies of "The Unicorn," 70,000 copies of "Burt's Greatest Hits," 71,000 copies of "Burt's Greatest Hits," 70,000 copies of "Jimi Hendrix's Greatest Hits," 70,000 copies of "Elvis' Hits," 25,000 copies of "The Best of Joni," 27,340 copies of "Burt's Greatest Hits," 71,000 copies of "The Unicorn," 70,000 copies of "Burt's Greatest Hits," 70,000 copies of "Jimi Hendrix's Greatest Hits," 70,000 copies of "Elvis' Hits," 25,000 copies of "The Best of Joni," 27,340 copies of "Burt's Greatest Hits," 71,000 copies of "The Unicorn," 70,000 copies of "Burt's Greatest Hits," 70,000 copies of "Jimi Hendrix's Greatest Hits," 70,000 copies of "Elvis' Hits," 25,000 copies of "The Best of Joni." Firo said those were both selling somewhere around 17,000 to 20,000 last year. These figures represent both U.S. and foreign sales.

Firo pointed to Bill Glasseman, midwest district manager; Sam Papamarko, east coast district manager; Dave Wolfson, upper midwest district manager; Tom Rodd, west coast district manager; Stan Lyson, southern district manager, for guiding the seven-day meeting to revive various cutouts. "They know the titles, the numbers, they even know when new covers were put on some of the product. All of them are 20-year men for Decca, or close to it.

One of the things that called attention to the value of catalog product today, rather than just the sales dollars and cents impact it has in the market, is that three budget record lines "wanted our product," Firo said.

"The revitalization will include updating various premium line products, plus adding more product to the low-cost Vocation line.

"We're hoping to have enough of the repackaging done to show at the annual NARM convention in Miami.

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GRAMMY MEMBERS!

DO NOT VOTE FOR

HAMILTON,

JOE FRANK

& REYNOLDS

AS

"BEST NEW ARTIST OF THE YEAR"

THEIR NEW ALBUM

DSX-50113

"HALLWAY SYMPHONY"

clearly establishes them as

"BEST NEW ARTIST OF THE DECADE"

Produced by Steve Barri

ABC/DUNHILL RECORDS
For The Music Capital of the World

DOMESTIC

NEW YORK
Steve Reinhart will be musical director of the Washington company for the spring run early April. RCA’s Julie Bude appears as an album and presented with Bill, a choirmate of the program guided by Guiding Associates, a division of the Harry Bronfilm.

Steve Porson has some 言語 the work of 1972, his voice was and his new RCA record "Ellie一直 the purest and best harmony of the show is really beyond criticism.

The’d be a better world if more pops fans could get to hear this great show it would do a lot of good. DAN BOTTINE

Randy Sparks and the Back Porch

Majority of French Quarter.

Sonnets, Scottsdale, Ariz.

Randy and Sue are off and running on the fast track most played from the group’s hit, “All of Me,” on the Paramount Records label.

Denny and Sue have embarked on a tour which will span the “doo-wop” era of the under twenties. The show is the result of a delusion that all things new and old are better and a way of getting back to the roots of music.

The show is presented with the spellbinding pace of Buddy Holly, and it is really beyond criticism. The show is so well timed and well performed that it is really a pleasure to watch.

JOAN TARAS
Put <strong>Rolling Stone</strong> right next to your music. Contact your local Columbia Records salesman for details.
NANETTE NATALE
Evolution Records, Inc.

Whistle A-Go Go, Los Angeles

A Beyoncé's distinctive lead vocal on the Wiltern Theater's hit song, "Whistle A-Go Go," was a big hit in Los Angeles. The song was included on the album "Beyoncé: The Collection," which was released earlier this year. The album, which features the popular song "Whistle A-Go Go," has sold over 600,000 copies worldwide and has been certified platinum.

DION LIGHOUSE
Carnegie Hall, New York

A Dion's upcoming show at Carnegie Hall on April 14 will feature a blend of his popular earlier hits and new material. The show will also include special guests such as his former bandmate, Phil Ochs, and several other prominent musicians.

MANNAN'S SINGLE RELEASE

Whirls

A Whirls new single, "Whirls," has been released on the band's latest album, "Whirls: A Collection of Hits." The album, which features the popular single "Whirls," has been well-received by critics and fans alike, and is currently in the top 10 on the UK charts.

Talent In Action

From The Music Capital Of the World

Contiued from page 14

WASHINGTON

Lowell Davis, president of Nashville's Morning Music, has signed a new recording deal with Sony Music Entertainment. The new deal will include the release of the band's upcoming album, "Morning Music," which is set to be released in the spring. The album will feature a blend of pop, rock, and country music.

ATLANTIC

Carlos Montoya's latest album, "Montoya: A Mozartian Journey," has been well-received by critics and fans alike, and is currently in the top 10 on the UK charts. The album features a blend of classical and contemporary music, with Montoya's signature style.

Reserve Your AD Space In Billboard's Narm Issue (March 11)

And Take Advantage Of Our Show Distribution

The SideWinders, a five-member rock group from New England, has signed with RCA Records. Their first album for RCA is set for release in the summer of 1972.

The Tokens have signed with Bell Records. Their debut single for Bell is a cover of "The Day The Music Died," which features the hit song "Poor But Proud." The single will be released in the spring.

The Straw Dogs have signed with Warner Bros. Records. Their debut album, "The Straw Dogs," is set for release in the summer of 1972.

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THE UNDISPUTED KING OF THE POP BLUES

B.B. KING

has a new single record

SWEET SIXTEEN

ABC-11319

and a brand new album

that is the definitive "slow" blues

album of an illustrious career

B.B. KING/L.A. MIDNIGHT

I BELIEVE I'VE BEEN DOWN TO LONG
CAN'T YOU HEAR ME TALKING TO YOU?
SWEET SIXTEEN. LUCILLE'S GRANNY
I GOT SOME HELP. I DON'T NEED
MIDNIGHT. HELP THE POOR

L.A. Midnight ABCX-743

Stocking guide:

Racks, College, Blues, R&B.

Mom & Pop Stores: truly the

album with the total merchant-

ability!

B.B. KING—an exclusive artist with ABC/Dunhill Records
**WLS Girls For Chicago Top Slot**

By EARL PAIGE

CHICAGO—WLS here is making its strongest bid ever to be the city's top-rated station with a lighter-than-ever contemporary format that basically means more-than-ever music.

After a little more than two months under new management, it has hired two new personalities, switched five to new slots and promoted one to an official position to whip up the format.

Actually, a very intricately-tuned mix of many ingredients have been jiggled by new vice president and general manager Paul R. Abrams, a sales-oriented veteran of 15 years in radio, who transferred here from WABC, New York.

Just a few changes:

- Highly successful afternoon personality Chuck Buehl full-time to music and production director.
- Switched to a drive slot and driving driving driving drive (5-9 a.m.) where Larry Lujack continues his steady stream of light music, including WIND's Paul Kinsella, WGN.
- Host of John Records Lauderdale to WIBG, Philadelphia, and Bill Bailey of WWDY, New York, the latter returning to his home town where he started at WABC.

Of course, there's a lot more than this, just as there's a lot more to change than was spelled out in a recent official release.

WLS has been established in the broadcasting industry as one of the best contemporary music stations in the country. Our two new personalities, and our new schedule of shows will enhance an already extremely talented staff of on-air personalities and will further strengthen our programming,” Abrams was quoted.

Several things made the change very appropriate. Early in a two-hour interview, Abrams said Harold Nedd Jr. of the ABC stations, “put WLS under a microscope” and was determined to make a “good station great.” Mike McCormick, operations manager, described the change as, among other things, “adding a dash of brightness to the sound.” He also said that many of the changes are nuances, very organic and spontaneous. “It's not a case of the new format vs. the old format but instead an evolution generated by WIND's radical new, basically old-fashioned format. There have been changes at almost every important station here.

Abrams, when asked about the WIND's strong shows, said this is the reflection of the so-called nostalgia mood that has taken place. Other stations, including ours, may not have been as competitive in their programming. I think (WIND's) show is a very good one.

Monitor WLS Closely

Abrams and McCormick insisted that WLS, “does program against any other station—we program against WLS.” This is substantiated to a great degree by how much time management spends monitoring the station.

However, WLS can’t afford to relax for even the second of a potential station, including ours, may not have been as competitive in their programming. I think (WIND's) show is a very good one.

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The format is indeed quite steady. But it requires very precise listening to detect any evidence of what must be frequent pressure on the WLS system.

The only change that apart from two shifts of eight-hour sleep, he had the station on for 48 hours one weekend recently. “It was just too much radio at once. I never got used to it,” said McCormick. He explained something he swore he wouldn’t. He used the “hot line” phone for breaks while the second shift. WLS has not only the best show “I have ever heard” (a Saturday shift). The new Monday night shift has turned out better than expected.

One of course, the consistency for the new format is that there can be only one jock standing while the other is on the phone. A problem is that, it does not give the audience at heart (McCormick insists having more age under 40 than any other station). So is Bailey, the first black deejay at WLS. Gary

(Continued on page 28)

**3 Tulsa Stations Vie For Country Listeners**

By DICK FRICKER

TULSA—A three-way country music race has begun here among stations KCNW, KVOK, and KTOW. Object of the scramble is the listening group that finds Top 40 too-harsh and middle-of-the-road music too soft. The competition in this market may prove more interesting than anything simple is KITP for the set. 11 rock jock.

The pilots at men all three stations say the trend here is toward country music and that Tulsa is unique because of its eastern business pattern.

KCNW, owned by UNICOM Inc., a subsidiary of Tracy-Locke Advertising, was first in the market with the “new” country sound which they call Countryfolk. KCNW began their programming slightly over three years ago when they brought KOME.

Countryfolk, a division of KCNW, is run by Dick Fair and as “The sound and rhythm of today with the basic country still there—in the lyrics as a story—and the same singer, but with a uptempo country flavor.”

KCNW has used its Countryfolk to beat the Drake-Cheroaut programmed KAKK in some time slots during recent ratings, primarily those taken before the departure of KAKK program director Lee Bayless, now with Drake in Los Angeles.

Fair explained the rating success, which occurred mostly during the day, by saying, “There was a lack of anything else in the market. Most rock played here is pre-teens, i.e., bubbly, and the middle-of-the-road stations were,” and so the middle people didn’t have any place to go.”

**KVOK Enters Race**

KVOK, formerly a class B clear channel with an MOR format, broke the Countryfolk monopoly in August and began programming on 50,000 watts with country music.

Jay Jones, program director, said the station will rely on a “Big Country” approach, referring to the ratings of power, coupled with KVOK is using a straight split of pop and country. This station had the first major hit for the station (Continued on page 9).

Wayne pulled good ratings for KCNW in the afternoon position, but fell during the first rating period following the KVOO switch. He is now holding down the afternoon drive slot for KVOK.

He said the only difference in programming is the lack of “pop” and the basic playlist rotation.

Jones explained the KVOK playlist rotation as one that gives the jock freedom to play and record on the list at anytime providing it hasn’t been played within the past two hours.

KVOK has a stricter rotation which was designed by Wayne and calls for a Countryfolk type play—a pop, Countryfolk, strict country, and back to Countryfolk.

**Names Buy In**

The third side to the triangle which was acquired this year by Roy Clark, Hank Thompson, their manager Jim Halsey, and Mack Sanders, who owns other successful country operations in Kansas and Nebraska.

Don Cameron, brought in from Sanders’ Kansas station, KFRM, is heading the ATOW operation. Cameron said he won’t be paying a lot of attention to other than as a measuring device and will strike for the local advertising.

On the same note that of KVOO, by omitting a lot of the “pop country,” but still using the more Countryfolk sound. “We all use the same records,” Cameron said. “The key will be
IKE & TINA
HAVE A
NEW SINGLE.
IT'S CALLED
"UP IN HEAH."

Pick up on it. The people will.
'Up In Heah' b/w 'Doo Wah Ditty'
#50881 Now available at
your UDC Distributor.

"Up In Heah" written by Tina Turner & Leon Ware. Produced by Gerhard Augustin. Arranged by Ike Turner.
ARP Syndicating 3 Hr. Weekly Country Show

LOS ANGELES — American Radio Programs is launching a new weekly three-hour country music show into syndication and will soon follow up with syndicated show by Wink Martindale, air personality at KMPC here, and Chuck Cecil, air personality at KFI here and host of the popular “Swinging Years” show featuring music from the past. Jerry Simmonds is president of ARP.

The country music show will be hosted by Jim Harrison, veteran country music personality and program director. First product of the new show will be on the air in April. In combination with the show, American Radio Programs will offer each station help on local sales. The show will be supplied on 10 1/2-inch reels with seven local spot availabilities. ARP will insert three other spots which ARP is selling on a national basis. At first, the show will be monaural only, but shortly after production begins, it will be offered in stereo as well.

Harrison said that he will play oldies, new singles, and album cuts within the show. In addition, interviews with recording artists will be a standard feature on the show and some of the guests will actually serve as co-hosts.

(Continued on page 25)

CITE GRAHAM

CHICAGO—Rev. Billy Graham will be presented the Distinquished Service Award by the National Association of Broadcasters here April 9-12 at the annual convention and show. The award will be made by NAB president Vincent T. Wasilewski during opening ceremonies April 10. The award is presented to those who have made significant contribution to broadcasting by virtue of their achievements.

WABY Aping Oldies’ Format

ALBANY, N.Y.—WABY here, owned by CCA Electronics Corp., has adopted an oldies’ format similar to WGAR, Cleveland, and WIND, Chicago, according to general manager Bob Badger. “Also playing games with MOR stand-up comedy and a new folksinger, we are playing mostly MOR music.”

WPHM Switch

PORT HURON, Mich.—WPHM, 5,000-watt station here, has switched to contemporary format, according to music director Joey Wade, who has been on the air for the last week trying to build up a better music credit at the station. WPHM had been using the block format approach, playing mostly MOR music.

Vox Box

By CLAUDE HALL
Radio-Television Editor

Los Angeles, in morning and afternoon drive, WABC New York, in morning drive; WOR-FM, New York, in afternoon drive; KLAI, Anahiem, Calif., morning drive; KRKA, San Diego, afternoon drive; and KRUX, Phoenix, morning drive. DRives you to send your air mail as regular mail comes by slow boat and takes eight weeks. Can you imagine what the problem is? You wonder what the new big record. “There’s a comedy format going now. There’s a comedy format going now. You’re going to make fun of you’re going to make fun of you.”

Jim White, 219-272-4596, is out of WVTU, Richmond, Va., and needs work. Gary Webster, 21, music director of KMBO in Fort Scott, Kan., is looking for a new job. Call him at 613-232-4500.

Bill Colman, WDCM, is in an afternoon drive slot at WGLI, Bayou, N.Y., and has instant WNZ, New Haven, in a 9:30 to 11 a.m. slot. He and his wife are hosts of a show in Greenwich, a 7:30 to 9 a.m. slot.

Jack Miller is the director of the Los Angeles County chapter of the American Radio Conference. He is also the director of the Los Angeles County chapter of the American Radio Conference. He is also the director of the Los Angeles County chapter of the American Radio Conference.

Radio-TV Mart

See Page 39

FEBRUARY 19, 1972, BILLBOARD
Give us just 6 minutes and 15 seconds. We’ll give you an unexpected surprise.

YMA SUMAC. The lady with the voice so incredible that it’s been called the “Eighth Wonder Of The World” “MIRACLES”. The new LP by Yma Sumac that totally captures her rare and beautiful talent in a contemporary setting. Listen for yourself. “MIRACLES”...nothing short of unbelievable.

“Miracles” is happening now!  LONDON RECORDS

A SPECIAL NOTE TO RADIO STATIONS: If you like what you hear, drop us a note on your station letterhead (colleges, too) and we'll send you a copy of the LP.
London Records, Inc.
Dept. LM/339 West 25th Street/ New York, New York 10001
And we do mean all of them.
Campus Attractions touches some 9 million college students, and more than 33,000 regular Billboard readers, with straight talk on campus entertainment.
Not bad for starters.
But, seeing as how Campus Attractions is still the only campus entertainment guide of its kind, it has a little more going for it.
Like a bonus distribution to more than 3,000 entertainment influentials. Take a look:

- 500 members of The Association of Chicago Union / International.
- 1500 college campus talent buyers.
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- 500 Association of College and University Concert Managers.

That's more than 36,000 entertainment VIP's, and Campus Attractions touches them because it touches all facets of campus entertainment.

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Los Angeles
9000 Sunset Blvd.
(213) 273-7040
Students Selective: Scott

UNION, N.J. — Students are more selective in buying records than most people realize, according to Marty Scott of JEM Records, and often buy against the general trends rather than with them.

"The campus record market consists of students with selective buying habits. And because of this selectivity, a campus record dealer need not stock a huge inventory," said Scott, who started JEM as a means of setting up students in business for all of us on the campus. "We act almost as distributors, in that we serve the student as supplier of product," Scott explained. Scott pointed out that he has helped over 50 students, at as many campuses, get started in the record business.

Scott suggests to the perspective student record salesman that he order at least 50 records to begin his inventory. "The selection of the records is up to the student," he said. "Because the student knows what can be sold on his campus. He is also free to fix whatever prices to the records he wishes and usually, he can sell his records for less than the local campus store."

"This makes the program very plausible for each student representative," Scott said. "When the student discovers what records are selling in his area, he may delete some albums from his stock and add others. As sales grow, the students may want to increase the total size of his inventory."

JEM maintains a 100 percent return policy on all defective albums, as well as LP's that have been released within six weeks of their shipping date to the student.

"Often, our student businessmen have records in their inventory before the local stores," said Scott. "We try to keep our people abreast of all upcoming releases from all record companies, as well as other records which we think may be of interest to the student consumer. But we never try to push anything on our buyers, for they know their market and therefore know what they should carry in their inventory."

"We have found that it is difficult to get our student businessmen to break new artists," Scott continued. "So we attempt to explain through telephone contact who the new artists are and what their potential might be."

Scott, and his associates, Jeff Tenenbaum and Ed Grossi, have been in business for about 18 months. "We each went to different schools and all saw that there was a desire for the personalized service which we now have," Scott commented. "But I must stress the fact that our clients are in business for themselves. They buy records from us and we, in turn, are supplied by Program One-Stop in New Jersey. We find a large amount of business is being done in either hard to get records or older albums which the regular stores might not keep in stock. These are generally special ordered and shipped the day we receive the sales request."

JEM supplies the campus businessman everything he needs to establish, promote and expand his business, including a rather comprehensive sales manual.

(Continued on page 26)
Vox Jox

What's Happening

By BOB GLASSENSBERG

National Talent Service seems to have themselves quite a hot property with the film, "Millhouse: A White Comedy." They claim that the film is currently playing 100 cases, and that the film is a major hit. "Films of this type are exactly what we are looking for in order to replace conventional, commercial products with more relevant alternative materials directed specifically to campus audiences," said John A. Frielle, president of NTS.

IVY Films, which recently moved to 165 W. 46th Street, is currently offering a package entitled "The Golden Age of Serials." There are Buck Rogers serials, Flash Gordon films, Zorro, rock 'em sock 'em robots, and other classic serials.▀ Mike Hoyer, executive director of the United States Catholic Conference, and headquarter office.▀ Johnny Dark, McCormick Tribune Broadcasting System.

CAMPUS DATES: Roulette Records artist, Don Crawford, appears at the University of Wisconsin, Milwaukee, Friday and Saturday (18-19); and the Univ. of Wisconsin, Stevens Point, Sunday (20). ▀ John Park, director of WEFM, Pink Floyd.▀ "We do not force anyone to sell records or re-order. We pay ourselves and eat accordingly, because the job is the pulse of their patrons and what and when to move."
We don’t make records but we do publish record-making songs.

Final NARAS Grammy Nominations for 1971

RECORD OF THE YEAR
It’s Too Late
Carole King (Ode)
Written by Carole King & Toni Stern

You’ve Got A Friend
James Taylor (Warner Brothers)
Written by Carole King

ALBUM OF THE YEAR
Tapestry
Carole King (Ode)
Songs Written by Carole King,
Gerry Goffin, Toni Stern & Jerry Wexler

SONG OF THE YEAR
You’ve Got A Friend
Written by Carole King

BEST FEMALE POP, ROCK & FOLK VOCAL PERFORMANCE
Tapestry (Entire Album)
Carole King (Ode)
Songs Written by Carole King,
Gerry Goffin, Toni Stern & Jerry Wexler

BEST MALE POP, ROCK & FOLK VOCAL PERFORMANCE
You’ve Got A Friend
James Taylor (Warner Brothers)
Written by Carole King

BEST POP, ROCK & FOLK INSTRUMENTAL PERFORMANCE
Smackwater Jack
Quincy Jones (A&M)
Written by Carole King & Gerry Goffin

BEST RHYTHM & BLUES PERFORMANCE BY A DUO OR GROUP, VOCAL OR INSTRUMENTAL
You’ve Got A Friend
Robert Flack & Donny Hathaway (Atlantic)
Written by Carole King

BEST INSTRUMENTAL COMPOSITION
Hill Where The Lord Hides
Written by Chuck Mangione
Published by
Screen Gems-Columbia Music, Inc. & Rohaba Music, Inc.

BEST ORIGINAL SCORE WRITTEN FOR A MOTION PICTURE OR A TELEVISION SPECIAL
Bless The Beasts And Children
Written by Barry De Vorzon & Perry Botkin Jr.

Congratulations to everyone connected with these outstanding records.

Screen Gems/Columbia Music, Inc.
SOUL SLCES: Signing by signing, side by side, Warner Bros. is pulling its soul together. Ex-Happy Tapper Paul Kelly keys the label's emerging soul focus with his "Ding!" single and March LP—which will include his "Stalin in the Name of the Lord" hit—suddenly creating something of a small crowd between Capricorn's Arthur Conley, Eddie sang Ave, Kim Weston and Toussaint, Meters, Herb Hancock, Labelle, Dionne, and the Cool Sounds. They've only started to take the cure. Coming at you will be Charles Wright's "High As Apple Pie" single, Paulette Parker via Duke as lead voice of Maxway, while Lorraine Ellison is figment as the lead singer to record in Philly. ... The latest edition of the Temptations takes a look around the Copa, March 9-22. ... Next Stevie Wonder single likely is "Love Having You Around" from his "Music of My Mind" album. ... Late summer is the target for release of Diana Ross in "Lady Sings the Blues," and while Building from Michael Jackson's tired LP is "Rockin' Robin." ... Sooner or later, the finger-popping world of black music and white life must face Melvin Van Peebles, "Three-Day Pass," "Watermelon Man," "Sweetback of their mind. Van Peebles serves Rocky Mount, Greenville, and LaBelle, most controversial moviemaker ("Three-Day Pass," "Watermelon Man, "Sweetback"), an artist to reckon with ("The True American"), and recording artist ("Hear Soul," "Ain't Supposed to Die As A Man"), but he is the star of his own life, whether on the screen, behind the scenes, standing in the lobby after theater. He knows and you better believe, because it's his movie you're walking through. Nor does he suffer from the artistic schizophrenia of pampered creators. In the padded prisons of their mind. Van Peebles is a super salesman and promoter who makes what he makes with an incredible rap that just won't quit until the deal is down, minus compromise. And so right now some black music is much more frustrates with his brothers who slap him on the back, when it gets right down to it, keep him off the air, "I'm not a singer—no, change that," he thought again, "I am a singer. I used the Last Poets and opened things up for the Nikki Giovanni. I relate to a meaningful lyric that Black people are in accord with the youth of the non-gritty masses. People, all people, will have to get down and listen to the niceties of Black culture, because it is the real source of creativity in America right now, and that's where the kids at heart, and everybody wants to play my music because it doesn't just fit into any 'known' category, any format, so they fall asleep and fail to take it seriously. But it won't go away, my friend." A&M/Invictas, through his "Sweetback" soundtrack to the multimillion-dollar movie, Miami even continues to ban the film, while an all-white review jury X'd "Sweetback" because he refused to submit for a grade, and money bids for pieces of the new Black action. Maybe even a date for brain tickling with Van Peebles, the soul psychiatrist From fresh Stax album pop Rufus Thomas "Did You Hear Me?" and the Bar-Kays' "Do You See What I See," joining Ike's "Do Your Thing." Dramatics "In the Rain," Luther Ingram's "Missing You." Then there's Eddie Floyd and Jean Knight, and new disks by Calvin Scott, Annette Thomas, Frederick Knight, Kim Weston and the Rance Allen Group. ... Are the Defoncixes, Ramsey Lewis and Duke-Peacock ripe for big label changes? ... Eddie Holland's Music Merchant label via Buddah follows up Brotherly Love and Warlock with numbers from Just Brothers, Jones Girls, Sweet Rocky and Brenda Halloway. ... (Continued on page 29)
for the special. constituted the lunch? medium. Johnny Continued from next page...
As is always the case with a new release by Lady Soul, this one will be scrutinized, and all the points and product-qualities should be highlighted. This package includes "Living in the Wind," Dolly Parton's latest, and her recent golden "Rock Steady." Simply the sweetest soul music heard anywhere.

CLEARER new groups told it like it is and goofed up with a giant hit on "Once You Know," which is included here. The Initial LP picks up where the single left off with more Hendrix-protecting material than greets the ear. A potent ballad as it "My Children," and "Tell Me, I Know" is well produced from interviews to song packs. Packages should be heard by adults and youth.

Again, Dolly's great style and sound prevail on this LP of today's popular music. From "First of All" to "Dolly's" to "If I Ever Fall in Love Again," each song is better than the last. The product team took the home and studio ends perfectly and together to have got a package that has potential for much airplay and big sales that will put it on the chart in short order. Other highlights include "Hymn of Freedom" and "Forever."
Each new LP and Tape release must be reported to Billboard for inclusion on this page. The following information is requested to ensure accurate data.

POPULAR

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<th>Label</th>
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<td>Gaylord Rohn</td>
<td>Born to Boogie</td>
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<td>Columbia</td>
<td>Marshall</td>
<td>Very Enthusiastic About Music</td>
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<td>Columbia</td>
<td>Holmer, Jack</td>
<td>Jazz Bop Mite</td>
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<tr>
<td>Columbia</td>
<td>Jackson, Michael</td>
<td>Let's Get Together</td>
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<td>Columbia</td>
<td>Norden, Sonny Rollins</td>
<td>Very Best Of</td>
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CLASSICAL

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<td>Schubert</td>
<td>Symphony No. 9 in D Major, D. 944</td>
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<tr>
<td>Decca</td>
<td>Prokofiev</td>
<td>Concerto No. 1 in D Major, Op. 16</td>
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<td>Mercury</td>
<td>Brahms</td>
<td>Hungarian Dances, Op. 10, No. 6 and 14</td>
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<tr>
<td>RCA Victor</td>
<td>Verdi</td>
<td>Requiem</td>
<td>$4.98</td>
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</tbody>
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Please send information to Bob Hubbard, P.O. Box 775, Terre Haute, Indiana 47808.

New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the-minute on available new product. Items shown in bold face are new from FIND for immediate release to FIND dealers. All other listings have been announced by the manufacturer as new releases. Listings are in alphabetical order by artists, in Popularity and by composer. The Canadian Music Industry Code (CMIC) number, a universal numbering system, is used as the FIND order number, and appears in bold face type.

Prices are manufacturers suggested list and are subject to change. Symbols: LP—Long-playing record album; QS—Quadraphonic record album; CA—Concert; ST—Stalk cartridge.

Dear FIND Dealers:

By now you have received the sensational 2nd FIND Catalog, with its 300 pages of record and tape product over 50,000 record and tape items! We've added 75 new titles to the catalog.

Meanwhile, think you might be interested in some dealer comments we are receiving to FIND:

"I would like to express my delight with FIND. I can't tell you what a pleasure it is to be able to order something from your catalog. After having very few exceptions, FIND will have it available."

—Strictly Folk, Gainesville, Ga.

"We like FIND. It is quiet and more accurate service. Customers impress themselves with the quick service."


"Very happy to learn about ordering any LP or Tape from FIND (in addition to that listed in the FIND Catalog) as I have many orders I cannot get normally."

—Radio Shack, Grand Junction, Colo.

"Enthusiastic about FIND, as distribution in area is pretty bad and their stock is poor."

—Aber Music City, Boulder, Colo.

"Very enthusiastic about FIND and the Special Order Service for hard to find titles; says he has lost thousands of orders because of unfilled special orders."

—Record Round Up, Albuquerque, N.M.

"We'll give you a try on our tough orders."

—6th Avenue Records, Fort Lauderdale, Fla.

"Very enthusiastic about FIND."

—Money Music, Seattle, Wash.

"Special Order Dept. is great for hard to find items and being able to call Terre Haute to place orders."


Thanks for all these comments and for those orders which are really on the increase! Either telephone your order in or send us 1st class mail (air mail when necessary) and we will expedite shipments back to you via United Parcel and via 4th Class Mail.

FIND Service International
P.O. Box 775
Terre Haute, Indiana 47808

FIND Service International
Suite 415
9000 Sunset Blvd
Los Angeles, California 90069
A.C. 213—727-3704

and

FIND Service International

FEBRUARY 19, 1972, BILLBOARD

The Charts tell the story—Billboard has THE CHARTS
ABC Record and Tape Sales Corp. must penetrate the U.S. market more deeply by better servicing our old customers to show potential new retail accounts how we can add profit to their ledgers." This is the challenge for the growing mass merchandiser as envisioned by Lou Lavinthal, its president.

Lavinthal traces the four-and-a-half-year climb of the company from the purchase of his Seattle firm by American Broadcasting Companies in July, 1967, through five acquisitions of major rack jobbing regional companies through 1969. The result: the opening of a number of full-service marketing branches to span the U.S.

"During 1970 and 1971, we went through our consolidation phase. We firmed our organizational setup, our important lines of national communication and formed ABC Record and Tape Sales Corp., actually a merger of 27 separate subsidiaries," Lavinthal explains.

The parent company, ABC, continues through its direction and financial support to provide the business acumen in leisure time business and the financial stability that we relish. Our national marketing committee, made up of Stan Jaffe, Steve Kugel and R.A. Harlan, dovetails beautifully with the financial projections we get from Peter Townsend, vice president, finance. We will diversify in related fields, like cartridge television.

"We have combined the best of the overall audio merchandising know-how with the strength of proper financial and reporting systems to give our 17,000 accounts nationally the best marketing analysis available," Lavinthal states.

"We have innovative personnel. For example, our experiments in the field of radio and TV advertising and promotion have developed these media for mass merchandising of our products. I'm very bullish about the widening perimeter of the recorded music business.

"ABC Record and Tape Sales Corp. is now prepared to participate in the ever-growing national leisure-time recorded music volume and will be able to meet any future challenge requiring some form of national distribution."

February 19, 1972, Billboard

An industry message sponsored by ABC Record and Tape Sales

ABC-1
Pre-write Dept. Sophisticates Ordering

WHEN Stan Jaffe, now senior vice president of ABC Records and Tape studied the acquisition of a Seattle-based rock jobbing operation in 1962, he was not thoroughly satisfied with the modus operandi. His longtime involvement in proper inventorying of recorded product made him feel that the best procedure of utilizing a current computer print-out of actual record sales as basis for restocking a recorded account could be improved. Jaffe and others studied the best methods of effectively stock product in a record-and-tape department for store. He and his own and those of his counterparts.

Somewhere in the brainstorming came the natural introduction of the human ap- praisal of the print-outs results to add more analysis to the order to be shipped to the account. Late in 1962, the “pre-write” department was added.

While the print-out gave the pertinent graded data as to what was selling best nationally, it gave no individual account data that the computer could not analyze some extremely important provisions which vitally effect day-to-day sales. Ron Gardner, head of the Seattle ABC Record and Tape branch’s pre-write department, describes some of the latest current considerations which determine sales: artist exposure on TV and locally and regionally and on tours; special national, regional or local advertising in all media; seasonal buying customs; local radio station chart position of records; a vital barometer; in-store promotions; specific preferences by category or product or individual artist by individual account and many others.

ABC Record and Tapes added the human analysis in every branch. The pre-write department ties in closely with data processing. When the computer area produces a suggested ordering stock by individual account, that order goes to Gardner or one of his other department members. Each department member is assigned certain accounts which he regularly works on usually on the same day. Each pre-write also helps regulate the buying of merchandise or the slowing down on purchasing of items. The pre-writers are the first to note a heavy order on new merchandise and also are first to see when a new or old item is slowing down in sales.

Each branch’s pre-write department maintains a constant contact with individual accounts through the salesmen in the field, his writing weekly and monthly the top-selling LP and tape lists, based on the computer printout of the best-selling titles. This last is imperative in ABC Tape and Records’ own DEMCA print shop and shipped nationally to each salesman working out of a branch.

Five members of Ron Gardner’s Seattle pre-write crew audit and an aliyee suggested stocking orders from the computer area for retail customers in the five states covered by the branch.

ABC-2

An industry message sponsored by ABC Record And Tape Sales

FEBRUARY 19, 1972, BILLBOARD
Mr. Lou Lavinthal,
President
ABC Record and Tape Sales Corp.
729 South Fidalgo Street
Seattle, Washington 98108

Dear Lou:

On behalf of all of us in management at American Broadcasting Companies, Inc., I extend to you and all your associates and employees at ABC Record and Tape Sales Corporation heartiest congratulations on your splendid record of accomplishment.

I know that you are as proud as we are of the successful growth of your organization into the strong position you now have attained in servicing many of the major retail outlets across the nation. It has taken a lot of hard work and dedication to the task at hand. Every single member of your company -- in executive and administrative work, in sales and in warehouse operations -- deserves a most merited well done for the total teamwork they have exercised.

There is no doubt that your company has taken its place among the leaders in the record merchandising industry and will continue its growth in the years that lie ahead. You have become a vital part of the leisure time activities of ABC, Inc.

Once again, my congratulations on an outstanding performance.

Cordially,

SAM CLARK
‘Foot Soldiers’ Stimulate ABC

Lou Lavinthal, president of ABC Record and Tape Sales, points with pride to the hundreds of “foot soldiers” who work for the company’s 11 branches.

Lavinthal is proudest of the growing number of executives, most well under 40, who are coming out of the ranks of this national firm’s “infanty.”

Lavinthal, a 25-year veteran of record distribution, sees the normal branch operation as the perfect test bed for developing a firmly founded executive. “Our success is born from the individual effort of the people who represent us out in the field and in our 11 branch warehouses,” he says. “If there is a slip in any of these basics, all the computers in the world can’t correct it. We are only as strong and accurate as what we feed into those computers on a daily basis.”

The primary worker out in the field is the local salesman, who works directly with ABC’s accounts, be it implementing a national manufacturer’s ad campaign or inventoring a dealer’s stock of replacement needles and tape cartridges. Each night, the salesman puts his inventories, special orders, Kimball tickets and comments on his work that day in a pre-printed envelope to his branch. This is the basic material that keeps the data processing center keyed to current business situation.

His comments on problems or suggestions go to the branch manager, typically, a veteran of the industry like Chuck Blacksmith, Seattle’s branch manager who started over 10 years ago in the warehouse and whose efforts have elevated him to oversee the multimillion-dollar five-state annual volume. The comment received from the salesman often stirs action in the office of Steve Kugel, recently appointed national sales manager for the 11 branches.

Branch Staff Aides

Equally important to the basic foundation of ABC Record and Tape Sales’ growing import is a giant force is the warehouse staff of each branch. Lavinthal himself headed the small warehouse staff when he and Sulman originally went into distribution in Seattle 25 years ago. Jerry Schoeler, national director of operations, started there, as did R.A. Hartan, national advertising chief, and many others.

Ed Richter, an important cog in the Seattle branch’s buying corps, knows his singles field because of his years handling singles in the warehouse. Along with Bud Barlow and Guy Stewart, he must maintain proper buying to keep a profitable and workable warehouse selection of record and tape titles.

In the almost 50,000 square feet of working space in Seattle, over 80 percent of it is devoted to warehousing — there are three basic inventory “queen bees,” the quick-pick areas for record albums, prerecorded tape packages and singles.

Warehouse chief Bob White and Schoeler estimate that the LP nerve center of top-moving albums ranges through the year from 2,000 to 4,000 different titles, with the median about 2,600 through the year. The tape center runs about 1,200 different titles through the year. Singles maintains a choice of from about 120 to 200 different titles. ABC offers its accounts a choice of 20, 40, 60 or 80 top-selling racked singles, with more and more importance placed on keying 45 product to the Top 40 playlists of the local radio stations in which the account is located.

White estimates that between 1,500 and 2,000 shipping cartons go out of the Seattle branch daily using 10 different surface shippers. ABC, Seattle, gets two pickups from most carriers per day.

Warehouse manager Bob White and lift operator Ron Holly (top) working at about a 15-foot level, bringing excess inventory into the LP quick pick area, which contains an average of 2,600 different titles.

Marshall Olson at the over 1,200 different titles comprising the Seattle branch’s pre-recorded quick-pick inventory (right middle).

Steve Kugel (bottom left), recently appointed national sales manager, dovetails the sales efforts of the 11 branches from Seattle.

Jerry Schoeler (bottom center) looks at twin screen TV security, which cover the doors for entry and exit of all merchandise in Seattle. He is national manager of branch operations.

Chuck Blacksmith, the Seattle branch manager (bottom right).
Thanks ABC Record & Tape Sales Corporation... for helping us become the natural ones to ask for.

Here's a great big thanks for all that extra-special hustle you delivered when our music had to move out — smartly.

Sincerely,
the entire GRT Music Tapes catalog
STAN Jaffe, senior vice president of ABC Records and Tapes nationally, used computerization early in the '60s, but the real refinement and upgrading started in 1965, when the Seattle operation obtained its own IBM 1440 system.

As ABC's network of branches covered 49 of the 50 states in its service function, Roger Trimble was brought in as director of data processing. Trimble's job is to provide the best information to weld ABC's accounts to the Seattle home base.

"We serve 17,000 accounts nationally," Trimble points out. Using a Tally Datascriber 600 LPM printer, ABC has total input and output communication systems to and from all its branches via Data Phone. Information coming from the retail racked accounts is processed through a Honeywell 115 computer system. Twenty people are working in Trimble's department.

"ABC's racking system is based on a computer-oriented inventory control system at the individual store level," Trimble explains. "Our goal is to provide for each store the suggested replacement quantity by computer formula, with our pre-write department auditing the computer quantities for each account. The computer processing center also provides vital by-products, such as providing out-of-stock and spotting tardy back-order shipments."

Trimble coordinates his work with that of Alan Rowan, assistant treasurer, who is in charge of creating systems. Both men, whose offices conveniently adjoin, readily admit that they feel they are just scratching the surface when it comes to sophisticating present procedures.

Alan Rowan, assistant treasurer (left), is responsible for continually refining ABC's systems and procedures.

Roger Trimble, national director of Data Processing, ABC Records and Tape, Seattle, directs one of the 20 people in his department in the computer area (below left.)

Carolyn Wohlfeil (below) at the keyboard of the Tally Datascriber.

The changing of the reels (above) on the Honeywell 115 computer: the data processing center works 120 hours or more each week to provide information about ABC's 17,000 retail accounts nationally.

To our friends at ABC:
After your 25 years in the recording industry, we have a couple of things to say to you:
Thanks and Congratulations.
Congratulations Brothers
Accessories Prove Profitable Items

WHEN a sales representative of North American Electronics, Rockford, Ill., contacted the Oregon and Washington chain, the Fred Meyer Stores, recently about adding this line of audio equipment accessories, the buyer referred the NAE representative to the chain's supplier, ABC Records and Tape, Seattle.

This type of friendly credence is typical of the track record that the ABC branches have built with accounts nationally in the field of accessories and music books.

Mary Dolgoff started working 12 years ago in records and for 10 years, she has concentrated on accessories and, more recently, music folios.

The Meyer buyer turned over NAE to ABC's Mrs. Dolgoff, because ABC assumes full responsibility for total fulfillment of profitable accessory sales for its accounts. ABC supplies self-merchandising fixtures which are built by a subsidiary firm for all accessory sales.

An ABC salesman places the fixture or fixtures in a mutually-agreed location with the help of the store or department manager of the account. The salesman personally inventories the fixtures fortnightly. He consults a regularly-updated basic inventory sheet, supplied by Mrs. Dolgoff, to see that all items are in stock. He sees that current inventory and its needs are in the branch the day after his visit.

Mrs. Dolgoff, with the aid of the data processing center, headquartered nationally in Seattle, regularly runs off best-seller lists on record accessories, tape accessories, needles, cartridges, and music books. These are padded in ABC's own Seattle print shop and mailed in quantity to the hundreds of salesmen serving ABC accounts nationally.

Because of the large number of different needle and cartridge requirements ABC reprints a complete guide to all requirements about every eight months. The book is complete, containing cross-references to the many kinds of needles by needle manufacturer.

Because the NAE electronic accessories trial is new, Mrs. Dolgoff is watching it closely and has already developed a printed inventory and order form. She reports that the additional volume resulting from

(Continued on page ABC-16)

We've both come a long way...

ABC Record & Tape Sales
Capitol Records

Mary Dolgoff, national administrator of record and tape accessories and music folios, checks a proof of an inventory control form, which has been printed by ABC Record and Tape Sales' own printing division.
Congratulations
Seattle Builds TV Specials

A BC RECORDS and Tapes' experiments in creating effective, inexpensive TV specials promoting recorded product, has label executives in charge of artist exposure beating a path to R.A. Harlan's door. Harlan is the national director of advertising for the mass merchandising operation, which put together the first local special ever used by a national rack jobber on June 23, 1970.

Harlan, a 19-year veteran of many phases of the marketing of records and tapes, had long felt that a mass merchandiser could use local television effectively for specifically-pointed specials, featuring recorded talent.

He chose a superstar group, the Beatles, for his initial try. Harlan weeded together a 30-minute special, using primarily various stills woven together with locally-produced psychedelic art forms, which played at prime time on a Tuesday night on KING-TV, Seattle. Capitol and Apple labels co-opered the cost, which was kept way down with the locally-devised art.

"The six Valu-Mart stores sold over $30,000 worth of Beatles' product. It was across-the-board, their entire discography, way back to 1963. And we actually labo-rated only two weeks of sales after the show. It helped regenerate the Beatles, possibly, for months after. We used the same 30-minute videotape successfully in Portland, Bakersfield, Salt Lake City and Eugene, Ore."

Bruce Lundvall of Columbia heard about the success. He visited Harlan in Seattle. Columbia wanted a similar kind of product presentation film. They agreed to work on a videotaped special for a specified cost. A month later, after working with the available materials, Harlan returned the money and the project idea to Columbia, as they did not have sufficient material to work with.

Six months later, Lundvall returned with far more artist material. It was primarily sequences of film, recouped from sales meeting product presentations. In 30 to 40 days, Harlan and his Seattle TV crew had spliced together "Music People," which bowed in Seattle Oct. 9, 1971—again in prime time.

This Columbia videotaped special is now in the process of being shown across the country. Harlan feels it could well run in 70 cities. The Valu-Mart stores showed $60,000 worth of business resulted from the half hour. The impact of the TV special was added by solid merchandising on the floors of the Valu-Mart stores: in the print advertising of those stores prior to the telecast; by linking radio spots over specially chosen Top 40 stations, and by spots on the station which carried the special.

Seattle Employees Work 4-Day Week

FIRST known test of the four-day week in the record business has been deemed successful by Bob White, warehousing boss of ABC Records and Tapes. Seattle, Lou Laventhal, national president of the burgeoning rack merchandising entity, initiated the work program in the warehouse, pre-write department and special orders division, Seattle, in Aug., 1970.

"We like what's happened so far, but we are being cautious about introducing the four-day week nationally," Laventhal states. White has the approximately 50 warehousing workers working a full 10-hour day on Tuesday, Wednesday and Thursday, while half of them work a 10-hour day Monday and the other half work 10 hours on Friday. A group of five employees didn't want the 10-hour four-day week, so they work the normal five-day eight-hour day.

"Absenceism is down," White states. "I think our people know they miss a full 10 hours when they are absent. Aches and pains seem to go after the three-day weekend. They must like it. Originally we had more people working five days. Some of them have voluntarily changed and one of the four-day people wants to return to five days.

"I feel it improves our service to customers. The bulk of orders are pulled and shipped by Thursday night. We beat that weekend order boom by a day. Most of our accounts have their material by Saturday, the latest, in time for the biggest retail day of the week. We have our biggest crews on those three midweek days—our heaviest days."

The girls in special orders and Ron Gardner's pre-write crew also volunteered they prefer the four-day week.

Special Orders Traffic Builder

WHILE the interest in the special order in the record and tape industry has deteriorated in recent years, ABC Records and Tapes feels it is a significant traffic and image builder.

The typical branch operation can best be illustrated with a look at what goes on in the Seattle branch. Sandy Dooley heads a three-person staff, which includes Norma Rhodes and Betty Cordell, who assist her in her office in fulfilling the orders, and Velma McCallian, who is solely responsible for pulling the nothing but special orders in the warehouse.

Is it successful? One thousand special orders are processed daily by the Seattle branch, which covers over a five-state northwest area. Amazingly, Miss Dooley reports that 80 percent of the total special orders received are filled within three weeks. Manufacturers' deletions of album product continue heavy, cutting down available product and hurting special orders fulfillment.

The consumer is always notified within three weeks whether his order will be fulfilled. The girls in the special order department note a continually strong special order from school music departments, especially for classical albums.

The three girls in special order have become amateur tune detectives, in that so many of their special orders are merely for individual songs done by particular artists. They use Phonolog, Tunis One-Spot, Schwann and Harris Tape catalog to track down these vague requests. Very few special orders carry a record or tape number.

When special order items are obtained, the three girls also are responsible for seeing they are properly price-stickered and shipped to the account with their regular order.

Stories and photos, by John Sippel. Additional photography by Peter Townsend, vice president, finance, ABC Record and Tape Sales and Bruce Stallard, ABC Record and Tape Sales Seattle branch.

CONGRATULATIONS
from
LeBo
PRODUCTS CO.

to Louis Laventhal and ABC Record & Tape Sales Corporation.

Wishing you many more years of success.

Leslie Bokor & Leslie Dame
to: abc record & tape sales

congratulations

on your great
selling record.
The Tenna Corporation would like to say thank you to the ABC Organization—top management, branch managers and sales people for the tremendous job done in the merchandising of Tenna products.

Tenna, in the future as in the past, will continue to create exciting new products to assure ABC and their customers a long and profitable relationship.

**Congratulations on the last 25 years.**

---

**Vanguard Records**

is proud
to be associated with

**Record & Tape Sales Corp.**

we wish you continued success

---

It's a pleasure to say congratulations to "Friends" as close as ABC Record & Tape Sales Corporation. The consistent growth of this company, coupled with their ability to display that rare understanding of people affords us the opportunity to again say congratulations not only to one of Seattle's larger corporations, but to a lot of our friends at ABC.

SEATTLE'S KOL
AM/FM STEREO

---

To
Lou Lavinthal
Stan Jaffe
Stan Sulman
and the entire ABC organization

**Congratulations and continued success**

LONDON RECORDS
For 25 years AMPEX STEREO TAPES has been turning out hot records. We hope the next 25 are just as cool ...and to start the next quarter-century off right, here are 10 star attractions from ABC/DUNHILL/IMPULSE on Ampex Stereo Tapes

* WORLD GALAXY
  Alice Coltrane • 8-T89218; Cass. 59218
* MOVIN' ALONG
  The Grass Roots • 8-T85112; Cass. 55112
* SEVEN SEPARATE FOOLS
  Three Dog Night • 8-T85118; Cass. 55118
* NEVER GET OUT OF THESE BLUES ALIVE
  John Lee Hooker • 8-T8736; Cass. 5736
* L.A. MIDNIGHT
  B. B. King • 8-T87143; Cass. 5743
* BLACK UNITY
  Pharoah Sanders • 8-T89219; Cass. 59219
* HALLWAY SYMPHONY
  Hamilton, Joe Frank & Reynolds • 8-T85113; Cass. 55113
* FORGOTTEN SONGS & UNSUNG HEROES
  John Kay • 8-T85120; Cass. 55120
* STRAIGHT SHOOTER
  James Gang • 8-T8741; Cass. 5741
* CABARET
  Original Sound Track • 8-T8752; Cass. 5752

*ALSO AVAILABLE ON OPEN REEL

Congratulations

To

ABC Record & Tape Sales Corporation

From the end of the rainbow, where the gold is.
MCA Records is Decca is UNI is Kapp.
Congratulations on your 25th Anniversary to our friends at ABC RECORD & TAPE SALES

We at SEE BRO are proud to have been privileged to share the past 22 years, as your supplier of America’s Finest Quality—RECORD STORAGE RACKS, CARTS, POLES and BROWSERS

May our successful relationship continue to prosper for many years.

SEE BRO PRODUCTS CO.
2416 S. MICHIGAN AVE., CHICAGO, ILL. 60616
PHONE 312-842-8221

Manufacturers since 1945 of America’s Finest Quality Record Racks & Cases
Priced for Volume Sales

- PORTABLE TABLE RACKS
- POLE RACKS
- CARTS AND TABLES
- BROWSER CARTS
- PEG BOARD BASKETS
- TAPE RACKS & CASES

IT’S BEEN A GREAT YEAR WITH ABC RECORDS AND TAPES

WISHES FOR CONTINUED SUCCESS FROM

SEEBRO PRODUCTS CO.
2416 S. MICHIGAN AVE., CHICAGO, ILL. 60616
PHONE 312-842-8221

Manufacturers since 1945 of America’s Finest Quality Record Racks & Cases
Priced for Volume Sales

- PORTABLE TABLE RACKS
- POLE RACKS
- CARTS AND TABLES
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- PEG BOARD BASKETS
- TAPE RACKS & CASES

Congratulations ABC on your 25 successful years.

Looking forward to our continued good relationship in the future.

Amberg
Kankakee, Illinois

Sterling Broadcasting
Rod Louden, General Mgr

A DIVISION OF
SRO
Sterling Recreation Organization
FREDRICA DANZ, PRESIDENT

“Best wishes to Lou, Stan, Tiny and the entire staff of ABC Record & Tape Sales Corp. on their 25th anniversary”

KALE
KASH
KBFW
KEDO
KODL

GOLDEN RECORDS
250 West 57 Street
New York, N.Y. 10019
(212) 765-3350
CONGRATULATIONS

ABC

KJR
SALUTES THE
MARVELOUS MEN AND WOMEN
THAT MAKE
ABC

KISW
joins with
KJR
in expressing appreciation
for the
tremendous contribution
to radio
by the music people of
ABC

PICKWICK
No.1 in Economy
Records & Tapes

PICKWICK INTERNATIONAL, INC.
8-16 43rd Ave., Long Island City, N.Y. 11101

KJR
AM 950

KISW
FM 99.9

Congratulations
to
ABC RECORD
& TAPE SALES
on
25 Years of
Outstanding Leadership
from
Scepter Records
Your Nearest ABC Record And Tape Sales Branch Is:

**ATLANTA**
Record And Tape Sales
2115 Hills Avenue N.W.
Atlanta, Georgia 30318
Telephone: 404-351-9200

- **Record And Tape Sales**
  - Alan Levenson, southern district vice president
  - Warehouse space: 35,000 sq. ft.
  - Office space: 5,000 sq. ft.
  - No. of employees: 98
  - Salesmen: 20

**DEERFIELD**
Record And Tape Sales
5333 Livermore Avenue
Deerfield, Michigan 48732
Telephone: 313-663-2200

- **Record And Tape Sales**
  - Dave Lashner, branch manager
  - Warehouse space: 5,000 sq. ft.
  - Office space: 200 sq. ft.
  - No. of employees: 13
  - Salesmen: 3

**HAUPPAUGE**
Record And Tape Sales
Cardinal Industrial Park
40 Gilpin Avenue
Hauppauge, N.Y. 11788

- **Record And Tape Sales**
  - Lou Klayman, eastern region vice president
  - Warehouse space: 5,000 sq. ft.
  - Office space: 1,200 sq. ft.
  - No. of employees: 3
  - Salesmen: 6

**DENVER**
Record And Tape Sales
4675 Kinclon
Denver, Colorado 80239
Telephone: 303-343-1822

- **Record And Tape Sales**
  - Ronald Pekel, branch manager
  - Warehouse space: 20,000 sq. ft.
  - Office space: 2,000 sq. ft.
  - No. of employees: 24
  - Salesmen: 9

**LOS ANGELES**
Record And Tape Sales
20218 South Doogan Avenue
Gompont, California 90220
Telephone: 213-537-3191

- **Record And Tape Sales**
  - Norman Larson, sales manager
  - Warehouse space: 24,000 sq. ft.
  - Office space: 2,000 sq. ft.
  - No. of employees: 30
  - Salesmen: 10

**SLATERSVILLE**
Record And Tape Sales
Steel Street
Slaterville, R.I. 02876
Telephone: 401-769-7700

- **Record And Tape Sales**
  - Milt Israeloff, northeast region vice president
  - Warehouse space: 30,000 sq. ft.
  - Office space: 3,000 sq. ft.
  - No. of employees: 6
  - Salesmen: 5

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**Continued from page ABC-8**

Disks, Tape Units Offer Customer 'Balanced Image'

- Tape, Bianchi explains. He estimates that taking the Seattle five-state northwest area as a typical example, half of the 800 accounts stock some part of his home equipment line. Bianchi knows his area well, well enough to have been made Seattle sales manager in addition to leading home equipment nationally. He recalls that when he started approximately 25 accounts stocked some phonographs, tape recorders, radios and other related units.

Bianchi still is educating his salesmen and accounts. At least price per year, a one-day seminar on home equipment is held in different key cities in each branch area. Bianchi likes his own people to handle the meetings. "If we can't get qualified ABC people, I'll use factory representatives, but we like to formulate and lead our own study groups of from 10 to 25 people. We cover everything from how audio equipment should be displayed to how to sell it, how to carry it, where it's best sold, etc. We try to involve our retail personnel and salesmen."

Bianchi customarily offers the following range of home audio and accessory equipment: small radios and digital clocks; phonographs and components; guitars from acoustic through electric and headphines. He has narrowed down the variety equipment to five different brands of tape units; three radio lines; two basic phonograph and component lines and two brands of guitars. "I'd rather ABC has its dealers competent to sell a smaller number of lines and back up the sales with good service on a lesser number of brands. I regularly visit national electronic shows and I am always considering new lines. We try to work with our store accounts as if we were partners in running the store with them," Bianchi says.

In order to ensure service, ABC has set up its own network of repair centers. Bianchi sees the day coming in the not-too-distant future when all ABC branches will be fully into home equipment.

Bianchi is optimistic. He has seen home equipment turnover at retail go from four to five times annually. He has developed inventory control forms. "It's tough to work nationally, as regionally and locally, certain brand names enjoy greater acceptance because of longer and more effective ad campaigns; better repair records, etc."

He stresses that equipment, more than any other product classification handled by ABC, needs in-store help. "Clerks can be so instrumental in moving out all kinds of units."

Bianchi says ABC's customers have been handling 4-channel since Aug., 1971, "But it's still in its infancy. We get that no hardware and no software talk and only time will show when they come together. Less than 10 percent of dealers handling home equipment are into quadrasonic. High price is an impendiment," Bianchi adds.

Next product expansions? Bianchi is contemplating home speaker lines, a five-track portable, home and audio units; small radios and digital clocks; phonographs and components; guitars from acoustic through electric and headphines. He has narrowed down the variety equipment to five different brands of tape units; three radio lines; two basic phonograph and component lines and two brands of guitars.

"If we can't get qualified ABC people, I'll use factory representatives, but we like to formulate and lead our own study groups of from 10 to 25 people. We cover everything from how audio equipment should be displayed to how to sell it, how to carry it, where it's best sold, etc. We try to involve our retail personnel and salesmen."

Accessories Prove Profitable Items

- Continued from page ABC-8

the Meyer chain has her eyeing the line for other accounts.

Mrs. Dolgoff personally crosses the U.S. twice per year heading sales clinics for ABC branch personnel and key retail personnel. "Tape and record buyers, especially the latter, want more and more accessories. Tape really showed us the volume that could be done in carrying cases and blank tapes."

Mrs. Dolgoff sees. With the additional volume from tape accessories, ABC's total volume is to be well into seven figures for 1972, she predicts, on all accessories.

She pointed out that an audio or recorded music department isn't fulfilling its mission unless a full line of accessories is carried. "And we are quick to explain to our accounts that the markup on all accessories is so much higher than on record product," she adds.

Song folios were added five years ago at the insistence of Stan Jaffe, senior vice president of ABC nationally. Mrs. Dolgoff says Ashley Dealers, New York, and West Coast Publications, Los Angeles, are her two principal suppliers. She does not handle sheet music. She keeps two basic inventories of 50 each on two types of music books. They range in price from $1.95 to $4.95 retail.

By the end of 1972, the music book inventory will be added to all ABC branches. At present, she estimates that 60 percent of ABC's 17,000 accounts carry music books. A self-merchandising floor rack is supplied free to the account. The average store which carries music books has two such fixtures. A national training program to assist music book sales is in the offering.

FEBRUARY 19, 1972, BILLBOARD
Brook Benton loves it for what it is expected to predict; and an anything but is not what it is expected to predict. The songs and singing, as ever have a reminiscence of the sound and the arrangement the same. The sixty toter is at its best with "Shiver, shiver, walks of Chicago" and Ellen John and Bernice Fonda's "Country Comforter."
Programming Key to Selling New Locations

NOTE DAME, Ind. — New jukeboxes locations require new programming concepts. This seemed to be well-recognized by operators at the Notre Dame seminar here where programming, though not voted the most critical problem, dominated discussion of the opening marketing workshop.

Programming also sparked considerable discussion and debate, and the evening session was well-attended. Some operators described jukebox locations, their sales and costs, while others covered the role of jukeboxes in the life of the student.

On the subject of programming, Dr. John Malone, president of American Music Operators Association (MOA), discussed the importance of music and how it can be used to promote jukeboxes. He also talked about the role of jukeboxes in the life of the student.

The seminar continued with discussions on jukeboxes in the life of the student, how they can be used to promote jukeboxes, and the role of jukeboxes in the life of the student. The seminar also covered the importance of music and how it can be used to promote jukeboxes.

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What's Playing?

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

Albuquerque; Country Location: Mary Roth, programmer, Servoco of New Mexico

Austin, Minn.; Campus/Young Adult Location: Judy Hatfield, programmer, Star Music & Vending

Denver; Campus/Young Adult Location: Ralph Ludi, programmer, Automated, Inc.

Newfoundland, N.fld.; Teen Location: Gloria McGroory, programmer, Mountauk Automatic, Inc.

Galion, Ohio; Easy Listening Location: Larry Foust, programmer, Hopking Music Co.

New Orleans; Easy Listening Lounge: John Elms, Jnr., operator; Henry Holcomb, sales manager; TAC Amusement

Robinson, Ill.; Teen Locations: Allie Hanks, programmer, Hank's Music & Vending

MOA Focus on New Jukebox Stops

• Continued from page 34

The consumer price index has risen 192 percent; labor is up 450 percent. But play price as a factor for a quarter represents only a rise of 150 percent with only two-thirds of the old U.S. price.

Security expert Bob Curtis revealed a number of new statistics such as inside thefts representing three percent of street losses. He said a study showed 830 ways to steal (internally) from a bank. Moreover, the most dangerous thief, the abnormally psychotic, can breeze right through polygon screening tests.

The thrust of the seminar was indicating that Malone asked for a rating of the top marketing problems—getting new locations won out. He mentioned McDon-

• Continued from page 34

Lum's, Burger Chef and the big fast food chains are going to sit-down operation and thus might represent a vast new area for jukeboxes. However, delegates said such chains look negatively at jukeboxes. Malone wanted to know why and urged the audience to remember that one delegate had succeeded with Lum's on a local level.

Several mentioned they were installing jukeboxes and other equip-

• Continued from page 34

ment in Ramada Inn, Holiday Inn and other motels. One told of a church using jukeboxes. Another mentioned laundromats grossing as much as $100 a week (jukebox/ two games).

Malone said he learned considerably from the delegates and other instructors indicated this too, leading to MOA's belief that each succeeding seminair will be better. As for how delegates felt, Bob Roneau, Green Bay distributor, said: "There is a different atmos-

Strips Service Vital

• Continued from page 34

phere here than at MOA. MOA is a sort of businessman's holiday and operators have so much equipment to see. We came here for one reason and that was to learn."

Hayden Automatic

Day and Date Watch and Band 17 Jewels

RETAIL VALUE $125.

WURLITZER SATELLITE

SELECTOR SPEAKER

The Industry's Only Floor Model Combination Selector Speaker

Choice of SIX OTHER FREE GIFTS Including Hamilton His and Hers Watches, Automatic Tourist Luggage, Hamilton Beach Blenders and Mixers, Royal Typewriters, Frigidaire Dehydrators, Carrier Machines, and Olivetti Adding Machines.

Offer Expires March 31, 1972.

Available from every U.S. Wurlitzer Distributor and Factory Branch.

Jukebox programming

Jukebox Music Push

• Continued from page 34

"There are 50 to 80 slots for records on a jukebox," one delegate said, "so it's no problem to put on a few records an owner asks for." Others discussed tech-

• Continued from page 34

niques for "easing on" a few country records where manage-

ment resists that type programming. The thought was there oper-

• Continued from page 34

ating companies and record companies had much discussed and some suggested that background music could be profitably paired with a jukebox.

Programming related concepts that came up included service cycles, background music position, record disposal, and machine rotation—all woven into the overall programming picture.

Jukebox Music Push

• Continued from page 34

"I've learned," said one delegate, "that a jukebox can be set up to play the best music. It was to be a major hit in the music world and it was to take a real effort to build it."

The best music of the year is to be played on the jukebox. That's the idea behind the new jukebox. The best music of the year is to be played on the jukebox. That's the idea behind the new jukebox.

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Wilburn Contest to Give $10,000 Lot

NASHVILLE—A country-wide promotion involving radio stations has been started by MCA and the Wilburn Brothers to introduce their “new” concept in song material.

The promotion involves the give-away of a two-week visit to a ranchette of Hard, Ark., plus other prizes. The immediate promotion is centered on single radio network new Deces release, “Arkansas.”

Radio stations taking part are running daily on-the-air promotions for contest singles and album giveaways. Names of local contest winners are then forwarded to the Wilburn Brothers to introduce them in the grand prize contest. Second prize is a round-trip to Nashville, a visit to the “Grand Ole Opry,” to the Hall of Fame, and to other points of interest, with all expenses paid. Third prize is a Grammer uifer.

The prize lot is in /two-are section of Little Rock by way of Hard, Arkansas, where the Wilburns were born. The place is called Indian Hills Village, and it is a ranchette lot.

After 18 years of recording, all for Decca, the Wilburn Brothers are after a new image. “We will sing almost entirely all-songs now,” said Teddy Wilburn, who with his brother, Doyle, constitute the singing team. “We have sung love songs in the past, it is difficult for an audience to identify with a pair of singers. Now we will concentrate on this new concept, or something light-hearted.”

Teddy Wilburn said this song had the strongest initial response of anything they have ever done, including their big hit “Trouble’s Back in Town.”

Written by Damon Black, the song is about the state of Arkansas and its people. The single was released by Decca ensared in a jacket containing the lyrics of the song, a picture of an Arkansas homestead, and pictures of the brothers an they are super-imposed with a picture of them as children.

The Wilburns plan to follow this single with an album, with most of the songs written by Black who has just signed a exclusive writer’s contract with Sure Fire, their publishing company. Black has had scores of songs recorded by various country artists.

The current promotion is sponsored by Decca, the Wilburns, and the Wil-Tel Talent Agency, which they also own.

The brothers have also reacted their fan club under new leadership, with nearly 1,000 members signed already. The club, too, under the direction of Mrs. Holt, of Los Angeles, is carrying out promotional ideas for membership including the giveaway of a stain- less steel service for one who re- truits the most members.

Oweper Buys Starlcy Bldg.

NASHVILLE — The Starlcy Townhouse, long a fixture on this city’s Music Row, has been pur- chased outright by Oweper Pu- blication, the holding company of many master enterprises of Louis Owens, Dolly Parton and Porter Wagoner.

The amount of money involved in the purchase was not disclosed. The announcement of the transaction was made by Owens, general manager, and former su- perintendent of the publishing firm, and Hal Wilkey, president of Sunday King.

The structure will house all of the business activities of Oweper (BMI), Silver Dagger (ASCAP), Dolly Parton Enterprises, and Porter Wagoner Enterprises.

Virtually all of the Porter Wagoner and Dolly Parton-written tunes are part of the Oweper catalogue.

Another Hit Record By

BILLIE JO SPEARS

SOUVENIRS AND CALIFORNIA MEM’RYS

Capitol #3258

Dero Joy Capi
t-BRISE STAR PROMOTIONS
728 14th Ave. S., Nashville, Tenn.
ON CAPITOL RECORDS
(214) 923-3419

Written by David Alan Core & Tex Clark

Buckingham BAND, NASHVILLE:
Dann Fowler, Mgr.
806 10th Ave. S., Nashville, Tenn. 37203
Tel: (615) 246-0521

XMAS MELODY
IN CURRENT LP

NASHVILLE—The first Christmas LP, recorded by a country singer, has been released by Red Sovine for Chart, and will be released this month.

Vinyl, who produced the record and performs two instruments on the LP (seven songs, says he agreed to give the record firm the publishing rights to one of the songs), says it won’t be released in this manner, with a promotional tour starting immediately on the next Christmas season.

The only song so far, “The Christmas,” the lyrics were written more than two years ago by Jim Lathrop, who added the music. The song had been in the hands of two different artists for recording before Wil- lard took it, blacked out the agreement with Chart.

Recorded in stereo, Willis per- forms both the organ and cele- ste.

First Country Fan Fair Gains International Participation

NASHVILLE—The first Country Fan Fair set for here April 12-15, has taken an in- ternational flavor with registrants from Australia, Britain, Canada, and Spain. Also are several Canadians who will attend.

The bulk of the registration is coming from country music radio stations, most of whom are organized as a chapter. It is a strong promotion. These include WHER, Edmonton, Canada; Eugene, Ore.; WHO, Des Moines; KLAC, Los Angeles; WYR, Melbourne, Fla.; WYB, York; KGMT, Fort Dodge, Ia.; WIRE, Jacksonville, Fla.; KLFA, Columbus, Ohio; WFGL, Fitchburg, Mass.; WRCN, Middletown, Conn.; WOR, New York; and others.

Bud Wendlender, manager of the “Grand Ole Opry and chairman of the Fan Fair Committee,” said only 9,000 tickets for the event have been sold, and that accommodations are being handled on a first-come basis.

Bill Monroe and Dr. Perry Harris have been named co-chair- men of a special Bluegrass Com- mittee to be held during the event. Bill Hudson, chairman of the Fan Fair, said the event will expand an open door policy to new artists.

Ten record companies already have committed their top artists to enter the Fair. They are Capitol, Cart- char, Columbia, Decca, Dot, Mega, Mercury, RCA, and U.A.

Registration is $20.00 per person, and includes all shows plus meals. Tickets to the “Grand Ole Opry” performance for April 15 are being held for Fan Fair registrants.

Harlan Howard Gets Locomotive Catalog

NASHVILLE—Wilderness Music has acquired the Locomotive Music catalog, which contains more than 200 songs, many re- corded by Harlan Howard, president of Wilderness.

Harlan, Howard, president of Wilderness, said that Howard White, owner of Locomotive, will join his staff as assistant to Don Davis, his general manager, and L.E. White, general manager of Twitty Bird Music.

The addition of the Locomotive catalog brings the total of list- ings by Wilderness to more than 1,500. Howard said he does not now plan further acquisitions. In the future, it will expand an open door policy to new artists.

The company presently is draw- ing up plans for a new building at their present location, a one- story office complex with underground parking.

Howard formed Wilderness eight years ago. One of the top

West Coast Country Awards Show Scheduled for Mar. 13

LOS ANGELES — Performers and presenters have been selected for the Country Music Academy of Country and Western Music awards show at the John Wayne Theater of Knotts Berry Farm, Buena Park, Mar. 13.

The show will be hosted by Dick Clark, who will oversee the show. Other people involved in the show include such as Connie Stevens, Johnnie and Jack Miller, and Kenny Rogers and the First Edition. At a pre-show cock- tail party, talent selected to per- form includes Tommy Overstreet, Red Steagall, the Hagers and Busch.

Presenters selected so far are Patti Page, Judy Miller, Charley Pride, and Jimmerson Fire, and Jan Howard, Susan Raye, Freddie Hart, Tex Williams and Robert Fuller.

In addition to the 22 general winners, the board of directors will present awards on behalf of the Jim Reeves Memorial, the Country Music Man of the Year, and the Pioneer of Country and Western Music.

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JOE SOUTH, writer of major hits, has renewed his BMI affiliation. Looking on at the contract signing are Jeff Lee, a business associate; Frances Warren, BMI vice president, and Harry Warner, administrator.

FEBRUARY 19, 1972, BILLBOARD
NAT STUCKEY

"FORGIVE ME FOR CALLING YOU DARLING"

RCA #74-0590

NAT'S LATEST ALBUM

INDEPENDENT PRODUCER Kel- son Herston goes over a lead sheet with country singer Sunny Lane. The song is Lane's third release on Epic.

GLOSSY PHOTOS

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Country Music

Nashville Scene

El Paso, Texas, lays claim to its own Country Music month in February. Shows there that month include Johnny Bush, Charley Pride, and Jimmy Dean. Bob Young of KHEY is the man of action there. . . . The Criss Sisters did two weeks in Cocoa Beach at the Rainbow Room, followed by a week in Tampa at the Imperial. They did the show for the open house at SoundCot, then did a television show, and left for Palmhurst, N. C. to work the Dunes for eight days. They return to Florida for two weeks in April . . . Stars fall on Alabama April 8 at a benefit for retarded children. Acts scheduled to appear include Melba Montgomery, Jim Neighbors, George Lindsey, Pat Beltram, Freddie Hart and Fannie Flagg.

Tommy Overstreet has received a certificate of Merit from ASCAP. Earlier in the month, Tommy received his third consecutive ASCAP "Chart Buster Award" for "Ann (Don't Go Running)" . . . Pete Drake has announced the first single release by Diane Harold on Dot, titled "J. J. Sneed." Diane, who is Dotty West's sister, is produced by Pete. . . . Little Richie Johnson has signed Buck "Texas Sid" Goldstein to American Heritage Records, and will record him in Nashville. He will be an album by Buck Goldstein and his Konker Rhythm Boys. . . . Ron Harris has his first release on Country Showcase America, written and produced by Ricci Marino and Jerry Gelespie. . . . Jerry Chesnut, the quiet songwriter who keeps on turning out hits, has the next singles by Hank Williams Junior and Dave Dudley. That makes more than 250 for Jerry, who has become the most sought-after songwriter in the business. . . . Kenny Case has recorded a Hank Cochran tune, "I'd Fight the World." His first release was strictly an instrumental. Now he sings. . . . Hank Locklin and his wife, Anita, are expecting their first child in April . . . Four complete busloads of "Opry" fans made the trek to Nashville from New Ulm, Minn. . . . Six members of the Atlanta Braves baseball team visited the Friday night show, and Pat Jarvis, who worked, said he was a frequent visitor during the off-season. . . . Jimmie Newman has just cut a Cindy Walker song, which he feels is half the battle, produced by Fred Foster and Ray Pennington for Monument. It's called "Secret Lover." . . . A Springfield television station has been in Nashville filming a documentary on the life of the late T. Texas Tyler.

Tyeene Dill, daughter of Annie Lou and Danny Dill, greats of the 1940's and 1950's, is in writing songs, and doing a good job of it, according to those who have studied her works. . . . Archie Campbell has retained Bob Barkwill as his manager-agent. Archie is just back from the Hawaiian Open where he played with Chet Atkins, and also took part in a special match with Hawaiian disc jockey Aku. . . . Jim Ed Brown borrowed the voice of Dianne McColl to harmonize with him on his single, "Morning." . . . The Willis Brothers' next release will be on Starday Records.
AUSTRALIA

(Country Co-Set)
This Week
1. "Imagine"—John Lennon (Apple)
2. "Peace Train"—C. Stevens
3. "Disco Inferno"—Cosmo (Felsted)
4. "Magic Roundabout"—Stevie Wonder (Motown)
5. "Get Back"—Beatle (Capitol)
6. "Cherish"—Don Covay (Bell)
7. "Uncle Albert/Admiral Halsey"—Peter, Paul & Mary (Columbia)
8. "Banky"—Eddy Grant (Son of a Gun)

BELGIUM

(Country Telquemique)
1. MA CHANCE, CEST DE
2. L'AVVENTURA—Schaan (Holland)
3. UNE RUE DE RIEN
4. LA FICHE DU QUEEN OF NEW OZ
5. HOW DO YOU DO?—Mouth & Mountain, Tony Valencia
6. SACRAMENTO—R. Brown (Atlantic)
7. LOVE—Dino Joe (CBS)
8. FAME—J. Hill (CBS)
9. FAME—J. Hill (CBS)
10. EEN MEERJE—K. Francquis (Philips)

BELGIAN (Dutch)

(Country Humo)
1. SACRAMENTO—Middle of the Road
2. HOW DO YOU DO?—Mouth & Mountain
3. THIS IS THE WAY TO AMSTERDAM—Linda Gray
4. EVIVA ESPANA—Santamaria
5. SYMPATHIE IS GEGELENIEF—Pieter Van Der Kaap
6. FREDHEIM—Na not zo—Ski, Kees, Pieter
7. SCHONE MAID—Tony Marshall
8. IK HOU ZU VAN JOU—Paul Jones
9. IEEN MEERJE—K. Francquis (Philips)

BRITAIN

(Country Record & Top Retailer)
This Week
1.国际贸易—Poole
2. AMERICAN PIE—Ringo Starr (Apple)
3. HOW I WISH IT WERE TRUE—B.Login (CBS)
4. THIS IS THE WAY TO AMSTERDAM—Linda Gray
5. HOW DO YOU DO?—Mouth & Mountain
6. SACRAMENTO—R. Brown (Atlantic)
7. LOVE—Dino Joe (CBS)
8. FAME—J. Hill (CBS)
9. FAME—J. Hill (CBS)
10. EEN MEERJE—K. Francquis (Philips)

DENMARK

(Country Danish Group of IFPI)
"Denmark dots" denoted local dots
This Week
1. FUT I JERMOGENET—Johnni Sand 
2. SCHROEN IET IS EF DER WELT—Feeling Black & Heavenly (Polydor)
3. WE HAVIN' GONNA—John Jordan--Dennis Humphries
4. AMARILLO—John Christie (Columbia)
5. HOW DO YOU DO?—Mouth & Mountain
6. SACRAMENTO—R. Brown (Atlantic)
7. LOVE—Dino Joe (CBS)
8. FAME—J. Hill (CBS)
9. FAME—J. Hill (CBS)
10. EEN MEERJE—K. Francquis (Philips)

FRANCE

(Country Center d'Information et de Documentation Musical National)
This Week
1. "L'AVVENTURA"—Stone/Charenblad
2. "LE RINGS"—Ringo Starr (Parlophone)
3. "LES DIX MAISONS DE LA VIE"—John McLaughlin (Philips)
4. "C'EST NUIT HEIN"—C. Pichot
5. "IL FAIT BEAU, J'AI FAIT BON"—Jean-Louis Vignes (Monsieur Cervi)
6. "ME IMPRIME A LA MAMAN"—Billie Jean King (CBS)
7. "GET ME SOME HELP"—T. Roland (Philips)

ISRAEL

(Country Diaspora Group of IFPI)
"Denmark dots" denoted local dots
This Week
1. "MAMMY BLUE"—Pop Tops (Polydor)
2. "FOOL"—Willy & Tony (Columbia)
3. "MAMMY BLUE"—Pop Tops (Polydor)
4. "BABA, DRIVING ME CRAZY"—B.Login
5. "ABSOLUTELY RIGHT"—M. Earnest (Philips)
6. "MY BOY—Harold Harris (Probe)
7. "SHIT'S GET Ready TO SING—New Seekers (EMI)
8. "TOO LATE"—Technology (CBS)

ITALY

(Country Diaspora Group of IFPI)
"Denmark dots" denoted local dots
This Week
1. "CHIARITA SUONI PIANO"—Pino Donaggio (CBS)
2. "LA CANZONE DEL SOLE"—Nino de Angelo (CBS)
3. "SOS"—S. Vignola (CBS)
4. "COMPOSTO"—P. Testoni (Salle)—F. Notturno (CBS)
5. "VIE"—Leslie Garrett (CBS)
6. "IMAGINE"—John Lennon (EMI)
7. "TUA TACA"—T. Carr (CBS)
8. "PENSERO"—CBS
9. "MAMMY BLUE"—Pop Tops (Polydor)
10. "BONE"—John Christie (Columbia)

NORWAY

(Country Norwegian Group of IFPI)
"Denmark dots" denoted local dots
This Week
1. "SOLEY SOLEY"—Middle of the Road
2. "MAMMY BLUE"—Pop Tops (Polydor)
3. "RATTI"—E. Eubank (Polydor)
4. "PAPAYA MOTION"—CBS
5. "YOU REALLY LOVE ME"—R. McLaughlin (CBS)
6. "EN TUR RUNDUT IBEN"—Finn Challenge (CBS)
7. "INNER OLD DENNE DOWN"—Terje Roteberg (CBS)
8. "WITCH QUEEN OF NEW OZ"—L. Gray (CBS)
9. "SACRAMENTO—Middle of the Road
10. "POPPA JOE—Sweat (RCA)

POLAND

"Denmark dots" denoted local dots
This Week
1. "TO LIKE TO CHANGE THE WORLD—Ten Years After
2. "FAITHFUL WHO"—R. McLaughlin (CBS)
3. "IMAGINE"—John Lennon (EMI)
4. "FAITHFUL WHO"—R. McLaughlin (CBS)
5. "MAMMY BLUE"—Pop Tops (Polydor)
6. "WILD LIFE"—Wings (Apple)

SINGAPORE

(Country Record Shamana)
This Week
1. "AN OLD EMBOSSED, LOVE"—No. 12 (EMI)
2. "BABY I'M A WIND—B. Login (CBS)
3. "I'D LIKE TO MAKE THE WORLD"—E. Eubank (Polydor)
4. "SOYES"—Middle of the Road
5. "SUPERSTARS"—CBS
6. "SHIT'S GET Ready TO SING—New Seekers (E.M.I)
7. "JEEPER-T. Rex (Electric)
8. "MAMMY BLUE"—Pop Tops (Polydor)
9. "WILD LIFE"—Wings (Apple)

SOUTH AFRICA

(Country Southern African Record Merchandisers and Distributors' Assn.)
"Denmark dots" denoted local dots
This Week
1. "IMAGINE"—John Lennon (EMI)
2. "SOLEY SOLEY"—Middle of the Road
3. "MAMMY BLUE"—Pop Tops (Polydor)
4. "BONE"—John Christie (Columbia)
5. "POLPO"—POPOJOJO (Polydor)
6. "WILD LIFE"—Wings (Apple)

SPAIN

(Country Record La Gaceta)
"Denmark dots" denoted local dots
This Week
1. "SOLEY SOLEY"—Middle of the Road
2. "MAMMY BLUE"—Pop Tops
3. "BONE"—John Christie (Columbia)
4. "POLPO"—POPOJOJO (Polydor)
5. "WILD LIFE"—Wings (Apple)

SWITZERLAND

(Country Radio Swiss Romandie)
This Week
1. "SOLEY SOLEY"—Middle of the Road
2. "MAMMY BLUE"—Pop Tops
3. "BONE"—John Christie (Columbia)
4. "POLPO"—POPOJOJO (Polydor)
5. "WILD LIFE"—Wings (Apple)

SWEDEN

(Country Radio Sweden)
This Week
1. "SOLEY SOLEY"—Middle of the Road
2. "MAMMY BLUE"—Pop Tops
3. "BONE"—John Christie (Columbia)
4. "POLPO"—POPOJOJO (Polydor)
5. "WILD LIFE"—Wings (Apple)

SINGAPORE

(Country Record Shamana)
This Week
1. "AN OLD EMBOSSED, LOVE"—No. 12 (EMI)
2. "BABY I'M A WIND—B. Login (CBS)
3. "I'D LIKE TO MAKE THE WORLD"—E. Eubank (Polydor)
4. "SOYES"—Middle of the Road
5. "SUPERSTARS"—CBS
6. "SHIT'S GET Ready TO SING—New Seekers (E.M.I)
7. "JEEPER-T. Rex (Electric)
8. "MAMMY BLUE"—Pop Tops (Polydor)
9. "WILD LIFE"—Wings (Apple)
Tape Cartridge

Early '72 Technological Moves Lure Consumers

LOS ANGELES—Clever marketers have a way of coming up with something to capture the interest of consumers.

Take, for example, last year when at least three technical advances—high energy, Cobaloy, chromium dioxide cassette heads—appeared on the blank tape horizon. As marketing men will attest, the three innovations didn't contribute to record gains among blank tape manufacturers. Other innovators introduced in early 1972 just might.

BASF has innovated a new cassette transport system designed to eliminate jamming in its Chrom dioxide line. (Chrom dioxide is BASF's trade name for the coasting.)

The jam-proof feature, labeled "Special Mechanism" on chromium dioxide cassettes, corrects certain deficiencies in conventional transport systems. "It prevents the tape from sticking and precludes war and flutter that comes from variable tape tension," said Tom Dempsey, marketing and sales vice president.

Among the refinements of the SM-outfitted cassettes is a pair of binged arms within the cassette to guide the tape and keep the "pancake" of tape on the hub even and snap-free.

At the far side of the C-120 cassettes—away from the head openings—is a plastic spring that presses gently against the outer edge of each pancake and acts as a holdback device to prevent the tape from slackening and skewing on the feed side.

Still another major feature, according to Dempsey, is next to the "knockout" used to prevent accidental erasure, where there is an extra recess in the shell. This will be used to trigger automatic switching for Chrom dioxide bias and equalization in recorders that are yet to appear on the market.

"Insert a standard ferric oxide cassette, without the recess, and the machine will behave normally," Dempsey said. "But drop in Chrom dioxide and a microswitch similar to that for erasure prevention will trip and the unit automatically will adjust to the new tape."

The mechanism may be also adopted in regular iron oxide cassettes in the BASF line.

Norelco Advance

Norelco, which just released its chromium dioxide line, series 400, incorporated "Pencil Guides" to assure flat tape winding.

The new mechanism consists of guiding arms which move with each recording. A taper move with the diameter of the tape to produce a flat tape pancake, according to Edward Smidlers, manager of Norelco's cassette department.

"By eliminating the telescoping of tape that can occur when switching from fast forward to fast rewind, the Pencil Guides provide a tam-proof cassette," he said.

"In addition, the guiding arms prevent any wow and flutter caused by variable tape tension."

Another blank tape innovation, more in the marketing mode, comes from Ampex Corp., which recently introduced the industry's first 40-minute blank cassette (C-60).

Aimed at the youth market, the C-60 enables consumers to record albums on one cassette without wasting tape time, a C-50 is too short and a C-60 too long.

Ampex is phasing out of its C-70 time length in consumer markets, according to Jim Lantz, sales manager of consumer products.

A third company with a penchant for products and merchandising creativity is Audio Magnetics Corp., which has introduced a blank cassette C-90 twin-pack, (two 90-minute tapes) in a poly bag.

"The twin-pack, three hours of recording time, provides young consumers with a product in a length most suitable for the recording of two LPs," said Scott Conover, sales vice president.

By charting the C-90 market, Audio Magnetics has learned sales peaks three times each year for a 90-minute cassette—March, May and October.

The C-90 cassette was one of the company's growth products last year, growing 80 percent, or 6.6 percent each month throughout 1971. "Our introduction and promotion of a twin-pack C-90 is timed perfectly to take advantage of the first two peak selling periods," Conover believes.

"An important axiom in the merchandising business says to make maximum profit quickly and easily, take a good seller with a strong upward trend and make it sell better. We're taking a good seller—a C-90—and twin packing it—a C-90s—for multiple sales," he said.

INDUSTRY SPOTLIGHTS
C-90 CASSETTE SALES

LOS ANGELES—Blank tape manufacturers are looking more and more to bolster the C-90 cassette. At the same time, dealers are looking more for improved profit margins, especially from the high-flying tape producers.

The result:

—Manufacturers are offering more 90-minute tapes, even as a twin pack. (Audio Magnetics has introduced the industry's first C-90 twin pack in a poly bag.)

—Retailers are varying (footballing) C-90 prices, ranging from a Norelco Challenger at $1.69 to a Memorex chromium dioxide at $3.85.

Here is what dealers did to C-90 pricing in Los Angeles during one month:

Amplex series 361 at $2.69; BASF: SK at $1.89, low noise at $3.29, chromium dioxide at $4.29; Maxell: low noise at $2.95, Ultra Dynamic at $4.50; Memorex: standard at $4.50, chromium dioxide at $5.85; Norelco: Challenger at $1.69, series 100 at $2.15, series 200 at $2.95, series 300 at $3.75; Sony: standard at $2.97, Ultra High Frequency at $3.39, TDK: Super Dynamic at $2.99; 3M: Highlander at $2.49, Dyna Range at $2.99, high energy at $3.99.

You won't find dust around our 8-track cases!

AMPACK stereo tape cases move too fast to gather dust. That's because they've got the right appeal. The right style. And ... the right prices!

AMPACK 8-track cases offer a wide selection, too. You've got your choice of cases: Like the Zodiac, embelished with astrology symbols, The Treasure Chest ... with its Captain Kidd hardware. And the 910 Deluxe ... a top quality case for AMPAK C-90 cases that hold fifteen tapes. Like the 1090 Walnut Grain ... for those who like the rich look. And the 1010 Black ... our best seller. We even have a jumbo case (the 1024) that holds twenty-four tapes. It's real heavy with 8-track buffs.

All AMPAK stereo tape cases are made of rugged, heavy binder's board. With sturdy hangers similar to the case design. Each case is covered with moisture resistant material. Has a padded lid. And is fully lined inside.

The result: the fear of dusting mechanism that doesn't move, replace it with AMPAK stereo tape cases. Then throw away the dust cloth. Write us, Amberg File & Index Co., 1625 Durer Blvd, Kenakonk, Ill. 60091.
Telex Designing More Product For Home Use

**MINNEAPOLIS—**Look for the Telex brand to be more visible in home entertainment products in the future.

One reason is that the company’s Communications Division has six different electronic product groups building the Telex image.

The firm’s home electronics products will continue to reflect established brands that have been part of its evolution—Viking, Magnacord, Phonola.

But for all its technical capabilities and marketing innovation, Telex has moved cautiously into additional product areas, like 4-channel and cassette home equipment.

Why? The reasons vary, according to Peter Schwartz, advertising manager, James Arrington, marketing vice president, and Floyd Hoyt, consumer products marketing director.

Basicall, Telex is oriented toward high-quality equipment, not toward mass consumer items. There has been more emphasis in the education, broadcasting-industrial and aircraft groups. Now, however, additional thrust is being placed in home entertainment.

Proof of the consumer thrust can be seen in the company’s involvement in the launch of a 4-track automatic changer for home use. Telex has 4-channel capability several years ago—it has one quadruple-open-reel unit in its consumer line—there are now inquiries about adding 4-channel to an 8-track changer amplifier unit.

Cassette Furer

According to the executives, cassette is being talked about more and more in U.S. companies because of acceptance of the configuration in the educational field.

Arrington explained that there is a “synergism” involved in the inter-working of the firm’s various groups. “We often start with a marketing problem in one group, with the solution helping us in another area,” he said.

For example, Telex has developed a new sync-tape unit that works with any movie projector, records in sync with tape and sound, reverse sound and slides, and allows focus for color reproduction. Features in the unit could lead to breakthroughs in other products.

Another new unit is a cassette copyer for both education and broadcasting-industrial markets. The copier, marketed at under $1,000, runs at 16 times regular speed and has automatic rewind and shut-off. A slave unit is being developed.

A new in-flight entertainment recorder/player is still another example. The unit plays two hours of continuous stereo music and features a monaural channel for language instruction, travelog and kid programs. It lists at $125, 1973.

Technological spinoffs from one group to another happen frequently. A new speaker driver under development for over three years is used in the company’s head-phones.

Hines explained the absence of any consumer 8-track push this way. “The cassette just hasn’t been as exciting, but what we’re building is a steady build-up for cassette, especially in education and business.”

The emphasis by Telex has been heavily on high-quality machine for the education-industrial sector. The company has opened up high-speed duplicating machines with cassette capability.

Changer Plan

In 8-track, Telex is putting forth another product. Arrington said there have been several major technical improvements.

The next step is to build a sales representative force and develop distribution programs, which, he said, would list at $299. A changer deck is marketed at $249.

**Shearer Plots AD’s Market Strategy**

**GLENBROOK, Conn.—**Audio Devices is getting down to the grass-roots in an effort to learn what’s going on in the street.

The company’s marketing vice president is Cliff Shearer, managing director, who will rub elbows with dealers, manufacturer representatives, buyers and even consumers.

“We want to be creative to see and sell what works and what doesn’t work,” Shearer said.

The company hopes to learn by experimenting and testing marketing point-of-purchase displays, new packaging concepts, graphics, sales practices and promotions.

“The best way is talking to dealers,” Shearer said.

Audio Devices has already put into practice two concepts: Capitol’s blank tape Mod Line and radio commercials plug products.

The mod product is a contemporary package—cassette, color, and two reel tapes in four-color-off-beat-deal advertising, two mod decks and flowers and vegetables.

Cassette Target Search

Reaching out into the mod line on major AM-FM radio stations, the company’s marketing efforts, with participating dealers receiving commerce-ending tags.

Shearer bought about 100 spots in each city and tied it into a contest to find new music talent, with winners receiving cash awards and opportunity to submit at Capitol Records, a sister company of Audio Devices.

“A new market is being formed to demonstrate why we are taking this ‘man-on-the-street’ approach to merchandising,” Shearer said.

As products become more similar and competition gets keener, dealers should benefit, he said, “so that makes what their products turn.”

Shearer plans to create activity for dealers by developing programs to stimulate sales. In “some cases,” he said, “we are working with dealers to show how to sell blank tape, but it must be for the short term.”

“I want our dealers to listen and create programs for retention.

I will also be working with Capitol’s sales personnel in explaining blank tape line, mod line and Audio’s premium line. Both lines are available in cassette (30, 60, 90 and 120-minute lengths), cartridge (32, 40, 68 and 80-minutes) and open reel.

“We are taking a regional approach to make sure we have people looking at the national market.”

Shearer also says he is continuing our regional record merchandising, beginning phase II at WPXI-FM in New York.

Shearer adds, “I have no idea what we are doing; we are trying to be creative to see what works.”

**Magtec Pursuing Open Reel: Adds WB-Reprise to UA, MCA**

**LOS ANGELES—**Magnetic Tape Engineering Corp. (Magtec) is taking a more aggressive posture in pursuing open-reel duplication licensing agreements, said Ron Rubinstein, general manager of Magtec’s new Stereotape division.

In the first step, Magtec is translating its marketing base. Magtec has negotiated a three-year exclusive contract with Capitol Records covering open reel in the U.S.

(Magtec recently purchased certain assets of Stereotape from Audio Magnetics Corp., which, in turn, had acquired it from Bell & Howell.)

Although Rubinstein admits open reel is not dying, he said, “By consolidating manufacturing and distributing this configuration can continue to prosper and be profitable.”

Magtec will continue with Stereotape’s existing distribution of reel-to-reel machines, distributors and select manufacturers’ representatives.

“We are not interested in 8-track and cassette licensing agreements except for high-quality duplication,” Rubinstein said.

Magtec is now a custom duplicator of audio products for educational and business. Its new Stereotape division also duplicates markets open reel for MCA (Decca, Kapp, Uni) and United Artists Records.

**Infinitis Moves into Worldwide Arena**

**LOS ANGELES—**Judging from the company’s latest reports, Infinitis, manufacturer of tape duplicators, is making major plans for 1972.

Peter Stanton, president of the publicly owned company, expects to enter the new year with the following:

—Product additions in tape duplicating equipment to educational and business mass market.

—More concentration in the international arena.

—Acquisitions in related fields.

—Broadening business in areas like libraries, both public and commercial publishers, and industrial training.

The reasons why Stanton is optimistic are obvious: “More people are aware of Infinitis and its role as a communications tool,” he said. “Educators and businessmen, for example, are more finding needs for tape in as a tape information-communication device.”

First quarter 1967, Infinitis has increased sales each year except one, and Stanton expects 1972 to show a very healthy gain over last year.

**International Tape**

**LONDON—**Continental Record Distributors has exclusive tape rights for the U.S. This means that Musicdirc, a wholesale distributors’ series is distributing prerecorded budget tape lines from Arrowwood and International Artists, both owned by Arrawod.

—Songwriters’ Guild International is copying all cassette player sold as one way to beat home bootlegging. The royalty then would be paid to songwriters, artists, writers, publishers and record companies.

—Sony has been granted licenses for models MR-1010 and MR 4141. M—Mustapets, which is building its cassette wholesaling business, also is petitioning to be operational in March with a full line of cassette products.

**MILAN—**The growing bootleg tape market has spread to Italy, where a wholesaler revealed that 50 percent of all pre-recorded cassettes on sale in Bergamo are pirated. A wholesaler in Bergamo told cassettes in Italy last year amounted to about four million units. About 4.3 million units of blank tape were sold in 1971.

**BUENOS AIRES—**E.P.S.A. Electrical Products S.A. has installed a cassette duplicating equipment to handle an expected increase in production.
Capitol's Special Markets Wing Scours Industry for Q' Tie-ins

LOS ANGELES—The trend is still strong, and it's far too early to say if it's a fad, according to one meaningfully in special markets, but Capitol's Bill Dempsey, who handles those markets, hopes fully that the trend will continue. Dempsey, director of special markets, and Ernie Domin, who produces product for the label's specialty division, have combined to give Capitol a quadra-sonic capability in the premium field.

Domin has recorded an original instrumental version of "Great Hit Songs of Fiddler on the Roof" entitled "A" and "The Great New Love Themes" (side B) in 4-channel discrete and matrix cartridge, high-end markets hopes to have four additional quadrasonic cartridges, all matrixed, in March, with product in discrete format on request, according to Dempsey. In all cases, however, 4-channel titles will be created for special markets, not called from existing catalog unless requested by a customer.

The "Fiddler" cartridge was recorded at Capitol's 50th-anniversary party, with orchestra and includes "If I Were a Rich Man," "Somewhere," "Traditional," and "Fiddler," side B, "The Great New Love Themes," "Love Story," "Romeo & Juliet," and "For All We Know" (on a lot by Madi- gan). Except for one 4-channel package, John Lennon's "Imagine," Capitol is void of quadra-sonic product, since the "Fiddler" cartridge was the only one planned by Dempsey and Domin, are aimed at "as a sales tool".

"Although prepared for a special purpose, we hope fully our efforts will spill over into consumer merchandise. But our intention is to sell it as a premium," says Dempsey.

For his purposes, Dempsey is continuing the 8-track tape slant and offering it in a shrink-wrap with dacodes and in 6-color graphics at $1 more, or $2.70. Both have been designed to turn their 4-channel tapes into disk counterparts, but utilizing Columbia's SQ matrix concept, the EMI Ltd. (and Capitol) is licensed to one. In short, Capitol's initial effort in 4-channel disk will be aimed at special markets, since Lennon's 4-channel cartridge was only "a test," and邓普西 said, "You simply can't walk into major periphery buyers and offer the 'as' catalog package of warmed-over titles. You have to be involved with total merchandising campaign tailored to the user."

For response to non-record sources is encouraging, Dempsey claims, and points at the following concepts as examples:

2. Created five 8-track cartridge and head cleaner to an album storage book for Arvin Industries.
3. Recording a live 2LP set of lectures by Dr. Joyce Brothers (Continued on page 47)

NEW YORK — Panasonic did the expected and officially intro-duced its automotive tape player line at a product-distributor meet- ing in Miami.

It is offering a 4-channel cartridge unit, a stereo cassette, two 8-track players, an AM-FM multi-ples radio and several accessory units.

Model CX-601 discrete quadra-sonic car/home stereo player that plays both standard and 4-channel cartridges at $139.99; RS-248 stereo pack, cassette, featuring a bump-backed control at $109.99.

CQ-880 8-track car/home player with FM radio featuring home mounting cabinet and speakers at $119.99; CX-880 8-track car/home player featuring instant replay button and color channel indicators at $109.99; and CK-700 AM-FM multiplex radio at $109.99.


CJ-185 speakers at $39.99 for CX- 880 and CQ-880 with two pair costing 4-channel sound with the CX-601, CJ-186 home adapter at $39.99 for the CX-601 quadra-sonic player.

Display Media Debuts Case

CHICAGO — Display Media, Addison, Ill., has introduced a li- brary case which holds 40 cassettes at $18.95.

The company's accessory line also includes a storage library for 20 cassettes at $9.95 and a similar unit which holds 40 cartridges at $19.95.

FTC Prepares 2nd Amplifier Ad Study

WASHINGTON — The Federal Trade Commission is considering another proceeding to set fair trade regulations on the advertis- ing of home entertainment amplifi- ers, used in radios, record and tape players, photography and/or tape combinations, component audio and video equipment.

The commission is dissatisfied with last April's proposed set of regulations and, in fact, with the entire concept, as a new standard is needed to pre- vent "wide-spread false output ratings" that deceive consumers.

The commission says it believes the most reliable method of testing power output of amplification equipment is to supply continuous power output capability. FTC has found the rating of am- plification equipment in terms of "music power or peak power," provides a gross exaggeration of the output figures.

In the case of "power output," a consumer might purchase a stereo set re- served as capable of handling 200 watts output in preference to a set rated only 50 watts output, believing the 100 watt set to be superior. In fact, the stereo rated 50 watts output may be comparable or superior.

FTC blames some of the abuse of amplifier rating on the industry failure to agree on a single stan- dard for rating the equipment, and has issued rules based on numerous standards and testing methods.

The FTC hopes the rating of power output of amplification equipment according to the RMS or continuous power model will provide consumer with a "valid and meaningful basis for com- parison of like products." Technically, the FTC has re- quired a more formal list of the factors to be considered, including: power output, and power frequency response.

1. The manufacturer's rated minimum sine wave continuous RMS power output in watts per channel.
2. The load impedance, in ohms, for best output. The equipment must in- tend the equipment to be used in the band or frequency response.
3. The rated percentage of maxi- mum total harmonic distortion at any power level from 250 mW (2.5 watts) to the rated power output.
4. Exemption from the disclosure requirements is provided if all re-

NAR M convention in Miami. Or fill out and mail the enclosed coupon to Don Kardon, publisher, On Tape magazine, 107 Forest Ave., Nar- birg, Pa., 19072.

Published bi-monthly. Spring 1972 is in the mail the last week of Feb.

Tape Cartridge

ASK THE MAN WHO KNOWS

about recording tape and cassettes — and how to merchandise from interior displays for maximum sales profits

Pfanstiehl

FACTORY-TO-YOU SALES SALES REPS.

KNOW and offer you the know how that goes with the profit line from Pfanstiehl.

Pfanstiehl

FACTORY-TO-YOU SALES REPS.

To Don Kardon, publisher, On Tape magazine, 107 Forest Ave., Narberth, Pa., 19072:

1. Please send me your Dealer/Distributor rate card.
2. If I send me your advertising rate card.
3. I enclose $4.00 for yearly 6 issues subscription.

Name:

Address:

FEBRUARY 19, 1972, BILLBOARD
Hurdles Thwarting Steady Advance of 'Q' Retailing

LOS ANGELES—Make no mistake about it, 4-channel is selling, but it would sell a lot more if the industry took note of the following:

- When some form of standardization is reached.
- When prices come down on the high-end models.
- When additional software becomes available.
- When manufacturers put more promotional muscle behind it.

Lack of adequate variety of software is considered by many retailers to be the chief stumbling block in 4-channel sales. But more and more retailers are now starting to talk about 4-channel FM broadcasting.

"We're working now on a 4-channel channel system," said an East Coast retailer. "The public is being bombarded with media material," said Bill Whitley of the Sound Center in Columbus, Ga. "This accounts for much of the current interest. We're stepping in with decoders, which is helping speaker and amplifier sales, and we're working now on a separate demonstration area for 4-channel.

Harold Wally of Wally's Stereo

Maxell's solution to those many unhappy returns.

While some cassette brands have an extremely high return rate, dealers report close to zero returns for Maxell's line of cassettes.

Why the startling difference? Maxell has been developing and perfecting its cassette mechanism for more than 7 years. All the bugs are out.

The Maxell "shell" is virtually fault-free. From the smooth-running nylon rollers to the heavy-duty plastic case.

Once you sell a Maxell cassette, it stays sold.

And the only kind of returns you get is a customer coming back for more.

The quality alone makes Maxell worth carrying and recommending.

But now, Maxell is running special ads—like the one on the opposite page—to tell our story in such publications like Stereo Review and Rolling Stone. So, you'd better have some Maxell cassettes on your shelf when the requests start.

For more information, contact your Maxell representative. Or, call 212-986-1844.

Contact your local representative for details on the MAXELL AUTOMATIC SAVINGS PLAN FOR 1972.
Second Amplifier Ad Study

- Continued from page 45

representations of these performance characteristics clearly and conspicuously disclose a manufacturer's rated power output, and that rated output does not exceed two watts (per channel or total). This exemption did not appear in the earlier proposed rule, FTC noted.

In addition, emotional disclosures are permitted under certain conditions, and disclosures as to performance characteristics are prohibited if they are not obtainable without the use of extraneous aids.

loose window can allow dust to enter
fixed plastic guide posts can cause tape wear
light plastic casing can warp, cause machine damage
precision-molded heavy-duty styrene case keeps its shape
sonically sealed window locks out dust
free-running nylon rollers are virtually frictionless
A COMPOSITE OF LEADING CASSETTE BRANDS

Problems

- welded seal can cause shell distortion
- waxed paper slip sheets might cause tape to wind unevenly
- tape attached to hub in one place only, can pull out
- sealed with precision screws for perfect closure

A MAXELL CASSETTE

Solutions

Most cassette manufacturers tell you how great their tape is. What they forget to mention is that the tape is only as good as the "shell" it comes in. Even the best tape can get mangled in a poorly constructed shell. That's why Maxell protects its own superior tape with a uniquely superior shell.

Compare the two cassettes above. On the top, a composite of leading cassette brands. On the bottom, a Maxell cassette. You don't have to be a technical wizard to see the problems and Maxell's solutions.

As for the tape itself: in the September, 1971, issue of Stereo Review, both the Maxell Low Noise and the Maxell Ultra-Dynamic tape cassettes were shown under laboratory conditions to be unsurpassed in their overall quality and consistency.

Like most cassettes, Maxell comes with a lifetime guarantee. Unlike most cassettes, you never have to return Maxell!

The answer to all your tape needs.

Maxell Corporation of America, 501 Fifth Avenue, New York, N.Y. 10017

FEBRUARY 19, 1972, BILLBOARD
Maxell’s La Brie Welding
Strong Retailer Liaison

NEW YORK—Maxell Corp. of America, a subsidiary of Hitachi Maxell Ltd., has inaugurated a program of “image-builders” to tell its story to dealers.

The company, a late starter in the blank tape marketplace, has the usual consumer products: high energy cassettes, low noise, car and open reel.

But Gene La Brie, national sales manager of consumer products, is traveling across the U.S., wooing dealers with a series of “image-building” contacts.

One way of convincing retailers about quality tape, he believes, is staging tape clinics in stores to educate consumers about high-end products.

Maxell’s traveling tapeshop has played about 50 cities, where consumers are invited to test their own blank tape against that of Maxell’s lines. Maxell offers betweeen 30 and 50 competitive brands for inspection if consumers are hesitant about experimenting with their own tape.

A second image-builder is educating dealers and consumers on the quality differences of blank cassettes. The program centers on training seminars discussing formulations, price differences and quality, La Brie said.

The company is advertising in consumer publications, ranging from sophisticated magazines to underground books, and from radio promotions on classical and FM stations to promotion kits. "It’s all geared to image-building," he said. (Billboard, Nov. 13, 1971.)

Maxell’s tapes were image-builders in a sales promotion kit outlining price schedules, co-op advertising programs, in-store displays, local merchandising programs and technical information on cassettes, cartridges and open-to-reel.

Ampex Financial Woes Begin

**Continued from page 10**

contract, and certainly the most controversial, was a three-year exclusive pact with Kinney, which Ampex executives refuse to discuss.

**Lupin Kinney Revenue**

Ted Ashley, chairman and chief executive officer of Warner Bros. Corp., a subsidiary of Kinney Service, said at the time, "A tape distribution arrangement with Ampex will yield the company—Warner Bros.—$60 to $70 million in revenue.

(Although Ashley didn’t elaborate on the contract arrangement, he said that this will be a substantial improvement from the company’s tape revenue.)

The only comment Ampex will make about the contract is an unofficial terse statement. The biggest problem is giving the Kinney labels (Warner Bros., Reprise and Atlantic) a financial windfall during the three-year span. We can’t even make payments to the labels.

At this point, and a special audit may turn up other deficits, in Ampex Stereo Tapes and Ampex Records (both making up the Ampex Music division), the picture as it appears today: Two-thirds of the $40 million loss this fiscal year will come from current operations, with the remainder from a devaluation of assets and the establishment of reserves in several areas.

Reserves are established for contingent liabilities for guarantees and to provide for doubtful accounts receivable and for the discontinuance of certain unprofitable lines.

Ampex discontinued its consumer division, which makes cassette, cartridge and open reel recorders. The division accounted for about one-tenth of Ampex’s sales of $296.9 million in fiscal 1971.

—Dismissing executives in many divisions, including consumer equipment and musical equipment.

—Deemphasizing Ampex Music division, where sales dropped 15% or 25 percent of the $40 million loss.

—The revaluation of assets will include a write-down in the value of royalties on sales of prerecorded tape. Ampex pays record companies in advance for the right to duplicate performances on cassette, open reel and cartridge.

—Strong Retailer Liaison

NEW ESC Unit

NEW YORK—Eastern Specialties Corp. has introduced model TP-2000 8-track home player with speakers at under $90. Features include slide control switches for volume and tone.

SHRINK WRAP TAPES

**SHRINK WRAP TAPES**

**STEVENSON**

**LOW PRICE, PORTABLE SHRINK PACKAGING MACHINE**

PACKAGES 200 to 600 tapes per hr. 110 volt—plug it in. Machine has three speeds, ready to use.

**FILM COST $1.00 per cartridge.**

**$695 FULL PRICE**

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**SHRINK PACKAGING EQUIP. CO., INC.**

**802 3444, GRANADA HILLS, CA 91344**

Telephone: (213) 349-1710

Bolivian Tape Solely Cassette; One Man Duplicates Output

BY RON SCHLACHTER

LA PAZ, Bolivia—The Bolivian tape industry is literally a one-man operation.

The only configuration of tape that is produced nationally is cassette, and this is produced by only one company, Lyra Records. As for the one-man operation, Lyra employs just one man to duplicate its prerecorded cassettes and he works only about four hours a day.

We have only one man working half a day to do all our production.

This man does everything from doing the duplicating to salting and putting the labels on the cassette cases. We have facilities to duplicate six cassettes at a time and store we receive orders for one or two of a certain cassette. It does not pay for us to produce any more.

For Players Available

The tape industry here is very slow. In a volume because there are very few cassette players in Bolivia, Durri said. "The problem is with the importation. The customs tax is so high that only a few players are imported. For example, a cassette player that costs $60 in the U.S. will arrive here and immediately a freight charge of $10 has to be paid. Next, customs charges a flat tax of 95 percent of the value of the player and up to 10 percent on the cost of the player.

As a result, we are hit with a tax of $20 to $30.

Another reason is that Lyra cassette costs about $7 while an imported cassette ranges from $9 to $10.

Another reason is that Lyra is now recording Bolivian artists and music on cassette. "It’s very simple," Durri said. "Bolivians like their artists and their music and they prefer a cassette of Bolivian music rather than a tape of Argentine music." Some of the more popular cassettes feature artists such as Nerah Zapata, Tito Oniel, Conrado Antillas, Zulma Yugar and Jose Zupata.

Nartrans Has a Cassette Album for every need...

And as you all know, that’s a cut below the prices of most other in-cassette duplicators.

Our machine will duplicate 25 cartridges per hour. 8-track and/or 4-channel quad.

It is automatic, worthless service, if ever necessary, almost as easy as operating the machine.

Its 11-inch by 19-inch by 15-inch size lets you put it about anywhere a typewriter can be put.

Send for a Spec Sheet. Better yet, send for a duplicator.

We think ours is the best on the market. Otherwise, how could we justify spending 3 years developing it?
Sears Plans Offering Several Priced Units

NEW YORK—Sears plans to introduce a $750 adapter unit to allow owners of its 1970, 1971, and '72 TV sets to play Cartrivision tapes. The move is in line with Avco’s Cartrivision this June in a 25-inch $1,500 version. Sears will also introduce a smaller, less expensive version of the unit.

Sears’ Cartrivision unit is the first mass merchandiser to announce a device to produce Cartrivision. Montgomery Ward, for example, will be selling a Cartrivision in Admiral sets but that chain has not announced when those models will be available.

A goal of Avco’s—that of having the programs rented at the same location as the players—will be achieved by a $195, 6-hour unit which won’t have any comment on this matter other than “we’re not telling anyone.”

In any event, the rental of the player ($3 or $5 a day depending on the time length) allows a lot of video sets for sale. Sears’ original concept is to rent the tapes to dealers at $5 to $7 a week, with the dealer in turn reselling them to a customer for $5 or $5 a day. But that raises some questions. What if the viewer decides not to return the Cartrivision the next day? What if he goes out of town and forgets? The Cartrivision are designed so that they can only be viewed one time and then have to be rewound.

Aldous, chef responsible for all the tapes, will provide some form of convenient manner with which the customer can send back the tape without having to come back in person.

There are a lot of questions which have no answers at present. Surely record dealers are not accustomed to renting anything they own. And the record shops are certainly one prime sale outlet for Cartrivision tapes.

Neither are department stores. In a real sense, Sears will be pioneering the development with Cartrivision tapes.

Optronics Libraries Merge With Trans America Films

BY RALPHJOE

NEW YORK—Optronics Lib- raries Inc. has merged with Trans America Films Inc. Under this arrangement, the chairman and co-founder of Optronics, Mr. Optronics, will continue to be controlled by Stan-Liner, which will take over all of Optronics’ TV pro- grams, the production of records, and its television operations.

Among its current projects as a subsidiary of Trans America, Optronics will also continue to produce and sell the “Super Fly,” a film that is being played by the company’s own films, and directed by Gordon Parks Jr.

Optronics will also work closely with Cinema, another subsidiary of Trans America Films, in the development of the “Super Fly” movies, which, according to Stan-Liner, will be better off than ever in the future because of the new technique developed by the company.

Stimler stressed that despite the relatively small amount of cash involved in the Cartrivision deal, the company is “not ready to have a continuing commitment with the record companies on the plan for future development of television.”

“We have,” said Stimler, “a company, Inc., for the delivery of record companies sometime in the future of this year. We are also discussing with other companies for the delivery of record players as they become available.”

Stimler pointed out that the only reason for his company’s shift in emphasis from the Cartrivision unit to music and film was the development of the Cartrivision. “We just haven’t developed the company as quickly as we anticipated,” he said.

Meanwhile, Paul Marshall has resigned as an officer in the company and a member of the Board of Optronics. However, he still holds shares in the company.

Matsushita Bows Three 3/4-In. Videotapes

TOKYO—Matsushita has bowed three 3/4-inch videotape units here. The models use standards adopted by such other firms as Sony and Victor Japan.

The three units include a record/playback with built-in tuners which uses a conventional color set as does the monitor (a playback only unit and a satellite unit with the unit for outside video, the monitor). The video recorder is a color television set with built-in tuner. The 3/4-inch tape with a maximum of 2,000 sets for the three units.

Matsushita’s American arm, Panasonic, has built both 3/4-inch and 3-inch models. The 3/4-inch model in both record/playback and playback only in black-and-white. The 3-inch model and records play back in color.

Matsushita tests the 3/4-inch concept four playing hours a day, up to 30 minutes a 1/2-inch of tape.

Remaining EVR Officials to Rockleigh

NEW YORK—Harry F. Smith, the new president of CBS’s Electronic Vehicles and its chairman and a number of his associates have moved out of the headquarters for CBS at Rockleigh, N.J. duplicating plant.

This facility has been designed for a phase out within the next six months, per CBS’s corporate move to cease the cash flow for development of the EVK concept.

As part of its reorganization, CBS has downsized to 50 percent interest in the England-based EVK Partnership.

Smith succeeded Robert Brockway, the first EVR president. “We’ve already gone from EVR roles that are half of a 2,000-employee working in the division in Rockleigh.”

The responsibility for duplicating cassette for business and industrial clients in the U.S. will go to the EVR Part of the rockleigh, Essex, England plant, once that facility is ready to meet an increased production load.

Smith joined EVK in October, 1970, as marketing vice president. His video experience includes four years with General Electric’s closed circuit TV business department. He was a vice president of General Electric for 20 years total.

When the phasing is completed, EVK will consist of a core of executives required to handle patent rights. The licensing of hardware companies and rights to distribute English made programs in the U.S.
**Radio TV Programming**

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**Vox Jox**

Continued from page 29

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**ACTION Records**

NATIONAL BREAKOUTS

**SINGLES**

COULD IT BE FOREVER . . . David Cassidy, Bell 45, 187 (Pockett of Tunes, BMI)

ALBUMS

MICHAEL JACKSON . . . Get to Be There, Motown AATZ-7

ARETHA FRANKLIN . . . Young, Gifted & Black, Atlantic SD 8213

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**REGIONS Breakouts**

**SINGLES**

GOOD FRIENDS . . . Pappy Family, London 172 (Gone Fishin', BMI)

**ALBUMS**

There are no regional breakouts this week.

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**Bubbling Under**

**The HOT 100**

101. IT'S ALL UP TO YOU . . . Dells, Cadet 5469 (Chess/Jones)

102. AFRO-STRUT . . . Nick Waterhouse, RCA 55113 (London)

103. DO WHAT YOU SET OUT TO DO . . . Bobby Bland, Duke 473

104. THANK GOD FOR YOU BABY . . . P.F. & L., Columbia 445519

105. BRIAN'S SONGS . . . Peter Nero, Columbia 44454

106. IT'S GONNA TAKE A MIRACLE . . . Laura Nyro, Columbia 44537

107. THE MAN YOU LOVE . . . Kinks, RCA 476030

108. KING OF THE ROAD . . . Capo, Capitol 23805

109. GET OUT OF BED . . . Livingston Taylor, Capricorn 50325

110. HIS SONG SHALL BE SONG . . . Low Rags, MGM 14429

111. BRANDY . . . Scott English, Janus 171

112. IN A OUT OF MY LIFE . . . Norteño & Versiona, Gordy 7113 (Matones)

113. WHAT IS IT . . . Undigued Truth, Gordy 7114 (Matones)

114. CAN'T HELP WHY LOVE YOU . . . Whispers, Janus 174

115. DO YOUR THINGS . . . Kershole Enterprise 9522 (Stax/Veer/Atlantic)

116. A COWBOY'S WORK IS NEVER DONE . . . Kinks, RCA 476030

117. KEEP ON TRYING . . . Kershole Enterprise 9522 (Stax/Veer/Atlantic)

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**Bubbling Under the TOP LPs**

201. COVEN . . . M-26710

202. DABO WILSON . . . MGM SE 4801

203. ABRAHAM . . . Motown, Motown 301 (Northern)

204. FREDDIE NORTH . . . Friend, Mankind 304 (Northern)

205. Z.Z. HILL . . . M-26710

206. DANNY DAVIS IS THE NASHVILLE BRASS . . . 24-2237 (RCA LSP 4657)

207. MIKE CURE KDUBBERSON . . . Sweet Whispering I Love You, MGM SE 4801

208. LINDA RONSTEN . . . Look at Yourself, Motown 301 (Northern)

209. ISAAC HAYES . . . In The Beginning, Atlantic SD 5599

210. THOMAS EDWARDS WITH THE NICE . . . Turn Blue, M-26710

211. CANNONBALL ADDERLEY . . . Turn Blue, M-26710

212. JOHN PRINE . . . Atlantic SD 8296

213. LARRY WILLIS . . . Atlantic SD 8296

214. RAY GATES JR. . . Atlantic SD 8296

215. LOU RAWLS . . . Silk & Soul, MGM SE 4809

216. JOHN PRINE . . . Atlantic SD 8296

217. ARTHUR FIEDER . . . Plays the Music of Paul Simon, Polydor PD 5018

218. P & E . . . Columbia, Columbia 2036

219. DOUG KBERSETH . . . Swamp Gorillas, Warner Bros., 25581

220. TONY PROČER . . . Duke Of Persia, Atlantic SD 80834

221. CANNED HEAT . . . Historical Figures & Ancient Head, United Artists UA 5557

222. JO DUNNE . . . Down From The Hills, RCA LSP 46570

223. CLIMAX BLUES BAND . . . Tightly Knit, Sire S 5903 (Polydor)

224. CONRAD RAY . . . Columbia, Columbia PD 5015

225. MANFRED MANN'S EARTH BAND . . . Columbia, Columbia RT 3002

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**STEFAN PONEK**, air personality on KSAN-FM, San Francisco, chats with Linda Ronstadt, Capitol Records artist. She was in the Bay area for a two-week engagement at the New Mission Bell and took advantage of the occasion to visit the progressive rock station.

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**Bubbling Under**

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**The HOT 100**

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**Bubbling Under the TOP LPs**

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**STEFAN PONEK**
It's all up to you.

The Delis

have been bringing people together for nearly nineteen years.
Because what they have to say usually means something to everyone.
The new single is

**IT'S ALL UP TO YOU**
(CA-5289) b/w OH, MY DEAR
from the album FREEDOM MEANS. (CA-50004)

CADET

Chess/Janus Records, A Division EMI Corporation, 1301 Avenue of the Americas, New York, N.Y. 10019
Also available on EMI 6-Track Stereo Tapes and Cassettes
PARIS — Philips France group Managing Director Miro Zivkovic, a former rock musician, has returned from a week-long trip to the Philippines, where he attended the 31st annual meeting of the Asia-Pac-ific Phonographic Industry (APIPI). Philips, the world's largest record company, is currently launching a new label in the Philippines, which will be called "Philippines Music." Zivkovic's trip was part of the company's effort to expand its presence in the fast-growing Southeast Asian market. The trip was also an opportunity for Philips to explore potential partnerships with local musicians and record labels. Zivkovic met with Manila's top musicians and producers, as well as local music industry executives, to discuss the future of the music industry in the Philippines and the role that Philips can play in supporting it. The trip was a success, and Philips has already started negotiations with several local record labels to launch the Philippines Music label. Zivkovic was impressed by the talent and dedication of the local musicians and producers, and he believes that the Philippines has a bright future in the music industry. He also expressed his confidence in the growth potential of the market, which is expected to continue expanding in the coming years. Overall, Zivkovic's trip was a valuable opportunity for Philips to strengthen its relationships with local partners and to explore new growth opportunities in the fast-growing Southeast Asian market.
Johannesburg

New Zealand singer John Rowies arrived here Jan. 27 from club circuit in England on his first non-stop country-wide tour. Appearing with Rowies will be the popular progressive folk trio Maggie Carter, Derek Den and singer Anne Stoks. Rowies, who has been in Johannesburg, Gallo, held a dinner and dance party at the Shogun Restaurant and radio representatives as well as TV and radio representatives from around the world. RPO has announced that five of the company's local artists will be performing, as well as the South African singers they are going to perform with. The tour will be in Europe, and the South African singers will be performing in various cities, with Rowies as the main attraction.

Ken Shida

JAPANESE violinist Yukio Kurokuma is back in Tokyo Nuna Kaiken, following her return from Europe and the U.S. Japanese pianist Jonaki Morita begins his first tour of Japan, Japan Records, and the Polydor Festival. Jonaki, who has been living in the States, has started work on his first album, and the tour will be held in major cities. Jonaki's manager, Mr. Hiroyuki, has been busy working for this tour, and is now busy planning the promotion campaign, which will begin on Feb. 10, to coincide with the group's Japanese tour in March. The tour will consist of 13 cartridge tapes featuring Yoshiko Tabata, Seiko Takanashi, and Ayako Morita, all of whom are well-known for their excellent renditions of the music of the Orient. The tour will be given in a recording studio in the Orient.

Johannesburg

New singer Anders Mikkelsen, who is known for his powerful voice and his ability to hold the stage, has been signed by RPO to record an LP for the company. Anders is a member of a new group called "Saltwater," which has received a great deal of attention in recent months. The group is made up of three members, all of whom are well-known for their singing ability. The group has been working hard on their second LP, which is due to be released in March. The group is working on their third LP, which is due to be released in April. The group is also working on their fourth LP, which is due to be released in May. The group is also working on their fifth LP, which is due to be released in June. The group is also working on their sixth LP, which is due to be released in July. The group is also working on their seventh LP, which is due to be released in August. The group is also working on their eighth LP, which is due to be released in September. The group is also working on their ninth LP, which is due to be released in October. The group is also working on their tenth LP, which is due to be released in November. The group is also working on their eleventh LP, which is due to be released in December.
DONNY OSMOND—PUPPY LOVE (2:58) (Prod: Mike Curb) (Writers: Anka, BMI) —Dennisrqne released "So Am I Away Little Lulu" the Donny Osmond sound has been one of the more solid pop and sales package. Flip is a slow burn rhythm ballad that follows. "I've Got A Feeling" offers much of the single million seller. Flp: No info available. Enterprise 1657 (MCA)

SONNY & CHER—A COWBOY'S WORK IS NEVER DONE (3:14) (Prod: Sonny Bono & Sfuart Garfunkel) (Columbia, BMI)—This upbeat rhythm item moves to the front of the package. "One Fine Day" is a slow burn rhythm ballad that plays and sales potential. Flp: No info available. Kiro 2163 (MCA)

ISAAC HAYES—DO YOUR THING (3:16) (Prod: Michael X) (Writer: Hayes) (Stax/Memphis) (Writers: Deshayes, Memphis, BMI)—From the smash "Shaft" LP comes up another super hit. Offers much of the single million seller. Flp: No info available. Enterprise 1650 (Stax/Varies)


LOOKING GLASS featuring Tasha Thomas—DON'T MAKE ME FEEL GOOD (2:48) (Prod: Wes Farrell) (Writers: John Ramey, Ltd. (SPL)), (BMI) —This strong rhythm item with a solid female vocal will make a solid back up to his hit. "Sweet One" offers much of the single million seller. Flp: No info available. Epic 36127 (12"") (EMI-Dunhill) (EMI-Dunhill)

LETTERMEN—OH MY LOVE (3:20) (Prod: Lerttermen Inc. (Prod: Warner Bros., Ono, BMI) (Writers: Alford, Givens, BMI) —This strong rhythm item from start to finish and has to make a hefty push 40. Offers much of the single million seller. Flp: No info available. Epic 36127 (12"") (EMI-Dunhill) (EMI-Dunhill)

SON OF MY FATHER—CHICORY/GIORIO (3:12/3:46) (Prod: S.O.F., BMI) (Writers: S.O.F.) —Two strong country ballads loaded with a solid vocal. The Georgia version is a run on of a rhythm ballad loaded with a solid vocal. The Georgia version is a run on of a rhythm ballad loaded with a solid vocal. The perfect little ballad that will hit the Top 40. Offers much of the single million seller. Flp: No info available. Epic 36127 (12"") (EMI-Dunhill) (EMI-Dunhill)

MARTIN & ERIC—DON'T LET ME MAKE YOU CRY (2:23) (Prod: Arden)—This Latin rhythm ballad loaded with a solid vocal. The perfect little ballad that will hit the Top 40. Offers much of the single million seller. Flp: No info available. Epic 36127 (12"") (EMI-Dunhill) (EMI-Dunhill)

LARK SPOTLIGHTS—YOU CAN'T WITHHOLD THE LOVE (3:08) (Prod: Henry Butler) (Writers: Duncan, BMI) —Heavy rhythm ballad that has been a faithful chart topper since released. Offers much of the single million seller. Flp: No info available. Epic 36127 (12"") (EMI-Dunhill) (EMI-Dunhill)

LARRY CAPPMAN—(640) (Prod: Jack Halton) (Writer: Cappeon) (Columbia, BMI) —Heavy top 40 easy beat rhythm ballad that should be the pick of the week. Offers much of the single million seller. Flp: No info available. Epic 36127 (12"") (EMI-Dunhill) (EMI-Dunhill)

BILLY JOEL—ONLY THE GOOD DIE YOUNG (2:32) (Prod: Joel) (Writers: Joel, BMI) —Heavy top 40 easy beat rhythm ballad that should be the pick of the week. Offers much of the single million seller. Flp: No info available. Epic 36127 (12"") (EMI-Dunhill) (EMI-Dunhill)

BILLY JOEL—(640) (Prod: Jack Halton) (Writer: Cappeon) (Columbia, BMI) —Heavy top 40 easy beat rhythm ballad that should be the pick of the week. Offers much of the single million seller. Flp: No info available. Epic 36127 (12"") (EMI-Dunhill) (EMI-Dunhill)

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FINALLY, SOMEONE*
DID IT JUSTICE...

Selections from GODSPELL

* that someone is general american records

some of our distributors...
RARE EARTH
IN CONCERT

FEBRUARY
4 Kansas City, Missouri
5 Kalamazoo, Mich., Western Michigan University
6 St. Louis, Missouri
8 Rustin, La.—Louisiana Tech University
10 Indianapolis, Indiana
12 Kansas State Teachers College at Emporia, Kan.
13 Dallas, Texas
18 Houston, Texas
19 San Antonio, Texas
20 Tulsa, Oklahoma
21 Wichita, Kan.—Wichita, Kansas, University
24 El Paso, Texas
25 San Bernardino, California
26 Anaheim Civic Center, Los Angeles, Calif.

Personal Management
RONDEN TALENT MANAGEMENT
1-313-355-5225
Ron Strasner

Booking Agent
WILLIAM MORRIS AGENCY
1350 Avenue of the Americas
New York, N. Y.
1-212-586-5100
<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Date</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>PETER NERO</td>
<td>Message from a Drum</td>
<td>1973</td>
<td>RCA LSP 4275</td>
</tr>
<tr>
<td>BOB DORAN</td>
<td>Standing Ovation</td>
<td>1973</td>
<td>Rca LSP 5000</td>
</tr>
<tr>
<td>CAROLE KING</td>
<td>Natural High</td>
<td>1973</td>
<td>Columbia</td>
</tr>
<tr>
<td>SUNNY &amp; CHER</td>
<td>Live at the Riviera</td>
<td>1973</td>
<td>Word 4280</td>
</tr>
<tr>
<td>SANTANA</td>
<td>Zephyr</td>
<td>1973</td>
<td>Columbia</td>
</tr>
<tr>
<td>LEONARD BERNSTEIN</td>
<td>Let’s Stay Together</td>
<td>1973</td>
<td>Columbia</td>
</tr>
<tr>
<td>LEO Sayer</td>
<td>Love In A Hand</td>
<td>1973</td>
<td>Cbs 30670</td>
</tr>
<tr>
<td>JIMI HENDRIX</td>
<td>Electric LadyBird</td>
<td>1973</td>
<td>Reprise 27030</td>
</tr>
<tr>
<td>ROY ORBISON</td>
<td>Only the Good Die Young</td>
<td>1973</td>
<td>Atco</td>
</tr>
</tbody>
</table>

**Note:** The listed dates are for the respective albums.
John Mitchell
Her Tour

Para
Theatre, Seattle, Washington

Masonic Temple, Detroit, Michigan

Airline Crow Theatre, Chicago, Illinois

Carnegie Hall, New York City, New York

Massey Hall, Toronto, Ontario, Canada

Music Hall, Boston, Massachusetts

Constitution Hall, Washington, D.C.

Academy of Music, Philadelphia, Pennsylvania

Tulane University, New Orleans, Louisiana

Berkeley Community Theatre, Berkeley, California

Los Angeles Music Center, Los Angeles, California

Queen Elizabeth Hall, Vancouver, British Columbia

Her Albums

2038 Slow
5376 Ladies of the Canyon
5341 Clouds
0255 Joel Mitchell

Reprise

MANAGEMENT: THE GEFFEN-ROBERTS COMPANY
<table>
<thead>
<tr>
<th>Artist</th>
<th>Title, Label, Number (Dist. Label)</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CAPTAIN BEEFHEART</strong></td>
<td><strong>Sunset Park</strong></td>
<td><strong>2</strong></td>
</tr>
<tr>
<td><strong>SONNY &amp; CHER</strong></td>
<td><strong>Best</strong></td>
<td><strong>39-21</strong></td>
</tr>
<tr>
<td><strong>LAURA LEIGH</strong></td>
<td><strong>Wanna Love</strong></td>
<td><strong>New Jax 7009 (Buddah)</strong></td>
</tr>
<tr>
<td><strong>JERRY BUTLER</strong></td>
<td><strong>Naked Axe (Chess)</strong></td>
<td><strong>Isis 21101 (CBS)</strong></td>
</tr>
<tr>
<td><strong>WILSON PICKETT</strong></td>
<td><strong>Don't Knock My Love</strong></td>
<td><strong>Atlantic 8329 (Capitol)</strong></td>
</tr>
<tr>
<td><strong>DONNIE WEAVER</strong></td>
<td><strong>Garden in the City</strong></td>
<td><strong>Wax City 11001 (Atlantic)</strong></td>
</tr>
<tr>
<td><strong>DONNY GOSMOND</strong></td>
<td><strong>CRL 9004</strong></td>
<td><strong>Columbia 1705 (Columbia)</strong></td>
</tr>
<tr>
<td><strong>THERESE GENTRY</strong></td>
<td><strong>Easy Rider</strong></td>
<td><strong>Century 8297 (Buddah)</strong></td>
</tr>
<tr>
<td><strong>T. ROBERT SMITH</strong></td>
<td><strong>Porto Rico</strong></td>
<td><strong>RCA LSP 45300</strong></td>
</tr>
<tr>
<td><strong>MICKEY NEWBURY</strong></td>
<td><strong>Highway</strong></td>
<td><strong>Reprise 1004 (Columbia)</strong></td>
</tr>
<tr>
<td><strong>HERB ALPERT</strong></td>
<td><strong>Tweedle</strong></td>
<td><strong>EKS 2709 (Capitol)</strong></td>
</tr>
<tr>
<td><strong>PERSUASIONS</strong></td>
<td><strong>Street Corner Symphony</strong></td>
<td><strong>Columbia 1930 (Columbia)</strong></td>
</tr>
<tr>
<td><strong>JAMES TAYLOR</strong></td>
<td><strong>Sweet Sweet Baby</strong></td>
<td><strong>Warner Bros. W 1840 (Atlantic)</strong></td>
</tr>
<tr>
<td><strong>DONNA MOBLEY</strong></td>
<td><strong>CRL 829 (Capitol)</strong></td>
<td><strong>Columbia 1930 (Columbia)</strong></td>
</tr>
<tr>
<td><strong>JEFF BECK GROUP</strong></td>
<td><strong>Rough &amp; Ready</strong></td>
<td><strong>RCA LSP 45300</strong></td>
</tr>
<tr>
<td><strong>JAMES TAYLOR</strong></td>
<td><strong>Country Life</strong></td>
<td><strong>United Artists UA 5572 (United Artists)</strong></td>
</tr>
<tr>
<td><strong>JOE MCGUINN</strong></td>
<td><strong>Crazy World</strong></td>
<td><strong>Reprise 1002 (Columbia)</strong></td>
</tr>
<tr>
<td><strong>JIMMY DURANTE</strong></td>
<td><strong>How Much I Love You</strong></td>
<td><strong>Fontana 1810 (Fontana)</strong></td>
</tr>
<tr>
<td><strong>SAM THE SHIP</strong></td>
<td><strong>It's All Right</strong></td>
<td><strong>Arista M 61347 (Arista)</strong></td>
</tr>
<tr>
<td><strong>BENNY GOODMAN &amp; HIS ORCHESTRA</strong></td>
<td><strong>Bearcat</strong></td>
<td><strong>Columbia 1930 (Columbia)</strong></td>
</tr>
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<td><strong>JIMMY DURANTE</strong></td>
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</tbody>
</table>
JOHANNESBURG—Swazi Radio, a new community station which will take to the air from Mbhane on Feb. 1, has been geared to be beam light to other African countries.

The station, which will broadcast to South Africa from a barely 400 meters from the South African border, will compete with the South African Broadcasting Corporation's (SABC) main radio transmitter and Learo Marques Radio.

Headed by Swazi engineer, John Wodlinger, an American, whose company Inter-Media of Kalamazoo owns stations in Chicago and television stations in New York and Glendale, Calif., Swazi Radio would be "non-political" and reach listeners in South Africa, Botswana, Lesotho and Zambia and Rhodesia.

It would be manned at first by American and South African technical personnel. Since the national railway, the Johannesburg track, the station, would be handled by the broadcasting.

The station would be owned jointly by Wodlinger's company, which holds an interest in the South African broadcasting company's Swazi stations.

Among the directors are Zachs Nkosi, the Swazi undersecretary for information, and General J.P. Goos, a former South African Police Commissioner, who are both also ministerial interests on the board.

Wodlinger said many South African-based companies had already booked advertising time. There had also been a fair response from commercial under-takers to the station, he said, and other neighboring states.

The station would be able to handle the broadcasting.

Johannesburg disk jockeys would handle the broadcasting.

Clive Calder, a director of the company who also handles his own record production outlet, said: "Over the past 21 years we have made a concentrated study of black music. In America we have an exclusive relationship with artists not only in South Africa, but also in Mozambique, Rhodesia and Swaziland."

The company is enjoying success with a white Afro-rock group, Hawk, who have a bestselling album, "African Day," on the market. The five-member group recently consigned their extensive nationwide tour.

Another white colored ax, the Miracles and the Triangle, have been into a South African rock bag and to disband their record have their record sold out locally.

But Calder emphasized that in the future these acts would be re-recorded with the view of placing the products on the international market as well. He said his companies have the same objectives include the Strangers, the Lights and the Mojo's.

"Levy named Director Of U.K. Industry Body"

LONDON—Geoffrey Brice, former director of Pye and chief architect of the reformulation of the last year of the British Phonographic Industry has been named as the body's first full-time director.

Brice has spent four years with the association with Pye to take up his new post on April 1. Since the BPI was reconstituted, Brice has served as deputy chairman to chairman Len Good, EMI's main board director for records.

The activity generated within the BPI on key industry issues such as bootlegging, piracy and value Added Tax, has put heavy pressure on the industry executives who form the management committee and sit on the various sub-committees.

The high-competitive nature of the business means that the record company management is so heavy that it has been difficult to maintain the momentum of decisions taken at meetings simply because the people concerned are occupied with other matters," commented Brice, "I hope that as a full-time official I shall be able to keep things moving in the right way."

The appointment of a permanent official was made even more necessary by the impending retirement of EMI's Derek Daw who has shouldered the main burden of secretarial and administrative duties.

Brice, a former managing director of EMI, is at the moment seeking office accommodation from within the EMI stable.

Also leaving Pye this month is Monty Pressy, director of market- ing services and the recording studio. He becomes managing director of Domant Records, the UK company formed by Dave Miller whose budget albums are released here on the Strelo Gold label distributed by Record Merchandisers.

Pressy is one of the founder members of Pye, a company he joined in 1956 from Orlade, and was largely responsible for the launch in 1959 of the country's first pop budget label, Golden Guinea. In recent years he has handled Pye's low price releases on Golden Guinea and Murphy and as well as the company's classical material. He was appointed to the board three years ago.

Future plans of Domant have yet to be disclosed, but Pressy confirmed that the company would become solely responsible for SGA catalog which is handled by Record Merchandisers under a licensing agreement with Pye.

"Gold Quartz For Murray"

TORONTO—Anne Murray's total of gold albums reached five this week with the release of her most recent release, "Anne Mur- ray/Glen Campbell."

The LP, recorded in a spirit of give and get, hit the gold mark within a month. Miss Murray has released five albums.

Starts to show in the States (Eastern Sound) later this month to start work on her sixth Capitol album, as yet untitled.

Canadien Country Writer Dies

THUNDER BAY, Ont.—Songwriter James Amadeto, known today as Ryدل Day, died here recently. The 56-year-old composer, who began writing in 1947 with "My Baby's Come Back," has been ill for a short time.

His best known song was "Are You Mine," recorded by Myrna Lorrie, who holds the record position on the U.S. charts.

Amadeto was one of the first Canadians to have an American hit while still in Canada. His songs were recorded by country artists Jimmy Rees, Sonny James, George Jones and Loretta Lynn.

French Hi-Fi Fair, March 18

PARIS—After 13 years at the Palais d'Orsay, the 14th French Hi-Fi Fair will be staged at the Parc des Expositions, the Champs Elysees, from March 18 to 23 this year. 1971 saw the att racted 150 exhibitors from France and 12 foreign countries. It is organised by the French Hi-Fi Fair and the Industry Syndicate PSDA.

Canadian Nov. Sales Increase

OTTAWA—Record sales in the month of November showed a considerable increase from sales of the same month last year, according to latest figures released on December 3.

A total of 5,856,622 records were produced in Canada, compared to 4,758,487 units a year previously.

The cumulative total for 1971 was up to 41,937,723, against 39, 333,529 for the year before.

Total figures for 1971 are expected to record breakings.

RESERVE YOUR AD SPACE IN BILLBOARD'S WARM ISSUE (MARCH 18)

AND TAKE ADVANTAGE OF OUR SHOW DISTRIBUTION
World Parley to Probe Piracy

This page contains text discussing a parley to probe piracy, including references to various individuals and companies, as well as some dates and locations. The text is not clear enough to extract meaningful information without further context or clarification.
Purple Doesn't Go With Everything.

"The Purple label will concentrate mainly on albums," Tony Edwards and John Coletta (managers of Deep Purple and Ashton, Gardner, Dyke & Co.) said when they announced the formation of Purple Records last October. "We are not going to be limited to ultra-progressive material, but one thing that all our records will have in common is that they will be good music — we are not at all interested in making three-minute doggerels to get hit singles.'

Only the Best.

"There will be a great amount of variety within the scope of Purple. The range will go from classical (such as Jon Lord's GEMINI SUITE, SMAS-870, released last November) to heavy rock music!"

Purple Records
Distributed in the United States by Capitol Records, Inc.
CANNED HEAT JUSTRecorded Their First New LP in Almost Two Years.

HISTORICAL FIGURES AND ANCIENT HEADS / CANNED HEAT

IT'S AN ALBUM YOU'VE BEEN WAITING FOR.

This time around, Canned Heat rocks 'n rolls in the select company of Little Richard, Harvey Mandel, Charles Lloyd and a few other of their celebrated friends.

Joel Scott Hill makes his debut as a permanent member of the group, singing and playing up a storm.

And the rest of the band has never played better.

The album is called HISTORICAL FIGURES AND ANCIENT HEADS.

It just goes to show you that when it comes to rock 'n roll music, you still can't beat the Heat.

'HISTORICAL FIGURES AND ANCIENT HEADS'

Produced By Jim And Skip Taylor. On United Artists Records And Tapes.