Single-Breaking Road Gets Tougher
By EARL PAIGE

CHICAGO — Billboard chart analysis reveals there are fewer singles being released and that it’s taking them longer to peak on the Hot 100 as compared with five years ago. The trend means that labels are working fewer singles much harder. Programmers, one-step managers, label promotion men and people at stations all agreed a new single is increasingly tough to get traction.

Other aspects of the trend: Tighter radio station playlists, the policy of many major market stations to play it safe before going on a record and album cuts starting to compete with singles for exposure. According to some experts, the trend also means that jokebox programmers are also playing it safe with new artists but at the same time are missing the opportunity to ride hit for a longer period.

Gortikov Vows A Pirate War
BAL HARBOUR, Fla. — Stan Gortikov will throw additional fire power into the Recording Industry Association of America’s fight against the bootleggers and counterfeilers in its newly appointed position as RIAA’s permanent president/CEO, Victor Fornillo, said.

Gortikov told Billboard he recognizes that his immediate priority must be to stop the action and piracy battles, can be expected to substantially step up RIAA’s full-scale fight against illegal duplicating.

With Gortikov at RIAA’s helm, the U.S. record manufacturer’s associations will work toward stronger ties with its counterpart associations in other countries. The international involvement of RIAA, Gortikov said, is “key to future success.”

(Continued on page 8)

Melnick Group Opens 6 Stores
By CLAUDE HALL

PHILADELPHIA—The first of six full-line retail outlets will be officially opened here Tuesday (21) by Sound Track, Inc., a new firm just launched by Al Melnick, A&R Distributors here. Sam N. Balazy, owner of Mads Discount Records in Ardmore, Pa., and Norman D. Cooper, a tape and record wholesaler in the area.

Sound Track No. 1, with 2,000 square feet of space, will be devoted to album and tape cartridge sales, but about a third of the store will also carry automobile and home sound hardware, merchandise, including tape cartridges.

In welcoming retailers to its fold, NARM was funded by some for giving true meaning to its name as an association of record merchants.

Its membership now includes such impressive retailing newcomers as S. Klein’s, Alexandra’s, Kovette, Vernado, the Jefferson Stores, Montgomery Ward Discount Records, Hawaii’s House of Music, Waxie Music, King Carol of New York and Music Odyssey of California among others.

The addition of retailers further expanded NARM’s ranks. Its convention here was the largest in its history, attracting an attendance of approximately 1,500.

The convention’s primary issue concerned “Internet Problems” (see story, p. 3). The tone of this year’s meetings reflected the association’s battle with cable.

(Continued on page 12)

A Love Story: NARM, Dealer
By LEE ZHTO

RTR Name Now Is Music Week
LONDON. Billboard’s sister publication, the Record & Tape Retailer, has changed its name to Music Week and has been completely restyled.

The name Music Week first began to be incorporated in Record & Tape Retailer’s title some six months ago. “We have completed the changeover,” said executive director Mike Hennessey, “because the continuing diversification of the music industry into new areas of growing importance to manufacturers and dealers, meant there was a need for the change.”

(Continued on page 4)

IMIC EXHIBITORS TO SHOW ELECTRONIC GEAR

NEW YORK—Latin America will get its first view of the new electronic hardware at the exhibits being lined up for the International Music Industry Conference (IMIC) to be held April 30-May 5 at the Acapulco Princess Hotel, Acapulco, Mexico.

Exhibitors have indicated that they will be showing their lines of videotape recorders and cassettes among other wares.

IMIC-4 marks the first time that exhibition booths will be available to participants. Already set for exhibition space are Motorola, Sony Corp. of America, and STM Electronics, Samsun Electric Co., Ltd., is virtually wrapped up as another exhibitor. The company staging the Conference, interest in exhibition space is running high and inquiries are coming in on a regular basis. The principal push to bring more firms into the exhibitor fold is now under way.

IMIC-4 is sponsored by the Billboard Group of publications. Information regarding exhibition space may be obtained from IMIC-4, 300 Madison Ave., Ninth Floor, New York, N.Y. 10017, (212) 687-5253.

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(Continued on page 4)

Warness Cable TV May Beat Video
By RICHARD ROBSON

CANNES—A warning that cable TV could overtake video as the new communications medium of the future in some European markets was made last week at the opening of Viscom ‘72, the second International Market of Videocassette programmes and equipment.

It came from Dr. Christian Teulings, president of the International Publishers Association, who felt that unless there was some more positive action from both the hardware and software companies, they might lose some of their potential markets.

Teulings told the 1,200 delegates, “Many of us have talked too much and thought too little. A year ago, at Viscom ‘71, I told you that a videocassette could be a gold mine or an air bubble during the next 12 months. I can now answer that question by saying that 1971 has been a year of air bubbles and disappointments.”

Loose Talk

He continued, “There has been too much loose talk. There have been too many delays which have caused prices to rise steeply here, and many
THE AFRO-STRUT IS GETTING MORE THAN A FOOTHOLD AT TOP-40 STATIONS!

Six key Top-40 stations in Atlanta, New Orleans, St. Louis, Washington, D.C., Baltimore, and Kansas City are on it!
Heavy R&B airplay and sales continue nationwide!

Sales to date well over 300,000!
Moving up the pop charts!

Billboard 59
Cash Box 53
Record World 54

The Nite-Liters' "Afro-Strut"
From the album "Instrumental Directions"

RCA Records and Tapes
EDITORIAL

RIAA Firepower

The appointment of Stanley Gortkov as permanent president of the Recording Industry Association of America, an organization which for years has enjoyed a reputation for probity and achieve- ment among the peers of its executive director, Henry Brier, a salutary development. The combination of Gortkov and Brier is indeed a formidable one. The wisdom and experience of these executives, and RIAA counsel Ernie Myers, augurs well for the rapidly growing record industry—an industry which must cope successfully with the development of new markets, an industry which is at once an entertainment medium as well as a key communication artery; an industry which is an international national organization.

We congratulate the RIAA for what we view as a wise decision.

Col to Release Mums Products

NEW YORK — Columbia Records will distribute all product re- leased on the Mums label, a Los Angeles-based company, is owned by Bobby Roberts and Hal Landers. Third principal of the company is its director of ad Don Alfield, who will be the executive in charge of production, general administration, promotion and professional publishing.

Roberts’ new concept is to keep Mums a small, unique label, involved in the over-all development of all artists, as well as in their records. The label’s first release is a Sloan album produced by Don Alfield.

The first single scheduled for release on the Mums label will be

Monarch Suit Against MCA

LOS ANGELES — In a story re- vealing dual lawsuits filed by Monarch Record Mfg. here in connection with the collection of royalty fees, the defendant was left out in one case.

Monarch seeks payment from MCA Records of $87,025.31, which the company claims is an open account balance due over two years.

Famous Hills Pronto Meet; Backs Indie Distributors

NEW YORK — Seventeen major distributors were represented at a two-night promotion campaign meeting held by Famous Music Corp. at Essex House hotel and the company’s new offices at 40 West 57th Street. The Gulf and Western building here. The company is more interested in communications initiatives and direction. Herb Gordon, director, national promotion, said: “Famous believes wholeheartedly in the in- dustry, as long as they are paying them, it is a cooperative effort. We are going to improve the business.”

Murry and his associate Ronn Wilkinson arranged all the tunes in the meeting which was attended by all the major companies. At the meeting, Marty Schwartz, chairman of the meeting, set the groundwork for total cooperation on all levels.

Famous executives addressed the meeting on company policy and procedure. The visiting promotion men were welcomed by Famous Music Corp. promotion men.

Promotion men attending the meeting included Ed Eyerman, London Records Dist., Atlanta; John Belfinov, Music Merchants of New England; Frank Guillou, Summit Dist., Chicago; Richard Tush, Big State Dist., Dallas; Gary Gaussian, ARC JAY KAY, De- troit; Charles Cooper, Butler Cordell, Record Sales Corp.; Memphis; John Moore, Campus Record Dist., Min- nesota; John Rolseth, Minneapolis; Ray Free, Empire Dist., New York.

Nemets Disks

On Fantasy

SAN FRANCISCO—Fantasy has tapped North Beach Exchange Assoc. to develop a single and LP by Memphis singer Shelly Ne- nez. Tom and Rona Donohoe have already produced the single “The Farmer’s Leap,” where they are co-producing the LP with John Dunbar.

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Polydor’s Smalls Dies

NEW YORK—Tommy Smalls, Polydor Inc. executive in promo- tion and marketing, died March 8 after a long illness.

NARM Vows Bootleg Crackdown

Orders Search & Identify Units

By LEE ZHTO

NEW YORK — The National Association of Record Merchants, in its 43rd annual convention in Montreal, last week, voted to examine the marketing and handling of records in order to control the illegal activity of bootleggers.

For the past year, the NARM has been studying the problem of illegal copying and distribution of records. The convention voted that a task force be set up to study the problem and to develop a plan of action.

The task force will be headed by the executive director of the NARM, who will be appointed by the convention.

The convention also voted to increase the membership fee for the NARM from $100 to $150 per year.

The convention was attended by representatives from all over the country, including California, Texas, New York, and New Jersey. The convention was also attended by representatives from the record industry, including executives from major record companies such as Capitol, Atlantic, and Columbia.

The convention was held in the Sheraton Centre Hotel in Montreal, and it was attended by over 500 people.

Moss Calls Stemming Greed as “Challenge of Change at Meet”

By DAN BOTTSTEIN

NEW YORK — A battle to stop the bootleggers has been waged for years, and it has been a losing battle. But this year, the National Association of Recording Merchants (NARM) is taking a new approach. The association is calling for a “challenge of change” at its annual meeting, to be held in New York City on March 26.

The challenge is to change the way the music business works, and to stop the greed that has led to the rampant copying of records.

The NARM is calling on the music industry to take a stand against the bootleggers, and to work together to find solutions to the problem.

The association has scheduled a panel discussion on the issue of bootlegging, and it is hoping that the discussion will lead to new ideas and strategies for fighting the problem.

The NARM is also calling on record companies to take a more active role in the fight against bootlegging. The association is asking companies to work with the NARM to develop new methods for identifying and stopping the bootleggers.

The association is also calling on retailers to take a stand against the bootleggers. The NARM is asking retailers to refuse to sell bootlegged records, and to work with the NARM to develop new ways to identify and stop the bootleggers.

The NARM is calling on all members of the music business to take a stand against the bootleggers. The association is hoping that, by working together, the industry can finally put an end to the problem of bootlegging.
Hi’s Cannon Into Country

NEW YORK — Ace Cannon, Hi Records’ founder, who has scored on the pop and r&b charts, has moved into the country field. The move which comes on the heels of the Cannon group’s recent success with the instrumental version of Freddie Hart’s “Easy Love,” is a two-pronged country push by the Mem- phis-based label. Hi is launching a new label to be known as Hi Country, which will court new logo and catalog number series. Initial release will be a single: “Endless Love,” by Narvel Felts. Other releases will be coming up shortly.

In line with the effort to broad- en the sales base for Cannon into country as well as pop, new single, Hank Williams’ country classic, “Loveless Blues,” will be released on Hi Country, along with an album “Hi Country,” containing contempo- rary country hits, will follow shortly.

All promotion forces at Hi and Longbow, which distributes Hi, have been set to go in the expanded drive into the country market.

Corefeta King’s Caedmon LP’s

NEW YORK — Mrs. Corefeta King, widow of Martin Luther King, has announced the release of recordings by Caedmon Rec- ords. A total of three albums will be issued, to form a new record set based upon her best-selling book “With Mma Luther King, Jr.” plus two single records.

The idea for the album came from the need to help the label reach “operation makers” on campuses which in turn would help to make their presence known in every city.

Martin Cerf, UA director of creative services, said the concept of such “back to school” albums “is just a way of reaching out to the record business.”

The concert idea follows other UA innovations such as a 99c con- cert last summer in the Hollywood Bowl from which a 99c priced LP is to be produced along with the more recent idea of producing 7in. diameter mini versions of albums as promotion vehicles.

Also released at campus concerts is a new logo and catalog number series.

CHICAGO — UA Records is expanding its talent promotion ac- tivities with the launching of the first in a series of free campus concerts here Monday (13) at Loyola Univ. The concerts, bring- ing top acts to campuses, will be tied in with local regular appearances and stimulate record sales.

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And it was kept a secret till the last minute. The people who came got in free. And saw one of the warmest “festivals” in history.

It was a rare event. Tens of thousands of people found out about it after the fact, and were heartbroken to have missed it. That's why we're glad we were there to capture it all.

And it's why people everywhere will want to share the experience now. 

On Columbia Records - and Tapes
Memphis Mails Music Ballots

MEMPHIS — Ballots to nominate album titles in each category for the 1972 Grammy Awards to the Memphis Music Inc. awards to be held June 3 are now available. Manager, executive director of the Memphis Music Inc. association.

The membership of the promotion committee, responsible for assembling the recording industry voting for the top 15 in each category, will mail ballots to the voting members before the final votes are cast to select the winners.

Categories include: top music producer, top music arranger, top male and female vocalists, instrumental group, new artists, album of the year, and the Memphis music executive of the year.

Ballots are to be submitted by June 2 for June 24 in conjunction with the awards.

RECORD REVIEW

Six Children’s ‘Winners’ Out by Miller-Brody

NEW YORK — Miller-Brody Records Inc., the company that has been releasing 1986 Grammy Award winning stories for young children, has taken its series into other six. It’s been the policy of the firm to release the stories in audio format, but, with the new releases, the children’s stories will be available in both CD and tape format.

The characterizations, accompanying music and sound effects are the finest, and the excellent choice of stories makes the set unbeatable. The Award winners include ‘The Night Before Christmas’ by Lois Lenski, ‘Marguerite Henry’s ‘The King of the Wing’ by Shel Silverstein, ‘Shen of the Sea’ by Arthur Bochner, and ‘Candy On Mr. Bovettus by Jean Algreen. ‘Candies’ marks the first time a New Year’s Eve parade is being made available, and it’s the delightful ‘Candies in Times Square’ by George Seifert.

JOE TARR

Vanguard Tie With London

HAROLD Libbey, former product manager at Libbey Oxford Glass Co., has been elected to the board of directors of Libbey London, a subsidiary of Libbey Oxford Glass Co., which is located in the Midwest region of the country.

The distribution arrangement, which was worked out by Libbey and De Maria Francesca of Libbey Oxford Glass Co., is the first time the Libbey London division has been made available, and it’s the delightful ‘Candies in Times Square’ by George Seifert.

PARADISE

Fat City Tours With Moody Blues

NEW YORK — Paramount Tours, the company that has been touring the Moody Blues, has signed up for its U.S. tour in Chicago, March 1972.

The tour includes concerts in Detroit, St. Louis, Baltimore, Toronto, Boston, Austin, San Antonio, Fort Worth, Oklahoma City, Houston, Orlando and April in Miami Beach.

STANLEY M. GORTIKOV, formerly president of Capitol Industries, Inc., and Capitol Records, named permanent president of the Recording Industry Association of America in the recently created post.

GORTIKOV’s board also elected Clive Davis, Columbia Records president, as the association’s board chairman. The board met in New York, Fla., during a board meeting conducted concurrent with the NARM convention. Gortikov, one of the vice presidents of Capitol Records, Inc., and president and chief executive officer of Capitol Records, Inc., and Capitol Industries, Inc.,

Gregory Peck has been elected to the board of directors of Capitol Industries. Scharlack Merson, president of the company, stated that Peck “brings a sensitivity to the performing arts of the industry at board level which is Capitol is very honored and fortunate to have.”

The Oscar-winning actor is also a director of the Motion Picture Academy, the American Film Institute, the L.A. Center Theater Group, Salk Institute and the motion picture TV-camera of the American Cancer Society as well as a member of the Recording Industry Association of America.

Carmen Laro has been named national sales manager, Famous Music Corp. He joined Famous Music as a promotions coordinator and was formerly associated with Columbia and MCA. Named album and college promotion manager for Famous in Chicago John Arthur, former college promotion director, and Polydor Records. Rusty Wood appointed the company’s national field promotion manager, at age 22. He joined Famous as a Midwest West regional manager and was also associated with MCA.

DE PASSE

Suzanne de Passe appointed head of Motown’s creative production division. She brings with her experience at Motown’s West Coast operation and has served as creative assistant to Motown president, Berry Gordy . . . JerryFine director named national promotion, Chelsea Records. Before joining Chelsea as promotion manager, Ferrell had worked as college promotion manager, Sunflower Records and was associated with Amaret Records.

Tedd Cooper appointed staff publicist, Scepter Records. Cooper has production experience in film and TV, and the Stone Family, Elephants Memory, Paul Jones and Gordon Waller among others . . . Walleye Wailton, R&B manager, has been promoted to sales manager.

E. Biederman named general attorney of the Record/Columbia section of the CBS Law Department, a post previously held by Rintoul.

Steve Finley named vice president, record packaging group, Ivy Hill Lithograph Corp. He was formerly vice president of the Jubilee Group of companies.

James Lichtenberg is the finance writer, joins the Biddle group’s publicity department working in association with PR director, Nancy Lewis.

Arnold Frank Brothers, record producer, Buddah Presser Co., appointed to ASCAP’s board of directors, filling the unexpected term of Adolph Vogel, president Elk-Vogel, who resigned.

BRODD

Jack Meuler is United Artists Records’ new national sales manager. He has been with UA in sales and promotion for the past seven years.

Santo and Ganyo’s same management firm, communications division, has been appointed general sales manager of the company’s electronic division.

Fred J. Strutzel, senior marketing research analyst for Bell & Howell, has been appointed director of research, institutional and consumer products.

Eliot Davis, Sony product manager, has been promoted to marketing manager. Succeeding Davis as product manager is Fred Deller.

Larry Oswald has been appointed credit manager of CTI (Cartapes).

Betty Bitterman has been promoted to associate producer...
BOBBY GOLDSBORO
“CALIFORNIA WINE”
#50891
b/w “To Be With You.” Written by Bobby Goldsboro. Produced by Bob Montgomery & Bobby Goldsboro.

1972 IS A GREAT YEAR FOR CALIFORNIA WINE.
Alithia Enters Country

NEW YORK—Alithia Records 100,000 copies of the company's catalog today. The executive has already begun acquiring material and are readying a drive on a country single cut by Nancy Ford, who is vice president of the Long Island Country Music Association, Pressed on Long Island by Artie Schill, the label, both written by Miss Ford, are "Tomorrow I'll Start" backed by "Johnny's Jo Yo." Promotion is being handled by Chuck Chellman of Nashville.

The label's executives note that there is a lot of country music activity in the country, with a considerable number of acts appearing on stage and stations using a substantial amount of country music. Stated Miss Ford, "We are picking the slack which occurred when WRJZ, Newark, dropped its country format to go Top 40."

Alithia has created the Jean label, Kruljivich and Samela stated, because of their faith in the power of country material. The executives added that they have Nancy Ford material ready for both singles and LP product, and are looking for additional artists.

Goritkov Vows A Pirate War

• Continued from page 1

...is this in recognition of the fact that the U.S. companies are now vying with one another to secure the U.S. market... Goritkov said that of the opportunities and problems facing U.S. manufacturers are shared by firms based in other countries. A closer working relationship between the EMI and similar associations of records in other countries will help achieve a unified front in reaching some of the mutual goals of the various organizations.

Goritkov said he will develop a master plan of projects and priorities which will be vital to the survival of the EMI. Depending upon the news of the future for the "many innovative studio facilities" will be "very decided increase in the near future. In a general way, Goritkov expressed the need for new facilities and new growth and achievements to the public, including a new boom in the recording business. The company has already been working with a substantial increase in the LP's. This growth has been achieved through sales of records on record-tape systems which incorporates an integrated reel-to-reel machine, with the new tape formats and echo controls, and a new noise model. This growth has been substantial.

Sounding SQ Licensee

NEW YORK—Soundesign Corp., which has reportedly set several quality and related audio equipment in the studio, is releasing its line of stereo systems to be marketed under the "Soundesign" and "Realtime" brand names.

Jobete Music and 97 of Its Composers Joining ASCAP

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A Shopping Bag
made for more than marketing...

Starring
SHIRLEY JONES

Featuring
DAVID CASSIDY

Another Unique Package To Carry On
The Partridge Family Tradition!

PRODUCED BY WES FARRELL
For Coral Rock Productions, Inc.

Bell Album 6072 Stereo

Contains Their Newest Single
“AM I LOSING YOU”
Bell #45, 200

BELL RECORDS A Division of Columbia Pictures Industries, Inc.
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 will 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 your new stylus merchandiser.
It holds an assortment of genuine Pickering stylus 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.

Market Quotations

WB Music Into a Folio Deal With WEA Distrib

NEW YORK—Warner Bros. Music has closed a four-year deal with the WEA distribution network. Under the agreement, the “Warner Superstar” personality folios will be sold together with a Warner Superstar personality folio line and outlet pairs which have not heretofore handled Henderson Silver/Warner.</p>
To All My Friends in Country and Western Radio:

I'm sure you all know how grateful I am to each of you for your loyal support of the product with which I've been involved for so many years.

Without question, I'm most proud of my long and successful association with my good friend, George Jones. During the years I've had the privilege of producing his recordings, it affords me the greatest satisfaction to know that the many records on which we were associated will live forever as testimony to the true and lasting greatness of his talent in country music. In the twilight of my life, I'm convinced that George Jones will become one of the immortal greats in the annals of country music.

Those recordings now being released on RCA Records and those that will be released in the future, some 58 never before released sides, to my way of thinking demonstrate the real George Jones, the giant of country music, singing as his legion of fans want and expect him to sing. Whatever the future holds for this rare and gifted artist, it is my sincere hope that you will continue to support his future RCA releases each of which were recorded with the same dedication and feeling for everything that is good in country music, as were all his past recordings with which I was connected.

My warmest regards and best wishes to all of you for continued good health and success in all your endeavors.

Your friend,

Pappy Daily
Vanishing in Marketing
Upgrading the Thing: Panel

By JOHN SIPEL

President's Panel Covers Racks, Dealers, Singles

BAL HARBOR, Fla. — "The president's panel at NARM's 14th Annual Convention here at the Americana Hotel on Friday was highlighted by the concerns of rack jobbers, retailers and the singles market. NARM president David M. Lundvall, moderated by Stanley M. Gordon, executive vice president of Capitol Records, and panelists: Clive J. Davis, Columbia; Barry Manilow, Columbia; John Utall, Bell Records.

In the panel discussion on rack jobbing, Davis stated that the racks don't promote new acts. "They've been around for years," he said. "We can't count on the racks to break out a new product, we've got to promote our (particular) product. They sell everybody's product.

Utell noted that labels should promote product, racks should sell it. "Emphasizing the importance of the rack operation, he asserted that "without them, the product of this industry would have been stunted." Retailers shouldn't emul- late rack retailers, Utell told. "There should be a fair balance between the two," he said, "Stressing the need for independent distributors, Utell also warned rack jobbers that our distributors alive, then they can help us control the rack jobbers that are hurting us-

Laginistra decried what he termed the "lack of sufficient catalog coverage. We can learn from other industries," he maintained. The racks which will prosper, he predicted, are those that cooperate with the manufacturer.

Maitland contrasted with Lagini- stra's remarks, stating that "nothing is more important than the product and the racks are the first to fail to display enough catalog. "They are the first ones done in the top 100," he said. Stewart forcefully returned the idea that "the typical record store makes up 50 percent of some racks' business.

Unique

David contended that the music industry is unlike any other. Many retailers, he said, now realize that knowledge of their product is important.="Knowledge and knowledge of the product is essential," David said. "Racks must come to grips with the problem of awareness if they are to continue to expand." He also mentioned the increased traffic at the record shops, Maimon saw unimaginnga point-of-purchase displays, and lack of knowledgeable clerks as rack weaknesses. Maitland also asserted the R&R retailer has not made much changes in layout that would be attractive to the customer. Laginistra proposed that manufacturers should make room for the product in their systems. Utell reiterated his belief that the independent distributor was the key link taking the racks to make a decent profit. Utell said, he and the retailer were "in" and were making money to move the product.

Oldies Success

Lundvall pointed to the success of the oldies' multiple pocket LP sales. Unlike from TV specials done by R.A. Harland, ABC Record and Tape Sales, Seattle, and Best Records, Milwaukee; chains; both panels; retail music stores, including White Front stores, west coast re- tail chain and "many low budget specials, based on promotion of music video and film provided by record companies, are estab- lished in retailing."

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Andy Williams.
The first vocal version of "Love Theme from "The Godfather."

Like it. Or else.

The hit's in.
Andy Williams doing the first and only vocal version of the "Love Theme from "The Godfather." The follow-up to his tremendous success with "Love Story."

And just as "The Godfather" opens (which will be the biggest film of the year), Andy will be in the midst of a 13-city tour performing his new song.

So protect yourself now, with Andy Williams' new single. There'll be lots of bullets.

On Columbia Records •
NARM Sessions Focus on Top Music Industry Names

Jerry Moss presented the keynote speech. From left: Earl Kintner, legal counsel to NARM; Jack Grossman, president of NARM; author Robert Townsend, Jules Malamud, NARM executive director; Alfred Chotin, NARM convention chairman; and Moss, president of A&M Records.

Entertainment was a highlight of the NARM convention this year and the artists included such as Charley Pride, Bre'd, Ray Conniff, Isaac Hayes, and Perry Como. Here, Mort Hoffman, RCA Records executive; NARM executive director Jules Malamud, center; and artist Jerry Reed help Chet Atkins tune up his guitar for a show.

The presidential panel, guided by Stan Gortikov, at podium, included from left: Mike Stewart, United Artists Records; Larry Uttal, Bell Records; Bhaskar Menon, Capitol Records; Rocco Laginestra, RCA Records; Ahmet Ertegun, Atlantic Records; Clive Davis, CBS Records; and Mike Maitland, MCA Records.

Record-Tape Men in Action at NARM

Manning the RCA Records booth were some of the label's top executives. From left: Bill Lucas, Frank O'Donnell, Vito Blando, Edgar Ellis of Ellis Distributing, and Ship Byrd.

From Atlantic Records, from left: Ralph Cox, Johnny Bienstock, and Bob Kornhenter. At right is Ervin Litkei, Olympia Distributors in New York.

Bell Records was well represented throughout the meeting. From left: Bill Mulhern, Oscar Fields, Gordon Bossen. Facing them are Sid Spencer of Contact, Norfolk, and Al Jones, right, Contact, San Diego.

Buddah Records was up to its usual live-wire promotions. From left: Neil Bogart of Buddah, Mario di Filippo, Marty Hirsch of Buddah, Norm Ravis of Globe, and Joe Fields of Buddah.

MARCH 18, 1972, BILLBOARD
“I’VE BEEN HAD!”

“They told me this was a documentary—now look at me! I’m the laughing stock of the country.”

only on CAEDMON

DEALERS! Win a Trip to Ibiza for two! Contact distributors listed below for details and ordering . . .
Next... Jump into the Fire

Nilsson Schmilsson


PRODUCED BY RICHARD BEER

Recorded at Trident Studios, London, India, April 1971 Engineer: Robin Geoffrey Cable

"I'll Never Leave You" and "Early in the Morning" recorded at Trident Studios London and King Street Studios, London Additional recording at Island Studios, London, Engineer: Pete Bevis engineered at A&M Studios, London and King Street Studios, London A very special thanks to Doug Sax

Photography: John Rowlands, Graphic Design: Mark Wein, Thanks to David Oakes, Bill Bros, Chris Bevington and all who helped in the making of this record

RCA Victor
CHICAGO National Academy of Recording Arts & Sciences (NARAS) participants from Columbia (left, seated) Carroll Slovak, Gordon Anderson, Jay Jenson, Gerry Griffith, Bert Paul, Barbara Cohen, (standing) Dick Weller, Xandy Grove, (extreme left) local NARAS president Paul Rowe and wife, Mrs. Irwin Cowen and NARAS national director David Leaseman; Mercury artist Jerry Butler and wife Annette and label's Long John Silver (standing), Stan Bly (glasses) and Mike Gormley; Gladys Knight proudly accepts; Motown group's Mel Nickerson, Mrs. Esther G. Edwards, William Smokey Robinson, Charles Mady, Jay Williams and Anne Montgomery; Bill Chase blowing his heart out; B. B. King winding it all up.

President's Panel Coverage

In the panel's examination of the singles market, Lasker described singles as his company's "daily excitement. The single recorded business is still very potent," he said. Lasker felt that returns of singles was a problem. The racks over-buy, he claimed, was overstocked. Lasker noted the importance of proper servicing, as against overservicing. Stewart reported that he had had more returns on hits than on other singles.

Eregean said that the industry couldn't change its return policy without crippling the independent distributors and the retailers. "We're a singles-minded company," he said. Soul artists use singles in a major backing ground. Retailers have helped us with singles, he said. Maltland claimed that retailers aren't adequately merchandising singles, and Udit stated that the packaging of singles needs investment.

Max Silverman, of Waxie of his songs. Following a brief introduction, Al Green and his group put on a segment that ranged from strong soul to middle-of-the-road music, demonstrating his versatility.

Loretta Lynn and Conway Twitty, two of country music's greatest recording artists, switched the mood completely, and again were crowd favorites. They did singles and a duet. Ray Stewart, who emceed the event, and did it superbly, opened and closed the show with two numbers including the perfect closer, "Everything Is Beautiful," complemented by his singers, The Butterfly.

(Continued on page 49)

CHICAGO National Academy of Recording Arts & Sciences (NARAS) participants from Columbia (left, seated) Carroll Slovak, Gordon Anderson, Jay Jenson, Gerry Griffith, Bert Paul, Barbara Cohen, (standing) Dick Weller, Xandy Grove, (extreme left) local NARAS president Paul Rowe and wife, Mrs. Irwin Cowen and NARAS national director David Leaseman; Mercury artist Jerry Butler and wife Annette and label's Long John Silver (standing), Stan Bly (glasses) and Mike Gormley; Gladys Knight proudly accepts; Motown group's Mel Nickerson, Mrs. Esther G. Edwards, William Smokey Robinson, Charles Mady, Jay Williams and Anne Montgomery; Bill Chase blowing his heart out; B. B. King winding it all up.

CHICAGO — Celebrating Grammy nominations instead of the actual awards proved more fun for the 402 attending the local chapter of the National Academy of Recording Arts & Sciences (NARAS) dinner even if the evening did deviate into a kind of self-satiating heaping of entertain- ment lasting nearly four hours.

Mickey Newbury brought the crowd to its feet for a standing ovation after performing his "American Trilogy" and two other

Cap & Barnaby Vintage Jazz

LOS ANGELES — Major jazz reunion series have been announced by Capitol and Barnaby.

Capitol's initial release in April will feature ten albums by Stan Kenton, Art Tatum, Gerry Mulligan, Billie Holliday, Coleman Hawkins and Miles Davis. The series was originally released by Capitol's Holland licensee, Bovema. The Barnaby Candid series consists of albums first recorded for Candid Records in the early '60s under supervision of jazz critic Nat Hentoff. Nine albums have been announced and they will be issued in Charles Mingus, Eric Dolphy, Cecil Taylor, Archie Shepp, Booker Ervin, Phil Woods, Buell Neidlinger, Abbey Lincoln and bluesmen Otis Spann and Lightnin' Hopkins.
Shirley Bassey, America/Canada Concert Tour, 1972. The halls have been packed. Her performances are bringing the crowds to their feet.

More people are finding out what many already know. Shirley Bassey is a star of major importance and her latest United Artists album "I Capricorn" promises to be her biggest yet.

Shirley Bassey. The voice that looks as great as it sounds.

March 4, Lyric Theatre, Baltimore • March 5, Academy of Music, Philadelphia • March 10, Civic Opera House, Chicago • March 11, Veterans Memorial Auditorium, Columbus • March 12, Lincoln Center, New York • March 17, Municipal Auditorium, Louisville • March 18, Masonic Auditorium, Toledo • March 19, Kleinhans Music Hall, Buffalo • March 21-23, O'Keefe Center, Toronto • March 25, Jones Hall, Houston • March 26, McFarlin Auditorium, Dallas • April 2, Dorothy Chandler Pavilion, Los Angeles •

LP: UAS-5565
8-Track: U-8366
Cassette: K-0366
Jobete and 97 writers join ASCAP.

Michele Aller
Nickolas Ashford
Harry Balk
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Robert Bernstein
Melton Bolton
Billie Joyce Bowden
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Iris Bristol
Johnny Bristol
Lawrence Brown
Wade Brown, Jr.
Edward Severin Browne
Barney Duke Browner
Robert Bullock
Michael Campbell
G. C. Cameron
Carl Chapman
Chris Clark
Alfred Cleveland
Henry Cosby

Patricia Dahlstrom
Clifton Davis
Hal Davis
Roquel Billy Davis
Debbie Dean
Suzanne De Passe
Esther Edwards
Dino Fekaris
Larry Guy Finley, Jr.
George Fowler
Gwendolyn Gordy Fuqua
Anna Gaye
Marvin Gaye
Jack Alan Goga
Berry Gordy
Fuller Gordy
George Gordy
Margaret Gordy
Robert Gordy
Rosemary Gordy
Thelma Gordy
Thomas Morris Gordy
Frederick Gorman
Peter Green
Willie Hatcher
Marva Jean Holiday
Ivy Hunter
Richard Hutchison
Willie Hutchison
Suzee Wendy Ikeda
Marvin Johnson
David H. Jones, Jr.
Edward Thomas Kemp
Robert Kreinar
Tony Martin, Jr.
Anthony Michael Martinez
Michael Masser
Sherlie Matthews
Eryke McClinton
Marilyn McLeod
Clarence McMurray
Alphonso J. Mizell
Pamela Moffett
Clifford Moore
Warren Moore
James Nyx, Jr.
Christine Perren
Frederick Perren
Art Posey
Deke Richards

Brenda Robinson
Smokey Robinson
Robert E. Rogers
Larry Sanders, Jr.
Penelope Sanders
Pamela Sawyer
Glenna Session
Valerie Simpson
Raymona Singleton
Crathman P. Spencer
Patrick Stephenson
Allen Story
Elgie Stovie
Mac Suazo
Marvin Tarplin
Phillip H. Taylor
Ralph Terrana
Russell R. Terrana, Jr.
Mike Valvano
Kathleen Wakefield
La Verne Ware
Ron White
Delores A. Wilkinson
Henry Williams
Stevie Wonder
Nickolas Zesses

ASCAP.
CONCERT ASSOC.'S 'TOMMY' GETS 'TIMID' TREATMENT
BY NAT FREEDLAND

LOS ANGELES—Concert Associates' production of "Tommy" at the Aquarius Theater is the first major professional mounting of the Who's pioneering rock opera. The holliey sincerity of its music is in itself enough to make it a more impressive entertainment than "Hail." But theatrically, the show handles its explosive material rather too timidly.

The fact that there were two directors didn't help either the approach. Director-choreographer Claude Thompson is a veteran of Las Vegas revues and TV variety hours. His slick dances are honest examples of their roots, but not really sufficient to express the Who's dynamic vision.

The credits show "tri-modos concept direction" by Joe Rosenzweig, a talented young alum
nus of the University of Southern California, whose heralded production of "Tommy" was his master's thesis. He has pro
gressed some film and stage effects which were apparently played by equipment problems, but were sup
tended to focus on close-ups of the central theme in each scene. He also provided a synopsis of the plot which is essential to understanding this production of the show.

The driving 12-man amplified orchestra including a live moog, under Denny Randell's direction, drawn out a substantial portion of the Who's lyrics, especially dur
ing the early part of the show when some eight bars of music are supposed to make it clear that young Tommy has been made psych
onephalically dull, dumb and blind because his mother beat him (Continued on page 29)

NEW YORK

Enrol Garner will make his first concert tour of the Far East, in
ccluding Australia and Japan, in June. His five-city Temptation tour is now represented by the Elsner-Windso

wax group, at the Apollo Theatre beginning Wednesday (15). Peter Duchin has been elected to the board of directors of Phoenix Record Co. He succeeds Geo

ber is present, will package the show for the Mountain
tel to attend this summer. Richard R. Driscoll, president, labor relations, NBC, and Paul W. Moser, vice president, domes
tic distribution, 20th Cen
tury Fox Film Corp, will serve as chairman of the 1972 United

In 1972, there were one of the year's best rock parties for its Elektra al
bum, you must say that the Burt Bacharach band on Bur
disks which has a nightly radio show from a Holly
day to its second album this week. John Kay's first solo
tour with Steppenwolf starts this week in Springfield, Mo., and con
tinues through Chicago and the Troubadour. Elton John, "Saturday Night Live," was recorded in a French
castle and has been getting Euro

can rave reviews.

Sonny George's has one of the year's best rock parties for its Elektra al
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tinues through Chicago and the Troubadour. Elton John, "Saturday Night Live," was recorded in a French
castle and has been getting Euro

Talent From The Music capitals of the World

DOMESTIC

• Continued from page 22
and harmonica with Cream, Laih
and West were in Mountain with
Folts Pappaditi, who left to pro-
duce and write exclusively.
Lawrence Wells and his troupe of
40 on tour of the South, start-
ing in Dallas... Andy Griffith
now recording his first Columbia
ving album in Nashville... Play-
boy Club "Bunny of the Year", semi-final at L. A. hatch.
Pino Calvi, Italian recording ar-
ist, to score "The Revenge."... Black Oak Arkansas will be
the first act to record at the new
16-track facility at Criteria Studios
in Miami... Rick Nelson goes from
the Palomino to Aspen, Colo-
rado.

Pink Floyd is continuing a ballet
for choreographer Roland Petit... John Mayall adds bassist
Putter Smith for his current Far
East tour. Victor Gaskin takes over
when Mayall returns for a Euro-
pean tour.

Oral Roberts is negotiating to
recruit Paul Hamper's "There's a
Slight Misunderstanding Between
God and Man" lyrics for his TV show... Jethro Tull returns to the U.S. in April... violet Monroe & Pal-
ter at Long Beach Auditorium Wednesday (22).

MEMPHIS

The first variety musical show
booked into the Everett Cook
Convention Center's new theater is
the Festival of Music May 19, two
two days after the Metropolitan Op-
era. That's Chet Atkin, Floyd
Cramer and Boots Randolph. Dwayne
Rouwicke will be guest artists with the Memphis Symphony
Orchestra pops concert April 30 in
the Mid-South Coliseum.
Jerry Lee Lewis continues to make
headlines. This time a civil suit
seeding $31,700 in damages for a
repair of an airplane smushed
during a windstorm was dismissed.
Jerry's DC-3, parked on the run-
way, was blown into a smaller plane
owned by an Arkansas man, who
promised sued the singer.

Art Benton has completed a single at Select-O-Hits Studio.
"Look at Yourself," backed by "Um Hum," on Chris Records,
with the Roy Franklin Orchestra.
It was produced by Franklin and
engineered by Skip Phillips... Singer-writer Mark James has
signed a composer's contract with
Screen Gems-Columbia Music, Inc.
James, who wrote the Elvis Prem-
ley hit "Suspicious Minds," and
"Hooked on a Feeling" B.J.
Thomas, also signed a recording
contract.

Two Stars artists were among
nine black citizens honored by the
Memphis City Council for "out-
standing contribution to the com-
munity." They are Isaac Hayes and
Rufus Thomas... 200-Maxi-
Music Studio is finishing a record-
ing by Tower of Power, a San
Francisco rock-soul group and has
two singles out on TML, one by

11th Hour Label

Starts Mgmt. Firm

NEW YORK — Eleventh Hour
Records, in Virginia Beach, Va.,
and its subsidiaries, Mason Man-
germent and Eleventh Hour
Publishing Co., have formed a new
division called TMA.
TMA will handle the local, regional and
nationwide booking on a re-
stricted basis, and will operate in the
areas of promotion, manage-
ment, independent record produc-
tion, cover design, label art, video
tape and cinematography.

Chuck Taylor, a resident of Eleventh Hour, reported that the
label has also completed disper-
sion arrangements with outlets
to-cost-to-cost.

Watchpocket, the other by St. An-
drew's Fairway. The studio is mix-
ing a Jeff Beck album and complet-
ing another Edgewood single.

It was homecoming for Joe
Frank Carollo, bass player with
Hamilton, Joe Frank and Reyn-
olds, when the group played a gig
during State College at Clevel-
land, Miss. Joe Frank grew up at
Leland, Miss. close by... Charlie
Sullivan, who was general man-
ger for all-girl station WHGE for
six years, has joined WAID-FM
as general sales manager... Jack
Holohan, with WREC for the
last two years, has joined West
Virginia public television station,
owned by West Virginia Un-
iversity Morgantown. A new Dixieland group, Amc.
Lake and Man... " for in-
tainment, independent record produc-
tion, design, label art, video

MARCH 18, 1972  BILLBOARD

So can you. Because Billboard is going all out to build the N.A.B. issue
into a useful radio-TV program source with complete listings on:
Jingles firms / Music houses / Record suppliers,
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It's an issue designed to be retained by the people in the broadcasting
industry as a quick reference guide. Not only that, we also offer you the
beauty of a healthy bonus distribution at the N.A.B. Convention. This
issue anyone connected with the broadcasting industry can't af-
ford to miss.

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Gary Owens

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Nashville, Tenn. 37203

Stay tuned to Billboard for further developments on the N.A.B. Convention.
Bobby Goldsboro has signed another long-term contract with A&M Records, which released his first album since 1963. Iris Indulgence has signed with Joe Jonas have reneged on their contracts with Prestige Records. Pat Smith, a protégé of Sonny Bono, has signed with Curtis Mayfield's Current Music. Ritchie Francis to the Paramount label has been signed to be titled "Song Bird."

David Wayne, a solo artist with Columbia, an artist and producer... Guis... Kurnell Trent to Fantasy as an artist and producer. He was formerly on CTI. He begins work in March.

The LeGarde Twins have been signed to RCA Victor and American Heritage Records. . . . Marty Sloane's new album for Andy Williams' Barnaby Records, "Black Kangaroo," featuring Peter Kaukonen, is has been signed by Grunt Records. The Hilltoppers are on a seven-record contract.

Gene Frank's Experience Group, an Atlanta-based group from Sam Turban, a four-piece group from the back-up band, is has been signed by Reprise Records. . . .

In all, Morris's on-stage performance seemed to lack the lyrical superiority that he once captured on records.

Copperhead, a young, heavy rock group, spotlighted several strong solo performers. With more on-stage experience, they should be able to develop in a group rather than a solo artist.

David Blue, who has been one of the most outstanding vocalists in rock music, has signed with Columbia. A rock group that is in its first year, it has been signed by Reprise Records. The Hilltoppers are on a seven-record contract.

DMA Info

NEW YORK -- Diversified Management Agency, a Detroit-based firm, has instituted a profit-sharing program whereby many of the acts that are signed for exclusive recording contracts can receive cash bonuses from 1971 profits. Over the past year, many new acts have been signed by Reprise Records.

DMA's Dave Lebone feels that the bonus money is an added incentive for acts to cooperate with their believers, remain loyal to the agency, and generally promote good will in the group/client/agent relationship.

Faces to Return

For U.S. Tour

NEW YORK -- Faces, rock 'n' roll group from England, will return to the U.S. for a three week day tour introducing the World's First Live Rock and Roll Film. The tour will begin April 21 at the Mid-South Coliseum in Memphis, and wind up on April 30 at the Tanglewood Amphitheater in Boston.

The package will include clowns, comedians, trapeze, flying motorcycles, acrobats, jugglers, and a special guest artist Fletchwood Magic, a Los Angeles-based group and booked by American Talent Guilds.

A&M's Carpenters

For 6-Wk Tour

Album Debut

Walter and Richard Carpenter, A&M Records artists, have signed to go on tour through the East, Australia and Japan. The tour will open May 8 in Sydney, Australia, and will proceed to subsequent dates in Adelaide, Melbourne, and Brisbane.

Following a May 29 date in Hong Kong, the Carpenters will play Japan in a series of one-nighters starting in Tokyo on June 1 and following with dates in Osaka, Nagoya and Kyoto.

DOMESTIC

Los Angeles April 6 . . .

Elvis Presley and his contingent are about to embark on a 32-city tour of the United States. The tour will begin April 6 at the University of Dayton, Dayton, Ohio, and will wind up at the Nassau Coliseum, Uniondale, Long Is., on June 3.

The group will include the Top 10 singles "К Room," "Suspicious Minds," and "Don't Be Cruel."

Paul Anka has signed a new five-year pact with the Cincy and Milwaukee sectors. It is expected to bring the Cincy and Milwaukee sectors.

The group will include the Top 10 singles "К Room," "Suspicious Minds," and "Don't Be Cruel."

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The group will include the Top 10 singles "К Room," "Suspicious Minds," and "Don't Be Cruel."
New York — RCA Records has acquired the rights to perform in France, French classical label, and will become the distributor of the recordings in France and will release Erato catalog material. In the United States on its classical labels, and the Erato label in various countries.

Announcement was made in New York by Rococ Gallego

president of the RCA Victor and in Paris by Philippe Lory, president and founder of Erato.

Lagrange said: “We are particularly grateful to have an association with Erato, France’s most prestigious classical label. We are increasing our staff in France to give the label’s product the widest possible French exposure, and I am confident our American classical labels will benefit enormously through access to Erato’s magnificent catalog.

Levy, who founded Erato 18 years ago and has headed it since, will continue full direction of the company. He said: “We are pleased to have this association with RCA Records inaugurated and will it a much greater worldwide scope.”

Monica Herbage, who presently co-directs Erato products in the U.S., will continue to do so, complementing RCA Records’ distribution.

The Erato catalog currently contains some 650 titles, and it will continue its recording throughout Europe. Artists under contract to the label include trumpeter Mau- rece Gallo, flute virtuoso Thierry Raye, violinist Raphael Michael Rampal, Michael Corboz, conductor of the Chine and Pei-Ju, and Mari- n-Claire Alan, who has recorded the complete Beethoven organ works on a new recording. Co-director on the Erato side will be William Kopman, who will be musical director Michel Garcia.

**Salute to World Music Set**

New York — Sixteen of the world’s outstanding university choruses, totaling more than 400 young singers from 15 countries and five continents, will come to the United States on April 6 to participate in the Third International University Choral Festival sponsored by Lincoln Center. The individual choirs will perform the music of their own homeland’s composers, cities, colleges, and schools in 21 states and six countries starting at Philharmonic Hall and the John F. Kennedy Center in Washington. The visit will be a White House and the United Nations.

Robert Shaw is music director of the festival and Ray- Bjore is festival director of the non-commercial Lincoln Center, which ends May 4.

In announcing the Third Choral Festival, John W. Mazolla, manager, said: “Music is an important factor in bringing people together. We at Lincoln Center are happy host this international gathering of young choristers and to make it possible for them to sing at Lincoln Center. We are especially glad that the 15 groups from around the world can meet and sing for American young people at 125 universities throughout this country and in the world. We want this Festival to serve as a real national salute to world music and friendship.”

The 15 participating choirs are from universities in Argentina, Brazil, Czechoslovakia, Denmark, France, West Germany, Great Britain, Hungary, India, Japan, The Netherlands, New Zealand, Poland, Portugal, and the United States. The United States is represented by the United States Universities Chorus, under the direction of Thomas Hiffish of the University of Michigan. This spe-

**Phonogram Promo Disk**

Keys Drive on Leppard

**LONDON** — A campaign based on recordings of Abba’s hit “Crazy Feeling” for Island Records, is being handled by the Island Phonogram Promotion disk is being sold at $2.50, and containing recordings which have been made with the New Philharmonic Orchestra and the English Cham-

-er Orchestra.


The presentation was made by Pierre Delarte, who indicated that the majority of classical releases from the EMi EMI Belgium company would be handled by the company.

Also present at the meet were the new EMi Belgium marketing and sales team under divisional manager, Emilie Garin, and company managing director, Stanley Robyn. Special guest was Rudolf Werten, the New Philharmonic Orches-

-ram of the Belgium. EMi Belgium is planning an intensive national and international promotion campaign for the series.

**Violinist Takes Naumburg Prize**

New York — Robert Davidso-

-vich, a 24-year-old violinist from Russia, won the first prize in the annual Naumburg International violin competition held last month by the Washington Music Society in Town Hall. The prize of $5,000 and a debut recital in Alice Tully Hall sponsored by the Foun-

dation climaxed a nine-month elimination process from all over the country.

During the coming season he will (Continued on page 44)

**RCA Buys Part of Erato**

Phile Plain Easy

**Announcement was made in New York by Rococ Gallego, president of the RCA Victor and in Paris by Philippe Lory, president and founder of Erato.**

Lagrange said: “We are particularly grateful to have an association with Erato, France’s most prestigious classical label. We are increasing our staff in France to give the label’s product the widest possible French exposure, and I am confident our American classical labels will benefit enormously through access to Erato’s magnificent catalog.

Levy, who founded Erato 18 years ago and has headed it since, will continue full direction of the company. He said: “We are pleased to have this association with RCA Records inaugurated and will it a much greater worldwide scope.”

Monica Herbage, who presently co-directs Erato products in the U.S., will continue to do so, complementing RCA Records’ distribution.

The Erato catalog currently contains some 650 titles, and it will continue its recording throughout Europe. Artists under contract to the label include trumpeter Mau- rece Gallo, flute virtuoso Thierry Raye, violinist Raphael Michael Rampal, Michael Corboz, conductor of the Chine and Pei-Ju, and Mari- n-Claire Alan, who has recorded the complete Beethoven organ works on a new recording. Co-director on the Erato side will be William Kopman, who will be musical director Michel Garcia.

**Salute to World Music Set**

New York — Sixteen of the world’s outstanding university choruses, totaling more than 400 young singers from 15 countries and five continents, will come to the United States on April 6 to participate in the Third International University Choral Festival sponsored by Lincoln Center. The individual choirs will perform the music of their own homeland’s composers, cities, colleges, and schools in 21 states and six countries starting at Philharmonic Hall and the John F. Kennedy Center in Washington. The visit will be a White House and the United Nations.

Robert Shaw is music director of the festival and Ray- Bjore is festival director of the non-commercial Lincoln Center, which ends May 4.

In announcing the Third Choral Festival, John W. Mazolla, manager, said: “Music is an important factor in bringing people together. We at Lincoln Center are happy host this international gathering of young choristers and to make it possible for them to sing at Lincoln Center. We are especially glad that the 15 groups from around the world can meet and sing for American young people at 125 universities throughout this country and in the world. We want this Festival to serve as a real national salute to world music and friendship.”

The 15 participating choirs are from universities in Argentina, Brazil, Czechoslovakia, Denmark, France, West Germany, Great Britain, Hungary, India, Japan, The Netherlands, New Zealand, Poland, Portugal, and the United States. The United States is represented by the United States Universities Chorus, under the direction of Thomas Hiffish of the University of Michigan. This spe-

**Phonogram Promo Disk**

Keys Drive on Leppard

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dation climaxed a nine-month elimination process from all over the country.

During the coming season he will (Continued on page 44)
Charlie Tuna Finds Star-Kist Life Does Require Good Food Taste

Hall: When do you do them?
Tuna: Every other Tuesday, I record two shows. I'm on only once a week.

Hall: Who are some of the best air personalities around?
Tuna: Larry Lujack. I've got a great deal of admiration for him. I've heard he's doing a show on Don Imus that I'd like to hear. The best ones are hard to categorize. They all seem to be heretofore unknown but who I love to know because they're Edwards on KMET, Los Angeles. I dig his show. He's probably one of the quickest wits I've ever heard on radio. Robert W. Morgan he'd be on the list. And Chuck Browning. Chucker is funny. I used to sit up and listen to his show 9-o'clock when he was working on that time slot he never heard him until he came to KJH.

Hall: Are your bits on tape?
Tuna: I probably have a 10-foot stack of tapes of drops and bits I've used over the years. I've yet to find the personnel at all of the time at KOMA, KLOS, WLAC, WNBC, WMEX, Boston and KLEO, Wachi, KLOS, Los Angeles. Before, we didn't realize you could get away with that much personalities on KJH or any Drake Station. And I do sometimes look over the collection at times, but I've never questioned it. Actually, I do what I do do. They said they were quite delighted and that they felt it was a real new lighter dimension to the Drake channel. I said that they had found the answer to a embarrassing personal identity, to a point.

Hall: Bill Drake has always argued with me that he had the best air personalities and when you would ask him, he would let you do as you wanted to do, so you could do.
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Hall: How do you spell the word on the air?
Tuna: You'd have to ask the people.

Hall: When do you misspelled it?
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Hall: Who are some of the best air personalities you've been around?
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Casey Kasem is selling shoes in Grand Forks, North Dakota.

Casey also works for Wards in L.A., Sears in Findlay, McDonalds in Presque Isle, Coke in Port Huron, Pepsi In New York, Pizza Palace in Lompoc, and more.

Casey gets around. His three-hour radio program, AMERICAN TOP 40, is on over 160 radio stations, every weekend. And so is his selling power.

Over 700 local and regional radio advertisers are feeling the impact of Casey's AMERICAN TOP 40 show. Their commercials within his show get maximum response and traffic and sales. And the sponsors keep on renewing.

And the radio stations keep on showing a profit for three hours of weekend time. Not bad. They also get the highest-rated, best-produced music program attraction in town.

Casey is good. But he has help to make his AMERICAN TOP 40 great. Like seven writer/researchers with six days to prepare the three-hour show. Like Billboard Magazine to supply the world's most highly accredited record chart information. And, Watermark, Inc., to produce, press and ship the program perfectly, punctually every week.

Casey is selling more shoes in more new towns every week, for as little as $39.00 a show. Best of all, he sells himself.

Clip & attach to your letterhead

Tom Rounds, Executive Producer, or
George Savage, Director of Marketing
Watermark, Inc.
931 North La Cienega Blvd
Los Angeles, California 90069

We may have an opening for Casey.
Send demo, etc., etc., to:

Name:
Title:
Station:
Street:
City: Zip:
Charlie tuna finds Star-Kist life does require good comedy

"Continued from page 26"

Hall: It's fun to do a show like "Tuna." Tuna: Yes. I like to have about half of my staff pwor. I can have that to fall back on.

Hall: Fortunately, on a typical Drake program where we have the records to fall back on.

Tuna: Right. the format will come. It's a sale. To talk about it... and I guess may have to find out. What do you do without your security blanket... that format there?

Hall: I understand Robert W. Sweeney thought about the Drake format from time to time.

Tuna: Yes. He did. We talked about it. Now before we left the station to go to Chicago and Georgia, thinking well, this is the felt like he was leaving the Womb.

Hall: I guess he wanted to try it... after trying it, decided to come back to the format.

Tuna: I guess he didn't exactly knock them around... or I, the ink. His always going to be questions.

Hall: With Jack Armstrong, I think he had almost a no-brainer. I don't think he should have, but sometimes it's difficult to find mind where your ego lets you down.

Tuna: You need a tremendous amount of confidence and self-assurance to handle your personality. I found that out myself a few times before it went to the extreme when I first came to Los Angeles, and that's when I was a hundred percent on the air. I didn't make it out. I didn't break in. I didn't break through. I didn't have any of the listeners always going to be questions.

Hall: With Jack Armstrong, I think he's a different kind of guy. I don't think he should have, but sometimes it's difficult to find mind where your ego lets you down.

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CHART ANALYSIS
Less 45's Longer Chart Bid; 'Programmers Buy Too Late'

continued from page 1
Over a recent 10-week period, Billboard reviewed an average of 79.7 singles a week. The average for a similar period in 1967 was 124.3. The duration of time from point of buying to chart entry varies according to hit. The "Hot 100" Mar. 4 was an average of 9.9 weeks as compared with 3.1 for the Mar. 6 chart. The gap may be lessening some. The duration from review to ten last September figured out 12.1 weeks, 23.3 in February. "Uncompromising Truth's" "Smiling Faces" sometimes took 17 weeks to peak.

Average weeks on the "Hot 100" for the Mar. 4 study group was 9.3 weeks as compared with 7.3 in 1967. This also parallels the six-months-age study when average weeks were 10.8.

The number of singles released during the immediate post ten weeks is rather small. The major chart action in recent months has occurred in the 10-15 week period, as compared with 15-20 weeks during a similar period. The count was made from the jukebox strip prepared by two operators of the Strip Co., Pittsburgh.

The single's greatest re- ductions were Columbia (27 from 47), Capitol (27 from 56), MGM (11 from 24) and Warner Bros. (10 from 19). Only two of the top ten labels, Capitol and Columbia, had a commis- sion period were RCA (50 vs. 43) and Polydor (32 vs. 15). The four at an even commission rate were A&M (11), Bell (8), Dunhill (7) and Atlantic (6).

Among programmers and opera- tors spotted were Wayne Heis, Rolling Meadows, Ill.; said:

think it's beautiful that we have a chance to work 1 week to look at some- thing before we buy it. I can call when a record hit the chart and wait until I see the thing is already up and off. Now. You have to buy and test if at various locations and on different quantities than we might need.

Several mentioned that while they do listen to their juke- boxes with each other, several represent another kind of competition. Mrs. Betty Schott, who runs a Western Auto Music Co., here, said: "Records like Charley Pride's 'Kiss an Angel Good Morning' that start in coun- try wind up competing with pop records. Ain't Understanding Mel- low is a soul record that is com- peting with pop." One-stop manager Mike Mowers, Radio Doctors, Milwaukee, was among those attending to the play safe attitude of jukebox people. They really are buying sooner because they can take ad- vantage of that long build up the charts. But they are waiting. Three operators who were, and one who was not, said they would wait on the new Susan Raye record, even though Susan Raye has had very few minutes lately. There are exceptions though, the new Kline "Ain't Understanding Mel- low" is a soul record that is compet- ing with pop. The Kline record was released on the same day as another new release by Susan Raye. Kline's a hit, Susan Raye's a flop.

A lot of jukebox programmers here in town felt that Kline, Frank Buchanan, L&O, Stop. St. Louis. "Jukebox program- ming is a changing thing now. People just right for particular locations. We don't buy too many singles, particularly good MOR programs, Artists like Randy Rhin- delph, Paul Simon, the Cannon, Bill Hickey and Jerry Vale sometimes.

The family's entry into the bus- iness of owning an American, the senior Kline, while in Los Angeles, was once director of "Something for the Boys," a radio series prior to World War II. Kline is much aware of the obvious appreciation for a programming service, Kline gives his firm via a program called "polkas," Mrs. Kline, mother of two other members of the family, a grandmother twice, handles most of the business, from personnel aspects, of the family business which has built up a solid business over the past 23 years in this Tacoma su- burb. Helping her husband, the senior Kline, the senior Kline, whom have helped her over the years. The senior Kline, whom have helped her over the years, has been to Los Angeles and then here where he worked briefly for another operator, she has also become adept at certain repairs and carry on two America's.

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**What's Playing?**

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

**Beaver Dam, Wis.; Teen Location**

**Current releases:**
- "Down By The Lazy River," Osmosis, 137.
- "Never Been To Spain," Three Dog Night, UA 7024.

**Belmar, N.J.; Easy Listening Location**

**Current releases:**

**Buchanan, Mich.; Easy Listening Location**

**Current releases:**
- "You're My Heart, You're My Soul," Aretha Franklin, Atco 605.

**Chicago; Soul Location**

**Current releases:**
- "Don't Bring Him Home," Aretha Franklin, Atco 605; "Love Hurts," Billy Joel, Columbia 34536.

**Chicago, Teen Locations**

**Current releases:**
- "Lustin'," Grant McLain, Epic 10352.
- "Jungle Fever," Chakachas, Polydor 15030.

**Pierre, S.D.; Easy Listening Location**

**Current releases:**
- "The Heart of My Life," Bunny Wintom, Epic 10269.

**Rolling Meadows, Ill.; General Locations**

**Current releases:**
- "I Only Have Eyes For You," Cher, Kapp 2158.
- "I'm Your Candy Girl," Delores Ford, United 33000.

**Seattle, Washa; Easy Listening Location**

**Current releases:**
- "Take Good Care Of It," Tom Jones; Sony, Epic 4034.
- "Crazy," Patti Page, UA 8060; "Bird Of Paradise," Rodgers 
  & Hammerstein, UA 3235.

**Sudbury, Ontario, Canada; Country Location**

**Current releases:**
- "Carnival," Margie Haggard, Capitol 3232.1.

**MOA Board Meet**

**Continued from page 39**

ter of jukebox programmers to aid both programmers and labels as well as to provide guidelines on how records are bought and serv-
iced to jukeboxes.

Location service cycles have been dramatically altered from the once traditional 7-day, or even every other week, pattern to an every week cycle because jukebox operators are prevalent in metropolitan areas where there is little competition.

Consequently, many opera-
ters continue to service locations with records that are 2 to 3 years old as they are buying more records. Many jukebox operators are buying more records than they can service, and MOA's attempt to help them improve the record expenditures in their public relations programs, with the record service, has been cited highly.

One side aspect of the conven-
tion will be the planning for the annual seminar. It could even be a single day, say 20 of them. Directors will study to see if the subjects should be exp-
lored at a different time. The session, however, may be a -time conven-
tion. The program is expected to end on the 14th of April of the next year.

**Jukebox programming**

**Wash. Firm 'Family Co.; Buys From 2 One-Stops**

**Continued from page 39**

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**Current releases:**
- "The Heart of My Life," Bunny Wintom, Epic 10269.

**Rolling Meadows, Ill.; General Locations**

**Current releases:**
- "I Only Have Eyes For You," Cher, Kapp 2158.
- "I'm Your Candy Girl," Delores Ford, United 33000.

**Seattle, Washa; Easy Listening Location**

**Current releases:**
- "Take Good Care Of It," Tom Jones; Sony, Epic 4034.
- "Crazy," Patti Page, UA 8060; "Bird Of Paradise," Rodgers 
  & Hammerstein, UA 3235.

**Sudbury, Ontario, Canada; Country Location**

**Current releases:**
- "Carnival," Margie Haggard, Capitol 3232.1.

**Olde's**
- "The Bubbles," Don Ho.
- "Release Me," Engelbert Humperdink.

**Oldies**
- "Good Love," Tommy Wynette.
- "You Don't Know Me," Johnny Cash.
DETROIT—Over 400 representatives from campus radio stations, record companies, and the commercial radio industry convened at Wayne State University on March 3 for the WAYN Radio Conference, hosted by WAYN, the commercial radio station at Wayne State University. This was the first of its kind for the industry.

The main focus of the conference was to discuss the growing importance of campus radio programming and its impact on the music industry. The conference was organized by WAYN and the University of Michigan, where most of the attendees were from.

The conference included panel discussions, workshops, and networking opportunities. Attendees included students, faculty, and professionals from the music industry, including record companies, radio stations, and the recording industry.

During the conference, many discussions were held about the role of campus radio in promoting new music and artists. It was noted that campus radio stations often have a unique audience that can help artists gain exposure.

One of the highlights of the conference was a talk by Jim Messina, a member of the band Loggins and Messina, who spoke about the importance of campus radio in his career.

The conference was well attended, with over 400 people in attendance. It was considered a success and is expected to be held annually.
Out of Alice Cooper's gold LP

**KILLER**
explodes the hit single

**BE MY LOVER**
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WHYN LP cut - Springfield
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WBAB LP cut - Long Island
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WMC-FM - Memphis
KAY - Little Rock
WEBN - Cincinnati
WCOL LP cut - Columbus
WBKR - Manchester
WQTN - Boston
CJR LP cut - Seattle
WSVN LP cut - Portland
KSIM-FM - LP cut - Seattle
WXKRR - Detroit
WTIX - New Orleans
KDAY - Las Angeles
KFIG - Fresno
KXLP - Santa Rosa
KED - Sacramento
WEAM - Washington, D.C.
WNDR - Syracuse
WJET - Erie
KFJZ - Fort Worth
WIFE - Indianapolis
WFLR - Gary
STLK - Denver
KAFY Hilboud - Bakersfield
WTX - New Orleans
WLR-FM - New York
WPLJ - New York
KGV LP cut - Pittsburgh
WMR - Nashville
WKDA LP cut - Nashville
WIFE LP cut - Indianapolis
WMCI LP cut - Columbus
WSAR - Fall River
WBAF-FM - Worcester
WGUE - Akron
CRRS LP cut - Spokane
KCE - Seattle
CKRK-FM - Portland
WHMC - Washington, D.C.
KLV - San Jose
KLV-FM - Denver
KRTC - Denver
WIBA - Madison
WRRR - Milwaukee
WLVE - Milwaukee
WAKY - Louisville
WSAC - Fall River
WNBR - Boston
WYEX - Lansing
KJLW - Detroit
MRCO LP cut - Philadelphia
WEAM - Washington, D.C.
KFJZ - Fort Worth
POPPY
A GROWING CONCERN
DON'T IT DRAG ON

DICK GREGORY AT KENT STATE

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DICK GREGORY AT KENT STATE

ELEMENTARY DOCTOR WATSON

DON RAN DI TRIO + 1 AT THE BAKED POTATO

HIGH LOW AND IN BETWEEN
EVERYBODY'S TALKING

When Billboard starts talking tape, everybody listens. Why? Because Billboard has the inside track (4-track, 8-track, 16-track, etc.) on the tape accessories, services and supplies industry. A track record unequaled by any other so-called "music" magazine. A tape showcase that reaches the greatest number of retailers dealing in recorded product and playback equipment.

Billboard, the magazine that reported developments in the tape industry from its inception, has compiled names, addresses, and phone numbers of services, suppliers and accessories. And they're all there in Billboard's "Industry Report: Tape Accessories, Services and Supplies". A standard 5-column section coming in the April 1 issue.

A report more than 33,000 professional people will read. Not including a bonus distribution to tape shows and industry functions.

Billboard's "Industry Report: Tape Accessories, Services and Supplies" is the "reel" thing with a complete section on:

- Raw tape manufacturers.
- Cartridge parts manufacturers.
- Empty cartridge, cassette and reel manufacturers.
- Home entertainment equipment & car stereos.
- Custom duplication.
- Packaging & labeling.
- Tape dealers' accessories.
- Design & artwork.
- Printing & lithographing.

Now, with all of that working for you, don't you think you should contact a Billboard Sales Representative before the ad deadlines?

Four-color advertising deadline: March 17
All other advertising: March 22
Issue Date: April 8, 1972

We're all available for your advertising in the "reel" thing at any of the following offices:

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**TOKYO**
Shin-Nichibo Building
2-1, 1-chome, Sarugaku-cho
Chiyoda-ku, Tokyo, Japan
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Billboard Gruppo srl
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28-29-158
LOS ANGELES—Columbia's Stereo Quadrathophonic (SQ) compatible 4-channel system is suddenly the talk of the town among manufacturers and retailers in Japan.

In Japan, the CBS SQ system can be labeled the industry's front-runner. In Japan, in fact, more and more companies are lining up behind the matrix of the matrix.

Sony, which is tied to the CBS system, is endeavoring to support its system that distributes Columbia recordings in Japan, offers component-source SQ equipment being marketed in the U.S. and Japan.

As more and more talk centers on Columbia's system, and CBS has an impressive line of licensing agreements with Japanese companies that support its copy of, "We're No. 1," in the talk of the business, (Billboard, March 11.) A third company, Sanyo Electro, is investigating the licensing contract in an attempt to support its system, "although it already boasts that its 4-channel sound is comparable to SQ disks."

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For some months now, blank tape manufacturers have been zeroing in on blank 8-track cartridges.

Since equipment producers started to introduce 8-track playback record models, there has been a scramble by blank tape makers to cash in on the new 8-track feature.

In short, blank cartridge sales evolve big print from manufacturers, and many of them are projections parents.

By use of Capitol Records, the tape firm will have warehousing locations in Dallas, Atlanta, Los Angeles, Niagra Falls, and Bethlehem, Pa. The program utilizing Capitol's sales staff begins nationally July 1.

Record company personnel are marketing big print from manufacturers, and many of them are projections parents.

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Simkowski Works Hard to Put B&H Into Lofty Spot

LOS ANGELES — Uncertainty over the future of the audio industry has sent many companies scurrying to the sidelines.

"With sales uncertainties, however, one thing is sure: The future of B&H is strong," said George R. Simkowski, marketing vice president, consumer products group.

Judging from conversations with commuters and car dealers, Simkowski is the "kind of guy Bell & Howell needs in charge of its aggressive executive. "If Bell & Howell is going to succeed in this tape equipment game," said one competitor, "it is going to need an aggressive executive and innovative programs." Simkowski has his way, and he's already started. Bell & Howell can be a force in marketing consumer electronics.

"Sure we're going to be a force in selling electrical products," he said. "We will be in the business and we will be in the future, the on the long-term. "To achieve a long-term program and to strengthen our belief in the long-term, we're altering some marketing programs and changing some concepts and innovative technologies, but we're moving down the go or no go theory. We're going.

With a firm commitment to enhance its audio business, Simkowski has some new plans on promotion, marketing, distribution and product to put some teeth in the company's efforts.

"Frankly, our future in the audio business is not in the $29 to $39 equipment range," he said. "We offer those models as a convenience product. But our entertainment systems that combine audio and video technology, since we've convinced customers to sell it.

Stiff marketing and product emphasis means more compact system introductions. "We'll be in a lot of sound stages with audio combinations and, probably by the Consumer Electronics Show in June, a complete phonograph-changer-receiver-cassette-speaker system component," Simkowski said. "Say, the $300 price range for component systems.

In addition, Bell & Howell's line will boast of cassette deck-receiver combinations, 8-track deck-receivers, all-in-one units, the three receivers, 8-track portables and home models, 4-channel and, of course, cassette units.

To achieve marketing goals, Simkowski has realigned the company's sales force to sell two major organizations to gain specialization in electronics, photo and Canon product lines.

"The consumer electronics area is not just the consumer electronics division," said Simkowski. "All of the companies are dealing with people technology, not just electronics."

"Our mission is to expand distribution to as wide an area as possible in three distinct areas," Simkowski stated. "By allowing the consumer photo sales organization to concentrate on merchant sales, it frees its electronics personnel to specialize in mass merchandisers, department stores and hi-fi locations.

"We don't want to abandon our photo dealers, since we have more than 6,000 outlets now coming more audio oriented, but we also want to strengthen our position in electronics."

Bell & Howell has also added two manufacturer representatives one in Denver and the other in New Jersey, to cover isolated markets. "Where we find it difficult to properly cover a territory because of cost, transportation and similar hardships, we will add sales representatives, but only on a selective basis," the executive said.

The company has also pinpointed its product categories, and by identifying products it is attacking in the following areas:

Eight-track portables are new for Bell & Howell, but Simkowski points to research studies that indicate there is insufficient use in both portable and home sales. This (8-track) is where the action is today," he said.

"Portable monaural cassette — portable monaural cassette units with AM-FM radio, 8-track home systems with AM-FM receivers, and more action in component units in the $85 to $100 range.

Simkowski also had this to say about the 4-channel Audiophone, cassette changers and the automotive cassette business.

"We are staying with our one quadrophonic model until industry confusion is eliminated. If we add 4-channel product, though, it will be a national system, since it is easier to sell and less expensive to manufacture, but I want the dust to settle on technique, company by company." If 4-channel is going to be a mass market item, and eventually it may happen only when a quadrophonic disk is available to the consumer, then 4-channel tape sales. It could happen by this fall or early 1973, but consumers must be educated.

(Simkowski continues on page 40)

Simpkins Takes Stronger Position, Blank Tape

LOS ANGELES — Supercope is taking a more aggressive marketing posture in distributing Sony's tape blank cassette, said Fred C. Tushinsky, marketing and sales vice president.

It has introduced a chromium dioxide C-60 cassette, C-90, at $5.49 to attract its existing line of UHF in 60 ($2.79), 90 ($3.79) and 120 ($5.39) and a low noise series in 60 ($1.59), 90 ($1.99) and 120 ($2.99).

The company also has an 8-track 60-minute blank at $3.79 and an open reel line in 3, 5 1/2 and 10 1/2 inch. There is the possibility that Sony Supercope will add 40 and 80-minute blank cartridges and a C-90 in the chromium line. Tushinsky said.

To support its campaign in blank tape, Supercope has developed several new counter and floor point-of-purchase displays for cassette-sets and is planning to plug blank tape product in conjunction with equipment on television.

Supercope is also planning to repackage its entire cassette line by replacing a cardboard box in favor of the Philips-type hard plastic box.

"As more and more commuters become available and consumers turn more to sophisticated models, it's easy to envision a growing base for cassette tape in the price range price," the executive said. "More and more distributors are becoming more audiophile-oriented, both in their taste and buying habits, and they are willing to buy strictly on quality."

The company has no plans to compete in the promotional range of the blank tape business, and has no desires to enter the private label sector. Tushinsky stated.

(Sony continues on page 47)

A Well Stacked Line

TRUE SOUND

Introductory offer 96 Pc. Assembled Display (Wall or Counter) C300s-400s-500s $495.00 PLUS BONUS HEAD CLEANERS UP TO 50% MARK-UP on Selling Price Exclusive CSI Feature Packed in Reusable "Stacked" Shingle Blister - Special Empty Norelco Style Boxes, 4 in a Blister

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(Sony continues on page 47)
EIA Members Will Form 'Q' Study Unit

By MILDERED HALL

WASHINGTON — A national committee of EIA member manufacturers was established here last week to look into the future to study the broadcast transmission and reception of quadratic sound. The committee was formed at the Spring Conference of the Electronic Industries Association, here, which also reported plans for a new national consumer committee to explore the future prospects of the industry. The 'Q' Study Unit was formed on the upcoming June and Washington shows this year.

The national committee to research the subject of quadratic sound was authorized by the EIA board here last week and will have the sponsorship of the Consumer Electronics Group. It will function along the lines of a committee that was formed to set standards for broadcast sound whenever that technology was new. No committee of panel members or chairmen have yet been chosen.

The quadrasound committee will not get into the subject of discos and record players but will hold strictly to the matter of broadcast sound and recorders. FM radio, staff engineer E. Pingley emphasized. As of now, record manufacturers are not invited to serve—but the large electronics companies and record subsidiaries will of course be alert to any changes taken by the proceedings.

The national committee on four 'Q' standards, it was reported, will have FM the broadcast association on board, even includes the standards, since the FM'ers will be the main players in the market for this new technology. The Federal Communications Commission will be consulted, and will be represented at the proceedings.

Jack Wayman, vice president of the CEG staff, also emphasized that there will be no whipping one way or the other in the committee's preference by the association between discos and record players as cause of the antitrust pitfalls involved, but that manufacturers to get together even on purely engineering questions.

Although ITT's recent painful problems were brought up, the manufacturers' staffs were understandably planning to use the equipment that could bring the electronics communications manufacturer activity under antitrust scrutiny. It was most strongly emphasized that any such move would be on quadrasound, at this point in time, to study the basic engineering aspects of broadcast signals and reception. Separate committees on broadcast transmission, field testing, etc., will act separately except when reporting to the over-all panel and its still to be chosen chairman.

The National Association of Record Merchandisers has announced that at long last a standard session for stereo components is underway, with 30 companies consulting, the chairman said last week. The result will be better marketing statistics for the industry and a standard model to be released, planned, said Wayman.

Harvey Pilin, director of the federal government level, on the other hand, was asked if he would appoint new oversight committees, will ultimately mean the establishment of trade associations in the home entertainment field. He says, indeed, that from increased record keeping, quality checking, etc.—costs which wholesalers and retailers will undoubtedly feel when the expenses of mass producing their manufacturers' prices. EIA, it was noted, will, whenever possible, also aloof from the matter of individual manufacturers pricing and advertising policies.

The consumer electronics show at McCormick Place June 11-14, reported a complete sellout, with over 100 exhibits and it expects the largest retailer attendance ever at any previous consumer shows, EIA's show managers commented, also may be extending for additional space on the lobby level to accommodate last minute exhibitors who expressed interest. TV, TV receivers, radios, phonograph-disc equipment, audio components, etc.

Wayman said that more exhibitors will introduce their lines than in previous (1973) electronic shows, and between 25,000 and 35,000 consumer electronics products are expected to be turned out by retailers. Confirmed to market will be the units of audio marketing as well as on video and audio displays. Video television systems will be introduced in a number of lines for the first time.

The Winter show will be held at the Motor Pavilion, where for the time, retailers, distributors, salesmen, manufacturers and importers will all gather to see the latest electronic products at one location, it was noted.

The upcoming EIA into the future "Electronics 1985" conference to be held May 18 & 19 at the Conrad Hilton in Chicago, will be a combination conference of where the electronics industry—some having their trade troubles—will be held, EIA's 1980s. One sentence in the announcements of the conference stated, "We expect eight hundred manufacturing attenders, a company.""We are going to study the economics of the various segments of our industry, to see where the most promise is and may cut off some of the least promising.""Continued from page 37

Giving Ampex's magnetic tape division a sales boost is Cartridges, too. The growth of blank recording has been the most pleasant surprise," the company spokesman. He put the market in the U.S. at $3 million (retail) last month. And a potential market of around $8 million by 1973.

"If they are in the market, the most cartridgables wind up in the hands of bootleggers."

Superscope Offers Sony Cassette Unit

LOS ANGELES — Superscope has introduced Sony model TC-140 AC/DC portable cassette recorder at $139.95.

The unit features automatic shut-off, an inbuilt microphone, digital tape counter and a record-level battery strength indicator. It comes with an external microphone, earphone, carrying case and a 60-cassette.

"Mr. Tape Job" Says

Buying from Overpriced Distributors! Don't buy another tape or record! Guaranteed low, low prices—on all major labels! Catalogues on request

Mr. TOPP TAPE CO., INC.
20,000 NEW YORK AVE., BALTIMORE, MD. 21218

Spiegel Sets Product Trial

CHICAGO — Selected audio equipment, some at reduced prices, is being offered on a 30-day free trial by Spiegel Inc., mail order house.

The audio products, ranging from cassette recorders and radios to clocks, are components sets, and are included in a 32-page "get-acquainted on trial"

The mailer said, in part: "This 30-day free trial is a bit like the housewife squeezing tomatoes. It gives you a chance to see and feel and try the merchandise before you buy it. If you are not interested in the features take the equipment back and return it for a full refund. This trial... is a great idea for the buyer if you like to take time before your purchase. This is a truly exclusive trial and a very pleasant experience for you."

The sound equipment includes the following: Guarantee spring and summer catalogs; a turntable, recorder from $37.88 to $42.77; 8-track stereo player and AM-FM radio that plays when the battery is low. The recorder takes an $87.88 (tape only) and a 9-track cassette; a 3-component set including AM-FM stereo tuner/amp with 8-track, two speakers and phono deck at $119.95 ($89.95 without phono-deck).

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**Cable TV as Medium**

- Continued from page 1

problems such as the copyright situation which have to be examined," Mr. Hopwood shared by almost every speaker at the opening session which rather ironically was intended to review the progress of the cable TV industry since last year's Vidac.

However, although the past 12 months have seen some dramatic developments, several of the speakers on the panel predicted 1972 would be the turning point.

Lloyd Singer, manager, Educa
tion and Training Products, Motor
tola, said that after a period of real
downturn, "in this perpetually expanding industry, there has been a 1972 would see some far more dramatic developments in television. We reminded delegates that by the end of this year, there would be at least one of the major systems on the market—EVR, Sony, Philips and the resurgences. Philps, he added, would probably emerge as market leader in Europe while Sony may slip, but we should get a solid start in 1972."

**Big Difference**

Opening the conference at the Palais Des Festivals, Bernard Chev, secretary general of the Matic TV association, said that the big difference between 1971 and 1972 is that the video player on display may have no tapes or picture tubes but machines ready for the market.

Despite representatives of over 60 companies from 28 countries are attending the conference, fewer fingers of pressure seem to be in the year—every company of the size of Ampex and W.H. Smith must Card.

However, all have been barred to take stands.

Highlights of the exhibition include the first floor of the conference centre is a colour version of the Television quick link. Although it is only capable of five minutes of programming, the disk is reproducing extremely good colour and this development has strengthened the interest in the competition price of the Telec system, it could be a dark horse in the video stake.

The introduction of a new Sony player—compatible with both 625 and 525 receivers—also aroused considerable interest. At a press conference on the Sony's last aspect for the CTV player, executives from the Jap
anese company refused to answer questions about Sony's reported compatibility pact with Philips.

Colin H. Hopwood, chief of the first international conference on cable television in Mexico City, said an Exhibition of CATV Equipment.

**Retailers Advertising Players**

- Continued from page 38

**MGM Eyes Vidifield as 'New Business Venture'**

LOS ANGELES—MGM has classified cartridge TV as a "new business venture" as manager William Singleton, the corporate vice-president in charge of new audio/visual activities.

His new area encompasses determining MGM’s participation in CTV, cable TV, pay TV and closed circuit television.

"As a company engaged in the leisure entertainment industry, it is important that we keep abreast of new developments," states James Aubrey, MGM’s president, in commenting on the appointments.

Singleton’s primary function will be to assess MGM’s position in the new audio/visual fields in terms of the significance they hold for MGM.

Motion picture concern over CTV has been minimal to say the least, since the "bloom on the rose" faded during the past six months as the optimism expressed in marketing much of the hyperbole over Hollywood’s involvement with the new medium eroded.

20th Century Fox, which was one of the first to name its CTV investigator, closed down functions in this area a year ago which had a cassette head, lost to the competition in New York, environs of syndicated TV sales.

Columbia Pictures Cartesias is the only studio actually working in the industrial and busi
ess fields.

MGM’s new interest in CTV as well as the other a/v fields may have been prompted by a company’s expansionist mood into other areas. Los Angeles is the firm’s first di
erivatization move.

**Player Front**

In another development, Phillips plans bringing out its own 4-inch videotape unit in the U.S. next year. Ampex plans to bring out its 4½-inch player by the end of the year.

LOS ANGELES—Sony looks to have made a two-pronged attack on the U-Matic cartridge TV market. The TeleMaton, Salt Lake City. Initial shipments were delivered last month and orders for the first year are expected to be filled by May 30.

Sony plans doubling its produc
tion of the TeleMaton by the first year of the new video system.

**Los Angeles—Sony has re
classified cartridge TV market as a "new business venture," states manager William Singleton. The company will be ready to unveil the TeleMaton, Salt Lake City. Initial shipments were delivered last month and orders for the first year are expected to be filled by May 30.

The TeleMaton deal, consisting of both play only and record and play, is expected to sell for $2,000 to $3,000. The firm’s national account dis
tribution will be handled by the smaller, 6-inch U-Matic system owned and operated systems/sales offices.

According to Robert C. Baun, senior vice president of TeleMaton, the firm has spent $3 million to develop the TeleMaton system which will go into 70,000 orders for its 4½-inch videotape player.

The availability of these players will signal the start of the long-awaited professional version communications, as well as provide a better medium for distribution of video software on a coast to coast basis.

Ampex claims, in anticipation of the availability of the set top box, TeleMaton spent the past two years restructuring its organization to be responsive to the new demands of the video cassette user. The company’s national ac
tounts program, headquartered in Boston, one of the leading support to large companies and or
ganizations, will be announced at its new headquarters.

Bally has been working toward the 2-inch cartridge to be an industry-wide standard since April, and is expected to sell for $100, million, he indicated.

For one reason, the slow growth of CTV has been partly due to the failure of equipment and software sales this year, the company said.

Sony, who offer one program, an "In the Making," is expected to see the set to be in July.

The introduction of a new Sony player—compatible with both 625 and 525 receivers—also aroused considerable interest. At a press conference on the Sony’s last aspect for the CTV player, executives from the Jap
anese company refused to answer questions about Sony’s reported compatibility pact with Philips.

Colin H. Hopwood, chief of the first international conference on cable television in Mexico City, said an Exhibition of CATV Equipment.

**On the Videotape**

LOS ANGELES—The Interna
tional Video Tape Corp. has completed 10-minute sales and dem
demonstration program for the U-Matic system. A new demonstration presentation which will be dubbed unto the new 6-inch U-Matic video cassette duplicating Corp. In New York will be housed in some show
town that will serve as a visual operational manual.

There will be 7,000 orders for its 4½-inch videotape player.

The availability of these players will signal the start of the long-anticipated professional video cassette user. The company’s national ac
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Colin H. Hopwood, chief of the first international conference on cable television in Mexico City, said an Exhibition of CATV Equipment.

**2 Firms Aim For Totality**

NEW YORK—Teleset Inc., a software producer, and MPCS, a sup
held 16th in the video disk. The firm’s wide
counts program, except for one
top competitors, are already
to be on the market.

According to Joseph K. Rider, president of Telesete, and Jeff Steier, staff vice president of MPCS, the partnerships of the two companies will facilitate the estab
ded dealers the 6-inch U-Matic system, which hardware and software are already in
to interested organizations with a minimum of problems.

Rider feels that "the technology has made such great strides the near broadcast quality pro
grammable and can be adapted to on
ines, both players have been widely
to the market this ¾-inch video
to the market this ¾-inch video
to the market this ¾-inch video

The camera, model WV-2100P features a built-in viewfinder, 550 lines resolution. It also has minimum 50 foot-candle illumin
camera, model WV-2100P features a built-in viewfinder, 550 lines resolution. It also has minimum 50 foot-candle illumin

A 19-inch color monitor with built-in tuner will also be shown.

Magnavox to Acvo?

NEW YORK—Magnavox is re
classified to demonstrate an Acvo Car汶onvision player/recorder to its dealers this spring. Acvo’s licenses to produce both are now slated for May 1972.
Music Enlivens Apollo 14 Shot

HOUSTON—The story of how country music flew to the moon with the Apollo 14 flight has been revealed in a ceremony here.

The project, originated by disk jockey Bill Bailey of KDKK in nearby Padadena, Tex., was culminated with awards to Jerry Lee Lewis and Sonny James. Originally the project included Johnny Cash, but Bailey removed the Cash tapes because of a slip-up in secrecy.

Air Force Lt. Col. Stuart Roosa indicated the request to Bailey, asking

CMA Library Vintage Film

NASHVILLE—The first in a series of more than 50 films of an early country music television series was turned over last week to the Country Music Foundation Library and Archives.

The series was filmed between 1957 and 1960 in the old Bradley Film Studio at Columbia Studios in nearby Padadena, Calif., by Art Leighton, who has been together for an Air Force recruiting venture, and Pete Drake, a Major also named Charles Brown, who was stationed there after a persistent request.

The negatives were located in an Army depot in Pennsylvania, and were donated to Major Brown to turn over to the museum.

The 35 fifteen-minute films will become a permanent part of the Library and Media Center in the Hall of Fame, enabling scholars to study the style and performance of the single act.
The Kendalls and daughter turn pop hits into country hits.

Talk about a together sound, and you talk the Kendalls. Together on the road, writing, and recording, this time, it's the big pop hit, "Two Divided By Love". The Kendalls and Nashville's top musicians get together for a swinging country version. Two united by love can't miss.

"Two Divided By Love"
DOA-17405
b/w "Easy To Love"

Billboard SPECIAL SURVEY For Week Ending 3/18/72

"Yellow River" was never so finger-snappin', country-rockin' good!

The Compton Brothers have done it! They've taken the smash pop hit, "Yellow River", and made it even better. Moving it along with real gusto, great singing, and a happy country feeling.

Vol. 50 No. 13
MARCH 18, 1972, BILLBOARD

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**Country Music**

**Nashville Scene**

- Continued from page 41

NRS label. It's a tune which has brought them standing ovations and encore for years. Justin Tubb, off a label for some time, has done a session album at Hilltop in Nashville, hoping to lease it to a major label. Some of the leading musicians in the city are backing him in the project. Spec Rhodes couldn't stand three full weeks off the road so he took his family on a trip. Johnny Paycheck will be keeping all his scheduled personal appearances during the year ahead.

- George Morgan's next Decca release is "Running Wild."

Murry Reeves Davis and Jimmie Newman have named their new light chestnut Appaloosa colt Music City Apachesfibi. And that's named for a swift-running river in the Cajun country land of Louisiana. "Ray Pillow, after nine years of recording, says he finally is singing the way he wants to ring on records. He credits Mega's Jim Boyby for much of this. Teddy Wilbourn had his knee drained, and it still is painful, but he can keep on performing.

- Danny Davis, Connie Smith and Jerry Reed were called upon by Tennessee Governor Dunn to officiate at a ribbon cutting for opening a new loop of the interstate highway in Nashville.

Cliff Robertson guested on the first of the new Bill Anderson show series. Many non-country guests will be utilized, aiming for the prime time market. Brian Harper and his talented wife are parents of a very small girl, born three weeks early.

- Still another black artist has entered the country field; Eddie Harris, has formed his own SESAC publishing company, Mau-Dean Music. Songwriter Pay- Ball, who has had 14 recorded tunes operating out of the midwest, placed two on her first day in Nashville. She has an office and a studio in Sterling, Ill.

When word reached Kansas State University that Earl Scruggs, his Revue, and the Nitty Gritty Dirt Band were appearing, tickets for two concerts were sold out in three hours. Earl has another NET special scheduled for March 21. The Kenny Brut Show, with former ARTIST Donna Harris, has moved back to Lub- bock, Texas. The appointment of Danny Hatcher as Archivist of the Country Music Foundation Library and Media center has been announced. He's from Mur- ray, Kentucky. A. Tom Mc- Connell has returned to his former position as promotion manager for Hall-Clement Publications.

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**"YOUR SHARE"**

By **EDDIE NOACK**

WORLD WIDE RECORDS

For Promotion, Distribution, Royalty Coverage, Titles, Retail Service, Major Label Contracts. National Promotion use hips, Star's Art in Bill- board's Chart, Write Today. LP/EP Promotion, 216 16th Ave. South, Nashville, Tenn. 37203 (615) 244-4664.
NO DRUGS HERE. Columbus, Ohio Mayor Tom Moody, center, makes it official. On hand for the proclamation declaring Feb. 28 through March 4 "Anti-Drug Week" in Columbus, were, left to right: Eugene Brown for James Brown Productions; Bill Scott, Polydor Records; Bob Gamlin, Polydor; Mayor Moody; E. Karl, WCMH news director; and Bob Gain, Polydor. James Brown's "King Heroin" was broadcast by WCMH several times daily during the week.

### Soul

#### Decca Ltd. Sales Up

- **Continued from page 25**
- So are our recent complete opera sets of 'Boris Godunov' and 'Tannhäuser'.
- "A small extent price rises during the 1970 period helped the increase," he added, "but as those only averaged some 6 to 7 percent during that time, the total increase is something we're all proud of.

#### Tape Industry Growth

- **Continued from page 37**
- accounted for $22.9 million (78 percent) compared to $6.1 million (77 percent) for cassette sets in 1970. Figures for 1971 included K-Track at $22.5 million (78 percent) and cassette at $6.7 million (77 percent), with a projected K-Track of $3.5 million (77 percent) and cassette at $7.6 million (7 percent) for 1973, according to Miss McShane.

### Billboard

#### Soul LP's

<table>
<thead>
<tr>
<th>Star Performer LP's</th>
<th>Last Week Title &amp; Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;Let's Stay Together&quot;</td>
<td>Atlantic</td>
<td>30</td>
</tr>
<tr>
<td>2</td>
<td>B.B. King</td>
<td>Atco</td>
<td>22</td>
</tr>
<tr>
<td>3</td>
<td>&quot;All Night Long&quot;</td>
<td>Atlantic</td>
<td>7</td>
</tr>
</tbody>
</table>

#### Best Selling Soul LP's

<table>
<thead>
<tr>
<th>This Week Title &amp; Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 &quot;Midnight Sun&quot;</td>
<td>Atlantic</td>
<td>40</td>
</tr>
</tbody>
</table>

### Butler Builds Anew In Song Workshop

**By EARL PAIGE**

CHICAGO—Young black people, many in their teens and twenties, from places such as Greenlawn, Minn., and others have started writing songs in the Butler Music Workshop, established three years ago on the campus of the University of Chicago by Mercury recording artist Jerry But- ler through a joint venture by Chapel & Co., the music publisher.

Most of the workshop's modest success has been in soul music, but the project from the start was not designed as strictly a soul thing. Butler said. The Delta, a group on Chess, have recorded several workshop tunes, including a new single "Tell the World, We Stay on My Mind." Atlantic artist Aretha Franklin is looking at workshop tunes, three of which she collaborated on. All told, the music for five albums and 18 singles has emerged from the workshop, enough progress so it appears the project will continue in some form or another. However, even though Butler sees this year as a "make it or break it" year.

The workshop has a staff of six full-time writers and will add a new one soon. The project draws on high school and college students and anyone who has material good enough for professional recording artists to consider. As a case in point, "Anin's Understanding Melinda," was written by Herscholt Polk and Homer Talbert, two non-staffs.

Headquartered in an old building on South Michigan Avenue, the workshop is entering a crucial phase, believes Butler, because three years is enough time for any new venture to prove itself. "Unless something gets off the ground at the start, it usually takes three years to turn around, anywhere around," he said. "We have given advances and writers to many writers, some of whom have paid up others who haven't. Chapell won't continue to give us money if our project isn't working, so if there isn't enough interest, it is in our best interest to cease able. We will know this year if we will go into the black, to a point where we can go on alone and exist on our own accounts receivables."

The trend to the album as a dominant force in sales has also meant other music categories and the cor- respondingly larger expense for new, top quality material also augers well for the workshop idea, Butler said. The Delta's "The Love We Had (For God's Sake)" from "Progress Movement," an LP with six songs written by staffarrer Terrance Callier and Larry Wade. Butler's current hit is from "Sapaptian Movement," a Memphis album with nine workshop songs. The eight songs being brought to Atlantic's Frankling will make full use of an album, but in any event, represent good exposure for staff composer Jack Butler (cousin of brothers Jeff and Jesse Jackson) and young Jackson's soon-to-be staff man in Upshaw. Other album material prepared by workshop artists which include writers Sam Brown, James Blumberg and Billy Butler (Jerry's young brother) will four songs for the Delta's next LP and the first of sev- eral in a 16-song album Butler is preparing for Mercury.

**A Base**

The workshop's course, also gives Butler a base from which to branch out. In fact, he believes he spread him- self too thin in some cases. He became involved in the Memphis Corp., initially designed to open a recording studio in Memphis. Ultimately, there were management problems.

**Continued on page 48**

### Programmer's Potpourri

- **Continued from page 30**

**What's Happening**

- **Continued from page 32**


FILED NO
didn't want to be a pilot. Calling Goods' Lightfoot profile is greatly understating his case. With unparalleled command of the guitar, he can deliver individually superb tracks, but entire packages of the highest order, with no exception. "Ordinary Man," "Alberta Bound," "Beautiful," "Dream" and the title cut "Don Quixote" are lyrical masterpieces in the Lightfoot tradition.

"Time, in Sarstedt Joined the Showcase." Final Breakdown. No personal statement. Eat a road song, a folk material cut "Go界限". "Beautiful," "Superb all from the top of the charts to the number one. "I'm Going," to bring Simon and Garfunkel's ninth album. It contains all the best hits, but entire package creates mood and effect. With unparalleled exposure, it is a trophy vehicle for her original, respectful material. "Laughing, Off the Earth," "Working on the iCloud" and "The Beginning."
Simkowsky Works Hard to Put B&H Into Lofty Spot

• Continued from page 38
cated to the merits of the concept. He is not planning to offer cas-
sets outfitted with Dolby noise reduction system. Our “aim is to offer a noise suppression unit only when it becomes a more mass mar-
ketable filter.” He says the unit will be offered in true cassette, although we are working on a model of our own design which will be available late this year or early next.

Bell & Howell is planning to put out an unabridged cassette line because “it just isn’t our market,” Simkowsky adds. His dis-
bution is needed to compete in the area where our line doesn’t tend itself anywhere in the automotive field.”

How does Simkowsky view the tape industry in 1972? “Ask about the tape industry in 1972. He is too busy making up his mind to do any other reading on it. The consumer will make up his mind not to buy until he is sure of the quality of the tape and equipment. Simkowsky feels that the indus-
tory is in a state of flux. He points to the late 1940s and early 1950s when it suffered through the competition caused by speeds, cartridge versus open reel, monaural versus stereo, 2-track versus 4-track, and so on.

Now we are in the process of telling the world about discrete and matrix 4-channel, quadraphonic cassettes, high fidelity cassettes—voice cassettes, music cassettes, 4-channel stereo FM, 4-channel phonograph record alternatives, TVR, EVR, and on and on,” Simkowsky said.

The special focus will be on how sophisticated the consumer can be when he tries to make his mind up about what he really wants. On to put another way, are we an indus-
tory helping the consumer make up his mind not to buy until he is sure of the quality of the tape and equipment? We will eventually evolve in his area of product interest.

“Some improve, and others, innovations are developing to fast track the industry. These innovations will distribute these products have a different means of making up their mind to not buy until they are sure of the quality of the tape and equipment,” he said. “A few consumers decided to withdraw from the race.”

Simkowsky has done his home-
work on how to strengthen Bell & Howell’s interests in consumer products. Now he’s putting his theories to practice.

Slow Progress in ’72

• Continued from page 40
vide an improved information stor-
age and retrieval system for optical
recording and playing back dig-
ita lly encoded electrical signals on a photographic film at an extremely high information density.

The key to the success of the first compa-

nies in laying the foundation for this revolution was to be an industry-wide effort,” he said. “Our current efforts are underway now in the next three to five years. He says, "Our present research and development efforts are part of the TV, film and publishing industries actions governed by their heritage and the confines of their own fields."

The special unions are motivated by “fear” of being left out of the revolution as a result of the current interest. “You can see it illustrated by the demand of the unions for a part of the cassette industry.”

MARCH 18, 1972, BILLBOARD
### New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable radio programmers and record buyers to be up-to-the-minute on available new products. Shown here are five new releases available for immediate delivery to record dealers. All other listings (not in bold face) have been announced by the manufacturers as a new release. Listings are in alphabetical order by artists, in Popular, LP, and Tape groups.

#### Artwork

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Catalog No.</th>
<th>Label, No.</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALEXANDER, L.</td>
<td>PAUL</td>
<td>604371</td>
<td>$5.98</td>
</tr>
<tr>
<td>ALEXANDER, L.</td>
<td>PAUL</td>
<td>604871</td>
<td>$5.98</td>
</tr>
<tr>
<td>ALEXANDER, L.</td>
<td>PAUL</td>
<td>604871</td>
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<td>ALEXANDER, L.</td>
<td>PAUL</td>
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#### Classics

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<th>Artist/Title</th>
<th>Catalog No.</th>
<th>Label, No.</th>
<th>Price</th>
</tr>
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<tbody>
<tr>
<td>BERNSTEIN, I.</td>
<td>1120-1059</td>
<td>RCA</td>
<td>$5.98</td>
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</table>

#### Regional Breakouts

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Catalog No.</th>
<th>Label, No.</th>
<th>Price</th>
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<tbody>
<tr>
<td>BARRY, L.</td>
<td>LP 15735</td>
<td>MCA</td>
<td>$5.98</td>
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#### Vocalists

<table>
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<th>Price</th>
</tr>
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<tbody>
<tr>
<td>BEYoncé</td>
<td>LP 11307</td>
<td>UMG</td>
<td>$5.98</td>
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### Action Records

#### National Breakouts

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<tr>
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<td>LP 15735</td>
<td>MCA</td>
<td>$5.98</td>
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### Bubbling Under The Top 100

<table>
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<td>$5.98</td>
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### Bubbling Under The Top LPs

<table>
<thead>
<tr>
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<th>Label, No.</th>
<th>Price</th>
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<td>LP 15735</td>
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<td>MCA</td>
<td>$5.98</td>
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### Jerky Butler In Song Workshop

*Continued from page 45*

in Memphis tapered off. But, said early this year, the Mem-phis Corp. directors must decide on whether to try recording a band, their being their "take their beating." During it all, a label, Memphis Records, was formed last year, who became president of Memphis Corp. operations, deciding for three acts: Ollie Nightengale, the Linds and Billy Butler & Infinity (some of these acts' singles sold in excess of 200,000). "But we got into the whole thing of collecting f r o m record distributors and all," he said.

Certainly, the shop has changed Buffalo Barker. His new album will be one of his most ambitious projects, a double package devoted to two separate themes of love with some new musical ideas, a mellow, Miles synthesizer and interludes using oboe and strings. The saxophonist's sound is a man who has found a way to surround himself with young songwriters in a fully creative and free thinking environment such as the workshop provided, the LP will be titled "The New Jerky Butler."
Retail Business Seen Growing With 'Speed of a Skyrocket'

BAI, HARBOR, Fla.—A super rap session here during the annual convention of Record Merchandisers indicated that the record retailing business is not only in healthy shape, but growing with the speed of a skyrocket.

David Rothfield, speaking from the audience, said the super rap session is "going on a tremendous expansion drive." He said that there are now 60,000 stores, all with full-line record displays, and that they are standing record stores. Rothfield's faith in the retail business was noted in the combination of the rap session, which included more than 30 leading executives from record manufacturers, wholesalers, and retailers.

With Joe Smith, Warner Bros. Records, and five other members included John Choen, Dir. Mktg., and Elektra Records; Jack Craig, Columbia Records; Schmid, Polydor Records; Leon Harte, Integrity Entertainment; Jim Schwartz, Philips Records; Heilicher, Heilicher Bros.; and Irwin Steenberg, Mercury Records on a panel devoted to the retail explosion. The session was held in a three-hour session. Sitting in on a panel for the record explosion were: Herb Goldfarb, London Records; Martin Schachter, Chess/7, Ron Wells, KRC, RCA Records; Tim Braswell, Dick Weber; Steve Jacobs, Knx Record Rock; Phil Slavin, Billboard; John Luttrell, Press, D&H Distributing; and Otis Smith, Invictus Records.

Continued on page 12

A panel on data processing included: A. N. Records; Joel Friedman, WEAN; Marvin Simon, Record City; Marvin Saines, Discount Records; George Schneer, Capitol Records; Clinton R. Heilicher, Heilicher Bros.; Stan Cymmer, Capitol Records; George Oknow, Lieberman Enterprises; and Peter Lowery, Peacock Productions. Sitting on a panel representing challenges in radio promotion were Artie Mark, MCA, and Bob Hamilton, the Bob Hamilton Report; Nina Greig, RKO; Bill Lowery, Lowery Music; Jerry Greig, Liberty Records; John Martin, PMP; Joe Martin, Apex-Martin Distributing; Bob Lunster, Transcontinental Music; and Roy Silver, WBAB, Cleveland.

Steinberg, who noted that his record firm had no current plans to get into record retailing, said that the record range plan of Polydor would in clude "less personal" type of service. He pointed out that retailing, in general, was at the time of the rap session, but that record retailing was growing only about 5 percent, and that most retail men were not getting our share." He said he would like to see rack ers acquire headshops because it might spow the development of knowledge and "feeling about records."

A survey of his own distributors showed that 78 percent of them had seen Rod Stewart in a performance, and that only 4 percent of these records had sold.

Frank Jones, president of the Nashville MGMA, and chair of the assembly committee of the Nashville MGMA, which is the only music business of its kind in the South, acknowledged with "a little apprehension" that the "atmosphere in the audience was. Hawk's was the subject of the discussion, and the privacy bill which has greatly aided the music business was the subject of the discussion.

It was not only the most satisfying show in the history of NARAS, but the most professionally done.

March 18, 1972, Billboard

Buddha Meets Bow Major Release Plan

NEW YORK — At meetings held in New York City, Las Vegas, and throughout the South, the Bad- dan, Invictus Records; said, "They are definitely not an alarm clock for the future. They are a permanent injunction against the noise and music late in the evening and use of the parking lot.

Sullivan Promotes NASHVILLE — Sound Sevy Productions, concert promotion firm based by Joe Sullivan, has opened offices here and will promote B.J. Thomas' spring tour, plus the Fifth Dimension in Nashville March 4 and in Chattanooga March 5. Sullivan intends to spread the activities of the firm into additional cities throughout the summer.

Executive Turndate

and head talent coordinator of Metromedia's syndicated Merv Griffin Show. She was formerly talent coordinator for Griffin and served as his personal assistant.

Marilyn Stewart, formerly publicity director of Paramount Pictures, has opened the Music Man's offices in New York, Los Angeles and London.

Roy Sliver has been named a vice president of Creative Management Associates in charge of the CMA music division. He is founder of the Blue Peacock Productions and was a former co-owner of Tetragrammar Records.

Dick Weber has been named national promotion director of Big Tree Records, distributed by Bell. Weber was previously promotion chief of Ampex Records.

Irwin Pincus, formerly with George Pincus Music and Smurf Garrett Enterprises, has formed his own publishing and production firm in Hollywood.

George Simpson has been named director of operations for Aka America. Irwin Green has been appointed national sales manager of VTR products at Aka.

Ron Kretzmann has joined the a&d department of MCA Records. He was with Capitol for the past 18 months and previously at ABC and Tetragrammar.

Richard Q. Kress named president of the newly created consumer products division, North American Philips, a leading manufacturer of electrical appliances and technology which imports and distributes products to consumers. John T. Gray, formerly marketing director, named general manager, consumer products, Fred Neigh is the new director of marketing, Gerald Citron head of consumer electronics department. Andrew Braskham is manager of the AKG and acoustic components department.

David Dunster joins the Music House, commercial music and sound production firm, as editor.
Sonopresse Signs
U.K., U.S. Distribution

BY MIKE HENNESSEY

PARIS—The Sonopresse distribution company has recently signed three new distribution deals and is also currently undertaking direct sales tests on the French record market.

The company has taken French distribution rights on the U.K. labels. It is also currently carrying out direct sales tests via the Hachette-owned book club Sonopresse, scheduled for this month.

The Sonopresse company, which reported $311 million sales and claimed 15 percent of the French market in 1971, is also carrying out direct sales tests via the Hachette-owned book club Sonopresse, which is also part of the Hachette group. If the current tests are successful, the Sonopresse record club could be in operation by the end of the year.

Rambaud told Billboard that Sonopresse expects to double its turnover this year.

The Sonopresse distribution network is widening to include 700 rack jobbing operations—roughly one-third of the total rack jobbing market—and has a team of 14 representatives monitoring the racks regularly.

Because of its great experience in the distribution field—the parent company has a major holding in the Nouvelles Messageries de la Presse Parisienne which distributes all magazines, and newspapers published in France serving 40,000 points of sale—it is the policy of Sonopresse to seek representation of home and foreign labels and catalogs for distribution in France.

Plans in the pipeline for future development include a scheme for door-to-door record sales (terminated on Hachette’s Live de Paris book-selling division which has 1,500 representatives and an annual turnover of $35 million).

“One great advantage we have is the distribution field,” says Rambaud, “as our company controls figures as to which kinds of rec- sell will be best in various areas and we can programme accordingly to decide the most ef-
fective distribution spread.”

Manila — The Filipino Society of Authors, Composers and Publishers (FILSCAP) elected directors, including new president.

Incoming officers are Prof. Felipe de Leon, president; Luerencia Kaay, vice president; William L. Wintre, treasurer; and Sim- felcio U. Suarez, executive secre-

The incoming board members include the new president, Prof. de Leon; Sr. Roberto del Rosario, Constan-

The board has also amended its constitution and enlarging its membership.

Sales Boom in Finland
—Major Expansion in Tape

HELPSINKE—1971 was another boom year for the Finnish recording industry, judging by statistics released by the IFPI—the Finnish manufacturer’s association— announcing that there was a major expansion in the tape sector.

Total retail sales value for the year was $37.5 million Finnmark or $4.1 million, and all categories made sales increases, with the EP and all- track EP disk, whose production has now been assessed at 201,000, being the most important increase in tape.

Single, 460,000 (15 percent in-
crease); Budget and medium price LPs: 435,000 (64 percent increase); Full price LPs: 745,000 (68 per-
cent increase); EPs: 15,000 (50 percent decline); Cassettes: 13,000 (284 percent increase); 8-track car-
rad: 8,350,000 (135 percent in-
crease).

Overall these results represent an 82 percent rise in sales. But the IFPI figures do not reflect the complete Finnish recording industry, as the sales picture because some record companies are not IFPI mem-
bers, and some sales are not cov-
ered such as spoken word records through book publishers, sacred music, and supermarket retailing.

“We estimate that we can com-
pare the figures next fall are inevitable, according to a promising Finnish music industry executive, Eino Ehto, managing director of Fintele and vice-president of Ponsberg.

Estonia instanced a 10 percent in-
crease in that we can com-
paring the figures. We are also increasing pressure around the price of imported material at this time,” Ehto said. He added that there has been no increase in retail prices for recorded tapes. If this continues, it will affect all configurations in disk and tape.

Westo believes that tape and disk sales will achieve parity in Finland by the end of the year, also when the 1969 predictions suggested. Currently there are an estimated 225,000 disk and 300,000 phonographs in Finland and 300,000 phonographs.

From The Music Capitals of the World

Tokyo—The Stompeters are to undertake a 40-day promo-
tour of nine European coun-
tries later this year, according to manager-producer, Mel Shaw. Dates for the tour are not set, but it is likely that they will fol-
low the Stompeters’ anticipated appearance at the Maple Music Jordan in Toronto this June.

Shaw said that the group will visit Britain, France, Holland, Ger-
many, South America, Finland, Denmark and Italy in collabora-
tion with MAPLE and EMI.

EMI has the group in the U.K., and will be handling sales with Philips holding other markets.

Although the Stompeters’ re-
member, ‘The Sweet City Woman,” was not a huge hit in Europe, Shaw feels that the group’s performance at the Maple Music Jordan has just been released.

Shaw said that the group will also spend three days in Venezuela during the tour. “Sweet City Woman” has reached gold disk status in that market. There is also news that the group of a week in Australia. A U.S. tour is set to start later this month, and will then take the group through the Mid-
west and Southern States.

The group is just finishing off its third album at Toronto Sound Studios.

AMSTERDAM—A Dutch tour, March 24-April 3, set for Ian Matthews, and his new group Plaisance, FEMALE Christina Drzetkowicz will receive a Silver Music Award from the Italian Cultural Council in April for her efforts on behalf of the Italian “Bel Canto.” She is cur-
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PRODUCERS
1 JONATHAN KING
2 MICKIE MOST
3 TONY VISCONTI
4 GORDON MILLS
5 TOKENS/DAVE APPELL
6 DAVID MACKAY
7 DON COSTA
8 BARRY MURRAY
9 GUS DUDGEON
10 PHIL WAINMAN

JONATHAN KING IS IN AMERICA
AT THE BEVERLY WILSHIRE HOTEL, LOS ANGELES (MARCH 13th-16th)
THE FAIRMONT TOWER HOTEL, SAN FRANCISCO (MARCH 16th-18th)
and the PIERRE HOTEL, NEW YORK (MARCH 18th-25th)

HE HAS TWO MASTERS TO PLACE
"DON'T LET HIM TOUCH YOU" by the ANGELETTES
"RAPE" by the RIPPERS
DISCOS MONICA artist Falaiza, with Jack Dempsey and Ralph Peer II, vice president of the company, was recently featured on the hit show "American Bandstand." Falaiza appeared at the Dempsey Studio in Radio City, New York, as the first entertainer to appear there in a number of years. Discos Monica is a PSB label.


dr. Matejcek also arranged a live concert of serious Canadian works for broadcast by Radio Cologne on April 16, 1974. A similar live concert will ultimately take place on Radio Sackheim.

In October, there will be a Paris concert of Canadian repertoire conducted by Marius Constant. In 1973, Dr. Matejcek established a program for foreign-per- garde Canadian music to take place in the concert hall of the Modern Art Gallery in Paris.

While in Germany, Dr. Matejcek also negotiated to receive a release by the German jazz

"I believe that the Maple Music Junket is going to make a lot of difference in that regard.

Dr. Matejcek also delivered lectures to the Austrian Music Society in Vienna, a gathering in Mainz, and at the Canadian Cultural Centre in Paris.

A refugee from the Russian invasion of Czechoslovakia in 1968, Dr. Matejcek came to Canada with his family and joined CAPAC last year. He has received acclaim for the manner in which he has brought many new companies to the CAPAC camp.

While in Austria last month, Dr. Matejcek set up a weekly 60-minute Canadian pop music program on the nation’s pop network. In the serious music field, there have been promises of exposure on virtually any Canadian product received.

Radio Stuttgart has promised three shows on Canadian music, and discussions are continuing with Radio Frankfurt and Radio Satar.

Both Radio Hamburg and Radio Cologne were very enthusiastic to the possibility of giving airtime to Canadian discs. "People don’t realize what a great percentage of some of these German stations have become," Dr. Matejcek said. "I hope people along have 1,200 albums.

LOS ANGELES RADIO STATION TAKES THE RAP.

KLOS-FM, a progressive rock station in Los Angeles has started taking phone calls and raps on the air about the drug scene. What it involves and what to do. The result is an information and involved radio station. For further information about this type of project, contact the program director at KLOS-FM, Los Angeles. Another in Billboard's "Bullhitters" series.


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The U.K. represented by The New Seekers with "BEG, STEAL OR BORROW" (in the U.K. on Polydor, in the U.S.A. on Elektra).

Vicky Leandros represents Luxembourg with "APRES TOI".

Sandra & Andres for the Netherlands with "ALS HET OM DE LIEFDE GAAT" ("What do I do").

Swiss entry is Veronique Müller with "C'EST LA CHANSON DE MON AMOUR".

Belgium will be represented by Serge & Christine Guisoland with "A LA FOLIE OU PAS DU TOUT".

Monaco's entry will be Anne-Marie Godart and Peter Maclane with "COMME ON S'AIME".

PHILIPS ARTISTS IN THE EUROVISION SONG CONTEST EDINBURGH, MARCH 25, 1972
Alfa Music To Handle Screen Gems in Japan

Tokyo — Alfa Music here will handle the promotion of Screen Gems in Japan throughout 1972. The U.S. company was previously contracted to Shisco Gakki.

Although Alfa Music started promotion activities on Screen Gems in January, they will currently mount a major campaign on Carole King and will be promoting Bread in Japan. Alfa is also recording Japanese artist, Pedro and Capricious singing “My Way.”

Alfa Music will also promote foreign composers on behalf of NRK, supplying the network with material for its “Sekai no Onkaku” program. Starting in April and every month Naomi Sahara will sing a new foreign composition.

Already involved are Henry Mancini and Michel Legrand, who Alfa will also manage and promote in Japan. Alfa is also negotiating with Masahiko’s company, Larry Shaye Music.

Alfa has also arranged, through Chappell, for a major promotion on one of Alfa’s songs, “Nui to Yo no Ballad,” in countries out side Japan. The song was used at the Winter Olympic games in Sapporo as a theme.  

Decca France Set 3 Month Release Hiatus

Paris — Decca France has taken “the unusual step of not scheduling any new releases for the first quarter” in order to prepare the company for a new attack on the French artistic scene. With this in mind, director Claude Boutin now in charge of production, Decca musical manager Jean-Pierre activated Georges Israel to prepare a new French catalog.

The result, Decca has added five new artists to the company roster, Jean-Pierre Pons, Max Rongier, Frank Villanuo, Alain Park and René Brix. The company is also working with independent producers at home and abroad to find potential talent in the search for new talent.

Decca’s tour has covered the past two years and Boutin is investigating the possibilities of Decca representing foreign labels in France. Following the Liberty record label recently, Decca is also planning to relaunch its Vega label as a budget line.

McKuen—3 Dutch Golds

Amsterdam — Rod McKuen received three gold disks during a recent visit to Holland. They were for singles sales exceeding 100,000 copies of “Soldiers Who Want To Be Heroes” and “Without A Worry In The World,” and for sales of 25,000 copies of his album, “Greatest Hits. Volume Three.”

They were presented to him by Negram manager Hakan I. Kellerman.

During his stay in Holland McKuen signed a deal giving Negram Dutch representation of Storran Records of which he is a director.

The agreement is for three years.

A series of radio spots are now available from the do it now foundation. One of the items includes an album of 26 spots against the use of speed. Another in the series of Billboard’s “Bullfighting.” For further information contact Harry Richardson. Call 408-423-2003.

TURN YOUR RADIO ON TO THE FACTS.

From the Music Capitals of the World

Tokyo

Crown Records will release four 4-channel QSE-1 records on King Record in Japan, having adopted the new QSE-1 matrix system recommended by DXA in the U.S. by Akira Kobayashi, Kyotaro Saito, Kenzo Nakata and Sumiko Ito, and the New Beat. Fuji Photo Film Co., Ltd. with technical assistance from Japan’s leading stores will handle this release.”

Takco Hirata and the Selahists will perform a three-hour concert at Chichibu Hall, Nagoya, March 12, playing songs from their third album, O Yon Hui Hui Number, released April 5. Concerts in other cities will also be scheduled.

Junior Middle Weight world boxing champion, Koichi Wajima has signed an exclusive contract with Decca Records Ltd., which will handle his recording promotion. Wajima recently performed in concert in London, and will make a further visit to England in May to participate in the world’s first television boxing program.

Spanish singer Mario Flick has signed an exclusive contract with Decca Records Ltd. to handle his recording promotion. Flick recently performed in concert in London, and will make further visits for television and radio programs.

Decca Records is also working on the promotion of the new RCA album, “The Voice of Spain.”

Morley, former lead singer of The Beatles, has signed with King Records in Japan.

MEXICO CITY

Jaimie Ortiz, a female vocalist of CBS Mexico, is working on the new RCA album, “Ariola Records Mexico.”

This spring she is releasing a recording with the Bando Ehrlich Orchestra, Sweden’s leading symphony orchestra, the Malmö Band, and will release performances by the late operatic tenor Jussi Björling recorded on the Stockholm Tivoli.

Dutch Radio—

20hr Annly Show

Amsterdam — Radio Veronica, the Dutch offshore radio station, celebrated its 10th anniversary of the formation of the Beatles with a 20 hour program of the group’s music on Feb. 29. The station started at 5 a.m., eventually finishing at 2 a.m. the next day. The show included a live concert, taped earlier in connection with interviews and back-stage stories.

Godspell TV in St. Paul’s


The U.K. cast album is released by Bell.

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Three Golds for Finnish Singer

Helsinki — Finland’s “Tango King” Olavi Virta, was awarded three Finnish gold disks last month for combined sales of over 100,000 of his three Decca recordings, “Ystävysta,” “Ennen Kuolemaa” (My prayer) and “La Iinperiori.

Virta, now retired on account of ill health, has been one of Finland’s leading singers, and the peak period of his popularity was during the late 1960’s and 1970’s when gold disk awards were introduced.

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

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

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TURN YOUR RADIO ON TO THE FACTS.
PAUL DE SENNEVILLE and OLIVIER TOUSSAINT

"1" AGAIN
ON THE NATIONAL HIT PARADE
WITH
POP CONCERTO
BY THE POP CONCERTO ORCHESTRA

AFTER
TOUS LES BATEAUX TOUS LES OISEAUX
Music composed by Paul DE SENNEVILLE
Recorded by Michel POLNAREFF
I'LL GIVE YOU THE EARTH
Recorded by Keith MICHELL
GLORIA
Music composed by Paul DE SENNEVILLE
Recorded by Michel POLNAREFF
DANS LA MAISON VIDE
Music composed by Paul DE SENNEVILLE
and Olivier TOUSSAINT
Recorded by Michel POLNAREFF
L'HOMME QUI SERA MON HOMME
Music composed by Paul DE SENNEVILLE
and Olivier TOUSSAINT
Recorded by Mireille MATHIEU
C'EST LA VIE MAIS JE T'AIME
Music composed by Paul DE SENNEVILLE
and Olivier TOUSSAINT
Recorded by Mireille MATHIEU
ELVIRA
Music composed by Paul DE SENNEVILLE
and Olivier TOUSSAINT
Recorded by Herve VILARD
DIS MADAME S'IL VOUS PLAÎT
Music composed by Paul DE SENNEVILLE
and Pierre TISSERAND
JUST WAITING
Recorded by Billy VAUGHAN
LES CHOSES DE L'AMOUR
Music composed by Paul DE SENNEVILLE
Recorded by DALIDA

Editions: MERIDIAN-SOLITUDE 5 rue Lincoln PARIS 8ème
HITS OF THE WORLD

ARGENTINA

(Courtesy Exorad for a Fan)

This Week

1. ROSAS A SANDRA—Sahu (M. Del Río)
2. EL FRESCALES—Lo Aguile
3. AMARILLO—IS THIS THE WAY—Lamu (CBS)
4. VEGETTA—HOW VEGETTA—Karups (RCA)
5. SE THE MOTHER—Somewhere Antonina (Olden) (CBS)
6. TANTALUS—Is This The Way—Columbia (CBS)
7. EL AMANTE—Romeo Carlos (CBS)
8. POURRE—Sons of Sahu (M. Hall)—Sebastian Le (EMI)—Paquito Escalante (CBS)
9. SACRAMENTO A WONDERFUL TOWN—Sons of The Road—CBS
10. CARTAS AMARILLOS—Nino Rota (CBS)
11. LA MUER I QUE YO QUIERO—Juan Aguirre (CBS)
12. VIVIR EN UN MUNDO FELIZ—Chuck berry & Donald (RCA)

BRITAIN

(Courtesy Record & Tape Retailer)

This Later Week

1. I DON'T WANT YOU—Nilsson (RCA)—Richard Perry
2. AMERICAN PIE—Don McLean (MCA)—Roy Harper
3. SONS OF FATHER—Cluey Top (CBS)—John Williams
4. BEAT THE WORLD OR BORROW—New Seekers-Polydor
5. CHASING OUR TAILS—Michael Jackson—Tamla Motown
6. FIE (I'M A) WIGWAM GUY—Cliff Richard—EMI
7. THE 7TH OF SEPTEMBER—The Molotovs (Toot)
8. THE GREED OF GOLD—Edmund (CBS)
9. STAY WITH ME—Fats Domino—Kizzy (Gay)

DENMARK

(Courtesy Danish Choir of IFPI)

*Denotes local origin

This Week

1. I FUT I FREIMEGET—John Jorgensen (CBS)
2. POPO JOE—Sweet (RCA)—Stig Fant (RCA)
3. SACRAMENTO—Middle of the Road (RCA)—Rory Storm
4. WHAT A TREAT—ETIENNE (RCA)—Lynsey de Paul/Emi
5. OLE DET VAR I SPANIEN—Big Andenes (CBS)
6. THE GOV'NOR—Arabian Nights (CBS)
7. FRIEDERICH FREI FRUD NU—Peter Brothers (Philips)—Wihlen

FINLAND

This Week

1. MAMMY BLUE—Los Pop Tops (Scandia)
2. MOZART—P. Paasi-Pam & The Jones (Decca)—Fazer
3. SACRAMENTO—Middle of the Road (RCA)—Rory Storm
4. MOZART—Waldo De Los Rios (RCA)
5. MAMMY BLUE—Roger Whittaker (Polydor)
6. PEaches & Cream—Kauko (Decca)—Fazer
7. VANHEUSEN—Pentti Granda (Fazer)—Fazer
8. CHERRY CHEEP CHEEP—Richard (Gift)-Fazer

GERMANY

(Courtesy SGR German Services, Berlin)

This Week

1. SACRAMENTO—Middle of the Road (RCA)—Rory Storm
2. I WILL RETURN—Springwater (CBS)
3. SOFTLY WHISPERING I LOVE—New Seekers (Philips)
4. THIS IS THE WAY TO HEAVEN—Sarah Brightman (CBS)
5. SOLEY SOLE—Middle of the Road (RCA)—Rory Storm
6. NEVER ENDING SONG OF LOVE—Black Dog—Led Zeppelin
7. MAY I COME IN—Gerry Goffin
8. I'M A BAND—Neil Young
9. THIS IS THE WAY—The Partridge Family (Bell)

MEXICO

(Courtesy International Federation)

*Denotes local origin

This Week

1. DESIDERATA—Arturo Benavides—Nacional (Philips)
2. COMO HAS HECHO—Los Loco (CBS)
3. GO AWAY LITTLE GIRL—Vete solterona—Donaldo Ostos (GMO)
4. NO TENGO DINERO—Jaco (Gobierno)
5. EHS AS FEZI—Rafael Vazquez (Musart)
6. THESE CHANGES (Cambios)—Bobby Mills (Musicas)
7. MAMMY BLUE—Los Rios (CBS)—Armonia (Armonia)
8. VIA DEL CONSERVATORIO—Manuel de los Rios (CBS)—Loиту Armonia (Armonia)
9. TUCU TUCU—Reflets Carré (CBS)
10. PENSIERO—Ford (CBS)—Canzoni (Canzoni)

NORWAY

(Courtesy Verdens Gang)

*Denotes local origin

This Week

1. SACRAMENTO—Middle of the Road (RCA)—Rory Storm
2. I'D LIKE TO TEACH THE WORLD TO SING—New Seekers (Philips)
3. SOLEY SOLEY—Middle of the Road (RCA)—Rory Storm
4. RAIO, TO FREEDOM—Pop Tops (Bell)
5. LET'S STAY TOGETHER—Various Artist (Philips)
6. CIGA VIA MIA—Mino Reitano (CBS)

SWEDEN

(Courtesy Radio Sweden)

This Week

1. PADDLE—Sweden
2. AMONG THE WANDERERS—Sweden
3. TWO, LITTLE BIRDS—Sweden
4. THE 7TH DAY REX—Sweden

SWITZERLAND

(Courtesy Radio Switzerland)

This Week

1. SING TO ME—Switzerland
2. AN OLD FASHIONED LOVE—Switzerland
3. JOHN, ME AND THEM—Switzerland

SINGAPORE

(Courtesy: Radiocord Singapore)

This Week

1. SEASONS—Lee Walsh (EMI)

SPAIN

(Courtesy: E. Maldon)

*Denotes local origin

This Week

1. MI RABELE—Los Marimba (Hispano)—Mi Marimba (RCA)
2. EL OLMO DE LA AMERICANA—Ricky (RCA)
3. USA—RCA
4. THE WITTY QUEEN OF NEW ORLEANS—Reds (CBS)
5. IMAGINE—John Lennon (EMI)—RCA
6. NY SO YSA—Mara (Hispano)—Hispano
7. WE SHALL DANCE—Demis Roussos—RCA
8. THE ISLAND—The islands—Columbia
9. SOLEY SOLEY—Middle of the Road (RCA)—Rory Storm
10. LOS QUE SE VAN—Mie, Mie (VOE)
11. MAMMY BLUE—Los Pop Tops (Scandia)

POLAND

(Courtesy Madeh Club Coordination Council) (Denotes local origin)

This Week

1. ZYDMY BYL WYCHM—Burger (Philips)
2. I'VE GOT FEELING—Christina (CBS)
3. HOW DO YOU SLEEP—John Lennon (Philips)
4. ROCK AND ROLL—Led Zeppelin (Atlantic)
5. FIREBALL—Deep Purple (Harvest)
6. ALL RIGHT NOW—Free (Bell)
7. CAN'T TELL THE ACTION—Pop Tops (Bell)
8. THE JOHNNY—Teenagers (Philips)
9. ELECTRIC FUNERAL—Black Sabbath (Philips)

JOHN-MICHAEL TEBELAK (right), creator-director of the off-Broadway play "The Laramie Project," who won the Pulitzer Prize for his account of the murder of Matthew Shepard (left), president of Cincinnati-based General Records, as Bob Lanier, GAR & a e chef, cooks an ear. Occasion was the Governor's Awards Dinner, sponsored by the Ohio Newspaper Association, held recently in Columbus, Ohio, to honor Tebelak, a Cleveland, for fostering social and cultural enrichment through the universal language of the performing arts. As part of the event, GAR announced the nationwide release of its new album, "Selections From Godspell," with the last Galaxie, new GAR group, performing live for the more than 600 guests present.
Jim Price
Kids nowadays ain't got no shame.

ALBUM RECORD NO. AM-132 (Japan) / SP-4321 (U.S.)

Produced by Jimmy Miller

Bobby Keys: Tenor saxophone
Nicky Hopkins: Piano, electronic organs
Nils Lofgren: Guitar
Bryan Ferry: Lead guitar
Van Morrison: Vocal
Joe Cocker: Backing vocals
THREE DOG NIGHT—THE FAMILY OF MAN (3:10)  

PARTRIDGE FAMILY STARRING SHIRLJONE S AND FEATURING DAVID CASSIDY—AM I LOSING YOU (2:22)  

AL GREEN—LOOK WHAT YOU DONE FOR ME (3:02)  

GLADYS KNIGHT & THE PIPS—HELP ME MAKE IT THROUGH THE NIGHT (3:50)  

CAT STEVENS—MORNING HAS BROKEN (3:15)  

5TH DIMENSION—LAST NIGHT I DIDN'T GET TO SLEEP AT ALL (3:10)  

SWEATHOGS—THINGS YET TO COME (2:49)  

JOE SIMON—POOL OF BAD LUCK (3:16)  

ANDY WILLIAMS—LOVE THEME FROM "THE GODFATHER" (3:02)  
Order the LP or Tape of your choice right now! Yes, we can obtain ANY LP or Tape you want through FIND Service International.

We have recently joined a unique organization called FIND, a company which stocks all LP records and tapes. Through FIND this store can provide you with any LP record or tape you wish.

If you don’t see the record or tape you want in our store, ask to see the FIND Catalog. Simply make your choice, fill out the convenient order form and we'll take it from there.

Even if the merchandise isn’t in the FIND Catalog, if it is still in print, we can get it for you through FIND. Just ask us for the item you wish to order.

We have also just introduced a new gift service via FIND, so you can order gifts for your friends and have direct shipment made from FIND to the receiver of such gifts; with the item gift wrapped and a gift card enclosed with your name.

There’s nothing we can’t FIND!
<table>
<thead>
<tr>
<th>TITLE, Weeks On Chart</th>
<th>Artist (Producer), Label, Number (Distributing Label)</th>
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<tbody>
<tr>
<td>HEART OF GOLD</td>
<td>Neil Young (Elliott Magin &amp; Neil Young), Reprise 6055</td>
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<td>A HORSE WITH NO NAME</td>
<td>America (Ian Samuels), Warner Bros. 7355</td>
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<td>LION SLEEPS TONIGHT</td>
<td>Robert John Wood and Dave Appollon, Atlantic 4194</td>
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<tr>
<td>WITHOUT YOU</td>
<td>Bread (David Gates, Elektra 45765)</td>
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<td>EVERYTHING I OWN</td>
<td>The Crystals (Chuck Jackson), Mercury 41196</td>
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<tr>
<td>MOTHER AND CHILD REUNION</td>
<td>Stevie Wonder and Lamont Dozier, Motown 14394</td>
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<tr>
<td>Precious Few</td>
<td>Gladys Knight &amp; The Pips, Tamla 45590</td>
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<tr>
<td>THE WAY OF LOVE</td>
<td>CeeLo Green (CeeLo Green), Capitol 45810</td>
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<td>POPPY LOVE</td>
<td>B.B. King, Steed 45816</td>
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<td>DOWN BY THE RIVER</td>
<td>The Isley Brothers, Epic 45820</td>
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<td>JUNGLE FEVER</td>
<td>Howard Management, MCA 46010</td>
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<td>BANG A GONG (Get It On)</td>
<td>T. Rex (T. Rex), Warner Bros. 46020</td>
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<tr>
<td>I GOTCHA</td>
<td>Dolly Parton (Dolly Parton), RCA 46030</td>
</tr>
<tr>
<td>JOY</td>
<td>The Supremes (The Supremes), Epic 46040</td>
</tr>
<tr>
<td>SWEET SEASONS</td>
<td>The Temptations (The Temptations), Motown 46050</td>
</tr>
<tr>
<td>IN THE RAIN</td>
<td>Barbra Streisand (Barbra Streisand), Atlantic 46060</td>
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<tr>
<td>ROCK AND ROLL LULLABY</td>
<td>Al Jolson (Al Jolson), RCA 46070</td>
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<tr>
<td>DON'T YOU KNOW MY NAME</td>
<td>Sam and Dave (Sam and Dave), Acrobat 46080</td>
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<tr>
<td>AMERICAN PIE</td>
<td>Jimmy Dean (Jimmy Dean), RCA 46090</td>
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<tr>
<td>AIN'T UNDERSTANDING</td>
<td>J. J. Cale (J. J. Cale), Reprise 46100</td>
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<tr>
<td>MELLOW</td>
<td>Jesse Colter (Jesse Colter), RCA 46110</td>
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<tr>
<td>LET'S STAY TOGETHER</td>
<td>Al Green (Al Green), Motown 46120</td>
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<tr>
<td>A COWBOY'S WORK IS NEVER DONE</td>
<td>Sonny &amp; Cher (Sonny &amp; Cher), Columbia 46130</td>
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<tr>
<td>FLOY JOY</td>
<td>The Supremes (The Supremes), Motown 46140</td>
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<tr>
<td>RUNNIN' AWAY</td>
<td>Harry Belafonte (Harry Belafonte), Stax 46150</td>
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<td>WE'VE GOT TO GET IT ON AGAIN</td>
<td>The Beatles (The Beatles), Apple 46160</td>
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<td>TALKING LOUD AND SAYING NOTHING (Pt. 1)</td>
<td>James Brown (James Brown-Brother Productions), Polydor 46170</td>
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<td>ROUNDABOUT</td>
<td>Yes (Yes and Eddy Ofield), Atlantic 46180</td>
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<td>CRAZY MAMA</td>
<td>The B-52s (The B-52s), Warner Bros. 46190</td>
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<td>BETCHA BY GOLLY, WOW</td>
<td>The Isley Brothers (The Isley Brothers), Epic 46200</td>
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<td>RING THE LIVING BELL</td>
<td>Ada Brown (Ada Brown), Motown 46210</td>
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<td>MY WORLD</td>
<td>B. J. Thomas (B. J. Thomas), Don Costa 46220</td>
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<tr>
<td>ROCKIN' ROBIN</td>
<td>Michael Jackson (Michael Jackson), Mercury 46230</td>
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<td>SOFTLY WHISPERING I LOVE YOU</td>
<td>English Congregation (John Burgess), Aota 66850</td>
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<tr>
<td>GLORY BOUND</td>
<td>Bruce Springsteen (Bruce Springsteen), Columbia 66860</td>
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<td>Taurus</td>
<td>Dennis Coffey and the Detroit Guitar Gang, Motown 66870</td>
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<tr>
<td>No One To Depend On</td>
<td>Santana (Santana), Columbia 66880</td>
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<tr>
<td>I CAN'T HELP MYSELF</td>
<td>Sugar Pie, Honey Bunch (Sugar Pie, Honey Bunch), RCA 66890</td>
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<tr>
<td>EVERY DAY OF MY LIFE</td>
<td>The Rolling Stones (The Rolling Stones), Atco 66900</td>
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<td>TAKE A LOOK AROUND</td>
<td>Blackwood Brothers, Columbia 66910</td>
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<tr>
<td>I COULD IT BE FOREVER</td>
<td>Bob Dylan (Bob Dylan), Columbia 66920</td>
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<tr>
<td>THE FIRST TIME I EVER SAW YOUR FACE</td>
<td>Al Green (Al Green), Atlantic 66930</td>
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<tr>
<td>DO YOUR THING</td>
<td>Isaac Hayes (Isaac Hayes), Enterprise 66940</td>
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<tr>
<td>(The Day I Found You)</td>
<td>Elvis Presley (Elvis Presley), RCA 66950</td>
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<td>NOW RUN AND Tell THAT</td>
<td>Honey Cone (Honey Cone), Warner Bros. 66960</td>
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<td>KING HERION</td>
<td>James Brown (James Brown), Polydor 66970</td>
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<tr>
<td>SLIPPIN' INTO DARKNESS</td>
<td>War (War), United Artists 66980</td>
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<tr>
<td>LOVE, LOVE, LOVE MY LOVE</td>
<td>Frank Sinatra, Capitol 66990</td>
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<td>IRON MAN</td>
<td>Black Sabbath (Black Sabbath), Warner Bros. 67000</td>
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<td>TINY DANCER</td>
<td>Elton John (Elton John), Uni 67010</td>
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<td>NICKEL SONG</td>
<td>Valerie (Valerie), Buddah 67020</td>
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<td>CHANTILLY LACE</td>
<td>Jerry Lee Lewis (Jerry Lee Lewis), Mercury 67030</td>
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<td>SUAVECITO</td>
<td>Rudy Vallee (Rudy Vallee), RCA 67040</td>
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<td>DIAMOROS ARE FOREVER</td>
<td>The Isley Brothers (The Isley Brothers), Epic 67050</td>
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<td>DAY DREAMING</td>
<td>Aretha Franklin (Aretha Franklin), Atlantic 67060</td>
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<td>AFRO STRUT</td>
<td>Nine Inch Nails (Nine Inch Nails), RCA 67070</td>
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<td>SON OF MY Father</td>
<td>George (George), Motown 67080</td>
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<td>GON'T GIVE UP THE RIGHT TO L.A.</td>
<td>B.B. King (B.B. King), Columbia 67090</td>
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<td>FOOTSTOMPIN' MUSIC</td>
<td>Grand Funk Railroad (Grand Funk Railroad), Epic 67100</td>
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<td>GIVE IRELAND BACK TO THE IRISH</td>
<td>The White Brothers (The White Brothers), Columbia 67110</td>
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<td>MERCEDES BENZ</td>
<td>Genesis (Genesis), Columbia 67120</td>
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<td>CHEER</td>
<td>The Lettermen (The Lettermen), Capitol 67130</td>
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<td>HEARTBROKEN BOPPER</td>
<td>Guess Who (The Guess Who), Capri 67140</td>
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<tr>
<td>WHAT YOU SET OUT TO DO</td>
<td>Bobby Bland (Bobby Bland), Duke 67150</td>
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</tbody>
</table>

Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.
In 1971, downbeat Magazine voted Chase the Number 1 pop group and Number 2 jazz-rock group in music. Now they have a new album called "Ennea." With all the energy and excitement that put them at the top of the polls last year.

Chris Van Ness in the L.A. Free Press had this to say about the group. "Chase is something else. In the tradition of the big bands, Chase is without a doubt the most exciting musical group performing today. It is impossible not to be affected by the musical power that the 9 men called Chase put out."

Now with the release of "Ennea," it looks as though all the rock critics and record buyers were right in their praise last year.

Chase's Number 2 album looks like another winner.

On Epic Records and Tapes
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>Title, Label, Number (Dist. Label)</th>
<th>THIS WEEK</th>
<th>LAST WEEK ON Chart</th>
<th>WEEKS ON CHART</th>
<th>TAPE PACKAGES AVAILABLE</th>
<th>CASS.</th>
<th>8-TRACK</th>
<th>REEL-TO-REEL</th>
<th>TAPE PACKAGES AVAILABLE</th>
<th>CASS.</th>
<th>8-TRACK</th>
<th>REEL-TO-REEL</th>
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<tr>
<td>T. REX</td>
<td>Electric Warrior (Decca 9299)</td>
<td>39</td>
<td>40</td>
<td>27</td>
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<tr>
<td>BOB MARLEY</td>
<td>No Woman, No Cry (U.A. 5466)</td>
<td>40</td>
<td>31</td>
<td>8</td>
<td>NA</td>
<td></td>
<td></td>
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<tr>
<td>THE ROLLING STONES</td>
<td>Paint It Black (Decca 9370)</td>
<td>41</td>
<td>40</td>
<td>22</td>
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<td>CARL PERKINS</td>
<td>Blue Suede Shoes (Decca 9332)</td>
<td>42</td>
<td>39</td>
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<tr>
<td>ARETHA FRANKLIN</td>
<td>Natural High (Atlantic 9259)</td>
<td>43</td>
<td>40</td>
<td>5</td>
<td>NA</td>
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<tr>
<td>JOE BROWN</td>
<td>I'm Still In Love (Craft 1003)</td>
<td>44</td>
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<td>BOB MARLEY</td>
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<td>45</td>
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<td>THE ROLLING STONES</td>
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<td>ARETHA FRANKLIN</td>
<td>Natural High (Atlantic 9259)</td>
<td>48</td>
<td>43</td>
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<td>JOE BROWN</td>
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</tbody>
</table>

**Note:** The above table lists the top songs on the Billboard Hot 100 chart for the week ending March 18, 1972. The chart includes information about the artists, their titles, labels, and weeks on the chart. The table also indicates the availability of tape packages and reel-to-reel record formats.
TO MEMBERS OF NARM

Thanks for all your help and support

Lettermen

We offer “Oh My Love” for a successful 1972 from the album

Lettermen 1

Exclusive Booking:
William Morris Agency

Exclusive Personal Management:
Jess Rand Associates
9460 Wilshire Boulevard
Beverly Hills, California
(213) 275-6000

Marketing Direction:
Music Marketing International
Suite 301
7033 Sunset Boulevard
Hollywood, California 90038
(213) 464-6033
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>WEEKS ON CHARTS</th>
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<tr>
<td>Cher</td>
<td>67</td>
<td>10</td>
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<td>Jim</td>
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<td>Badfinger</td>
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Joe Simon’s new single is “Pool Of Bad Luck” and it’s from Joe Simon’s new album “Drowning In The Sea Of Love”
**New York**—the first major release from the Prestige vaults, recently acquired, Fantasy Records has returned two original LPs re-packaging some of the major names from the jazz lexicon, with an added bonus of a couple of double-album sets from the old Fantasy-Debut catalog.

Jonathan Davis, the firm roots of this refurbished packaging some product due from the York Records, aims primarily at the development of new talent. These arrangements are being made, and President Paul Costello hopes to be underway this spring.

Fantasy Records, offers a new quartet matching with John Coltrane's tenor and some super Paul Chambers bass work. Complete for the first time also are the Modern Jazz Quartet (PR 24003) first recordings—the "Django," "Concord." These artists that show the firm roots of this 20 year old Quartet.

Tenor freaks can get on John Coltrane (PR 24003)—the Davis quintet, but will have their due single "Ragtime Song" released submitted simultaneously with the U.S. and Great Britain on the American label. The group consists of Elazar Page, Jonathan Bergman, David Frankle, and Michael Kent.

London Deals With Mickey With Yorke, Greenwich Gramophone

NEW YORK — London Records has announced the product due from the York and Greenwich Gramophone labels of Great Britain.

London will issue the first of a series of a double-album set from Duturen, York Records Ltd., which has recorded a quartet called The Gotham and which will appear on the Deram label. London has the U.S. and Canadian distribution rights to the York product.

The deal for distribution of the newly formed Greenwich Gramophone label was made with composer-conductor Les Reed. Open Road will be the first group to set the Greenwich Gramophone-London for Doron to roll. London also has a deal with a Radio One Chapter. The second of the double-album set from Duturen, the first Chapter One will be a single entitled "Jedi" singer-songwriter Roger James.

In connection with the York Records deal, upcoming acts are being arranged by two other acts. The artist, a folk-harmony group, and singer Michael Blount.

**Studio Track**

- Continued from page 8

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Fantasy Repackaged Jazz Albums Are 'Impressive'

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"Taxi" is the hit single from the debut album by Harry Chapin. "Heads & Tales" is the first album by Harry Chapin, produced by Jac Holzman.

"Taxi"/The first single by Harry Chapin/EK-45770
"Heads And Tales"/The first album by Harry Chapin/EKS-75023
Produced by Jac Holzman
New mouth waterers.

“Dinnertime”
by the ballsy-voiced
ALEX TAYLOR.

“Eat a Peach.”
Two LPs of rock dynamite from the
ALLMAN BAND.

Both from Capricorn,
via Warner Bros. Records. If you Think Things Could Be Better,
Register To Vote. Or Else.