German Giant Into U.S. Disk/Tapes & Hardware

By BRUCE WEBER

LOS ANGELES—If BASF has its way, the American consumer will soon realize the company is a giant among tape manufacturers. Viewed in the shelves of many stores dealing in electronics and what do you find? Rows upon rows of blank tape, cassette, open reel and prerecorded tape. Hardware and even records on a worldwide basis.

To consumers, it means a quality tape company entering a music division and releasing a variety of product by international artists, including many American titles.

In the music industry, though, the question is whether (Continued on page 30)

Unlicensed Duplicators Aid Backing of New Disk Label

By BILL WILLIAMS

NASHVILLE—A total concept record-tape label has been started here with the backing of 20 businesspersons, including record producers, and men, who have been involved in unlicensed tape duplication.

The firm, Million Records, will be managed by Tommy Hall, record executive, who purchased Stop Records from Pete Drake last year. Stop now will be used as a service label. Joe Wright, another long-time producer, will be chief of A&R.

The investors in the new company, many with years of experience in the music industry, already have 100,000 tracks in operation in retail stores around the country. They will be stocked basically with the new Million product. In addition, the firm has its own independent distributors throughout the nation.

In addition to managing the company, Hall will produce most of the country records. Already released are the initial products, a single by former Stop artist Johnny Bush, and a single by Linda Rusk. The next two releases will be by Claude Gray and Asa Pinnel, both one-time Columbia artists.

In the pop field, some of the production will be done by Mark Denning. Several independent artists also will be a part of the label's first undertakings in this area is a single and an album by a group called The Farm Band. (Continued on page 58)

LP Releases Up, 45’s Dip

NEW YORK—Based on a count of Billboard record reviews, figures show that singles released in 1971 totaled 5,772, down 5.5 percent from 3,683 in 1970. Albums released in 1971 totaled 4,277, up 6.5 percent from 4,016 in 1970.

AFM-Disker Pact Helps U.S. Output

NEW YORK—The terms of the new contract upon which the American Federation of Musicians and the record industry agreed on March 28 are aimed at stimulating U.S. product and helping the small producers. Billboard has learned.

It is understood that the agreement permits an album to be recorded in two sessions. Previously three sessions were required. In addition, a special session of one and one-half hours will be available to small producers, in which two sides of seven and one-half minutes can be recorded. Producers, will pay only $50 for this special session, with a one-half hour overtime charge.

Scales remain essentially the same, it is understood. Prior to agreement on terms of the new pact, the AFM had been considering methods of halting runaway production.

Arrived at after two weeks of intensive negotiations in New York, the agreement covers musicians’ services for all recordings. The contract is subject to approval by Federation members working in the record industry. Full terms of the pact will be announced after affected AFM members have voted by secret ballot in a mail referendum. According to Hal Down, president of the 385,000-member union.
"Chelsea is more than a new label. It's a new record company."

-Wes Farrell

Introducing our first release
Wayne Newton
DADDY DON'T YOU WALK SO FAST

Produced by Wes Farrell for Coral Rock Productions
Manufactured & Distributed by RCA Records
Chelsea Records Corp.
**RCA Acquires 'Clownaround'**

**LOS ANGELES—RCA will dis-**

tribute the original east of 

Gene Kelly’s "Clownaround" 

touring show. The project marks 

probably the first album of music from 

a touring production.

**FIVE MORE NEW YORK LIFE'S**

March 30 (see page 25) 

**March 31 (see page 26)**

**EDITORIAL**

**Social Awareness**

The employment of the physically and mentally handicapped in 

various segments of the record/tape industry is a heartening develop- 

ment and reflects the industry's awareness of its social responsibilities and obligations, as well as its recognition of the fact that such personnel represents a valuable addition to the manpower pool of the industry.

Our industry is many-faceted: It deals with entertainment, communi- 

cation and culture on a broad international level. In addi- 

tion, it must exert an influence for the betterment of human relations.

**RCA Tightens Promo Set-Up**

**NEW YORK—RCA Records is basing its newly designated national 

marketing director, Larry 

Douglas, on the West Coast, be- 

cause he gives the promotion men in the fast-moving West Coast area in which to keep the communica- 

tion lines open. Douglas said that he's already instructed the com- 

pany's salesmen in the midwest to 

inform him that he's available to them at all hours—by phone or wire 

line, and the three-hour time differential between New York and West gives him more hours of work in which to--what's happening in the field.

"Manpower is the problem," 

RCA's director of promotion, 

Douglas pointed out that the company has a "decision maker" on the West Coast. The "decision maker" is given the 

authority to check things off the agenda. Douglas said that he will follow up the "decision maker" to make sure that the product is handled properly."

**Mancini also feels strongly about having the company's manager of 

promotion jobs done by RCA's regional men, but he feels that 

calls to these people from a national singles promotion man- 

ager, who has the total national picture in mind, will give the 

pitch more credibility.**

Douglas will begin at RCA's Los Angeles office on Monday (10).
Yamaha Testing-Tape Dept. in San Francisco Store

By Paul Jaulls

SAN FRANCISCO — R.L. Fish Music Co. has entered into a long-term lease with the Yamaha Co. for the establishment of a record and tape testing department in the San Francisco retail outlet at Union Square.

While Yamaha, the well-known Japanese manufacturer and retailer of their own brand of pianos and organs, has long been successful with records and tapes in their Tokyo music stores, this city has been selected as the pilot project in the U.S. for the testing of recorded product. Besides San Francisco, Yamaha has major retail outlets in Los Angeles.

Initially the San Francisco store record department will stock the Top 100 albums and tapes from Billboard's pop music charts along with new singles and children's product. In addition, prime space in the new department will be designated for the merchandising from the '30s and '40s to cater to Yamaha's piano and organ customers. All record and tape products will be designed to compete with the large department stores in the downtown area.

Inaddition, the San Francisco Yamaha is also contemplating the addition of record and tape departments in their retail stores. Their decision will be predicated on the success of this pilot project in San Francisco.

Landers-Roberts’ Mums Label

ClauDae HaLL

LOS ANGELES—Mums Records, which has been launched here by Hal Landers and Richard Roberts, and the first two singles released by the new label, which is being distributed by CBS Records, include “I Dig Rock and Roll Music” by the Frogs and “All People Kind to the Blind” by LAX, Hal Blaine, veteran studio musician here, produced the Frogs and is a member of LAX along with Joe Osborne.

The Frogs disc is the foxiest of the new labels and incorporates any of the planning stages at Hanna-Barbera. It's called “Come the Frogs.” The half-hour comedy series will feature two records per show, all of which will be produced by Blaine, creator of the show. The show is slated to hit the air in the fall.

Win Orders 2 Duplicator Suits

CHICAGO—Cook County Circuit Court Judge Walter P. Dahl has entered an order that prevents any by several major record manufacturers.

Sitting in the Chancery Division of the Court, Dahl ruled in favor of Ampex, 3M Co., United Artists Records, MCA Records, United Artists Records, Inc., and Warner Bros., also that defendants may not be served order attacking a number of allegedly illegal music duplicators, in two sections of the District Court, and that defendants may be served order by several major record manufacturers.

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Further court hearings in the matters are pending.

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Fred Marks has resigned as managing director of Phonogram Ltd.’s U.K. operation. He previously served for 11 years as managing director of Festival Records in Sydney. He is currently in the U.S. discussing future plans.

Richard Q. Kness named president of the newly created consumer products division, Warner Brothers, Inc., and Polydor, Inc., and continues as chief executive, Chappell and Co.

Jerry Wagner named field sales manager, Chess Janus, a newly created position. He was formerly national sales and promotion director, Jubilee Records.

Mary Peak promoted to executive secretary to Larry Shaw, vice president, advertising, Stax Records, to assistant director, Gospel Truth division. George Kurtz has resigned from Premiere Albums.

Clair Brush leaves Capitol’s publicity office, Los Angeles, to join Warner Bros. in Burbank, reports Business Week.

Bobby Taylor is a member of the Max Planck Institute for the Advancement of Science at the University of Munich, Germany. He is also a member of the Max Planck Institute for the Advancement of Science at the University of Munich, Germany.

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SG-Col Pub Bows “Desiderata” Folio

NEW YORK—Screen Gems-Columbia executive vice president Les Crane has released a folk songbook containing all 10 songs from the “Desiderata” project, performed by Les Crane. The folios includes a lyric section and piano, vocal and guitar arrangements of the tunes, all of which were written by composer-arranger Fred Werner.

INDEX SHY CHARITY GOAL

LOS ANGELES—The music TV and home appliance industries are rounding up the biggest, biggest show, and the tune is “America.”

The audience consists of many artists, said Soundtracks, too, contributed to the sales feats. Among these were “A Clockwork Orange,” “Summer of ’42,” and “93,000 Plateau. The latest release of Herman Platt, president of Platt Music, is slated for Sunday, April 15, at the Garden Dance at the Beverly Hilton.

Over the years, Air had been released for the affair, including artist relations, in the company. Table reservations can still be made to the office of Eighth St., Suite 1100, Los Angeles.

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Part 1
KC 31171

Two incredible concerts. Two brilliant live albums. All for a man they loved like a father.

Woody Guthrie.
The daddy of 'em all.

The story of Woody Guthrie is at the very center of American music. Woody is the source point.

He was the little cantankerous Okie who rode the rails of a troubled nation. And found joy in the guts and honesty of the Depression dirt-farmer, the black-lunged miner, the dispossessed Indian. And, like as not, wrote a song about it that's still being sung today.

Woody was a rebel and a radical. His people were the outsiders and the outcasts, the skid-row scrounger and the lonesome drifter. He spent his life searching for things to love. He found them. And that discovery lives in Woody's music.

Woody died in 1967 of Huntington's Disease. In 1968 and 1970, the family that has gathered around Woody's music got together for two celebrations for Woody—not memorial services, but celebrations.

Naturally, Carnegie Hall and the Hollywood Bowl were jammed. It wasn't mourning. It was sheer joy.

And now, for the first time, Warner Bros. and Columbia Records are making the tapes of those concerts available on records. The venture is strictly non-profit—both the companies and the artists are donating all profits to the Woody Guthrie Tribute Fund. It will be used to create a Woody Guthrie library at his home in Okemah, Oklahoma; for medical research in Huntington's Disease; and to create a Woody Guthrie scholarship in folklore and folk music.

There won't be another Woody Guthrie. But as long as there's an American voice singing, Woody isn't dead.

A Tribute To Woody Guthrie.

Part 1,
On Columbia Records®

Part 2,
On Warner Bros. Records®

Part 2
RS 2586

Also available on tape
LoS ANGeLES—The music in-
dustry is continuing to expand its efforts to bring new 18- year-old vote (see Billboard special section, March 11). All Columbia Records artists have been asked to supply clear registration information beginning today, and the 18-year-old vote are now being inserted in print ads as part of the “Vote for In- vincible and Asylum.

A&M has broadened its shipment of its first Impulse! label to a public service single to include all high school and college students in the 25 biggest urban areas plus the U.S. House of Representatives and its staff. The Impulse! label now has 8,000 copies in distribution at the time of this writing and youth registration organizations.

Elektra has been investigating possibilities of converting its concert reservation systems to impress fans and other live-
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The Storn Concert, a foundation-funded organization located in Beverly Hills which coordinates artist and public figures in support of various issues groups, reported that 17 New York student vote rallies being planned for Rochester, N.Y., Portland,

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BosToN—ABC-Dunhill, which has been conducting consistent long-range promotions of jazz in the U.S.,

now plans to launch a jazz-oriented campaign in con-

temporary college dormitory and temporary residence area, starting April 7, when photography is performed at Fenway Hall here. The Laker labels, which have found the college market the most promising for embryonic talent, are staging eight concerts. Seven of the eight gigs will be staged on college campuses, but Steve Baker, national promotion manager of ABC-Dunhill here, emphasized the hope is to bring all jazz fans. Admission is the lowest all year for any concert promotion tour, a straight

51¢ per person in the average 2000
capacity houses.

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“MISTER CAN’T YOU SEE” VRS • 35151
Buffy Sainte-Marie
A hit single on Vanguard!
BMI Seeks Halt to Importing Cable Music Long Distance

Continued from page 1

in distance radio stations. BMI feels the systems should have to get permission from the cable company as musical works are being used.

BMI reminded the Federal Communications Commission that the basic tenet of copyright law is that all users for profit should compensate copyright owners—and this is especially true as to new uses which tap new sources of revenue (cable radio).

Cable TV rules have been coming to the implementing stage since "common carriers" were reached by broadcasters, CATV interests and cable operators, with a nudge from the White House Office of Telecommunications Policy last November. The commission has separated out radio-cable rules for the cable service from the main rulesmaking. The controver-
sial cable TV razingmaking, which has held up action on the copyright revision bill for five years, was expected to become final as of Mar. 1, but there were still some give-and-take, and negotiations over the rule, during which CATV operators, CATV users were being afforded a new source of profit.

For the present, the FCC has proposed to bar import of distant radio stations (from small markets with populations of 50,000 or less. If distant radio stations (those over 75 miles from the cable system) are carried, the system must carry all local stations of the same type, AM or FM. On the local scene, if the CATV system carries one radio station as a distant station, it must carry all others of the same type, AM or FM.

A rule to make "Make Own Music" more workable has been proposed by a coalition of stations, which would permit them to create their own music programming, as long as they are the only station on the air with that program. The FCC is giving this proposal serious consideration.

As the industry changed, however, so many promotions were successful in New York and the pressures that a city's recording industry can bring to bear to get power, influence, and money have carried over to cable television. The aim now is to keep the music industry's interests in mind as the cable systems are developed.

"It is not a bad idea," according to one cable executive, "to try to do something for the music industry, since they can use all the help they can get. When the situation is right, we can do a lot for the music industry."
An album filled with what John Kay always has been and what he will become.

John Kay
Forgotten Songs and Unsung Heroes
DSX 50120

The single
I'm Movin' On
D 4309

ABC/DUNHILL RECORDS
Seidenberg’s Savvy Sparks B.B. Spurt

Continued from page 3

collecting all his rights since 1950 under one umbrella. We even had to go to far as to mortgage B.B.’s farm outside Memphis, but, in short order, we came up with $125,000 from all sources and put B.B. in a position where his debts gradually cleared up.

Seidenberg’s overall goal was to get B.B.’s blues into the limelight. Looking over the artist’s then-current bookings, he found that B.B. was actually losing money in terms of tax bracket and travel expenses by playing too many minor rooms. "So I went to him and asked him if he would be exposed to U.S. majority audiences. In the past four years, King debuted at the hotel giant in Royal Hawaiian, Mr. Kelly’s, Miami Beach and Las Vegas. We made deals like our month engagement at the Aristocrat that had a $500 salary was pegged to attendance recognition."

The Las Vegas Hilton is about to announce a long-term contract which will take King playing ten weeks in a year in the lounge plus an annuity, a two-year engagement as co-headliner in the main room.

Meanwhile, back over the ocean, Stones seen by audiences at both as a top-drawer in Europe and Japan. In just five percent of the company’s time to open new up shows in the Far East. Recent productions and tours of "The Rolling Stones" were in Singapore and Bangkok.

Two of the major breakthroughs in the B.B. King live is his hit single "The Thrill is Gone" and his 1969 tour with the Rolling Stones seen by audiences of at least million dollars. While no efforts S.A.S. efforts behind the scenes helped consolidate the company.

Although King has been performing for over 25 years, he is only 46. And in 1969, S.A.S. completely replaced the world news in B.B. King’s life by the massive direct method of keeping an eye on the road with King for six months and taking 5,000 photos in the road with King, into magazines and newspapers. "We felt it was important to bring B.B. to the forefront of B.B.’s book has changed with the times, that his hair was now at a natural form, for example, and that Nevada," said Seidenberg. "We selected an average of $1,000 a week, and another $1,000 on B.B. every week."

While these developments were taking place in B.B.'s record and stage career, S.A.S. was neglecting the other electronic media. King has been established as a guest on all major TV talk shows and weekly hours ranging from the 175-star program to a special on NBC, and a "‘Person-to-Person’" on CBS. Next year, B.B. King will distribute Gramm

New for 1972...

Fidelitone’s Needle Replacement Guide is more than a Catalog... it is a true selling tool. It contains more cross-referenced entries. More ways to find what you’re looking for. A complete needle guide, to ensure faster sales and profits for every dealer.

Contact your Fidelitone Distributor or write...

Fidelitone

Advising Technology and Merchandising
THE TOUCH OF MAGIC
6415 North Northland Avenue
Chicago, Illinois 60630
He’s already proving to be quite a man!

After you hear his album you’ll never again have any difficulty identifying him. But because this is his first album alone* we thought we’d introduce him to you.

This is Bobby Whitlock.

If you saw Derek and the Dominos live, you saw Bobby. He was the keyboard player, as well as writing and singing a lot of the songs. If you made it to a Delaney and Bonnie concert a few years back, you saw Bobby making music with them. By the way... there aren’t very many people who have ever seen or heard Bobby Whitlock alone.*

We’ve made it simple for you to do both. To see and hear Bobby Whitlock alone* all you have to get together is this album and a stereo.

*He's not really alone. He's a list of the other musicians who perform with Bobby on this album: George Harrison, Eric Clapton, Delaney and Bonnie, Klaus Voorman, Bobby Womack, Jim Price, Jim Gordon, Carl Radle, Jim Keltner, Jerry McGhee, Chuck Rainey and the Los Angeles Symphony Orchestra.

ABC/UNHILL RECORDS

Jimmy Miller Productions, Ltd
Fuller in a Promo Tour, Talent Hunt

LOS ANGELES—In an unusual combination of promotion tour and talent search, independent producer Jerry Fuller, who has had 10 gold records in the past four years with artists like the Raiders, Union Gap and O.C. Smith, last week went out on the road to some 20 smaller cities in California, Oregon and Washington.

Traveling with manager Bob Dee, Fuller pitched local radio outlets on his newest Moonchild Productions single for Bell Records, Jerry Tawney's "Soft-Spoken Girl." He also checked out local night spots recommended by radio staffers and is in process of signing two acts, Spokane's Gabriel group and John Rosisco of San Jose.

"I figure we got at least 11 hours sleep all week, but it was worth it," said Fuller. "On the road promotion away from the top 50 markets is the way it used to be done and that's the kind of promotion I still believe in. We've got Jerry's single on the air in most of the cities visited and it's getting excellent action."

In Sacramento, Fuller and Dee had placed an ad saying they would audition any local musical talent. When they checked into their hotel, 400 calls were waiting. The pair managed to see 30 performers and had to ask the rest to send tapes to Moonchild in Los Angeles.

They also cancelled the talent search ad they had planned for Seattle and concentrated on scouting musicians recommended by the local radio people.

Fuller and Dee covered Bakersfield, Kern, KAFY; Tulare, KCK; Merced, KYOS; Madera, KHOT; Modesto, KFMM; Bakersfield, KBKE; San Jose, KSJO, KLIV; Stockton, KJOY, KSTM; Sacramento, KCRA, KROY; Portland, KGW, KISS; Salem, KBZT; Seattle, KR, KING, KVE, Spokane, KFIR, KREM.

Mother Night has joined the Columbia label. The group, whose sound is a blend of rock and r&bc, will make its New York debut at the Academy of Music on Monday (10). The group's first album, "Mother Night," will be released this month and was produced by Stan Vincent.

London Waistwright III has signed with Columbia. Spirit has signed a new agency contract with Associated Booking. Capricorn Records has signed three new acts: White Witch, Maxayn and the Eric Quincy Tate Group. Terry Kane is producing White Witch's first album. Maxayn's debut LP was produced by Andre Lewis and Jack Adams, and is slated for April release. "Drinking Man's Friend," the Eric Quincy Tate Group's initial album, will be released in April. Capricorn is reaching promotional campaigns for each act, which will include radio and newspaper advertising and in-store promotions. Black Dog, a four-piece rock band, has signed with Bands Unlimited, as has Stompnippin', a five-piece rock aggregation. Three new acts have signed with Rocky Road Records. They are singers Colin Arterey and Irma Rooten, and the Easy Beaters. Jimmy Mcliff, whose current Groove Merchant International album is entitled "Let's Soe Together," is doing just that with the label. He has re-signed with Groove Merchant. Singer-songwriter John Herald has signed for exclusive management with No Soup Music. Bettry Swan has signed with Atlantic. Her first single for the label is "Don't Be a Victim of a Foolish Heart," produced by Rick Hall.

ALMO MUSIC CORP.
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TO IT'S PUBLISHING HOUSE
AND WISHES THEM CONTINUED SUCCESS.

NEW YORK
Author and radio personality Jean Shepherd has been nominated for two Emmy Awards by the Public Broadcasting System. He was nominated for Best Performer, and his WGN-TV, Boston-produced series, "Jean Shepherd's America," was nominated for Best New Series. His current Mercury album is "The Declasified Jean Shepherd." Alexis Korner, who has been called "the father of the English Rhythm & Blues movement," is on an American tour, which ends April 20 at the Salt Palace in Salt Lake City, Utah. His debut Warner Bros. LP is "Bootleg Hymn," a two-record set which includes an LP of original tapes of Korner's performances with new defunct groups between 1961 and 1967. WB artist Mary Travers has cancelled her Carnegie Hall concert scheduled for April 23 after surgery to remove a node from her throat. She will resume performances within a month. Composer-conductor pianist Mike Melvoin will adapt Japanese hit and write new material for Judy Ongg, Japanese recording artist. The arrangement is aimed at producing Miss Ongg's first single for distribution in the U.S. Ode comics Cheech & Chong are at the Bitter End, April 5-9.

Four dates for Brownsville Station, Warner Bros. group, include Mary Sol Polo Festival, Puerto Rico, Saturday (3); Memorial University, St. John's, Newfoundland, Wednesday (5); Central Michigan University, Mt. Pleasant, Saturday (8); Music Hall, Cincinnati, Sunday (9); Allen Theater, Cleveland, Monday (10); St. Mary College, Minnesota, Wednesday (12); Marian College, Fond du Lac, W. Va., April 20; Otterbein College Auditorium, Ohio, April 21; The New Woods, Augusta, Ga., April 28; and Concerts South, Mobile, Ala. . . . RCA artist Charley Pride will sing one of the five nominated songs on the Academy Awards telecast on Monday (10) over NBC-TV. He will perform "All His Children" from "Sometimes a Great notion." Isaac Hayes is set to sing his own composition, "Theme From Shaft." . . . Bellin-Mills Publishing Corp., which publishes popular, classical and educational music, has opened its new home office in Long Island. . . . Curtis Mayfield of Custom appears at Princeton University on Saturday (13). . . . Melanie is at the War Memorial in Syracuse, April 28. . . . Procol Harum's U.S. tour kicks off Thursday (6) at Passaic's Central Theater, then moves on to Hofstra University in Hempstead, Saturday (8) . . . The A&M act also hits the Sunshine Jms. Thursday (13), in Ashbury Park, the Rochester War Memorial, Saturday (15), and Memorial Auditorium, Buffalo, April 16. . . . RCA's Jerry Reed, in concert with Glen Campbell, on whose . . . (Continued on page 14)
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Los Angeles, Ca 90069
213/273-7040

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London W.1, England
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**CHICAGO**
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Chicago, Ill 60606
312/CE 6-9818

**TOKYO**
Shin-Nichibo Building
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Chiyoda-ku, Tokyo Japan
294-76-22
ABC Study Shows FM Fans Buy Lots of LPs & Singles

NEW YORK — FM progressive rock radio fans, who now account for at least 12 percent of the night-time radio audience in seven major markets according to a new study just released by ABC-FM Spot Sales, sell a lot of albums, and haven’t forgotten hit singles.

The presumption has been that FM progressive rock listeners didn’t pay any attention to singles, preferring albums. But in a specially-

Programming db In Syndicated Poetry

LOS ANGELES—Programming db, headed by Ken Draper, will syndicate the new "Lovin Touch" program produced and hosted by Dick Summer, veteran air person-

Radio-Programming

WEBER to Consult on Oldies

BY CLAude Hall

SAN JOSE—Bill Weber, gen-

eral manager and program director of the oldies format, is launching a radio network for consulting.

This is in conjunction with Tom Campbell, KLOK air personality. In the first year and a half in its span, KLOK has been "A Cool-

ly Show" into Seattle on KUDU. The Clyde show, fed over CWAF from KXO in Santa Ana, Calif., has been on KLX in Chicago and KZWE in Seattle.

All three stations are owned and operated by Davis Broad-

casting, which Weber has been in charge of since 1964 on KWZ and began to de-

velop the format as a science. "It was the most exciting time of my life," he said. "The phone com-

pany reported that during a one-

week period there were $60,000 phone calls that didn’t get through to us... that range was.

We came up with sixes and sevens in ratings in the Los Angeles market and with a station that nat-

urally covered about half of the Los Angeles market..."

But even then, Weber was do-

ing what he describes as "put-

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ting the old tune "Rum and a Coca-

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Weber said he stayed away from consulting, even though he felt many other stations were in-

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Starting in radio in 1945 as an air personality in Roswell, N.M., Weber later went to KWBT, Big

Springs, Tex. About that time he began to think about the oldies format. When he couldn’t land another radio job, he bought one of the first

local stations in the country, and started in business doing interviews. But even then, Weber was doing what he describes as "putting things together... like putting the old tune "Rum and a Coca-Cola" on the air. The format followed no set pattern, although all of our promotions were focused on the nostalgia bit. People were writing in that they were putting up special antennas just to listen to us as better. I was actually seeing there with a giant on my hands and didn’t know it..."

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Here’s what radio stations say about “THE HISTORY.”

Ron L. Ruth, general manager, WOR-FM, New York. “We at WOR-FM have aired “THE HISTORY” each year for the past four years and there doesn’t seem to be sufficient superlatives to describe audience and advertiser reaction. Each time we air “THE HISTORY” we have been fortunate to have it sold out and at a premium rate.”

Ray Potter, program director, Walton Enterprises KIKK-Tucsan, KELP-EI Paso. “THE HISTORY OF ROCK & ROLL” has produced a great response by telephone, telegram and word of mouth. The sales departments at both stations were able to sell the entire package at premium rates.”

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“Every place I’ve been they’ve got it . . . Just great!”

 royalties up “THE HISTORY’s” success

“The promotion was so successful that we had the best Saturday in the 23 year history of our company.”

Ray Gray, owner, Mal Sykes TV & Hi-Fi, Sacramento.

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STATION
ADDRESS
CITY
STATE
ZIP
ASHTON, GARDNER AND DYKE AND COMPANY, "What a Bloody Long Day it's Been," Capitol
Cuts: "Still Got A Long Way to Go," "Ballad Of The Remo Four.
Stations: WMMR-FM, KFIL-FM
BEANS, "Beans," Avalanche
Cuts: All.
Stations: WHCN-FM
APHRODITES CHILD, "666," Veri-
tight
Cuts: All.
Stations: WZFM-FM
Cuts: All.
Stations: KPIF-FM
DONALD BYRD, "Ethiopian Ways," Blue Note
Cuts: All.
Stations: WBUS-FM
CHAIRMAN OF THE BOARD, "Bit-
tersweet," Invictus
Stations: WNAS-FM
EL CHICANO, "Celebration," Kapp
Stations: KPIF-FM, KSAN-FM
CHICKEN SHACK, "Imagination Lady," Deram
Cuts: "Poor Boy.
Stations: KNAC-FM
CLANCY BROTHERS, "Show Me The Way," Epic
Cuts: All.
Stations: KMET-FM
COLD BLOOD, "First Taste Of Love," Polydor
Cuts: All.
Stations: KOL-FM
ERIC CLAPTON, "History of Eric Clapton," Atco
Cuts: All.
Stations: KSAN-FM
HANK CRAWFORD, "Help Me Make It Through The Night," Kudu
Cuts: All.
Stations: KZAP-FM
DIANE DAVIDSON, "Backwoods Woman," Janus
Cuts: "Harmony.
Stations: KSAN-FM
JIM DAWSON, "You'll Never Be Lonely With Me," Kama Sutra
Cuts: All.
Stations: WHCN-FM
Cuts: All.
Stations: "Louder Than Loving.
DELANEY AND BONNIE, "D & B Together," Columbia
DOCTOR JOHN, "Iko, Iko," Atco (Single)
Cuts: All.
Stations: WBUS-FM
ELECTRIC LIGHT ORCHESTRA, "Electric Light Orchestra," Epic
Stations: WMC-FM, WBUS-FM
FLEETWOOD MAC, "Bare Trees," Reprise
Cuts: Everything.
Stations: KSAN-FM
GROUNDHOUS, "Who Will Save The World," UA
Stations: KNAC-FM
HAWKWIND, "In Search Of Space," UA
Cuts: All.
Stations: KSAN-FM
HOPE, "Hope," A&M
Cuts: All.
Stations: WZFM-FM

Country Aire Ringer on TV

TULSA-KCNW has announced a new phase in the race for country music ratings here. Dick Fair, program director, said that begin-
ning April 3 KCNW will be using a rock jug package.
Fair contends that since three stations in the market are pro-
grammed for country that the ratings will be won or lost in the presentation of the sound.
The package is produced by PAMS in Dallas and will first be heard on television station KOTV-TV as part of a 10-second spot starting about five days be-
fore the package is integrated into the KCNW country format. Fair says the rock package is something he has wanted to use for some time.
"I've played the jingles with every country record we're using and they don't do anything but help the sound," Fair said.
The television spots are not being used primarily to introduce the new package, however Fair noted that it is the television spots in this market in that a package was first televised on television to in-
duce new listenership.

THE SHIRELLES, "Remember When," Scepter
Cuts: All.
Stations: KZAP-FM
"THE SOUNDTRACK OF WATER-
MILL, "Mr. Sandman," Hollow Hills
Cuts: "Love—That's America.
Stations: WMAS-FM
THE STRABS, "Grave New World.," A&M
Cuts: All.
Stations: KZAP-FM
TEN YEARS AFTER, "Alvin Lee & Co.
Cuts: "Boogie On.
Stations: WZFM-FM, KZAP-FM, KINK-FM
DAVID CLAYTON THOMAS, "David Clayton Thomas,
Columbia
Cuts: "Sing A Song," "Dying To Live.," "Don't Let It Bring You Down.," "First Burned.
Stations: WMMR-FM, WHCN-FM, KSAN-FM
LEON THOMAS, "Gold Sunrise On Magic Mountain.," Mega
Cuts: All.
Stations: KFMC-FM, WNCI-FM, KPIF-FM
VARIOUS ARTISTS, "Tribute To Woody Guthrie.," Columbia
Cuts: All.
Stations: KMET-FM, WHCN-WBUS-FM, KINK-FM
VIGGAS AND OSBORNE, "Que-
ves.," Uni
Cuts: All.
Stations: WZFM-FM, KZAP-FM, KINK-FM
EDDIE CLEANEAD VINSON, "You Can't Make Love Alone.," Mega
Cuts: "Person To Person.," "You Can't Make Love Alone.
Stations: KFMC-FM, KPIF-FM
THE WACKERS, "Hot Wacks.,
Elektra
Cuts: "I Hardly Know Her Name.
Stations: WZFM-FM
YOUNGBLOODS, "This Is The Youngbloods.," RCA
Cuts: All.
Stations: KOL-FM
ZEPHYR, "Sunset Ride.," Warner
Cuts: First Side.
Stations: KOL-FM

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to 1970
All original artists.
For each catalog send $1.00 (postage from any subsequent order)

THE SHIRELLES, "Remember When.
Cuts: All.
Stations: KZAP-FM
THE STRABS, "Grave New World.," A&M
Cuts: All.
Stations: KZAP-FM, KINK-FM
TEN YEARS AFTER, "Alvin Lee & Co.,
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All original artists.
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APRIL 8, 1972, BILLBOARD
THE KILLER ROCKS ON!

Jerry Lee Lewis' new rock album featuring his smash single "Chantilly Lace".

JERRY LEE LEWIS
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Also includes:
Don't Be Cruel/Games People Play
Turn On Your Love Light/C. C. Rider
Me And Bobby McGee/I'm Walkin'

From the Mercury Record Corporation Family of Labels/Mercury, Philips, Vertigo, Dial, Mister Chand.
A Product of Mercury Record Productions, Inc./35 East Wacker Drive, Chicago, Illinois 60601
Letters To The Editor

Dear Editor,

We are Mustang, musicians involved with getting out the youth vote. We’ve been involved locally and are making a new song, “The Power 18,” and A&M Records is releasing this month. Thanks for the support! Billboard about musical activities in this area.

Most of us haven’t been into politics before, but since we’ve been playing music for a long time, we thought of asking you for advice. We’d love to see the line workable—though hopefully the single will reach listeners. We would also like to help get young voters registered and out to vote for—attending concerts, radio and registra- tion parties, etc. (There have been Rock and Roll Party leaders who have been quite successful.) However, this won’t be easy to become identified with a partisan group.

If you have any suggestions for us, please write back, or mention us to anybody who might be interested in contacting us.

Muttering

1727 Summit Dr.
Laguna Beach, California

Ken Greenholtz
Music coordinator—vice president
WBCN-FM Boston

--continued from page 21

two incompatible? That’s ridiculous. They claim to play what the audience wants. A “hit song,” a “hit song,” etc. Then we read: “If we get 10,000 requests for Donny Osmond, we’re going to ignore it because he isn’t our Act.” But, that just doesn’t make any sense to me.

The success of free form radio in the United States has largely suffered from management, not bad ratings. How quickly did you forget having lunch with a Mr. Les Carter, whose former station, KPPC-FM (which was free form) was No. 1 and staffed by DJs who were doing fantastic radio—not “ego trips” which showed no audience consciousness. This is our struggle, our success, our failure. Broadcasting under a for- tune 18, which is dying—even without billboards or gimmicks we remain No. 1 and believe that our format could champion in any market where it met done correctly.

Ken Greenholtz
Music coordinator—vice president
WBCN-FM Boston
IBS Forum Outlines Goals; Names Board

NEW YORK — Following two days of seminars and entertainment, the IBS convention here offered a final session: "IBS Forum." Within the scope of the convention, the company's board and general goals for future operation were presented and discussed.

When the conference itself was the scene for some criticism of the IBS by the delegation, staff members generally felt the convention to be useful in defining the problems facing college radio.

Principally appointed to announce the Forum were: David Borg, vice president, American Radio History Board; George Abrahams, newly appointed IBS Regional Director; and former Chairman Don Grant named as President. Borg, one of the first generation of former members of the Board in the company since its inception, while Abrahams is recognized as one of the pioneers of college radio, having worked for WBUW at Brown University.

The IBS board and staff members discussed the need for new staff and priorities in the company's operation. At the end of the "communications gap" which both IBS staff and delegates feel exists between the company and many college stations.

A more extensive program of communication was discussed, with plans to issue a newsletter and additional articles in the company's magazine, "Volunteer." Regional Activity

Goals for the coming year were examined, and it was concluded that the more regional activity was given priority, the more vigorous the organization's operations. The standing Regions Committee presented a report on its activities initiated by several IBS members. The group seems to be more or less ad hoc, and IBS legal aids were advised to take a more aggressive stance. For further details see suit.

Jeff Tills of WPPP, University of Bridgeport, Conn., was named Region Co-Coordinator and will be in charge of the committee, which will examine the feasibility of advertising in College Radio. Continued on page 26

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What's Happening

IBS: Energy & Apathy

For the very beginning of the IBS Convention in New York, it appeared to this reporter that many student delegates were frittered away by what they perceived as organizational incompetence and aesthetic insensitivity on the part of many professionals and IBS staff sitting on the opening panels. Bringing obvious energy into the convention, those delegates confronted by what one student delegate described as "micromanagement of the relations between college radio and professional bureaucracy," "a bunch of fat cats sitting on the other side of the table, telling us what we're doing."

Sad to say, both positions were justified. The station manager has struggled to sustain the necessary energy for creative radio, and the contrast between that energy and the lack of direction exhibited by some of the convention's financial and time money in convention attendance. And time and money are indeed precious to any campus radio operation.

At the IBS Convention, however, channeling his energy into administrative areas, is removed from the creative areas of the medium. His understanding of the convention and the implications of the feedback he received, and his perception of the overall reaction to the convention, expressed in that reorganization and the development of co-operation.

Perhaps the IBS has failed to provide the services many stations feel are vital to the creation of a national college radio community. But, unless the convention can be extended in such a way that it will be merely academic to ponder responsibility for failure: it will be everybody's.


NEW YORK—WKBW, New York, New York, "White House Office of Telecommunications Policy."

25 APRIL 8, 1972, BILLBOARD

Underground Session Hits IBS Convention

Continued from page 1

smoothly, several meetings touched upon the problem of communication between the company and the students. There seems to be another problem that may be considered a crisis: the increase in the number of stations that have general character, and the growing dissatisfaction among some delegates with IBS alternative to their needs.

The weekend's activities began with a general caucus on Friday afternoon, attended by several members, seminars, and an industry exhibition where exhibitors displayed their products. Record companies represented included A&M Records, Atlantic, Buddah, Chess, Jan's, Columbia, Elektra, Elektra, Arista, Motown, Polydor, RCA, Stereo Dimension/ Evolution, Tumbleweed, United Artists and Warner Bros. Records.

Attending representatives of ZBS Media, Campus Media, Paul Bannister independent promotions and Dick James Music, and Crudemudafly were present.

Industry support for the conference included concerts on Friday evening and a special concert, held at the Alcazar, featuring: Andy Warhol, the Family Jewels; Nantucket N.1, St. Louis, and the Wildflowers, artists; and Rare Earth's Den-

Following Saturday's seminars, Columbia Records hosted a performance by label artists David Bromberg, and the Kenny Loggins Band with Jim Messina. A buffet supper was served.

Delegates attended a final concert featuring Bearsville Records artist Todd Rundgren, featuring: Paul Butterfield, the Family Artist Billy Idol; Jeff and the Writ, the Werthers artist Todd Rundgren, and performances by Friendship and Society.

Several companies also opened hospitality suites. Activities ranged from informal gatherings to programs representing the various interests.

General Caucus

Friday's caucus reflected the general mood of the delegates, through the delegates' response to the report of a special committee, "The Place of Mass Communications in American Society." Panelists included representatives from radio activities for the Corporation for Public Broadcasting, the National Association of Broadcasters, the National Association of College Broadcasters, Webster, vice president, CBS Radio Network, Robert O. Mahlman, vice president, ABC Radio Net- work; and Henry Goldberg, associate director of Tele-communications Policy.

The discussion was a focal point for the conference, originating from the dissatisfaction of several delegates with the proceedings. The absence of campus per- sonnel at the meeting was criticized by several delegates speaking from the floor during the discussion period.

The meeting underscored the need for communication between the medium and industry. A meeting was touched upon the increasing frag- mentation of the radio medium into more specified geographical areas and discrete formats. Student charges of inadequate support for college radio from commercial broadcasters were answered with panelists' critique of student apathy and inattention to professional organization.

Seminar: Music & Format

In addition to tours of local radio stations and exhibits in the exhibition hall, delegates were offered 24 seminars and workshops covering a wide range of topics to present the picture of the overall situation in the music and news programming, station management, and the public relations role. The seminar and station engineering were covered, as well as general programming techniques and solving legal problems.

A session included the "Music Industry Panel," which featured Scott Marcus, WFMU, New York; Jimmy Finch, WPLJ, New York; Russ Singer, WBBM-WBBM/ Metro Center University, Ithaca, N. Y.; Rob Wunderlich, WPPV, Wayne State University, Detroit; and Pete For- matore, WNEW-FM, New York; WFLN, Gary Cohen, of Record World and the Collegiate Radio, served as moderator.

The discussion examined the value of radio as a propellant in bringing new artists, problems in the industry, and the role of rock in programming, and the difficulty in accommodating the values of the progressive audience. A rapport for progressive format problems, and both Wunderlich and Singer stressed the campus program, the problem of the college in providing feedback to programming ideas and techniques with the emphasis on the de- sign of live concert broadcasts in generating audience interest, and Singer stressed the campus director. (Continued on page 26)
Grammy award winner and fancy dresser, Isaac Hayes will attend his first Academy Awards dinner in Hollywood, April 10. Hayes’ “Shaft” soundtrack is nominated for the Best Original Score from a Motion Picture.

The Emotions created a lot excitement and picked up loads of fans in their recent tour with sounds – Bill Cosby. For those of you just getting on the bandwagon, the trio have been around since 1969 when Pervis Staples, their manager, brought them into the Stax family. Their latest single is “My Honey Me” from the forthcoming Volt album, “Songs of Innocence and Experience.”

Billy Preston has been cited as the highlight of the film “The Concert for Banga Desh.” Preston, who only sings that’s the way God Planned It,” but brought the capacity crowd at Madison Square Garden to their feet when he got up and danced during his rendition.

For “Dreaming” the ABC “mini-conventions” were cited in 1969. The 18.4 percent of the men who listen to Psychology Today, ABC, CBS, and NBC are fans of Smokey Robinson’s Greatest Hit Songs. It’s called “Smokey The Writer.” It was singer-poet Bob Dylan who called Robinson “America’s greatest living poet.”

Dean of Black promo man Dave Clark, who now heads Stax’s new gospel label, Gospel Truth, will be honored at a testimonial dinner at Detroit’s Sheraton Metro Hotel on Sat., May 6. Clark started in the music business over 30 years ago and prior to the Stax expansion headed the Duke-Peacock label. !!!! And more questions. . . . Who claims credit for breaking Roberta Flack’s “First Time Ever I Saw Your Face” The single comes from Robie’s Atlantic album “First Take.” It’s headed for #1. What’s happening to the recording career of Aretha Franklin’s sisters Carolyn and Erma? There is a album by Jermaine Jackson in the Motown making? Answers, Answers, and more Answers, keep reading Soul Sauce in weeks to come. Please send any and all news to me at the Billboard Los Angeles office.

Soul Sauce Picks & Plays: Love Unlimited—“Walking In The Rain” (Uni); Staple Singers—“I’ll Take You To The 1937 Katz & Louis Last Generation—“Young, Tough & Terrible” (Brunswick); Perkins—“If This Is What You Call Love” (Soul); June Singers—“Walk In The Night” (Soul); Billy Preston—“The Bus” (A&M); Roberta Flack—“The First Time Ever I Saw Your Face” (Atlantic); Joe Simon—“Pool of Bad Luck” (Spring); Gladys Knight & The Pips—“Help Me Make It Through The Night” (Soul); Aretha Franklin—“Day Dreaming” (Atlantic); Soul Children—“Hearsay” (Stax); Iuse Brothers—“Let’s Go Dancing For Me” (Hi); Chi-Lites—“Oh Girl” (Brunswick); James Gadson—“Got To Find My Baby” (Cream); Manhattans—“A Million To One” (De-Lite) (#1 WLOU, Louisville).

IBS Forum Sets Goals
• Continued (from page 25)
ditional regional activities. Training seminars, day workshops, and “mini-conventions” are possible products of the increased regional emphasis, and the committee will establish regional boundaries and new guidelines for operation. In summing up the new power of the committee, the Board announced that regional activity would be “redefined as a national service.”

Also unveiled was a new committee voted in by the Board, the Revision Committee. The Revision Committee will rewrite existing by-laws to provide more efficient legal operation, thus freeing the IBS to provide better service and communication.

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IBS Forum Sets Goals
• Continued (from page 25)
Bill Weaver of Station KLOK to Consult on Oldies

* Continued from page 20

including foreign language programs until Weaver took over. In a Pulse, the station grew in one year from 5 to 18 between 10 a.m. and noon in average quarter hour household listening. From noon-6 p.m., it grew in one year from 10 to 59.

Flint rock had the San Jose market wrapped up until KLOK changed to the Weaver format and Weaver swept the market in a couple of months.

“I knew the signal of KLOK was good, but I didn’t know if it could penetrate the San Francisco market,” Weaver said. “We didn’t have to be a local station for San Jose, but also more than just a local station.”

As for music, Weaver felt there was no problem in programming both for San Jose and San Francisco.

“We haven’t seen enough difference in the people and, in music, in a bit in one place is usually a bit in another place, and very little above that.”

In regards to music, this is one of the most important aspects of the KLOK format. Weaver’s long experience in programming as well as management, said one of the reasons he got into oldies was the first place was that “Top 40 radio radio is all of the business was losing . . . that I couldn’t touch because the station wasn’t doing it.” Or we didn’t reach the right demographics. The beauty of an oldies format is that you can touch the important age groups and almost everyone below 45 and very little above 49 years old.

The formula of most of this music is to play a record from the 1950-60 period, then again from the 1961-45 period, then one that was hit between 1966-70, a hit from the last couple of years, and a current record. But Weaver said the KLOK format is music that is formula is that it keeps changing. In reality, about four to six times an hour are current records in the KLOK format. And Weaver thinks that’s what is helping in breaking new records.

KLOK helped break the “Roberta Flack hit” and is now leaning heavily on Andy Williams’ “I Just Don’t Understand.”

But, regarding a formula, “I’m not sure that the programming oldies by daypart, including me. I think there’s a difference . . . I’m trying to figure it out.” But there are other variables. For example, “Top 40 oldies last and one of the biggest facets of oldies is to play and what not to play and to play the right record at the right time, that particular demographics.”

Weaver actually says that he’s paying attention to the people and anything he gets extra just greedy.

But, his formula never sits still. He’s been missing a lot of the time he recently asked for requests on request cards that were hits in the 50’s and 60’s. “Requests came in like they were going out of style.” And we’re picking up albums that are like “Vikki Carr and others and adding certain cuts to the programing.”

A problem in all of radio is that “most of the programming bases are growing too thin. What we are doing is broaden the audience base. The ideal format, speaking from a sales viewpoint, would be one that has a good audience balance between 18-45 years of age, I think our properties come closer to doing this. But we’ve got to figure out our oldies progression. The music base is growing smaller and smaller.”

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What’s Happening

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... WLVR, Lehigh Univ., Bethlehem, Jim Cameron reporting: “Something/Anything/’(L.P), Todd Rundgren, Bearsville.


... New Hampshire—WSC, St. Anselm’s College, Manchester, “Mad World,” John Draper (L.P), J. F. Murphy & Salt, Elektra.


... Louisiana—WLSU, Louisiana State University, Baton Rouge, Limelight, (L.P), Harry Chapin, Elektra.


April 8, 1972, BILLBOARD

Vox Jox

- Continued from page 6

The lineup at KOOL, Omaha. 

Bob Cooper (4-7 p.m.): Program director Charlie Tenino, 6-9 p.m. .

Salvatore, 9-12 p.m. .

Dino Morgan, 12-3 p.m. .

Mike Nazek reporting: “Family of Man,” The Last Dog, Night, Duncil.

... Louisiana—WLSU, Louisiana State University, Baton Rouge, Limelight, (L.P), Harry Chapin, Elektra.


Morning man Brian Morgan at WERA, Arkansas, has decided to try sales, so program director Don Nuttling has returned the morning show. New man for tonight is Dave Sullivan, recently the all night man at WQOM-FM, Bala Cynwyd, Pa. . . Bob Cooper still pulls the afternoon slot. WPON in Hartford is looking for a bright, exciting teen-oriented Assistant program director Bob team. “I’m not going to be a guy who does it, but I want a guy who can do it.”

Lineup at WDDV, Dover, Dela., includes Ed Miller 6-10 a.m., program director Erle Colburn 10-11 a.m., Al Schenew 11 a.m. 1 p.m., Bob Call 3-7 p.m., Les Daffin until 1 a.m. WDDV features an oriented-top contemporary Top 40 sound, but gets heavy after 7 p.m. . . . At WRK, Columbia, Tenn., Gary Redding does the 10-noon slot, Larry Headman does 10-noon and 2-6 p.m. Gary W. Burt does a 6-Midnight shift. Weekend men are Don Carrigan, Dennis Piava, and Wally Snitkin. Jim Carrigan is program director. The station needs records.

.. Andrew J. (Jeff) Burley, RDF, Valley Forge, PA, 952, a teacher and weekend personality at WSXI, Philadelphia, seeks vacation relief work in a vacation area between June 9 and July 30. The station is a small station “because this is my vacation, too.” . . . Bob DeLeon is now music director of KTR, Modesto, Calif., and seeks records desperately. Derrick Waring is also now...

(Continued on page 45)
<table>
<thead>
<tr>
<th>Week</th>
<th>Title &amp; Artist</th>
<th>Label &amp; Number</th>
<th>Date Released</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>&quot;Ethereal&quot; by (Carson) Solis, Chorus and Orchestra</td>
<td>Guatemalan Foundation, Lisbon, Hyperion</td>
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<tr>
<td>2</td>
<td>&quot;Lament&quot; by Van der Meets, Choir and Orchestra</td>
<td>Flemish: Melodies of Pipes (Pan-Vogue)</td>
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<tr>
<td>3</td>
<td>&quot;Nightingale&quot; by Anna Livia Plurabelle</td>
<td>American Foundation, New York (IAC)</td>
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**Top 40 Easy Listening**

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<th>Rank</th>
<th>Title &amp; Artist</th>
<th>Label &amp; Number</th>
<th>Date Released</th>
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<tbody>
<tr>
<td>1</td>
<td>&quot;Right Here Waiting&quot; by Richard Marx</td>
<td>Capitol, Hollywood, Los Angeles, CA</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>&quot;Hey!&quot; by Elton John</td>
<td>MCA, New York</td>
<td></td>
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<tr>
<td>3</td>
<td>&quot;Can't Fight This Feeling&quot; by REO Speedwagon</td>
<td>Warner Bros., Burbank, CA</td>
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<tr>
<td>4</td>
<td>&quot;The Fool on the Hill&quot; by Cat Stevens</td>
<td>Columbia, New York</td>
<td></td>
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<tr>
<td>5</td>
<td>&quot;Without You&quot; by Billy Joel</td>
<td>Atlantic, New York</td>
<td></td>
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<tr>
<td>6</td>
<td>&quot;Love Is a Battlefield&quot; by Pat Benatar</td>
<td>Asylum, Los Angeles</td>
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<tr>
<td>7</td>
<td>&quot;You Belong to Me&quot; by Linda Ronstadt</td>
<td>RCA, New York</td>
<td></td>
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<tr>
<td>8</td>
<td>&quot;The Way We Were&quot; by Barbra Streisand</td>
<td>Columbia, New York</td>
<td></td>
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<tr>
<td>9</td>
<td>&quot;TheDanish O'Clock&quot; by Engelbert Humperdinck</td>
<td>EMI, London</td>
<td></td>
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<tr>
<td>10</td>
<td>&quot;The Christmas Song&quot; by Nat King Cole</td>
<td>Columbia, New York</td>
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**Classical Music**

London Bows a Major Drive on Mehta's 'Planets,' Pop Style Too

NEW YORK — Zubin Mehta, the conductor of both the Los Angeles Philharmonic and the Israel Philharmonic Orchestras, will get one of the most marvelous individual classical artist promotion and merchandising campaigns ever mounted by London Records, according to Herb Goldfarb, vice president for sales and marketing.

The Zubin Mehta Festival promotion centers on the new release of the Mehta-conducted Los Angeles Philharmonic performance of Gustav Holst's "The Planets." The package is being distributed with a special sticker affixed to the front cover, carrying the message, "The Ultimate Trip." While the drive is centered on the new release, Mehta's entire catalog of 21 other albums will also be part of the sustained drive, now scheduled to carry through until May 31.

On the heels of the success of Mehta's own recording with the Los Angeles ensemble last year of Tchaikovsky's "1812 Overture," and other big-selling classical successes such as new performances of Messiaen's "Pardessus" at an Exhibition," and "Also Sprach Zarathustra," by Richard Strauss, the new set will receive a large pop-styled promotion treatment, according to Goldfarb.

Heavy consumer advertising is being planned for both print and underground magazines as well as AM and FM radio stations. Bulk quantity posters of Mehta are being made available to dealers in bulk quantities, along with bulk jacket kits, containing an assortment of cover strips from the various Mehta catalog albums. A major portion of promotion is the posting of a huge billboard at Hollywood's Sunset Troubadour billboard alley of pop record artist signs. A special program of sales incentives is also being blueprinted by the company.

APRIL 8, 1972, BILLBOARD
Tape Legality Worries Midwest Sales Sources

BY EARL PAIGE

CHICAGO—Prerecorded 8-track business is no longer confined to the West Coast. One distributor has all but discontinued all remaining guarantees, specifically on defective cartridges. Meanwhile, Midwesterners are saying to watch for another “warning” bulletin from unincised tape duplicator/marketers selling_however these tapes could be used.

Pan American Records Inc., distributed by a bulletin to its dealers which says in part, “We guarantee no warranties on tapes! Pirates, bootleggers, illegal ‘teBilling and advertising.”

Ampex Tape Cartridge

Taiwan Burgeoning into Manufacturing Source

By Jeanette McLean

LOS ANGELES — America’s competitors are eyeing Taiwan’s potential, and large American companies that are unable to purchase large quantities of tape may be losing out on the sales.

Los Angeles Manufacturers

LOS ANGELES — American electronics companies are ignoring natural boundaries to manufacture in Taiwan. Some of the companies are Rico and even Blais.

The idea is that the U.S. will seek the lowest-cost parts and are looking for opportunities to manufacture products in the second tier in the U.S. as a way to keep the process going.

In short, Taiwan, a haven for the electronics industry, may follow the pattern set by consumer electronics. For example, U.S. companies began by importing parts, then were forced by competition to seize control of Taiwan companies.

Result: Last year, foreign electronics manufacturers sold in the United States is due in part to the 1994 defense treaty.

Until the U.S. firms have manufactured them, they are no longer being made. This has been the case with Ampex, which recently decided to return to producing tapes.

The prosperity of the electronics industry in Taiwan depends on the ability of domestic and foreign companies to meet the demand.

Export sales of electronics in Taiwan, for example, is about $3 billion in 1972, and the government predicts that sales will reach at least $300 billion in 1982.

Up 10 Percent

Total output grew by about 10 percent in 1971, and is up by 10 percent in the last 10 years.

And in 1972, almost $3 billion in new capital investments were made, with the result that electronics sales grew by about 10 percent in the last 10 years.

The trade policy by the American

American companies can produce cheaply enough to compete against the Japanese in their home market.

Components manufacturers are spending an estimated $10 billion a year on new manufacturing plants. The$4 billion plus of the 1971-72 expansion of the industry is due to the fact that new plants were built.

Both of these manufacturers have been forcing the U.S. to up its game, and the consumer products division is a major factor.

The two-step program will be monitored by the Federal Trade Commission, which will make sure that the new plants do not raise prices.

The program, supported by the California advertising company, will be marketed to all areas where no major jobs are available, including Puerto Rico.

A second program will be marketed to other areas, such as highway construction, and the small companies will distribute in the future.

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Japanese Entry Bodes U.K. Marketing Changes

LONDON—A prediction of "radical changes in the marketing of tape decks and products in the next two or three years" was made by Philip Ashworth, chairman of the British Tape Industry Association.

"There is already a discernible emphasis on quality and service in the hands of producers to come here and do their own manufacturing," he said.

The next two or three years would be a much tighter control of trading terms. This was due to Sirón, "an accurate interpretation of a decline in "exaggerated discounting," and a move by CEMA to a standard selling margin.

The biggest problem facing dealers involved in handling index tape, that they couldn’t make enough money even to the top mark price, and thus handling the software of an unprofitable venture, Ashworth said.

One way around the problem is to stock hardware as well as software, and to offer a one-stop operation," he said. "Going halfway is dangerous for recording tape, Ashworth said, "I have never encountered a market for tape that is not a new product available at lesser discouts than its predecessor. Innovation is one of the better marks of a high margin," he stated. "Until that happens, the retailer must find another venture that is mainly associated with "products of lower quality and companies of lesser importance."

Giving his opinions about the prices and profitability of stocking tape software, Ashworth said, "I haven’t encountered a market for tape that is not a new product available at lesser discounts than its predecessor. Invention is one of the better marks of a high margin." He stated, "Until that happens, the retailer must find another venture that is mainly associated with "products of lower quality and companies of lesser importance."

Software/Hardware Adjacency Aids Sale

LOS ANGELES—Retailers have learned to marry tape hardware and software.

Physical integration of the two, promotion of both in ads and in-goods displays, and availability of tape software with its hardware by including all tape software in the audio department instead of in the record outlet, has been accomplished fully by a growing number of dealers.

Although proximity between the two is essential for software to flourish and be a prerequisite to a happy sales marriage, many retailers still keep tape and equipment a good distance apart.

Sam Goody’s, with two store locations across the street from one another in Manhattan, very definitively promotes it in tape software with its hardware by including all tape software in the audio department instead of in the record outlet across the street.

On the other end of the spectrum, mass merchandisers, like Kmart (516 West Street location in New York), separate the hardware and software on opposite ends of the selling floor with no integration of needs.

Other New York-based stores, including Alexander’s and Gimbel’s, have isolated tape software in the reception area of the camera department, but still keep their tape software with disks.

Tape clubs have epitomized the marriage of software to hardware, but some retailers, notably car stereo outlets, have come close.

Wally Stereo Tape City, New York, merchandises tape software with its hardware and with its car stereo. It offers an in-stock player, which uses the car radio’s amplifier and speakers, at $299.95. The monochronous unit offers a lifetime guarantee and comes with a letter from the president explaining that the product mechanism is found in two major U.S. manufacturers auto tape units. The tape is available for playback only but instead to acquaint customers with software, Wally has originally shot a troubleshooting approach to audio tape software, offering the player free with the purchase of 10 discounted pre-recorded tapes.

Wally has 40,000 tapes and 9,000 selections in stock, each with a one-year guarantee and discount prices.

Carl Payne, manager of Schirmer Sound Center, New York, an audio retailer, said, "What customers desirously need is education, not an introduction to software."

“Our merchandise is interlaced somewhat, but we don’t like to bargain," Payne said. "Many of our customers are musicians and they are very critical of the average consumer."

"We expose customers to their needs and desires, show them what is available both in hardware and software to match their requirements." Payne said.

Wellingon Tape Centers, a 20-outlet chain, said that it has also organized itself into a single category.

In order to interest a customer return, the company will, on occasion, give hardware purchasers a coupon good for a discount on software. "It is sure a return visit, but eliminates the burden placed on the customer," the manager said.

Knowledgeable Retailers See Dolby Sales Help Tape Cartridge

BASF Adds Hardware, Records & Tape in U.S.

Continued from page 1

BASF, whose resources are overwhelmingly entrenched in the tape market, one of the biggest and newest in new fields.

So it is of no small interest that BASF has been focusing on the consumer electronics and music in the U.S., one of the newest, and recording a music division and penetrating the European market in hardware.

It is introducing three monaural cassette decks, three stereo decks, and plans to expand the line to include cassette decks, auto players, high-fidelity equipment and video cassette models outfitted with bias tape recording switches, said Tom Dempsey, marketing and sales vice president.

Model CC 9100 recorder and model CC 9200 recorder and model CC 9300 recorder with FM radio and telescopical aerial all come with carrying and accessory cases.

Distribution of the equipment line will be via BASF’s blank tape distribution systems, which includes direct sales personnel and a nationwide representative organization.

Field Testing

A field test of the line is under way in several markets, with in- troduction expected in the Consumer Electronics Show in June and a national program beginning in the fall, said Dempsey.

Equipment will be sold in hi fi outlets in department stores, mass merchants, discount houses, photo labs and stores handling the company’s blank tape line.

The hardware division will be directed by Bob Murphey, product manager; Jerry Berberian, national sales manager of audio/video products and Heinz Kreuels, marketing manager.

A BASF’s audio/videos products division now will include blank tape, video tape and consumer electronics.

The company’s music division plans to extend its cor roporated cartridges and cassettes in the U.S. and world market, beginning in the fall, said Dunner.

Broeker, product manager of BASF’s music division, said that he is setting up distribution in the U.S. and in the process of custom tape duplicators and record pressing facilities.

BASF’s music company, based in Bedford, Mass., corporate headquaters of Systems, will service Canada with product from the Dutch company, which is sold through BASF Canada in Montreal.

The company (in the U.S.) will have its own music identity, Boo keer said, and will develop its own graphics, marketing concepts, promotion, advertising and distribution. The BASF music company, based in Bedford, Mass., corporate headquaters of Systems, will service Canada with product from the Dutch company, which is sold through BASF Canada in Montreal.

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Harrison

Spirit Movin'
**Exhibit “A”**
The box. Made of heat resistant, medium impact polystyrene, it's designed to protect, store and rack all cassettes. The highest quality cassette case available today at competitive prices. And backed by a complete packaging design and manufacturing facility.

**Exhibit “B”**
The colors. Select your own case look with an opaque base available in seven of Creative Packaging’s standard colors or in an endless array of special colors.

**Exhibit “C”**
The name. Imprint the case cover or backbone with your own logo, company name, cassette title or what-have-you. Creative’s facilities and experience in hotstamping assure highest quality workmanship. We will reproduce your art or will help with graphic concepts keyed to your special promotional objectives.

**Exhibit “D”**
Stock availability. Creative’s new cases are ready for quick delivery on small or large orders from stock. Stock case features crystal clear cover and black base.

**Summation**
The conclusive facts are that there’s really no limit to what Creative Packaging can do to customize, display or store your cassettes. There’s the “bookbinder” with two cases joined back-to-back, a file drawer, miniature bookshelf, cassette merchandiser card, or library box. And that’s just a sampling of what imagination with paperboard and plastic can do at Creative. Whatever your marketing objective, Creative Packaging’s ideas for visual excitement and functional convenience can sparkle your cassette promotions and brighten profit potential.

Please send me your new Case for Cassettes idea folio by return mail.

**Name ____________________________**

**Company ____________________________**

**Title ____________________________**

**Address ____________________________**

**City ____________________________ State __________________ Zip __________________**
Continued from it

Cartridge: (10 discrete models) Price range 8.5 - 40

Cassette: (20 discrete models) (516) 5380.00

Product: Quadrasonic adapters

1110 Broadway, New York, N.Y. 10010

Brand name: Muda Electronics, J.V.

Price range 159.95 - 5149.00

Price range 195.95 - 429.95

Price range 119.95 - 199.95

Price range 159.95 - 249.95

Price range 195.95 - 249.95

Price range 159.95 - 239.95

Price range 195.95 - 279.95

Price range 159.95 - 229.95

Price range 195.95 - 229.95

Price range 159.95 - 239.95
MASTERS TAPE

Continued on page 10-B

IRISH One of the world's finest quality tapes made in U.S.A.

Irish offers a complete line of amateur and professional tapes in all configurations including video tape.

- REEL TO REEL
- CASSETTE
- LUBRICATED TAPE
- MASTERING TAPE
- VIDEO TAPE

IRISH TAPE

270 Newton Road
Plainview, New York 11803
June 11 thru 14, 1972
McCormick Place, Chicago

The annual meeting place for the people & products of the industry

The people
Over 35,000 retailers, sales representatives, distributors, importers and manufacturers from all 50 states and many foreign countries.

The program

Exhibits
Sun., June 11 12 noon-6 pm
Mon., June 12 9 am - 6 pm
Tues., June 13 9 am - 6 pm
Wed., June 14 9 am - 3 pm

Conferences
Mon.—Retail Marketing Conference
Tues.—Video Conference
Wed.—Audio Conference

Social highlight
CES Champagne Party on the exhibit floor
Monday, June 12, 5 pm-6 pm

The products
Over 300 exhibitors will introduce the 1973 lines of television, radios, phonographs, audio components, tape equipment and accessories, displaying over 25,000 products in the world's largest trade show devoted exclusively to consumer electronics.

Produced and sponsored by
Consumer Electronics Group—Electronic Industries Association

Register today! Send for your FREE BADGE OF ADMISSION

**Advance Registration**

Save time, fill in and mail this coupon now. Your free badge of admission will be mailed back to you. (Please print name and reservation blanks will be forwarded to you with your badge.

Name: ___________________________ Title: ___________________________

Firm: _____________________________ Street: ___________________________

City: _____________________________ State: ___________ Zip: ___________

Type of Business: ____________________________

☐ Retailer ☐ Dept./Chain Store Buyer
☐ Manufacturer's Representative ☐ Distributor
☐ Other: ___________ ☐ Manufacturer

*Note: Under 18 years of age will not be admitted under any circumstances.*

Consumer Electronics Show, 331 Madison Ave., New York, N.Y. 10017
Audio for duplicating systems, winders, splicers, tape...

We offer winders and automatic splicers which have become the industry standard the world over. The Electro Sound 100-48C, for both cartridges and cassettes, is the most widely used tape winding unit.

The Model 200 automatic tape splicer is tops in popularity because, at modest cost, it greatly increases production and makes uniform, perfect splices. (Shown here is the cartridge splicer. A cassette model is also available which mounts right on our winder.)

Audio offers a full program to put you to tape duplicating business. We can set up a fully operating plant with the versatile ES 4000 duplicator or the new ES 6000 32:1 duplicating system.

Write or call Milton Gefland for the finest in tape production equipment.

AUDIOMATIC CORPORATION
237 West 54th Street, New York, N. Y. 10019
(212) 582-4870 • Cable: AUDIOMATIC

TR-10

April 8, 1972, BILLBOARD
NOT ALL CHROMIUM DIOXIDE Cassettes ARE EQUAL...

ONE IS MORE EQUAL THAN THE OTHERS

There's a lot of performance capability locked up inside chromium dioxide, but it takes the right know-how to liberate it. There is the basic tape, there is the accuracy in slitting, there are the dozens of little cassette housing construction details and the over-all skill of a world renowned company, like TDK, that altogether will make the difference. Yes, not all chromium dioxide cassettes are equal. Now you can have chromium dioxide tape with TDK's own special touch.

Of course KROM-O-2 is the cassette that gives you the widest possible range of frequency response, the famous dynamic range and the complete reliability that only TDK can offer. But all these will only be of benefit to you if you have a cassette machine that can properly be biased for chromium dioxide. If you have only standard bias use any of the TDK superior tapes and cassettes, either the famous TDK Super-Dynamic or the Low-Noise. TDK cassettes are just a little more equal than the others.

Purity in sound. Surely in use. If TDK can't combine them in a unique way, who else can?

World's leader in tape technology.

TDK ELECTRONICS CORP.
LONG ISLAND CITY, NEW YORK 11103

TDK
Krom-O-2
**Why the new King 8-Track Winder costs so damn much.**

After almost three years of making the world's fastest cassette winders, we've just come out with an 8-track model.


One operator on one King Two Spindle 8-Track Winder can produce 2,400 beautifully wound cartridges in an 8-hour shift. Compare this to any other 8-track winder. Take three of them and one operator. You'll get about 1,600 cartridges per shift.

You'll spend about $300 more on machines. And you'll pay rent on three times the floor space.

Plus, you won't get:

- A footage count accurate to within 2%.
- Accurate drop loop length control. And unmatched tension control. All of which you do get with the King 8-Track.

(Incidentally, we've also got an incredible Automatic Splicer to go with it.)

**What we've already done for cassettes.**

Of course, if you also need a high-speed cassette winder, there's still the King Cassette Winder. And, of course, it's pretty damn costly too: $6,995.

But, while one operator on any two other machines is putting out a mere 500 cartridges per shift, one operator on two King Cassette Winders will put out 1,800 to 2,000 per shift.

And all the King operator has to do is simply place the empty cassette on the machine.

Because ours is the only cassette winder with consistent, repeatable, automatic splicing and wind-in of leader.

In addition, we've got the industry's most accurate tension control, and tape handling so precise and gentle that even 1/4 mil (C-120) is no problem.

Small wonder that anybody who's anybody is now using King Cassette Winders.

**How we do it all.**

Look. You either design and build things to the highest possible standards or you don't. At King, we design and build tape winders to the highest possible standards. All our machines are virtually handmade. (We sub-contract the paint job.)

The guys that make them are all highly skilled experimental machinists. And 30% of their time is spent on research and development. If you want to make the most absolutely precise, reliable, and advanced tape tailoring systems available today, this is the only way to do it.

**Wanna see it?**

We'd like you to see our operation firsthand. Anytime. If that's inconvenient, we've got machines in use all over the world, so we should be able to set up a demo either at or near your factory. Just write or call our Paul McGonigle at: King Instrument Corporation, Kane Industrial Drive, Hudson, MA 01749, 617-568-8771 (Telex 94-8485).

He'll be happy to show you why you can buy a cheaper winder than a King. And pay more money.
Best salesmen in the tape department pays you a commission!

Frost your eyes on the big daddy of them all...the Ultra 15 Stereo Tape Case. So good looking, it sells itself. With an outer covering—the finest plastc-coated material money can buy. Inside cover—a psychedelic listing that turns customers on. And plush, flocked compartments that safely snuggle 15 eight track tapes.

But looks aren’t everything with Ultra 15. It’s built rugged to last and last. With heavy-duty hardware—unique post-barbacy lock. Four colors to choose from: agate brown, royal red, avocado green and diamond black. And best of all, its retail price: just $10.95.

So if you haven’t put Ultra 15 to work in your tape department, hire it. There’s very little overhead to write off. For information, Amberg File & Index Co., 1625 Deane Blvd., Kankakee, Illinois 60901.
With ASTRO TAPE CENTERS
SELF SHOPPER — NO CLERK NEEDED TO AID PURCHASE DECISION

144 tape capacity / 26" H., 30" W., 12 1/2" D. / Walnut finish / Bubble Front of Sliding Plexiglas / Security Lock & Key
Weight - 50 lbs. (May be shipped U. S. P. S.) $485.00 f.o.b.

NEW 72 TAPE CENTER

Same self-shopper features — Tape Display by music categories, allows vertical or horizontal set-up. Start with one Mini-Center and Add-A-Rack as business grows. 24 1/8” H., 14 3/4” W., 12 1/2” D. Walnut Finish / Sliding Plexiglas Front / Security Lock & Key / Weight 24 lbs. (shp. U. P. S. $285 f. o. b.)

8-TRACK TAPE DISTRIBUTORS

ALL TOP ARTISTS! LATEST HITS!
PROMOTIONAL PRICES!
Licensed Distributor
SEND FOR FREE CATALOG
Dealer & Rack Operators Inquiries Invited
CAROLINA DISTRIBUTORS (919) 763-6447
Dept. TR-18, Wilmington, N. C. 28401

NEW TRACK TAPE DISTRIBUTORS

INCREASE TAPE SALES
with ASTRO TAPE CENTERS
SELF SHOPPER — NO CLERK NEEDED TO AID PURCHASE DECISION

144 tape capacity / 26" H., 30" W., 12 1/2" D. / Walnut finish / Bubble Front of Sliding Plexiglas / Security Lock & Key
Weight - 50 lbs. (May be shipped U. S. P. S.) $485.00 f.o.b.

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SEND FOR FREE CATALOG
Dealer & Rack Operators Inquiries Invited
CAROLINA DISTRIBUTORS (919) 763-6447
Dept. TR-18, Wilmington, N. C. 28401
Scully would like to clear the air of the pollution you've been hearing.

Recently, we announced that the Scully Division of Dictaphone Corporation was moving its manufacturing facilities from Bridgeport, Connecticut to Mountain View, California.

Apparently, the reason for this move has caused some confusion in the recording industry which we would like to clear up.

The move was necessitated for one simple reason.

Sales of Scully/Metrotech professional recording equipment in 1971 were the highest in our history, and we had to expand to larger quarters in order to meet demand and maintain quality.

So in addition to our new manufacturing, engineering, and research facilities in Mountain View, which are more modern and much bigger, Scully will also maintain four regional offices in Los Angeles, New York, Chicago and Nashville. And we're expanding even further with representatives in Washington, D.C., Toronto and London.

For more information about our new facilities, please feel free to write to us. In fact, by all means write to us.
nartans has a cassette album for every need...

and they're virtually dust proof and crush proof. They are covered with tough, attractive vinyl. Albums stay closed. Cassette cases are held firmly, but pop out with the press of a finger.

4, 5, 6, 8, 12, and 16 capacities in configurations to meet different requirements... including 8 and 16 capacity combined with a 2 ring binder. Also in a cassette cartridge album and an in a cassette cartridge album for cassettes in their outer case. Albums may be customized to meet your needs.

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3CA2-3N

3CA2-6

3CA2-L5

Finest quality heat sealed vinyl and leatherette albums, many with patented dust-proof snap-lock closure.

"Snap In" compartments allow a firm hold on each cassette for the life of the album.

Dozens of stock molds make possible custom-engineered cases and multi-media albums without tooling costs. A wide selection of colors and custom imprinting are offered.

Write for more information about our storage albums and our corrugated inserts for cassettes and multi-media albums.

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The Packaging Hachytery

It's the low cost shrink packaging for today's automated world.

FEATURES:

Adjustable L-sealer

Works 0-120" wide

Portable

Automatic timing device

Will seal and shrink 300-400 tape cartridges/hour

Will package items as wide as 12" and as high as 4 inches

Practically no maintenance required

Complete $75.00

Includes Free Film For 35,000 Tapes.

Due to typographical error, price indicated in the March 11, 1972, issue was $75.00. Should have read $75.00.

The Magnadyne Corporation

9261 W. 3rd St./P.O. Box 757/Beverly Hills, Calif. 90213 (213) 271-0655

AUGUST 18, 1972, BILLBOARD

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LE-BO
The Number 1 Source of Quality Accessories

Write for our new catalog and the name of your nearest distributor.

TAPE CARTRIDGES AND CASSETTE CASES, LOADED BLANKS TAPE, RECORD, AND AUDIO ACCESSORIES HEADPHONES, REPLACEMENT NEEDLES GUITAR ACCESSORIES.

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Browser cartons for 8-tracks & cassettes

- immediate delivery
- finest construction and material
- proven industry use (our cartons are used by more distributors and retailers than any other)
- low prices
- cartons for every use, including exclusive conversion unit which converts cassettes to 8-track size for use in reach-thru and other displays.

Call or write for free samples, prices, custom quotations.

INNOVATIONS, INC.

4127 Broadway, Kansas City, Missouri 64110
(816) 753-0029

Members of the National Association of Record Merchandisers

NO GLASS FRONT!
NO PILFERAGE!!!
NO LOST SALES!

NEW—Front Service WALL MODEL (W240)

PATENTS PENDING Cartridge & Cassette Display

“QUICK-VUE”, a new and different concept in merchandising stereo tapes, allows your customers to “FLIP” through all selections, see dozens of titles and pictures at a glance, like reading pages in a book.

Interested in increased tape sales? TRY “QUICK-VUE” MODELS FROM $79.50 Inquire . . .

Creative STORE EQUIPMENT INC.

Dallas 214/226-7248 — Terrell 214/563-5869

P. O. Box 381
Terrell, Texas 75160

TR-24

AUGUST 8, 1972, BILLBOARD
recoton

the only accessory source your company ever needs

RECOTON — Full line merchandisers of:
Diamond Needles, Record Accessories,
Tape Carry Cases, Storage Cabinets,
Cassettes, Tape Accessories,
Tape Cartridges &
Guitar Accessories . . .
PLUS
A new and complete Audio
Product Line.

Serving you through our
east and west coast warehouses.

Local representation
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contact your
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or write:

recoton
CORPORATION

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www.americanradiohistory.com
ACCESSORIES & SUPPLIES
Continued from page TR-24

The following list gives the names of manufacturers of Dealer Accessories & Supplies under each product category. For detailed information, refer to the preceding Directories of Manufacturers section.

CONVERTORS & TUNERS

Advanced Technologies Concepts Inc.
Cassette Conversion, Inc.
Backhouse Sound Co.
Bass Solid Inc.

DISPLAY RACKS

Advanced Technologies Concepts Inc.
Cassette Conversion, Inc.
Backhouse Sound Co.
Bass Solid Inc.

HEAD CLEANERS & DEMAGNETIZERS

Action Tape Inc.
Advanced Technologies Concepts Inc.
Backhouse Sound Co.
Bass Solid Inc.

INSTRUMENTAL TAPE" Anticipation" from the World's Greatest Masters of Instrumental by Quincy Jones
"The Theme from Too-Cumberland"

Best pop female vocal performance.
CAROLE KING

"You've Got a Friend" from Tapestry

Best new artist
CARLY SIMON

"Anticipation"

Best pop male vocal performance.
JAMES TAYLOR

"You've Got a Friend" from Mud Slide Slim

Best pop vocal by duo or group
CARPENTERS

"Carpenters"

Best pop instrumental performance
QUINCY JONES

"Smackwater Jack"

Best R&B female
ARETHA FRANKLIN

"Bridge Over Troubled Water" from Aretha Franklin's Greatest Hits

Best instrumental composition
"Theme from Summer of '42"
Mickel Le Grande

Best show album from original cast
"Godspell"

These are just some of our enormous repertoire from the worlds greatest labels on cassette and 8 track cartridge marketed in the U.K. by Precision Tapes

PRECISION TAPES LTD.
ATV HOUSE, 17 GREAT CUMBERLAND PLACE.
LONDON W1H 8AA.
Cables and Telegrams Pyreec London W1H 8AA

TR-26

continued

APRIL 8, 1972, BILLBOARD
Beautiful gold stampings on luxurious leather-like material simulates the most expensive rare book-bindings. Designed for bookshelf, table top, etc. in elegant walnut color grained case with red super-cushioned interior. A gracious addition to any home! Available in black, maroon, brown and green.

- **8-109** Holds 24 Cartridges
- **C-109** Holds 24 Cassettes
- **LS-8** Revolves on Ball Bearings Holds 48 8-Track Cartridges
- **C-107-36** Holds 36 Cassettes – Labels Clearly Visible
- **LS-C** Revolves on Ball Bearings Holds 48 Cassettes
- **B-101-24** Holds 24 8-Track Cartridges
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LOS ANGELES—Record companies here are receiving their first pitches by a new software company which feels it can develop promotional tools via videotape.

The company making the pitches is Preflight Instruction Pitches, based in San Francisco, which in a pioneering way is talking about CTV as it can be used by record companies to present their artists to talent buyers at colleges.

An 11-minute videotape played on a Sony player and attached to a small Sony camera of a vehicle with which Alan Benedikt, the firm's executive producer and Jefferson Link, his associate, have been shown to have worked out technical projects they have in mind.

And what they have in mind is utilizing the viability of videotape, integrating it with animation and film, in developing promotional tapes for artists.

Benedit and see these tapes being utilized in the record company's motion picture department in a selling item for college talent buyers. A promotional tape is also being brought by a video player on campus, slip in integration that show the talent buyer exactly what the acts looks like.

Among the labels the two are visiting are Columbia, Capitol, A&M, Columbia Broadcasting and Henry Mancini Productions.

The company plans setting up a production studio in Stin-son Beach outside San Francisco within six months. It is one of the first CTV program houses to actually go after record company clients.

The minute demonstration tape, called "Welcome to Video Space," took eight hours of production and was prepared with the aid of the Rite Insignia, a fairly new videotape effect house in the Bay Area.

The demo tape shows rock music and commercials, is presented within a studio setting, plus how a song can be performed on a piece of music can be energized.

"We believe we can develop videotape disks for record companies which are catalog artists on tape," Benedikt explains.

The company is aware of the foreign market for rock acts and plans to shop its tapes. If a record company buys the idea of videotapes exploiting the look and sound of an artist, it has to acquire the playback unit along with it with the potential buyer the rights.

Record company programs are just one facet of Preflight's plans for other tape players and closed circuit. Since Benedikt has done some elbow rubbing with the marketing of Americana, he has come up with several ideas for the hardware firm. One involves developing a TV for which Sony would sponsor. A second involves developing demonstration tapes for the American boxing industry, which is interested in a personal and closely aligned emotional feeling that is part of music which wants to marry the excitement of

(Continued on page 45)

RCA Seeks Vid Licenses

LOS ANGELES—RCA is out to license over-the-counter, 8¼ inch videotape MgTape cartridge TV units, which have the deck available to other manufacturers.

RCA's first two associates in this new electronic venture are Bell & Howell and Magnavox. Bell & Howell will manufacture the tape transport. Magnavox will also provide the unit to other companies.

Magnavox will integrate a handheld color camera of its own design into the system, and also make it available to other companies.

The Magnavox camera will be demonstrated at RCA's New York on May 10 along with its own Mag- Tape unit. Magnavox plans introducing the videotape unit available for its franchised dealers this fall.

RCA on the other hand plans will have its $700 unit which records and plays back the tape, on the market in late 1973.

RCA's price is around $200 lower than that of a VTR videotape unit being readied by Caravonics which Sears will debut in the Chicago area around June. RCA's lower price is based on its design in the system which avoids a tape transport mechanism with what is found in other videocassette systems.

The RCA system uses a single-piece scanning device which is potentially capable of distortion and also reduces friction and stress.

Sony's 7-inch U-Matic color system has a only deck for $999, but if and the RCA system are incompatible.

RCA believes there is consumer appeal for a VTR unit in the $700 range. It also acknowledges that the $700 Sony will the $350-3600

range, but its equipment in this f or its system is coming in more than the $700 price of being lower.

Still it, marks a major price break for a record/playback videotape system.

Dynamic Video Setting Deals

HOLLYWOOD, Fla.—Dynamic Video Productions has completed over 40 recorded videocassette productions in point product medicine and dentistry as one means of getting into CTV programming.

The firm has also...

signed an agreement with American Century Films, for video-car- tidge rights to 24 full length motion pictures.

signed a pact with Bio-Tec Films for two underwater films;

been recording, setting up closed circuit TV systems in large hospitals in Florida; plans to open a franchise store in Southern Florida; to sell video-cassette players and closed circuit TV units.

the setting up pre-school programs involving taped in-

structions.

Douglas Feinberg, president of Feinberg Television, Closed Circuit TV, is the executive director. Feinberg's background over 15 years of closed circuit TV. He is also involved in sales, production and marketing.
<table>
<thead>
<tr>
<th>#</th>
<th>Title/Artist</th>
<th>Dist. Label (Publisher, License)</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>Hang-Up If You Want To</td>
<td>Blue Book, BMI</td>
<td>11</td>
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<tr>
<td>2</td>
<td>All His Children</td>
<td>RCA Victor, BMI</td>
<td>8</td>
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<tr>
<td>3</td>
<td>I'll Be Your Sheppard</td>
<td>RCA Victor, BMI</td>
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<tr>
<td>4</td>
<td>Do You Remember These</td>
<td>RCA Victor, BMI</td>
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<td>5</td>
<td>CRY</td>
<td>BMI</td>
<td>11</td>
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<tr>
<td>6</td>
<td>We Can Make It</td>
<td>Blue Book, BMI</td>
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<tr>
<td>7</td>
<td>A Thing Called Love</td>
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<tr>
<td>8</td>
<td>Only Love Can Break A Heart</td>
<td>BMI</td>
<td>13</td>
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<td>9</td>
<td>Don't Let It Happen</td>
<td>BMI</td>
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<tr>
<td>10</td>
<td>When You Say Love</td>
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<td>11</td>
<td>Someone To Give Love To</td>
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<tr>
<td>12</td>
<td>I Started Loving You Again</td>
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<td>10</td>
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<td>13</td>
<td>Good Hearted Woman</td>
<td>BMI</td>
<td>10</td>
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<tr>
<td>14</td>
<td>I'll Still Be Waiting For You</td>
<td>BMI</td>
<td>9</td>
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<tr>
<td>15</td>
<td>Everybody's Reaching Out For Someone</td>
<td>BMI</td>
<td>8</td>
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<tr>
<td>16</td>
<td>Need You</td>
<td>BMI</td>
<td>7</td>
</tr>
<tr>
<td>17</td>
<td>Ain't Nothing Sharin'</td>
<td>BMI</td>
<td>6</td>
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<tr>
<td>18</td>
<td>Touch Your Woman</td>
<td>BMI</td>
<td>7</td>
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<tr>
<td>19</td>
<td>Ann (Don't鲁mble)</td>
<td>BMI</td>
<td>15</td>
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<tr>
<td>20</td>
<td>The Writings On The Wall</td>
<td>BMI</td>
<td>24</td>
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<tr>
<td>21</td>
<td>Ballad Of A Hillbilly</td>
<td>BMI</td>
<td>8</td>
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<tr>
<td>22</td>
<td>You're My Shoulder To Lean On</td>
<td>BMI</td>
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<tr>
<td>23</td>
<td>Lee Rea, Decca 32977 (Forrest Hill, BMI)</td>
<td>BMI</td>
<td>29</td>
</tr>
<tr>
<td>24</td>
<td>All The Lonely Women In The World</td>
<td>BMI</td>
<td>30</td>
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<tr>
<td>25</td>
<td>Me &amp; Jesus</td>
<td>BMI</td>
<td>12</td>
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<tr>
<td>26</td>
<td>The Best Part Of Living</td>
<td>BMI</td>
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<td>27</td>
<td>Saw My Lady</td>
<td>BMI</td>
<td>1</td>
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<tr>
<td>28</td>
<td>If It Feels Good Do It</td>
<td>BMI</td>
<td>4</td>
</tr>
<tr>
<td>29</td>
<td>January, April &amp; Me</td>
<td>BMI</td>
<td>7</td>
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<td>30</td>
<td>Foolish</td>
<td>BMI</td>
<td>4</td>
</tr>
<tr>
<td>31</td>
<td>Backaches By The Number</td>
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<td>12</td>
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<td>32</td>
<td>Four In The Morning</td>
<td>BMI</td>
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**DRAGGIN' THE RIVER**

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<tr>
<td>DECCA 32926</td>
<td>(Searchin' The Lonely Spots)</td>
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**WARNER MACK**

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<tr>
<td>Buddy Lee Intrications</td>
<td>Nashville</td>
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**BILBOARD SPECIAL SURVEY FOR WEEK ENDING 4/8/72**

**STAY Performer--Singles registering greatest proportionate upward progress this week.**

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<td>The Happiest Girl In The Whole U.S.A.</td>
<td>Donna Fargo</td>
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<td>Lost Forever In Your Kiss</td>
<td>Porter, Dot 15406 (Pacific, BMI)</td>
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<td>I'm The Main In Susie's Mind</td>
<td>Glen Darter</td>
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<td>Ten Degrees And Getting Colder</td>
<td>Sonny James, BMI</td>
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<tr>
<td>I Wish I Was A Little Boy Again</td>
<td>Lorna Langdon, BMI</td>
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<td>Send Me Some</td>
<td>Billy Walker, BMI</td>
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<td>If You Ever Need My Love</td>
<td>Jack Jones, BMI</td>
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<td>Sunny Side Of Life</td>
<td>Roger Miller, BMI</td>
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<td>Sweet Apple Wine</td>
<td>Dee Dee Dee, BMI</td>
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<td>A Song To Sing</td>
<td>Suzy Rae, BMI</td>
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<td>You're Everything</td>
<td>Suzy Rae, BMI</td>
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<td>Divided By Love</td>
<td>Bill Anderson, BMI</td>
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<td>Legendary Chicken Face</td>
<td>Jack &amp; Jim, BMI</td>
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<td>Anything's Better Than Nothing</td>
<td>Billy &amp; Sharon Gay, BMI</td>
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<td>I'll Be What You Say</td>
<td>Wanda Jackson, BMI</td>
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<td>Sincerely</td>
<td>Kitty Wells, BMI</td>
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<td>A Girl Like Her Is Hard To Find</td>
<td>Bill Rice, BMI</td>
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<td>I'll Never Fall In Love Again</td>
<td>Liz Anderson, BMI</td>
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The song that's come to the top of the charts has given birth to an album. "A Thing Called Love" is ten songs from the heart of the man in black.

On Columbia Records

KC 31332
Also available on tape
booked by Bob Neal. . . . Ray Griffith was performing at Kingston when the power failed and the lights went out. The crowd kept going, moving his acoustic guitar through the crowd and singing.

Linda K. Lance, after doing a batch of beer commercials, got a booking in Milwaukee. . . . David Hongus celebrated his birthday last week, rebooking another session for Columbus. . . . Capitol has signed Hank Capps, a country singer-songwriter and actor. . . . Bobby Goldboro has re-signed with United Artists. It's a long-term contract.

Minnie Pearl has agreed to play in the Deer Isle golf tournament scheduled for California in April. . . . Johnny Cash has gone back to his prison songs for his next single, a one-produced by Larry Butler. It was written by Marty Robbins. . . . The annual Chet Atkins Celebrity Invitational Golf Tournament will be held during the first week of June in Knoxville. . . . Doco's Jerry Wallace is cutting an LP in Nashville. . . . Jim Hill, operations manager of K.L.U.B in Wichita Falls, Texas, suggests that there is a turn, at least in requests, to the "country roots" sounds, with just hints of the newer, modern country records being called for. The heavies, he says, are the old Porter Wagoner classics, Bob Wills and Hank Locklin. The new strength is in Jerry Wallace, Jeannie Furlong, and the like. Jody Miller dropped in at KLUR while touring the area and joined Jim Hill on his afternoon show. Several Nashville writers received cash awards from ASCAP. They include Urel Albert, Charlie Black, James Blackwood Sr., Lon Blackwood, Jim Ed Brown, Johnny Edgar, Donnie Fawcett, Carolyn Gandy, Kermit Goell, Don Lewis, Dave Loggins, Ricci Mannen, Jack Morgan, Ann Morrison, Jim Stukey, Sorrells Pickard, Webb Pierce, Tuppin, and Jimmie Fowlley and Bob Yarbrough.

In St. Louis named Bill Anderson "Man of the Year." Past winners have been Buck Owens, Merle Haggard, and Charlie Pride. It's presented to the country artist who has made a "significant contribution to country music over a period of time." The "Renfrro Valley Barndance" opened its new season again in March. . . . Skeeter Davis has worked up her own self-tribute of her new record, "Sad Situation," by drawing a picture of herself to mail to disk jockeys with a message contained therein. . . . Johnny Carver and his wife have taken Ann Cooper, secretary at the "Opie," on vacation with them to Florida. They are all very close friends.

Jim Brown has added the Cates Sisters, Marcie and Margie, to his act. He also plans to produce them separately for a major label. Jimmy Newman bought a prize mare for $3,700 at the recent Hereford Cattle auction at the "Opie." He says it was a steal, since the animal in reality was worth about four times that much, which is a lot of bull. . . . Jenn Shepard has cut her very long hair. She says it was a matter of expedience because of the problems she has maintaining it on long trips. The Bobby Baes are buying a house on wheels, and plan to spend the summer vacationing while touring. All five of them will go along, and live as simply as possible.
Thenew event called personality at WKY, Cleveland, is Bill Williams, presently at WOL, Cincinnati, Ohio. Lineup at WEK, Greenburg, Ky., now includes Chuck Lynch, Jim Hargraves, Ray Harmon, Mike Vance and Don Stump. An old friend from workload days, Eddie Lee Griffin, music director of WRC, Washington, D.C., says that because of a Billboard item, "I'll Take My Baby Back," the station is seeing its biggest flow of sensitivity going on in New England radio. Lineup at the Boston station (Bob Cohen) Churchill 6-10 a.m., Pyres under the air name of Pondera, 7-10 a.m., 3-8 p.m., Johnny Tripp until 1 a.m.

Jack Reno, of Cincinnati's WUBE, whose "Hitching Her By the Number," on Target is making a strong bid on the nation's airwaves, has set the Midwest in the midst of a two-week tour of military bases radio outlets. Dayton's G. S. Williams has left WCKY, Cincinnati, for the armed forces. George Sutton has departed progressive rock WBFM-FM, Cincinnati, for late-night shows and his "Night Shift" turns to an interesting idea, why not do something different? The former WBFM executive is Ty Williams, who moves over from WEHOM, Hamilton, Ohio, has adopted what it calls a "captive blueprint" format for its 7-9 p.m. period. January 25, says Bob Hadrill, middle-of-the-road nighttimer, monitoring the new idea. The new tug will be sandwiched between WBFM's sister station, Cincinnati Reds' games on WMOH, Cincinnati's NBC Radio, Cincinnati, to hook up with WXW in Canton, and then head for WDEF, New Orleans. John Patron, former P.D. at WBFM, is now general manager of WHN, Syracuse, New York. John G. Cummins, formerly a WBFM veteran, has been promoted to operations manager. La Sipritter, formerly as WUBE in Cincinnati. John Thomas, who jumped the morning spot at WZWE, Cincinnati's good-music station, is now operations manager at Sudbrook Broadcasting's WPCH-FM in Atlanta. Taking his place at WZWE is Larry Brunner, formerly at WKY and WCKY, Cincinnati.

Pitch Vidette Ideas

• Continued from page 35

visual imagery with the explosive power of emotions. "Ultimately, we're translating ideas, of course," he explains, "and some translate better than others, and some people's thoughts in a comercial way.

Prieflaw plans stockpiling programs for the eventual breakout of the home movie, he warns, "We don't want to lose sight of the fact that there isn't any danger in the music industry of a major label losing its image.

A show in which a classic piece of music is performed can hold up over the years, Bennett and Link believe. We have the music, the old songs, the music industry, they should be made to remember by a collection of records that can stand the test of time.

A number of pioneer companies are entering the financial market to promote the company, which is also into TV commercials, Bay Area ad agencies and accounts.

Dear FIND Dealers:

First of all, thanks to you all for the hundreds of contest entries. It was difficult to determine the winners because all of the entries contained wonderful ideas for improving FIND.

The winners are:

Jacquie Clark, SAGE Radio Center, Westminster, Colorado.

Bryan Bar, Mr. Music, City Market, Miami, Florida.

Warn B. Kondler, Shadyside Radio, Salt Lake City, Utah.

The winners have been notified.

FIND has concluded agreement with Radio Group, Steel City Enterta- cers: WBM, Sugar Land, Texas. The station will be part of the FIND network.

FIND extends congratulations to all of the winners of the radio contest.

The first FIND supplement will appear in Billboard in April. This supplement will be the only one distributed by FIND since the January catalog. The next complete catalog will be issued in March.

Remember on orders for 25 or more units: there will be no postage or handling charge. See how you can get orders in.

Bill Kennan

FIND Service International

P.O. Box 775

Terre Haute, Indiana 47803

A. C. 812-466-1292

FIND Service International

Suite 415

9000 Sunset Blvd.
Los Angeles, California 90069

A. C. 213-790-4224

Cindy Tursun

(Advertisement)

45
Delaney & Bonnie's first album for Columbia, 31357

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Largs is a town of average size in Ayrshire, Firth of Clyde, West Scotland—at all times it's a place of great natural beauty, one of those spots where on a clear day you can actually see forever. At the same time it's close enough to Glasgow and the shipyards to feel every repercussion of urban change and industrial unrest, and there isn't much for a young lad to do except get drunk and make music. These are really the only alternatives to walks along the promenade, a nuzzle in the flicks, weekly ballroom dancing or pissing in telephone kiosks.

Benny Gallagher and Graham Lyle left Largs, the Clyde and went through one of those down-to-London-to-cut-a-single-and-a-back-home—and-see-what-happens scenes. Nothing happened. Then Gallagher and Lyle made the legendary trip all over again and went through the hard times documented in FAITH AND GRAVY and MRS CANATELLI'S.

They wrote hits. They performed hits. Which were endowed with a compulsive and natural tunefulness and asserted the simple, spunky, quirky nature of the Gallagher and Lyle writing ability.

They were the writing trigger of McGuinness Flint and they left. They think of themselves as song-writers first and foremost but certainly like to play everything they write . . . they played here and there . . . they played with Loudon Wainwright and George Gerdes—and with Buffy St. Marie (Benny thinks she has the most fantastic bum he has ever seen).

So this is their album—directed at anyone who happens to like it because, as they say, "it’s not music designed at a certain frequency for a certain audience".

Finely, exquisitely produced by Glyn Johns—it’s good to hear Gallagher and Lyle in a crystal-clear setting, their voices and guitars soaring off with each other in a manifestation of real inter-acting comradeship.

Al Clark / Rainbow programme

BENNY GALLAGHER GRAHAM LYLE ALBUM
ST-11016
Polydor Canada Successful With Centralized Distrib. Move

BY RITCHIE YORKE

MONTREAL—Polydor Records, Canada’s move to centralized distribution has been deemed a “financially successful” report from the Montreal office of the company who was appointed to the position 14 months ago. They commented: “When we central- ized our efforts into one Mont-real office, we were able to promote titles and attack from all quarters. Retail buyers and wholesalers were able to provide fast service and the industry generally laughed at us.

I was very much aware of the vastness of this territory, but what concerned me more was the population spread.

The one big mistake that seems to have always been made in Canada is imitating big brother images. The T.R.U. distribution system is very similar to what we’ve found in Southwest Canada, which have a tenth of the population.

My concept was that it was not worth trying to scatter our efforts across the country. Branch distributors only make sense when you have a population of at least 40 or 50 million. Even then it is advisable to have a bit more sense to them losing stock control to them, and that was not possible by any record company.

So we centralized our efforts into one Montreal warehouse, and it has been an absolutely successful. We have proven all that was needed, and you can keep your retailers completely satisfied.

We effectively organized our own transportation systems. Certain things are only possible in the U.K., and we will illustration to American retailers. It is possible to have meetings with Colin richardson, who makes the company’s U.K. operation, who will be working with various agents, and we’ve made the first step of meeting with our U.K. acts. Neil Harrison, the Canadian manager at BMI for the past year, has left the company to develop his own company activities. Harrison is going to Toronto, Canada, where he will initially be associated with Steve Miller’s production company.

All Knoll from the American record distrib- utors, Arund-stable Music, has moved to Canada, and with various record companies, and he will be associated with a silver disk for sales of her single. Banks Of The Rhine, one of the British bands, Peter Summerson of Psy and Performed in Canada (U.K.), the company which sup- plies the Canadian market to the U.K. A creditors meeting was held this week in the L.A. office to discuss the debts of the Sun- dancer company which managed the theaters. The venue was found to be very close to being owned by the L.A. $125,000.

Philip Palmer

BBC’s Royalties

To PRS Hiked

* Continued from page 1

new agreement, however, there will be a ceiling limit on the royalty payments. The first year’s ceiling will be $7,950 million, and the second year’s limit will be $6.4 million, climbing to $15 million in 1974.

No further details have been given by the BBC for the final year, which is expected to cover the years 1975-76. However, the agreement is making it impossible to assess the royalty payments for that year.

There was a “jury” in the audience but the principal voters were

HUNGARY Radio Fest Gets a New Look

BUDAPEST—Because only one pop festival can be held each year in Hungary, a new Casting System (HBS) organizes all musical events throughout the year where listeners and the public can be heard.

A name is the annual “Made In Hungary” event held every March.

For the 40 songs are broadcast live from the Székesfehérvár theatre, and the audience is invited to vote for their favorite. The final 20 songs are chosen from an entry of about 80-80 which are written specially for the contest.

This year the HBS introduced a new look, to the show, each song performed by twice different singers and with two separate arrangements.

There was a “jury” in the audience but the principal voters were the listeners. They could either telephone in their votes before the festival or write in a letter within 48 hours. The song chosen by the theatre jury actually is considered in the overall vot- ing.

Winner was “His Tündök Hinni Meg” (If I Could Still Believe) written by András Bogyi (60) and Katalin Sarosi and Janos Vamos, have both been singing for more than 20 years.

Younger stars such as Káro- lina and Sorolta Zalatnay found themselves well down the field on this occasion.

The 1972 challenge trophy, donated by Televizió Népszer, the contest was won by Gyorgy Laszlo, who is sponsored by the Hungarian Radio and Televisi- on Magazine.

Luxembourg Win ’72 Eurovision Song Contest

leashed here with English lyrics by Norman Newell called “Come To The City Of Love” and after the contest was announced the song became a hit. Leandro—whom is known to originate from Guelph and who is now working in Luxembourg will now be heard handled by agent Tony Lewis who will give the English version.

This song was also issued at the song which came fourth in the contest, “Als Ich in De Late Nachtwacht” which was released in an English version. The song became very popular in the Netherlands.

APRIL 8, 1972, BILLBOARD
From the Music Capital's Viewpoint

CBS-Israel Set A Song Series

TEL AVIV—CBS-Israel has launched a new "Song and Story" album series of traditional Jewish songs performed by the country's leading pop artists including Yehezkel Goan, Cilla Dagan and Shulam Chen.

The albums are released with both an Hebrew and English narration. The songs are traditional, although CBS has given them contemporary arrangements.

Comments Simon Schmidt, CBS managing director: "We believe that the series potential is both in the local and international markets. We see the series as both docu-mental, educational and enter- tain ment.

Special French Award to Satchmo

PARIS—A special award, the Prix Emmanuelli has been created by the French Academy of Jazz in honour of RCA's five album reissue of 67 Louish Amstrong titles.

The collection of compiled from various sources including Jean-Paul Guittet of RCA France.

The Academy's award for the top French musician went to the band for several years his led one of the country's leading jazz bands.

The mainstream Oscar was awarded to RCA for its recording of a Jazz-Johnny Hodges, Paul Gonde-

selves, made in New York and not released until Hodges death 18 months ago.

The full award were: Prix Alfred Satchmo; M. Emmanuelli and Louish Armstrong (RCA). Prix Sidney Bechet—Irakli; Muslim; Malahia Jackson (Vogue). Prix Big Bill Broonzy—Memphis Slim, Roosevelt Sykes (Barclay). Prix Otis Redding—Curtis Mayfield; Oscar Modern—Eddie Louis (MPS).

Donovan Leaves Ireland for U.K.

DUBLIN—After being based here for a year, Donovan has left Ireland and will be touring Britain while the U.K. He has not yet decided where to live permanently. Before he left, he did a short Irish tour for the Nimmon Company. This was filmed by RTE Television and the result will be shown in March, 1972.

Czech State Agency Increase Tours in 1971

PRAGUE—During 1971 Prago-

ket, one of two Czechoslovak state orchestras, performed before 2,000 foreign visit-

of these 164 solo acts and 24 groups were from the countries, a sizeable increase from the figures were 126 and 24 re-

Among the most important visit-

ors last year were the Sofia, Beo-

harmonic Orchestra, the London Contemporary Ballet, the Canadian Ballet in Montreal and Dizzy Gillespie's Jazz Giants who ap-

In addition Pragokorunn is or-

ers will be winners of the Inter- nation Pop Singers contest of last year.

UK Tax Slash Disk Prices Down

LONDON—Although welcoming U.K. Chancellor Anthony Bar-

ber's decision last week to slash the price of tax to cut by 25 percent, the record industry is a whole was caught wrong-footing by the size of the reduction.

Everybody is confident of the tax being lowered, but the most optimistically tipped figure was 10 percent. The appallingly high price in preparation for the final Value Added Tax (VAT) due in autumn or early in 1973. But while the overall result of the lower purchase rate of tax is being received in price to the customer, not all companies have passed on the full impact of the changes.

So when the pre-budget announce-

ment from manufacturers plan-

ing to raise prices reflected a move towards a greater degree of uniformity, their hopes have been taken the by the unexpectedly low rate of tax now in force. The result is that record prices remain as confusing as they ever were. For instance, singles from their previously accepted price of $1.22, now fluctuate between $1.12 (BMI, Decca, Pye, Phonogram).

Polypod and $1.22 (Kinney and CBS), with RCA opting for a mid-

way mark of $1.17. However, some sales chiefs have warned that single releases could come back before the same level, their new rate of $5.22, but in so doing, the two companies have increased the dealer price to $3. "The reduction in purchase tax will more than compensate for the in-

creases," according to U.K. record financial controller, Terry Stanley.

Polydor has also taken the op-

portunity to announce some sales increases. Although not to the extent in all cases as had been decided, the standard range of albums goes up by 12s to $3.75 (topp) and by 25s to $5.37 (classical). How-

ever, the Super line, previously re-

selling at $5.37, now drops down to $5. While the De Luxe series also drops by 25s to $5.50. De Luxe albums were due to be increased to $6.25. Concurrent with the changes in (Continued on page 57)

Int'l Concerts Again in Israel

TEL AVIV—After a long period without concerts by international artists because of the government's foreign currency re-

striction and a three-day Independence Day vacations later this month, Israel seems likely to get a top line-up of heavyweight acts. The major hopefuls are Odetta and the Dutch rock band Exceptus.

Also due to appear in Israel are Jose Feliciano, who will give four concerts, Jimmy St. James, singer-songwriter, Sergio Endrigo, and Leon-

ard Cohen, poet-singer-songwriter. Six-day celebrations on April 19, will be starred by Mary Hopkin, British Middle Road and the Spanish group Los Diablos.

The World of Hits

Hits of the World see page 57

April 8, 1972, Billboard

International News Reports

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RADIO ACTION: WBAP

"Got Love" (prod. Jerry Bradley)

SAMMI the No. 1 HANK (Blue Book, BMI) Flip:

"Lulu's Got 'Em" (3:11) (Pensa-Sounds of Lulu, BMI) RCA 13221

LINDISFARNE—MEET ME ON THE CORNER (2:39)

(prof. Bob Johnson) (Carriage, RCA, ASCAP) Flip:

"Big On the Tyne" (3:24) (RCA, ASCAP) ELECTRA 45756

RADIO ACTION: WBNA (Huntsville, V.)

SEDADA—SUPERBIRD (3:38)

(prof. Wally Gold) (producers: Sedada-Greeneback) (Kirschner/ATV, BMI) Flip:

"Romantic Blue" (3:38) (Kirschner/ATV, BMI) KISSNER 63-5020

COASTERS—COOL JERK (2:55)

(prof. Lester-Strong Prod.) (writer: Stephen) (Houston Bay, BMI) Flip:

"Talkin' Base a Woman" (2:45) (Yellow Dog, ASCAP) KING 6299

NEWPORT NEWS—WHEN THE BELL RINGS (2:45)

(prof. Chris Welsh & Austin Roberts) (作家: Roberts-Welsh) (Famous, ASCAP) Flip:

"We Never Said Forever" (2:57) (Famous, ASCAP) RCA 481023

JEAN SHEPARD—VIRGINIA (2:45)

(prof. Earl Ball) (writer: Earl) (House of CAOL, BMI) Flip:

"We Go Good Together" (2:10) (Jerga, ASCAP) CARAS 3135

DORSEY BURNETTE—In The Spring (The Roses Always Turn Red) (3:05)

(prof. Steve Steve) (writer: Burnette) (Brother Karl's Music, BMI) CARPAS 3207

RADIO ACTION: WBAP (Ft. Worth, V.) KDB (Diburbak) KTEX (Marine-apollo) KKK (Houston)

BENNY BARNES—Women, Leave My Mind Alone (2:08)

(prof. Bill Hall & Bill King) (writer: Elwood-Stewart) (honest Hill, BMI) MESA 615-0007

RADIO ACTION: KKKE (Austin), KUT (Austin), KKB (Houston), WBBN (Clarksville)

LESTER FLATT—Back To Birmingham (2:42)


RADIO ACTION: WBAP (Ft. Worth, V.) KFM (Houston)

TONY VALENTINE—I Came By Last Night (2:05)

(prof. Taylor-Thomason) (man, BMI) TARGET 8134

RADIO ACTION: WBAP (Ft. Worth, V.)

KATY O'CONNOR—Just As Good As Gone (2:29)

(prof. Bob O'connor) (writer: Parteys) (opera, BMI) ROYAL AMERICAN 47

PAUL O'TOOLE—Day Boy (3:00)

(prof. Niel-O'Grady) (writer: Weatherly) Show & Bow (Boy) & Navas, ASCAP SHOW BIZ 0503 (Mega)

NAT STUCKEY—IS IT ANY WONDER THAT I LOVE YOU (2:29)

(prof. Jerry Brusky) (writer: Foster-Rice) (Jack & Bill, ASCAP) Flip:

"Get It Back 2 Day" (2:04) (Chase,RCA) EAGLETONE 74-0667

RADIO ACTION: WBAP (Ft. Worth, V.)

HANK THOMPSON—CAB DRIVER (2:21)

(prof. Joe Allison) (writer: Pear) (Blackhawk, BMI) Flip:

"Gloria" (3:35) (Kem, ASCAP) DOT 14710

RADIO ACTION: WBAP (Ft. Worth, V.)

JOHNNY WILLIAMS—HE WILL BREAK YOUR HEART (3:11)

(prof. Larry Butler) (writer: Burt-Welles/S-Carter) (Cordax, BMI) Flip:

"Get It On" (3:04) (Sh Ülke) EAGLETONE 74-0667

RADIO ACTION: KKK (Houston), KDB (Diburbak), WNN (Louisville)

Eddie Kendricks—LET ME RUN INTO YOUR LONELY HEART (3:09)

(prof. Frank Wilson) (writer: Wilson-Porter) (Jubilee, BMI) Flip:

No info available. TAMLA 542 (Motown)

B.B. KING—I GOT SOME HELP I DON'T NEED (3:07)

(prof. Ed Miller) (writer: King) (Pensa-Sounds of Lulu, BMI) Flip:

"Lulu's Gymn" (3:11) (Pensa-Sounds of Lulu, BMI) ABC 13221

ALSO RECOMMENDED

RADIO ACTION: WBAP—LONELY HEART (3:09)—(See Pop Pick)

BILL WITHERS—LEAN ON ME (See Pop Pick)

JEFF KENDRICKS—LET ME RUN INTO YOUR LONELY HEART (See Pop Pick)

B.B. KING—I GOT SOME HELP I DON'T NEED (See Pop Pick)

ALSO RECOMMENDED

RADIO ACTION: WBAP—LONELY HEART (3:09)—(See Pop Pick)

BILL WITHERS—LEAN ON ME (See Pop Pick)

JEFF KENDRICKS—LET ME RUN INTO YOUR LONELY HEART (See Pop Pick)

B.B. KING—I GOT SOME HELP I DON'T NEED (See Pop Pick)

ALSO RECOMMENDED

RADIO ACTION: WBAP—LONELY HEART (3:09)—(See Pop Pick)

BILL WITHERS—LEAN ON ME (See Pop Pick)

JEFF KENDRICKS—LET ME RUN INTO YOUR LONELY HEART (See Pop Pick)

B.B. KING—I GOT SOME HELP I DON'T NEED (See Pop Pick)
CONGRATULATIONS TO ALL OF THE
COMPOSERS AND/OR PUBLISHERS WHOSE
PERFORMING RIGHTS WE LICENSE AND
WHOSE MUSIC WAS AN INTEGRAL PART
OF 30 OF THIS YEAR'S 44 Coveted
NARAS AwarDs

- Record of the Year
  IT'S TOO LATE
  Recorded by Carole King
  Composers: Carole King
  Publisher: Screen Gems—Columbia

- Album of the Year
  BEST POP/VOCAL PERFORMANCE, FEMALE
  Tapestry
  An album recorded by Carole King and containing these BMI-licensed works: 'I FEEL THE EARTH MOVE' 'DON'T LET THE SHADOWS GET YOUR HOMES AGAIN BEAUTIFUL WAY OVER YONDER YOU'VE GOT A FRIEND WHERE YOU LEAD TAPES
  Composer: Carole King

- Best Pop/Vocal Performance, Female
  YOU MAKE ME FEEL LIKE A NATURAL WOMAN
  Recorded by Aretha Franklin
  Composers: Carole King
  Publisher: Chirping Cross Music

- Best Instrumental Arrangement
  THEME FROM SHAFT
  Recorded by Isaac Hayes
  Arranged by Isaac Hayes and Jimmy Allen
  Composer: Isaac Hayes
  Publisher: East Memphis Music Corp.

- Best Arrangement
  Accompanying Vocals
  Uncle Albert Faddirah Halset
  Recorded by Paul and Linda McCartney
  Arranged by Paul McCartney
  Composer: Paul McCartney
  Publisher: Motown Music Corp.

- Best Album Notes
  SATURDAY NIGHT
  Written and produced by Sam Samudio

- Best Pop/Vocal Performance, Duo
  CAPTAIN
  An album recorded by the Captain and containing these BMI-licensed works: 'SUCKIN' ON YOUR RHYTHM' 'HELLO THERE KINANITA HOME AGAIN BEAUTIFUL WAY OVER YONDER YOU'VE GOT A FRIEND WHERE YOU LEAD TAPES
  Composer: Carole King

- Best Pop Instrumental Performance
  SMACKWATER JACK
  An album recorded by Quincy Jones and containing these BMI-licensed works: 'SMACKWATER JACK' 'CAST YOUR FATE TO THE WIND'
  Composer: Quincy Jones
  Publisher: Screen Gems—Columbia

- Best R&B Female Vocal Performance
  VOCAL PERFORMANCE
  Recorded by Aretha Franklin
  Composer: Carole King
  Publisher: Chirping Cross Music

- Best R&B Male Vocal Performance
  A NATURAL MAN
  Recorded by Lou Rawls
  Composer: Carole King
  Publisher: Honest to God

- Best R&B Vocal Performance, Duo
  PROUD MARY
  Recorded by the Isley Brothers
  Composer: Jerry Wexler
  Publisher: Jondora Music

- Best Soul Gospel Performance
  PUT YOUR HAND IN THE HAND
  Recorded by Shirley Caesar
  Composer: Serena Maclean
  Publisher: Beechwood Music Corp.

- Best Country Vocal Performance, Female
  HELP ME MAKE IT THROUGH THE NIGHT
  Recorded by Sammi Smith
  Composer: Kris Kristofferson
  Publisher: Columbia Music Corp.

- Best Country Vocal Performance, Male
  WHEN YOU'RE HOT, YOU'RE NOT
  Recorded by Jerry Reed
  Composer: Jerry Reed
  Publisher: Guitar Man Music

- Best Country Vocal Performance, Duo
  AFTER THE FIRE IS GONE
  Recorded by Conway Twitty and Loretta Lynn
  Composers: E. White
  Publisher: Twitty Bird Music Co.

- Best Country Instrumental Performance
  Snowbird
  Recorded by Chet Atkins
  Composer: Dave Markson
  Publisher: Beechwood Music Corp.

- Best Sacred Performance
  DID YOU THINK TO PRAY
  Recorded by Charley Pride
  Composer: W. O. Perkins
  Publisher: Sacred Music Foundation

- Best Gospel Performance
  LET ME LIVE
  Recorded by Shirley Caesar
  Composer: Ben Peters
  Publisher: PGM Music

- Best Ethnic Recording
  THEY CALL ME MUDDY WATERS
  An album recorded by Muddy Waters and containing these BMI-licensed works: IT'S ALL OVER COUNTY JAIL THEY CALL ME MUDDY WATERS FIND YOURSELF ANOTHER FOOL KINFOLK'S BLUES MAKING FRIENDS

- Best Original Score
  Written for a Motion Picture SHAFT
  Composer: Isaac Hayes
  Publisher: East/ Memphis Music Corp.

- Best Recording for Children
  BILL COSBY TALKS TO KIDS ABOUT DRUGS
  Publisher: Fulcrum Music Inc.

- Best Comedy Recording
  LILY TOMLIN—THIS IS A RECORDING
  Publisher: Omnigold Publishing

- Best Jazz Performance
  by a Soloist

- Best Jazz Performance
  by a Group
  THE BILL EVANS ALBUM
  An album recorded by Bill Evans and containing these BMI-licensed works: FUNKALLERED WALTZ FOR DADDY JUG IS ACROSS THE TONE TUNE COMRADE CONRAAD
  Publisher: Orchard Music Co., Inc.
  THE TWO LONELY PEOPLE
  SUGAR PLUM
  Composer: Bill Evans
  Publisher: Bill Evans

- Best Classical Performance—Instrumental Soloist
  CONCERTO FOR GUITAR
  Recorded by Julian Bream
  Composer: Henny Volla Lassen
  Publisher: Max Eschig (Paris)/Associated Music Publishers, Inc.
isn't life strange!

The new single from the Moody Blues.
Judge Denies NBC, ABC Motion Bid

NEW YORK — Federal Court Judge John M. Wald has denied a motion for a summary judgment by two defendants in the $30,000 suit of Broadcast Music, Inc. (BMI) against Columbia Records, Inc. and the American Society of Composers, Authors and Publishers (ASCAP).

The two networks, NBC and ABC, and Warner Music, Inc. are trying to invoke the ASCAP/BMI consent decree with the National Broadcasting Co. (NBC) and ABC with ASCAP and CBS, with violations of the antitrust laws, breach of contract and fraud, having sought summary judgment in the case.

NBC has also moved that in the ASCAP summary judgment was granted, the state of New York, the contract claim against it be dismissed.

Alternatively, ABC had moved that the specific performance judgment was denied, the antitrust issues were remanded for trial and discovery be limited to proof of action in the first instance.

In making his decision to dismiss the motion for summary judgment, Judge Lasker said the network's position on that the record business is not a permissibly inferable that may be drawn is that the payment to ASCAP was reasonably business conducted by business people.

"However," he continued, "without indicating any view, and we have come to close, it may be that it will be impossible to be a matter of law. We have a duty to prove that the payments were made as part of a cooperative arrangement of law. He added, "The network's position on these motions do not elaborate on those contentions, but contrary, similarly establish facts that would result in further material proposition of motive.

"In further ramifications that NBC and ABC offer for the pay will be put to the test in the coming months and those radio stations not under the control of an executive Jim Brown over a period of six months and those radio stations that are under the control of an executive Brown. Litter notes, detailing a compel history behind each individual hit tune, were written by Joe.Brown.

So far, the set has not been sold off the clearance, commercial basis, but Popovich said there is a lot of interest in making the set available to record retailers.

Pact Helps Output

- Continued from page 1

AFM, results of the vote will be known in about two weeks. Eligible to vote are nearly 4,000 musicians who have earned a minimum of $1,000 from recordings in the current calendar year.

AFM Leaders Team

Labels accounting for most of the U.S. and Canada participated in the negotiations. It is as follows: the Federation's negotiating team, to which was added as the Federation's general counsel, Henry Kaiser; Foutenthal, vice president; J. Alan Wood, from Canada; Stanbery, secretary-treasurer; and David Winston, executive officer.

The AFM team was comprised of musicians who performed record dates ranging from classical to rock, to spoken work, in movie score compositions; and officers and representatives of the American Federation of Musicians of the United States and Canada.

If approved, the contract will be retroactive to the previous calendar year.

The previous three-year contract between the AFM and the record companies expired March 31.

The American Federation Association will count the ballots.

James Lewis

Unit to Russia

NEW YORK — A bid by former Mel Lewis Jazz Orchestra musician and fellow members to win the right to visit Moscow, Leningrad, Kiev and other major Soviet and Russian cities has been made by of the auspices of the U.S. State Department.

The 17-piece aggregation, which features six vocalists, will travel to Moscow, Leningrad, Kiev and other major Soviet and Russian cities, as a project of the auspices of the U.S. State Department.

Alone Alice Cooper & WB Sued

LOS ANGELES — Bizarre Prods. and Strait, and Recordings, is operating manager Herb Cohen here, have started suit in Superior Court here against Alice Cooper and his former group in charging contract violations and seeking $3 million in damages.

Counseling, filed by Maurice J. Attie of Cohen, attorney to Cooper with that Michael Bruce, Glen Bonner, Don Levy and Neal Smith of Alice Cooper signed a Bizarre pact which called for the release of eight songs, which were released in the past year under the label, "Killer." Suit claims group operated and asks $100,000 general damages and exemplary damages from WB records for the loss of sales from WB records, for whom Alice Cooper recorded the songs.

Suit also claims that WB records violated a record contract that was executed with Alice Cooper when WB signed an executive agreement with Bizarre late in 1971.

It is contended that Alice Cooper's going with WB records was collusive with internationally with its BMI global company, that a Bizarre group because would distributed through WB records. Suit contends, too, that WB vio- lated the executive agreement with Bizarre by not properly identifying "straight records" connection of a record contract from that label as the per contract.

SURGERY OK FOR H. LONG

NASHVILLE — Hubert Long, president of Hubert Long Int'l, has been placed on indefinite leave until Wednesday at Mid-State Baptist Hospital in Nashville, after being stricken Saturday. His condition is satisfactory.

R&R Up to Tie With Tour

NEW YORK — Columbia Records is releasing a second album by the New Riders of the Purple Sage, a group whose upcoming East Coast tour, the New Riders are set for several major concerts in Europe, with The Grateful Dead.

Unlicensed Duplicators Under

Backdrop of New Disk Label

- Continued from page 1

R&B also will be a strong part of the operation. One producer already has been retained, Des Mark, and others will be added.

Don Furnier, R&B producer, a former staff man of the radio and record industry here, will handle promotion for the new company. Along with the recently, Monument, will take over promotion.

The new company has 20 equal investors. Among them are Amary Modification, Greensboro, Ga., a former staff man of the radio and record industry here, will handle promotion for the new company. Along with the recently, Monument, will take over promotion.

The new company has 20 equal investors. Among them are Amary Modification, Greensboro, Ga., a former staff man of the radio and record industry, and Abbie Hoffman, of the International Federation of Musicians, is handling arrangements for trip.

IMIC on Cassette

- Continued from page 1

price of $85 will be offered at the conference, with a price for each unit of quantities of 10 and over ordered after the conference.

The cassette will be ready for sale in two weeks after the conference.

Taping the seminars will free reuse of the tape for each own tape equipment and will allow individuals interested to attend the seminar to the point the tapes.

Each tape will be produced by a professional announcer explaining the significance of each session and pointing out the key points of each.

Migge will take three people to IMPAC to work on the project and it will have a sales booth to take advance orders.

APRIL 8, 1972, BILLBOARD
Her portrayal of Mary Magdalene is one of the high points of Jesus Christ Superstar. And her definitive version of “I Don’t Know How To Love Him” has been a hit all over the world.

Now she has her own album, containing her new single “Can’t Find My Way Home,” together with “I Don’t Know How To Love Him.” And songs by Dave Mason, Stephen Stills, Gilbert O’ Sullivan, Marc Benioff, and herself.

It’s also the first album Tim Rice and Andrew Lloyd Webber have produced together since Superstar.

It’s something special from a Superstar star.
graham nash
david crosby