Nine Country Artists On UN-Backed Tour
By BILL WILLIAMS

NASHVILLE — Nine country music artists, gamboling on exposure and future bookings, departed on a United Nations-sponsored trip to Australia, New Zealand and Japan.

Some proceeds of the funds from the bookings on the tour will benefit the children of Bangladesh through UNICEF, who is now working with the Country Music Association, the record companies of the artists involved are footing the bill for the tour. They will be reimbursed after UNICEF gets 25 percent of the money. Then, if there is anything left over, it would be prorated among the participating artists involved.

Departing from here were Tex Ritter, Tom T. Hall, Leroy Van Dyke, Connie Smith, Brian Collins, and Glenn Barber. They were joined on the West Coast by Freddy McGee, Roy Sanders and others.

(Continued on page 72)

Big Duplicating Network In Maryland Is Raided
By RADCLIFFE JOE

NEW YORK — A Maryland duplicating network, alleged to be one of the largest unauthorized music duplicators in the country, was the target of a major raid by U.S. marshals May 3, in the music industry continued its escalating war against piracy.

Object of the midnight offensive, spearheaded by a phalanx of marshals, and attorneys and investigators of the Harry Fox Agency, and the Recording Industry Association of America, was Deeds Music Co., of Elk Mills, Md.

The industry spotlight fell on this company last March when 59 publishers of the Harry Fox Agency brought a $500,000 suit against it for alleged unauthorized duplication (Gee Billboard, March 11).

Armed with a writ of seizure signed jointly by CBS and Atlantic Records, the marshals impounded tape duplicating equipment, pre-recorded music and masters, and... (Continued on page 14)

Happy Fest Days Ahead: Bernstein
By DAN BOTSTEIN

NEW YORK — Today's music will take a happier, more open direction at political and social conditions improve, said Sal Bernstein, veteran manager, promoter and producer, who is now working with Management HTS New York office.

“I have a feeling that once this senseless war ends,” said Bernstein, “a lot of the fears, political problems and restlessness among young people will vanish. I believe that...” (Continued on page 14)

12 Cos to Make Players For Quadrasound System
By ELIOT TIEGEL

ACAPULCO—Twelve hardware companies are committed to manUFACTURING players for the new 4-channel discrete “Quadrasound” system developed by JVC, Panasonic and RCA. The Quadrasound, heard before a first international contingency of record executives at the fourth annual International Music Industry Conference here last week, is being supported by Harman Kardon, Toshiba Hitachi, Nippon Gakki (Kenswood in the U.S.), Onkyo, Sanyo, Sharp, Pioneer, RCA, JVC and Matsushita (Panasonic in the U.S.).

Simultaneously with the international debut of the first compatible discrete system, RCA has released its first disc followed by two years the introduction of ACAPULCO and Motordola of a discrete 4-channel 8-track tape... (Continued on page 4)

At AES Meet: ‘Q’ Systems’ Battle
LOS ANGELES—The dogfight between matrix and discrete quadrasound advocates broke out here at the 42nd Annual Audio Engineering Society convention, although the debate was in general more intellectual than previous meetings except when Ben Bauer, head of CBS Laboratories, referred to discrete advocates there as “skunks.”

In general, the AES convention was highly loaded with matrix people, but the exhibits seemed to be with discrete. After Los Warren of Quadraphonic Systems and James Gabbert of KIOI-FM radio, San Francisco, delivered their presentations — the one that prompted Bauer to state he would not engage in a certain type of contest with skunks-engini... (Continued on page 72)

Dutch Concerts In $5 Squeeze
By BAS HAGEMAN

HOLLAND — Local promoters of rock and pop concerts throughout Holland are finding the foreign artist concert situation risky because of the high fees demanded by some foreign artists.

(Continued on page 72)
Jack Bonus plays saxophone and flute and was joined on his debut LP by some of San Francisco's finest new musicians.

Jack Bonus wrote all the songs, words and music; sang all the vocals, lead and background; and took care of the arranging and producing as well.

His new album is called "Jack Bonus." It's on Grunt Records and Tapes.
Record Tape Sales Up 5% Over 1970

NEW YORK — Manufacturer’s sales of phonograph records and pre-recorded tapes in 1971 were up 5 percent over 1970 levels, announced by the Recording Industry Association of America (RIAA).

Combined record and tape sales, taken at list price value, represented $1,744 billion in 1971, while the comparable sales for 1970 came to $1,668 billion.

Sales of phonograph records were up 5.8 percent, reaching a total of $1,263 billion, compared to $1,192 billion for the comparable period in 1970. Total album sales accounted for $1,086 billion, same as reported in 1970.

RIAA noted that the increased figures were at least partially attributable to list prices implemented by a number of record companies in 1971.

Total sales for pre-recorded tapes reached 1971’s $493 million, reflecting a 3 percent increase over 1970’s sales of $478 million. Sales of tapes were up to $385 million from $378 million; cassettes reached $96 million, against $77 million during the comparable period in 1970.

RIAA also suggested that a more dramatic increase in tape sales may have been curtailed by the spa...
**General News**

**EMERSON ON RECORD LICENSE**

**NEW YORK**—Columbia Records has added Emerson Radio to its list of SQ licensees. Emerson is preparing for the introduction of its line of 4-channel radios.

One of the oldest American manufacturers of radio, Emerson is a National Union Electric subsidiary, headquartered in Chicago. The firm introduced the first phonograph in 1917.

Los Angeles—Dual suits involving the Beach Boys as defendants have been filed in Superstar Order.

American Recreation Corporation, a corporately owned group involved and which was headed by Nick Alabaster, its managing director, is using the veteran recording group, asking the court to restrain performances, halting them from getting any part of $173,000 in royalties which the suit states is due their Records, a part of ARC. Hearing on the order is now set for Tuesday (16). The plaintiffs charge the Beach Boys used funds for their commercial projects without the court's approval. The court appoint a receiver. Defendants in the action include: American Recreation Corporation; Beach Boys and others; Idea Records; Brothers Studios; Wilkerson Music; Executive Music; Warner Bros. Records; Carl and Dennis Wilson; Brother Love and John Riley III.

Sparerib Bows 'Reggae' Pack

Los Angeles—Murray Sporn reactivated his Sparerib label (Billboard, April 1) this week, releasing his first single, "I Cane," recorded by Maria Griffiths, which he secured from Philips of Germany.

Distributors appointed so far include: Dixieland Records, Los Angeles; Gold Skyline, New York; Summit, Chicago; A & M, Baltimore; Southernland, Atlanta; M i d l e T., Cleveland; Universal, Philadelphia; and Wendy, New York.

**Welles Comedy LP in Re-Release**

Los Angeles—Orson Welles' "The Mercury Theater on the Air," "The Begging of the President," will be released with an extensive merchandising campaign by United Artists Records to coincide with the Presidential election.

In this Issue

**CAMPUS**
41

**CARTRIDGE TV**
33

**CLASSICAL**
34

**COUNTRY**
43

**INTERNATIONAL**
54

**JUKEBOX PROGRAMMING**
69

**MARKETPLACE**
25

**RADIO**
20

**TALENT**
14

**TAPE CARTRIDGE**
28

**FEATURES**
55, A&M Win $400 G for Mc Govern

**CONCERTS Net $400 G for Mc Govern**

Los Angeles—Two major rock concerts have already raised nearly $40,000 for the Democratic Presidential campaign of Sen. George McGovern. And at the last minute, the Friday (15) San Francisco Civic Auditorium McGovern benefit has been switched from the Civic Auditorium to the Oakland Coliseum. Clarks, and Murray Clayton stayed were paid an additional $1 per show, being added to the $17,000 opening night.

Carole King, and James Taylor, Barbara Streisand and Quincy Jones have headlined the April 13 Los Angeles Forum sellout, which brought in over $300,000 for the South Dakota candidate's campaign coffers. The show was promoted by Concert Associates.

Midwest promotion star Mike Belkin put together the May 28 Chicago concert by securing Paul Simon, Joni Mitchell and again Janis Ian. In addition he sold out the 12,000-seat available and brought McGovern some $70,000.

**MIA Builds N Branch**

Los Angeles—Mial based in America is launching a "substantial build-up" for its New Orleans branch in the person of Frank L. Bach, vice president of the record merchandising of the company, which will conduct meetings in the South and Southwestern part of the country, will conduct meetings in the South and Southwestern part of the country, will conduct meetings in the South and Southwestern part of the country, will conduct meetings in the South and Southwestern part of the country.

Bach and Norman Maufer, head of the recently opened national sales organization for Mial in the South, will handle the branch.

**Beach Boys Are Hit With 2 Suits on Coast**

New York—The Robert Stigwood Organisation Ltd., and Lethis Music Corp. won a temporary restraining order against Larry McInerney, local promoter, and John Carney, of Houston, preventing any unauthorized performance of Beach Boys' songs.

**Original Touring Co. Hit With Superstar Order**

New York—The Robert Stigwood Organisation Ltd., and Lethis Music Corp. won a temporary restraining order against Larry McInerney, local promoter, and John Carney, of Houston, preventing any unauthorized performance of Beach Boys' songs.

**Buskhhin at Gaslight**

New York—New Epic artist, David Bushkin appears at New York City's Gaslight as the first part of a promotional push on his single, "Beach Boys."

Singer-writer Bushkin also has five of his compositions on the current Merv Travers album.

**12 Cos to Make Players for Quadrascopic System**

In July, JVC will introduce a magnetic cartridge incorporating a Shubha slits. Price of the model 4MD02X is $69.50, with additions.

The Matsushita demodulator are built in Japan. Licensees will receive their first unit with integrated circuit made in Japan. In 1973 the demodulator will use an integrated circuit chip developed by Lou Dorren's quadraspective system which replaces the component.

Dorren, in appearing at the demonstration, emphasized that his circuit was the first with an automatic receiver and that it served the same function as FM radio. Dorren's own circuit is also in production, it is up for review by the Federal Communications Commission.

Massachusetts' Restaurant to Great lengths to emphasize the importance of good food. The above picture are from tape to record to broadcasting.

The radio station has all the week-long activities. The sessions investigated such troublesome topics as how to get people to pay higher prices, and how to reach the youth market, and analysis of recording and tape in key markets, the future for classical music, what makes sale, rock and jazz sell and a projection of the future.

**Way to Win 1972**
The new Johnny Mathis album is destined to become one of his classics.

Like the original series of Columbia Mathis albums, this one features a block of new songs, introduced by Johnny, that will be appearing as singles and album cuts for years to come.

And for immediate impact, there are today’s most lovely hits, a la Mathis: "The First Time Ever (I Saw Your Face)," "Love Theme From The Godfather," "Since I Fell For You," "Betcha By Golly Wow," and "Without You," among others.

Johnny Mathis’ new album was designed to be a hit today. And a steady seller tomorrow.

New Mathis, On Columbia Records and Tapes
MINNEAPOLIS — Amos Hel-  
icher, president of Pickwick Intl., 
has settled the long-running agree- 
ment in principle to acquire 
Music Sales of Florida distributor, 
and one-stop in Miami. 

Acquisition would rehile 
Helicher and Don Brandon, brother 
with Helicher Bros. in a Milwaukee- 
Chicago operation. He says he is 
now opening a F.M. Marshall 
recording branch within the 
Music Sales facility.

Weisel Before 
Labor Group

LOS ANGELES—Manager Le- 
Weisel, heavily involved in 
two long-running agreements 
representative of Iron Butterfly (See Billboard, April 13) is 
now being brought before the state 
Labor Commission by client John Manning, who records for 
Columbia.

Manning is seeking invalidation 
of his March 1970 contract with Weisel's Personal Talent Asso- 
ciation management firm. His peti-
tions were filed by attorney Ivan 
Hoffman, who has made some- 
things of a specialty of represent- 
ing record artists before the Cal- 
ifornia Labor Commission. It 
claiming Manning and Don Brandon 
state Labor Code by signing Mun- 
hin, Weisel and the new 
production firms, then 
collection management com- 
pany. The house companies also 
seek to collect the money 
collected from Manning by Weisel 
for the iron group.

An answer to the labor petition 
has been filed by Weisel, claiming 
that Manning and Don Brandon 
are manager-assignment 
agencies that are under the 
case for jurisdiction under 
the Labor Commission.

Fantasy Film 
In Cannes Fest

BERKELEY—Fritz The Cat, 
the longest animated cartoon 
feature ever to be shown at the 
Cannes Fest, has now been 
acquired by Fantasy Records as 
part of the company's announced 
diversification program.

Cannes Critics' Week is 
designed to spotlight films new 
director who are not competing for 
Festival awards.

The "Fritz The Cat" soundtrack 
album was a recent Fantasy re- 
lease.

Polland On 'Whistle Stop' Promotion

SAN FRANCISCO—Columbia 
artist Pamela Polland is currently 
working on a series of "Pam- 
ella Pollad" with a series of "whistle stops" aboard her 
company's city and cars, giving free 
performances throughout San 
Francisco.

She was booked into San Fran- 
cisco's Winterland, April 27-28, 
and appears at San Francisco's 
Booth Memorial Boarding 
House May 9-14. In 
Clifford Moch 
June 6-10, and 
the Evening Star May 10-15.

RCA Records has appointed five regional promotion 
managers. They are Tony Montgomery, Northwest, 
Bob Spendlove, Southeast; 
MCCullough, Southwest; Frank (Tookie) DiLeo 
North Central region; and Lou Galliani, West. 
Adrian Newton, formerly press officer for EMI Records in London, 
has been named regional press and information, 
international, for the RCA Records. 
... Ron Henry has been appointed manager, 
merchandising administration, for RCA Records. 
Atlantic Records has promoted three members of its sales department. 
Rick Willard has become merchandising manager; 
Johnny Biencost is now single sales manager; and 
Sal Iuliano has taken the 
post of album sales manager. ... Harry G. Charleston, 
vice president of Viewlex, Inc., has assumed leadership of the newly 
formed customs service divisions. Also, Charles Cerasa, 
formerly general manager of Monarch East Record Manufacturing, 
has been appointed new manager of the new division. ... 
Tano Dowe named associate music editor and talent editor, Billboard. 
He remains international editor and reports to Paul Ackerman, 
Billboard's executive editor.

George De Rado has been named operations head of TEAC Corp. of America, and 
Music Sales, New York. 
John Morgan has been 
appointed director, audio products division, of the firm. ... Warren Ling 
has appointed Ampex Corp., where he was manager of acquisitions 
and talent, ... Ron Farber, formerly promotion manager for Infinity 
Productions and Ampex Records, has been appointed New York 
district promotion manager for contemporary product at Capitol Records. 
... Joe Troy, previously with the Drake-Chenhoff 
of New York, is now promotion director for Artie Ripp's Family Pro- 
ductions unit. ... Macey Lipman has been named merchandising 
consultant for Amex Records. He will coordinate all promo- 
tions, including those for the label's first release, "Roots and Branches," by the Dillards.

Willis Duff has joined Firestone Communications, Inc., as 
corporate vice president, programming. He was most recently 
regional vice president of Metromedia Radio and general manager 
of KSAN, San Francisco. ... Benjamin F. Berslauer has become marketing 
manager of Columbia Pictures Industries. Inc. At the same time, Jerry 
Walter, formerly manager of cartridge distribution at Cartridge 
Television, Inc., has been appointed executive vice president of CRN.

Harry Ringer has been named controller of GSF, Inc.'s 
record and music operations, and Jerry Rader has 
assuming the post of production manager for GSF Records. Ringer was 
formerly administrative assistant to GSF president Larry Newton, 
whom the latter was chief of ABC Records. Rader, who had 
been with ABC for 15 years, was most recently assistant 
production manager for Ampex Stereo Tapes. ... George Houle, professor 
of music at Stanford University, has been appointed music director of New York Pro Musica, effective June 1. ... International 
Famous Agency has named Herbert Spar to head the New 
York concert department. Spar was previously head of the 
Millard Agency. ... Fred Stark, previously creative director of 
Paul Leonn Advertising of Indianapolis, has joined Perception 
Records in the same capacity. ... Joseph S. Jullin Jr. has been 
appointed director of sales for the Corinthian Television Stations. 
He was previously director, special projects, for CBS Television.
Dr. John's Gumbo is made from only the finest natural ingredients. It's a tasty blend of "fonk," good feelings, friends and talents stirred with a tiny dash of gris-gris. And one special ingredient—an extra large spoonful of New Orleans blues, jazz, Dixieland and rock 'n roll.

Dr. John's Gumbo has been cooking for a long time. It's ready now, so come and get it.

Gumbo:
Dr. John's new album on Atco Records and Tapes.
Northwest Ties Seattle Film

SEATTLE — Northwest Releasing Corp., major Pacific Northwest concert ennecor for 19 years, has merged into Jardin Industries, Jerry Jensen's Seattle-based conglomerate with entertainment interests in Washington, Oregon, Arizona and Japan.

Also involved in the stock transfer is Pollatich Enterprises, a Seattle and Portland advertising promotion firm which has handled Northwest's publicity for three years. Pollatich became Northwest's general partner for Portland promotions two years ago and has tripled their local concert grosses over that period. 31 attractions have been presented in the past 12 months.

Northwest Releasing president Bill Owens moved up to board chairman of the company's new setup. Jensen is now presiden
t and Pollatich founder Jerry Lott became vice president and general manager, overseeing daily operations. Bill Owens will continue to oversee all talent booking. Concert promotions in areas not presently served by Northwest are the responsibility of G. H. Burke Garrett. Northwest Releasing grossed $3,360,000 from Pacific Northwest concerts last year. Its principal cities of operation are Seattle Tacoma, Portland, Spokane, Eugene, Honolulu, Denver, Salt Lake City and the Canadian markets of Vancouver, Calgary, Edmonton, Regina, Saskatoon and Winnipeg.

B'way Confidence

NEW YORK — GWP Records have released the original cast album of the rock musical, "Hard Job Being God" five days before the show opens at the Edison Theater here.

The musical opens May 15 and GWP's album will be in the stores May 10. The album was produced by GWP president, Jerry Purcell with Andy Wiswell.

The Staple Singers' "Sista" single, "I'll Take You There," has been awarded a gold record by the RIAA.

**

Guess Who's "Ragtime" album has been certified by RIAA as the band's eighth gold record.

"Mark, Don & Mel 1966-71," Grand Funk Railroad's album on their Funk Railroad label, has been certified as a gold record by the RIAA. The LP is the group's seventh to turn gold.

Rolling Stones Biography Set

NEW YORK— "Rolling Stones," a 352-page book subtitled "An Unauthorized Biography in Words, Photos and Sound" will be published June 1 by Amaco, a division of Music Sales Corp. Over 100 songs by the group, including both hits and along with most of their lesser known songs and recent material not yet released in the States, will be included.

The book will be available in both paperback and hardcover editions, retailing for $15.95 and $9.95 respectively. Complete lyrics, melodies and guitar songs are included for all songs in the book, as well as a complete discography documenting every Rolling Stones album and single ever marketed in the U.S. todate.

Publication of the book will coincide with the beginning of the band's second tour of major U.S. cities.

Greene Bottle First Singles

NEW YORK — Greene Bottle Records has released its first two singles. These are from two current Greene Bottle albums, which are by Candle and Chesspeke Jukebox Band. Candle's single is "I've Got You," along with most of their lesser known songs and recent material not yet released in the States, will be included.

The book will be available in both paperback and hardcover editions, retailing for $15.95 and $9.95 respectively. Complete lyrics, melodies and guitar songs are included for all songs in the book, as well as a complete discography documenting every Rolling Stones album and single ever marketed in the U.S. todate.

Publication of the book will coincide with the beginning of the band's second tour of major U.S. cities.

**

San Sutherland, a 27-year-old singer who starred in the NBC-TV soundtrack series "War of the Worlds," is now the manager of the Beverly Hills office of the Potlatch Records label.

San, who has started as the Potlatch office manager in New York and won the Potlatch talent scout contest, noted: "Potlatch Records is an independent label. It's not owned by a major label. We're trying to tap into the market and we're doing it in a different way."

San said Potlatch, which is a division of the Potlatch Group, a subsidiary of the Potlatch Corp., will concentrate on releasing records that are different from what is currently on the market.

San said he was interested in the Potlatch label because of its "independent" nature and its "lack of major-label promotion."

San said he is now working on a new single for the Potlatch label, which he hopes to have ready for release in June. He said the single will be a "rock" record and will feature "a band that is not well known but has potential."
MAGNA ARTISTS CORP.

representing

HARRY CHAPIN
KRIS KRISTOFFERSON
IAN AND SYLVIA
JUBAL
MICKEY NEWBURY
NEIL SEDAKA
and
RICHARD NADER'S PRODUCTION

1950's

ROCK & ROLL REVIVAL

MAGNA ARTISTS CORP
1870 Avenue of the Americas, New York, NY 10023
(212) 481-8520

ED RUBIN, president
A subsidiary of HULPCK CONCERTS, Inc.
be in the recording studio business for about eight years. Advantage, heading into Richard Post, is privately owned and controlled by a parent corporation from which the subsidiaries are independent.

According to the petition, pres- ent controllors of the company, took over in the control of 1971, at which time the debtors had been encountering serious operating difficulties as a result of in- sufficient operating capital, and in- adequate profitable business to provide the necessary funds to carry on the business on the prof- itable basis.

Among the principal creditors named in the Chart, Kennedy, Sidney Rose, $100,000; Howard Mag- nes, $68,000; Louis Poon, $27,000; Dr. Harold Rose, $28,000 and the Ampex Corp., $14,400.

Contemporaneous to the Bankruptcy Act permits a financially ailing company to reorganize its business and work towards financial solvency without going out of bus- iness.

Randall in Standby

SANTA ANA, Calif.—Randall Instruments Inc. will acquire all stock of an interest in the A.B.C. Co., a musical instrument amplifier manufacturer, from Robert C. Crooks, founder and president of Standel, who will continue in his position with the company. The same Robert C. Crooks, who will become chairman of Randall Instruments while continuing as secretary-treasurer of Standel.

Donald D. Randall, president of Randall Instruments, will fulfill the duties of chief executive officer of the new company.

Standing’s long-term distribution contract with Chicago Musical In- strument Co. will continue un- changed. However, according to of- ficials of both companies, a third line of amplifiers bearing the Ran- dall name, and designed and manu- factured by Bundt Precision Mfg. Inc., will be made directly through Randall Instruments to selected retail music dealers internationally.

WB Music ‘Brown’ Suit

NFW YORK.—Warner Brothers Music, Inc., and W.B. Music, Ltd., of London, have settled a $25,000 copyright infringement suit brought by Warner Brothers in London’s High Court. The suit was brought to suppress publication of a song with music and lyrics similar to a Warner Brothers’ ‘Brown’ Suit.

The action, filed in the U. S. District Court for the Southern District of New York, alleges that the ‘Brown’ Suit was a re- cording of Brothers Brown, a re- cording of the song into the sound track of the commercial without the authority, consent or license of Warner Brothers, or the proprietor of the composition’s copyright.

Executive Turntable

Network Sales. Jack Passero has exited Supercovers’ new equipment division, where he was national marketing and sales manager. Wesley A. Estabrook, former president of Audio Devices and vice president of Capitol Records, has resigned to become vice president of General Instrument Corp. Lauren C. Davies, national sales manager of Craig Corp., has been named sales vice president.

Greatest Jazz Artists in Houston’s Astrodome Festival

HOUSTON—George Wein said here this morning one of the greatest jazz artists in the world will assemble in the July 7-9 and 9 in Houston’s Astrodome for a jazz festival which will replace the Newport Jazz Festival, which he has produced for the past 19 years. Jazz’ most famous personalities will perform in the Astrodome Jazz Festival in two evening per- formances. Artists to appear on Friday, July 7, at 8 p.m. will be Ro- berta Flack, Lou Rawls, Herbie Mann, Dave Brubeck, album; Billie Holiday, Duke Ellington, Sam and Jerry and the Quants of the Giants of the Jazz group are scheduled. The Supper String, Siblon Monk, Art Blakey and the Jazz Messengers.

Tickets to the Astrodome Festival will be sold for a price per person, with all seats reserved.

As of Closing, Thursday, May 4, 1972

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*Over-counter prices are given as “bid” (as opposed to “asked”). Neither the bid nor the asked price is necessarily firm, since the ranges within which those securities could have been sold or bought at the time of publication.

The above contributed by Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., Members of the New York Stock Exchange and all principal stock exchanges.
Currently Making a Comeback.

I NEED YOU

PRODUCED BY IAN SAMWELL WITH JEFF DEXTER AND AMERICA FROM THE WARNER BROS. ALBUM "AMERICA"
Dealers Anxious to Sell Cassette/Radio Models

LOS ANGELES—Retailers are expecting — and hoping — to see more cassette/radio combinations at the Consumer Electronics Show in Chicago, June 11-14.

While portable cassette players outfitted with radios grabbed a large portion of the spotlight and sales in the past year, many dealers also feel strongly that compact cassette/radio home systems will do equally well if given more exposure by manufacturers.

Retailers also agree that the cassette/radio market is primarily seasonal. The advantage, however, is that there are three distinct selling seasons: the spring graduation gift market, the outdoor summer market and the Christmas gift market.

To coincide with these selling seasons, especially the upcoming seasonal. The advantage, however, large cassette players are definitely FM radio capability, dealers feel that there is a need for a more adequate, in a portable unit, and I expect to see more of this type of unit than ever this year," he said.

Merriam also had some views (Continued on page 33)

Tape Firms Hit Inroads in Ed. And Business

Continued from page 28

Tape recorder to conduct class self-evaluation by recording oral notes on three tapes. "One teacher recorded group and group discussions. One teacher recorded room noise during reading while the rest of her groups did seat work. She then played this back and commented on the behavior with the students."

John Merriam, chairperson of the Del Padre's in Springfield, Mass., called the cassette radio "a growing one, with the one really necessary feature being FM radio. As far as stereo goes, most consumers find stereo more adequate than in a portable unit, and I expect to see more of this type of unit than ever this year," he said.

Merriam also had some views (Continued on page 33)

Hi-There Unveils Wide Unit Aroy

NEW YORK — Hi-There’s new tape/audio line features expanded selection, including a 4-channel adapter, several speaker systems, a record changer, two home entertainment systems, 13 cassette players or systems incorporating 8-track units or units incorporating 8-track and several receiver systems. The 4-channel adapter is model AA-100 at $39.95. With the matrixing adapter and a second pair of speakers, any of the Hi-There “Maxi-Fi” stereo receivers, amplified and compact can produce 4-channel sound.

One of the units introduced is SD-2280 compact stereo system featuring phono, AM/FM radio and 8-track player at $299.95; and SDT-3420 home entertainment center featuring a phone, cassette recorder/player, AM/FM radio and air suspension speakers at $299.95.

In the cassette category, Hi-There bowed TRQ-215 monaural player/recorder, TRQ-257 monaural player/ recorder featuring automatic end-of-tape alarm and shut-off at $49.95; TRQ-278 monaural player/recorder featuring auto alarm stop at $39.95 and TRQ-289 monaural player/recorder with built-in condenser mike and a jock for personal speaker at $62.00.

Other additions to the cassette line are the TRQ-298 monaural player/recorder featuring a built-in condenser mike and an auto alarm stop at $89.95; TRQ-30 which operates from batteries or house current at $99.95; TRQ-21 mini unit with a built-in condenser mike and remote control mike at $109.95. TRK-1240 with AM-FM radio and auto alarm at $79.95, TRK-1211 tape/audio combination with a pop-up ejector at $89.95 and TRK-1260 tape/AM-FM combination featuring a sound intensity balance at $99.95.

Additional cassette models include TRQ-1150 tape/AM-FM combination featuring dual fly-wheel drive at $109.95, TRQ-2000 stereo deck with Dolby noise reduction circuitry and digital tape counter at $299.95 and ST-3401 stereo compact tape/radio combination featuring air suspension players at $299.95.

Among the 8-track equipment unveiled are TPO-144 deck that accepts both 3- and 4-channel tapes at $129.95, TRQ-134 deck with automatic reverse features at $149.95, SP-2900 player/recorder with AM-FM radio, air suspension speakers and stereo amp at $299.95, CS-1750 player at under $100 and CSK-1300 car music center with FM radio at $129.95.

GE Audio Dept. Posts Sales Gain

NEW YORK — General Electric’s audio electronics products department, posting a 16% recent sales increase for the first quarter of 1972, reported a 21% increase over the period in 1971.

Table tape products registered a 21% increase in the first quarter sales volume in the history of GE tape products, and stereo component systems posted a 79 percent increase.

Charles T. Gralton, manager.

audio brings you the world’s most popular tape winnder (shown here with Electro Sound 200 with special adapter set up for cassette operation.)

We carry a full line of tape duplicating equipment.

ELECTRO SOUND 100-48C

AUDIOMATIC CORPORATION

237 West 54th St., New York, N.Y. 10019 (212) 582-4870/Cable AUDIOMATIC

105 MAY 13, 1972, BILLBOARD
And, Billboard's editorial staff will be there in full force to give complete coverage of the largest consumer electronics exhibit of its kind.

In attendance will be some 35,000 retailers, sales representatives, distributors, importers, and manufacturers from all 50 states and many foreign countries.

Billboard's CES issue will be there with them. So, if you want to take advantage of Billboard's bonus distribution at the CES Show, now is the time to call us.

With 35,000 on hand at McCormick Place, Chicago, it would be inconceivable to see every one of the 25,000 products on display. That's why it's good sense to show yourself on the pages of Billboard's CES issue coming June 17.

We know better than anyone else what consumer electronics involve. We should. We've been reporting its development and growth from the beginning. Maybe that's why Billboard is unparalleled in reaching that important consumer electronics market:

- Educational and military fields
- Government agencies
- Wall Street analysts

Then it follows that Billboard is read regularly by 98 per cent of the people who deal in consumer electronics.

We think those are some pretty good reasons to advertise in Billboard.

Don't you?

Contact a Billboard sales representative now!
Issue date: June 17
Ad deadline: June 7
Panasonic Bolsters Four-Channel For '73

NEW YORK — Panasonic has introduced its 1973 tape line which includes cassette recorders, 8-track home entertainment systems and hi fi components.

Highlighting the three tape/radio combinations are the RQ138S AC-DC, multi-band radio cassette recorder at $129.95. The unit receives FM, AM, Marine and VHF tv sound.

Another model receives AM, FM stereo and shortwave and features stereo cassette recorder at $149.95. A third unit is priced at $129.95 and features 8-track tape player and AM-FM stereo.

Panasonic’s audio line is highlighted by four 4-channel music systems, four stereo/phono music centers, an 8-track music center, a portable stereo cassette, a cassette deck, three 8-track decks and a separate hi fi line.

Among the 4-channel systems are the following:

Model RS-8468, a 4-channel 8-track home entertainment center with AM-FM radio at $199.95; model RE-8840, a 4-channel music center with a car convertible 8-track player and AM-FM radio, selling at $379.95; model SE-4040, a unit with 8-channel 4-track player, record changer, AM-FM radio and speakers, selling at $299.95; and model RE-8420, a 4-channel 8-track player with AM-FM radio, selling at $279.95.

The stereo music centers include model SE-2075, a phono with AM-FM selling at $309.95; model SE-2070 at $179.95; model SE-2051 at $159.95; and model SE-2010, a compact unit with radio selling at $139.95.

The 8-track music center, the RE-7820, features 8-track player, AM-FM radio and sells at $149.95.

Among the four home entertainment centers are the SE-2050 with phono and cassette unit at $299.95 and three other units from $199.95 to $249.95.

Other tape products include a portable cassette, the RS-2645, at $119.95; the RS-2466S cassette deck with 20-minute continuous playback at $399.95 and three 8-track decks, including two recording reels.

The hi fi line includes the RS-2615 cassette deck; Dolby at $179.95; the SA-6080X receiver at $399.95; the SC-6700A 2-channel/4-channel stereo receiver at $259.95; five other receivers, a stereo control amp and four cassette decks and one 8-track deck.

All cassette decks feature the Dolby system.

JAPAN ELECTRONICS FIRMS LIMIT EXPORT

LOS ANGELES—The Japanese Ministry of International Trade & Industry has announced the “government agreement” from Japanese electronics manufacturers to voluntarily limit exports.

Kakushi Tanaka, a government minister, said the voluntary export curbs will be imposed by reducing export volume or increasing export prices under Japan’s export-import transaction law. The controls will apply to all types of audio products and small calculators. The move is designed to forestall possible import restrictions by the U.S. and European countries, Tanaka said.

Recent reports from Great Britain, Belgium and other European countries have indicated that the rapid increase of Japanese electronics imports, have prompted the government to seek restraints. Specifics on the “broad agreement” weren’t disclosed.

WEA Adds Personnel To Market Own Tape

LOS ANGELES—Since taking over the sale of its own 8-track and cassettes from Ampex, the Warner, Elektra, Atlantic Distributing Corp. has hired 19 salesmen and 10 clerk-junior salesmen.

Wea now has a total of 310 salesmen servicing 4,500 accounts around the country with one of which incidentally comes in album, 8-track and cassette forms.

Wea sells music, Joel Fried- man, its president emphasizes. One salesman services his accounts with records and tapes. “We’ve stopped selling it because tape is a byproduct of the auto field. We’re not in the auto parts business. It’s music we’re selling.”

Friedman says the day of the tape specialty store has passed. Carrotes are now sold in record shops and in department and chain stores, and these are the locations where WEA’s field force sells.

Ampex is the manufacturer and WEA air ships tapes to its eight branches. There are five salaried alone in the Los Angeles area, for example, who service dealers with music in disk and tape configurations.

Friedman sees the emphasis switching from tape as an auto part to simply another form of music. “The auto business is great and we love it,” Friedman says, “but the consumer isn’t buying the tape because it’s an auto part or it’s on RCA or Warner Bros. He’s buying it because it’s Aretha or John Denver.”

A WEA salesman provides suggestions for ad campaigns for tapes and albums to his salesmen. He also offers centralized bookkeeping for all branches.

There is still a time lag between the release of an LP and the availability of the tape, Friedman says, but the goal is to reduce the lag to five days. “The ideal is an 8-track and cassette. There is no choice in picking tapes.”

Tape accounts for 30 percent of sales. Eight-track still outsells cassette four to one.

Lou Dennis heads the Warner Bros. records tape operations. His counterparts at the other Warner Communications companies are Bob Kappel of Atlantic and Stan Marshall at Elektra. They provide liaison with the WEA organization on matters of product development, marketing, advertising and promotional activity. Each label creates its own tape merchandising which WEA utilizes.

Dealer Group: Tell Consumer To Hold Up Buying 4-Unit

“There is a severe battle within the industry on the merits of the 4-track cassette,” Dr. Daniel B. McDonald, founder and former chairman of the WEA, said. “We are not able to agree on which concept or system is best for 4-channel sound.”

Major obstacle for retailers is that they are not equipped at this time to demonstrate 4-channel (Continued on page 32)

International Tape

LONDON—BASF, which launched record operations in Europe and the United States, is preparing a label in the UK, beginning in September.

Amrow has signed two distributors, Midland and Cox, to market its prerecorded budget tape to the automotive field.

Precision Tapes has begun releasing product from the Unicorn catalog, including repertoire on Pre Classics, The Golden Hour, Conquest, World Record Club and Saga. Volkswagen to offer cassette players as optional extras. Price cutting of hardware in the UK second only to America, according to National Panasonic’s Roy Hunt.

The UK’s first Dolbyized car cassette player could be marketed by Hitachi later this year, said Stan Fosbro, general manager. Production of the unit will start soon in Japan. Another Dolbyized unit—a deck for the home—will be introduced next month in the UK. Hitachi is also planning to penetrate the automotive market by creating a separate in-car entertainment division (directed by Dave Dawson) and introducing a 4-channel auto unit, among additional car models.

Dr. Daniel McDonald, founder and former chairman of BBSS is going into competition with his old firm. McDonald is planning to produce auto and home cassette units. He has acquired manufacturing facilities in the UK, although, initially, his tape equipment will be produced at his plant in Germany.

32

MAY 13, 1972, BILLBOARD
Robins Buys Plant
NEW YORK—Robins Industries has acquired the entire electronic plant on Commack, Long Island, and will consolidate many of its activities at the site. The company previously had been based in College Point, N.Y.

CES to Cover With Record 2 Levels 300 Exhibitors

CHICAGO—The Consumer Electronics Show (CES) here June 11-14 will for the first time occupy two levels and will be set up with all of the available space assigned to exhibitors. Space in the CES winter show, also a two-level show, is assigned on an allocation basis. The additional space for the June show, as in previous years, will be available to independent exhibitors coinciding with the music merchant show. Space applications for the June CES are also being accepted on a "hold for space" basis.

Business seminars during the June show, basically the same as last year, will cover audio, video and retail marketing. Audio component manufacturers will be given an opportunity to tape commitments, analysis of four-channel stereo and new power ratings.

Superscope Shows New Sony Model

LOS ANGELES—Superscope has introduced a battery operated cassette recorder, Sony TC-45, at $125. The unit features a built-in condenser microphone, automatic shutter mechanism for starting and stopping, a digital tape counter. It comes complete with two AAA batteries, a C-80 blank cassette, and with so little "software" available. Like themselves, dealers say that customers, too, are unimpressed with the recording medium and confused in the industry in what they should be doing. Dealers feel that industry should determine what functions are important before the industry attempts to sell quadrasound sound as a whole.

Samin Della Penna, manager of Soundex Electronics in Springfield, Ill., has not yet been able to come some time in the future, "but we hope customers remember how long it took for the FCC to approve a system for stereo, so they do not expect immediate action on this new concept."

Philips Bows NTSC Player in 1973

ChicagO—An NTSC version of the Philips TV system cartridge will be put on sale in the U.S. in industrial-institutional market early next year.

The unit received its official public showing here last week during an announc- ing call from viewers for the quality of its images and the color reproduction.

The player, which is expected to carry price tags comparable to those already announced by Sony and other manufacturers, in the carri- teguide television race, is a modified version of the PAL unit, now being sold in Europe.

Modifications in the NTSC ver- sion include the addition of play- ing time to 50 minutes on a car- tridge utilizing half-inch video tape.

Project manager Raymond Johns, of Philips Broadcasting Equipment, explained that the video tape in the NTSC version of the system travels at 6.5 inches per second (IPS) as opposed to 5.6 ips on the PAL system.

The version of the player which will be available for delivery in this country will utilize a coaxial two reel car- tridge with a lid which opens automatically. The cartridge is in- serted in the elevator-type loading slot.

Blank cartridges will be made available in 30, 45 and 50 minutes playing lengths, and will use chro- mium dioxide tape. A 50-minute cartridge will list for about $30.

Vidicassette for Microcampus Training Plans

NEW YORK—A Microcampus cartridge, utilizing the carri- teguide TV concept, has been intro- duced at the College of Engineer- ing of the University of Arizona.

The program, still in its ex- perimental stages, is based on the distribution of college lectures via the new cartridge TV medium. It is designed primarily for students who are unable to attend classes on campus for reasons such as the requirements of the Armed Services.

According to informed sources at Arizona U. the project is ex- pected to increase the productivity of the students, as well as to provide a means of earning credits during the summer, as well as a degree in accordance with the exact standards and requirements of the university.

(Continued on page 60)

APB Develops New Votcr Vid Series

APB debuted its open reel vid- eo tape format in the fall of 1971, with its "Viddy Gritty" series. A new series for distribution this coming autumn is about to start production. Titled "Viddy Gritty," the segments will examine topics determined by survey to be of greatest interest to college stu- dents.

CARTRIDGE TV

Panasonic to Market Three Half-Cartridge Units in U.S.

MINNEAPOLIS—Pana- sonic, the U.S. arm of Matsushita Electric Corp., will market three color half-cartridge TV units in the U.S. this fall.

The systems conform to FCC regulations. Four models have been announced recently and will carry price tags ranging from $550 to $950.

The models slated for introduction include the NV-510, playing time 510 minutes; the NV-514, with built-in UHF Tuners permitting play back of TV programs. List price on this is expected to run about $1,490. Speaking at the showing of the units held here last week at the Association for Educational Communications and Technology (AECT) Convention, Alvin Bar- shop, assistant general manager of Panasonic TEC VTR sales, said that his company's commitment to the field was "a project way out of the question." He said that his company plans no major pro- duction push. He said, "If the demand is there we will meet it. But more importantly, by joining the battle of the half- inch cartridge we can help avoid confusion." In the marketplace at a later date.

Panasonic officials feel that the half-inch CTY units will be enjoyable and convenient because of the availability of soft- ware in the form of open reel tapes.

The advantage of the system is that recorded programs can be rewound into the CTY cassette and vice versa. The Pan- asonic units use single reel cartridge measuring about $5 x $5 x 1" designed for utilizing tape lengths of 12 minutes to 100 minutes by playing times of up to 30 minutes. The blank cartridge will carry a $16 price tag.

Videocassette Duplicates Sony TV Programming

WESTPORT, Conn.—The Vid- eocassette Recorder Project recently began converting its extensive cartridge TV software to the new VTR System. The project has started nationwide distribution of VTR based software.

Initial releases being sent to the RCA's network of licensed dealers reflect the company'sCodeAt a time when "Psychology Today," an introductory series on the personality aspects of human and psychological behavior, is a way to look at the aesthetic side and psychological aspect inherent in many sports fields, University of Childhood," programs designed for the series is to help him identify and deal with emotional problems in everyday life.

According to Dr. Stafford L. Hopewood, Jr., president of Vid- eocassette's, the convert to the Sony Stereo VTR is based on the fact that the U-Matic player is now avail- able to its dealers.

The programs are being mass- produced for VCA by the Sony VTR Manufacturing Corp., of New York.

Meanwhile, Sony will unveil its new D-100 Vivitronic Printing System at the Great Plains Na- tional Instructional Television Li- brary, in Lincoln, Neb., next month. He said the system will enable the mass production of Sony video- cassettes.

According to Sony officials, the Great Plains Library will be the first educational library, with na- tional distribution channels, to use the system.

Paul Schubach, director of Great Plains Video Library, said that a "big move will be taking place here. The system will enable the organization to expand and diversify its offerings considerably."

He said, "this move will create a much bigger market for us. The Sony unit will enable us to operate and any student can handle it."

Great Plains specializes in tele- vision instruction. It has a library of more than 400 video programs now being used by universi- ties, secondary schools and colleges.

VCI Formed to Program For Professional Groups

LOS ANGELES—VCI Cas- sette Tape Workshop has been formed here to develop programs for such fields as business, education, medi- cine, law and accounting.

The group has been formed to meet medical topics, according to Charles J. Johnson, who is formerly a documentary producer at local TV station KTLA.

The type of programs that KTLA's Los Angeles chief of police who has been a commentator on the TV program, "Dr. Paul McCloskey," is the type of programs that are expected to be made available to the television industry.

Company Formed

LOS ANGELES—Audio Science Corp., Anaheim, Calif., has been formed to manufacture and market the AC-2000, an adaptation of the Audio Science brand. Pete Scheirer is president of the firm.

MAY 13, 1972, BILLBOARD
Decca Ltd. Revives Delyle

LONDON—Coming back on the market through Decca are the Delyle recordings recently taken over from Isabella Wallich. A start was made at Easter with the release on Odeon-label of "Music for Holy Week."

Decca assistant marketing manager John Parry told Billboard, "Policy on reissue of the Delyle catalog is that the most important items are to be released from time to time on suitable Decca labels, all mid-price and bargain series, with new sleeves."

Two more are due in the May release. First will be the recording of Mahler's "Das Knaben Wunderhorn," with Janet Baker and Gerald Evans and the LPO conducted by Wyn Morris. This comes on the Arts Series. The month's release will also have Delyle's 5,000-voice Albert Hall 1963 performance of Welsh songs originally titled "A Nation Sings." It will be reissued as "The World of Wales, Vol. 2."

Later, Delyle reissues are planned to include on Ace of Diamonds another Wyn Morris Mahler issue, "Das Klagende Lied," and two guitar recordings made when he was 17 by now top-ranking players Julian Bream and John Williams. Supra Anna Reynolds' lieder recital of Schumann and Mahler will come on the Odeon-label, and the eclipse series will bring out the Delyle "Great Hymns by the Huddersfield Choral Society," "Songs of the Tyne" with bass Owen Brannigan and the Comsett Citizens Choir, and LPs by the bands of the Life Guards and Royal Horse Guards. "World" of series will take tenor Stuart Burrows' recording of sacred songs, some of the Dermot O'Brien recordings will be on Beltona Sword series, and the best of Delyle's collection of English songs and musical works will possibly be on Qualiton.

Biblical Album Gets Merp Push

CHICAGO—Mercury will utilize "multiple slot" radio spots in selected key markets to kick off their promotion on "666" by Aphrodite's Child on Vertigo. Advertising will explain that the spot program revolves around a popular spot and then follows it with a different correlated spot within a few minutes to further impress the message from the initial spot.

The spot, three weeks based in Paris, has created the neat triple-six package, based on a barbolic sign, a cotton西红柿 "Book of Revelations" in the Testament.

In addition to regular LP service to press and radio, a special four-page eight by ten-inch pamphlet is being mailed with all promotion copies. Also will be serviced with a four-page EP.
SERIAL, WEEKLY PROGRAM TO FORM SOURCES FOR 250 COLLEGE NETWORK

By SAM SUTHERLAND

FORT EDWARD, N.Y.—An original radio serial, to be called "The Real Thing," has been designed by its creators as "a down-home compendium of information for entertainers," which will form the basic programming sources for 250 college stations now being assembled in the series' producers, ZBS Media, Inc.

"The Fourth Tower of Inverness," a documentary series on the college music scene, will open the series in the fall. The Elektra conference centered on this point, withроs providing free distribution to college stations, and these stations will also be permitted to sell advertising to local clients. For educational stations, the show may be furnished with the spots re-plied by opening and closing tag lines identifying the sponsor for providing a grant-in-aid for production of the shows.

Rouch went on to stress that the commercial operations were not anticipated as preceding college stations, and their primary goal was to try giving something everybody else has," Rouch stated.

Texas South Wins Band Jazz Contest

AUSTIN, Tex.—Texas Southern University's Contemporary Jazz Band won a tie in a competition at the Longhorn Jazz Festival at the Municipal Auditorium in Austin. The university will present the Southwest at the American College Music Festival at the Kennedy Center in Washington, Monday.

Lanny Steele's group, which has won several awards in the past few years, will be one of eight regional bands to perform.

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For a very special May-June promotion featuring all the fine people in the Decca-MCA Country Family.


Spend your summer in Music Country, America.
NEW BERN, N.C.—Target Records, through its entertainment division, has been moving into country music with the formation of offices in Nashville.

Says Robert Wilson, president of Target Records, the new division “will provide a vehicle for talent with strong market potential for a variety of audiences.”

The new office will be headed by Carol Carter, who has been moved from Los Angeles to supervise the Nashville activities of Target Records.

“Country music has always been one of the best elements in the entertainment world,” says Carter. “It offers an opportunity to present talents in a way that is completely different from the more commercialized aspects of rock and roll.”

Three releases are set for May.

W. Va. Urging Youth Voting

PARKERSBURG, W. Va.—The West Virginia Youth Citizens Fund, a non-partisan youth-vote organization, is organizing a series of rock concerts in the state’s major cities to promote young people’s participation in the November election.

Fund director Fred Rader said he is cooperating with National Shows, a major rock promoter, in setting up the concerts. National

(Continued on page 52)

**Country Music**

**Target in Country B-way-Type Show**

NEW BERN, N.C.—Target Records, through its entertainment division, has put together what it calls a “country Broadway-type show” for appearances in eastern areas. Bob Wilson, president of Target, said the show eventually will expand nationwide. It is known as “Country Music Targets.”

Formatted into a major production, each show begins with a medley overture, followed by a complete, story-telling program of country entertainers and a Gospel group.

Using an established cast of 30 performers, the show also adds various name music artists for each show. The featured performer in the first series was Johnny Paycheck of Epic.

Four promotional advance men precede the variety show into each location, with radio, newspaper and outdoor advertising activity. One of the recent shows at Columbia, S.C., also was televised.

Regulars on the show include Alice Creech and Jackie Ward of Target Records and Lawanda.

**Square Inch**

NASHVILLE — Formation of the Square Inch of Music City, USA, has been moving stronger into other forms of country music releases with releases by the LeGarde Twins, Darrell Nelms and Jimmy Snyder. Little Richie Johnson produces and promotes all releases.

Lindsey of Chart. Others who have appeared as part of the cast have been Grandpa Jones, Stringbean, the Stanley Mountain Cloggers, Red Eckriion, and The Pilgrims, a Gospel act.

The master-of-ceremonies in each show uses an off-stage microphone, and the entire affair is choreographed and directed by Nashville booking agent Joe Taylor circa the "most refreshing thing to happen to Country Music in years.”

The entire production costs less than many current small package shows.

**Renfro Valley Agents**

RENFRO VALLEY, Ky.—Renfro Valley Enterprises has announced a summer agenda which includes everything from an Old Time Fiddlers Convention to an outstanding Bluegrass Festival.

The Fiddlers’ convention has been set for June 9-11, and will include other instruments such as bugles, guitars, and harmonicas.

Renfro Valley Enterprises is trading as an integral member of the Smokey Mountain Boys, will be a special guest. Slim Lay will be master of ceremonies.

The Bluegrass festival will take place July 14-16, under the guidance of Mac Wimmin. There will be a great Old Time Country Fair July 28-30, an All Night Sing Aug. 5, a championship fiddle contest Aug. 25-26, and an All Day Sing Sept. 24.

The regular Saturday night Renfro Valley Barn dance will be held each week, along with the Sunday Morning Gathering.

**Singleton Deal With Heritage**

NASHVILLE—The Shelby Singleton Corporation has signed a contract with American Heritage Records for exclusive distribution rights.

The label, which has been strong in Bluegrass music for several years, has been moving stronger into other forms of country music with releases by the LeGarde Twins, Darrell Nelms and Jimmy Snyder. Little Richie Johnson produces and promotes all releases.

**Jack Drake Rites Are Held**

NASHVILLE—Funeral services were held last Tuesday for J.T. “Jack” Drake, one of the original Texas Troubadours, and more recently general professional manager of Window Music.

He was a brother of independent producer, musician and writer Long Drake.

Drake spent 25 years with the Ernest Tubb group, leaving the road two years ago because of emphysema, which was the cause of his death. He was 43.

Henry, Morris Firm Is Formed

LAUREL, Md.—A new talent agency, Promotions Unlimited, has begun operations in this Washington-Baltimore area.

Working primarily in military clubs, the firm is booking country music totally. Talent under contract to the company includes the Jamey Cline Show, the Jane Downshow, and the Younger Brothers. The firm also has a working agreement with Walter Carter, the father of Cheryl Lee and The Carter Brothers.

The agency is a partnership of Hank Henry, long-time promoter of country music in this area; and Bob Morris, disk jockey of WDJO, Wheaton, Md.

**New Granny Label Formed in Atlanta**

ATLANTA—McCabe & McCullough, Inc., radio and television commercial producers here, have formed a new record label called Granny. Tim McCabe is head of the new division.

Granny’s first release was the Atlanta Dogwood Festival theme song, “Springtime in Atlanta,” written and sung by McCabe. He said national demand for the record has caused the company to produce an album on McCabe set for release May 15.

McCullough, head of the film division of the firm, said that May 20 production would begin for an upcoming movie by the company titled “Facade.” The soundtrack album will be released on the Granny label.

Both McCabe and McCullough have backgrounds in the recording business. McCullough teamed with Phil Gernhard in the writing and production of the “Snoopy and the Red Baron” series. His achieved a gold record for his production of “Stay,” the Maurice Williams hit.

McCabe wrote, produced, and sang the Atlanta Braves theme song, “Home of the Brave,” which he syndicated the song for all major league baseball teams.

McCabe is also the voice over on several national commercials.

The company will operate its label and affiliated publishing companies, Aziza Publications and Red Dragon Music, both BMI from the Peachtree Center building here. Three releases are set for May.

**Is the Money You’re Making Going for Taxes or Earning More Money for You?**

The way your money is managed can make a big difference in how much income tax you pay. If you don’t have time to study and take advantage of tax breaks, let us tell you about our services for people in the music world. There’s no obligation.

**Sons of the Pioneers Reunion**

FOUR OF THE FIVE original Sons of the Pioneers teamed up with the current members and all ex-members to sing “Tumbling Tumbleweeds” Apr. 21 at the first reunion of the 38-year-old group ever held. Sharing the mike at left is Tim Spencer, left, and Bob Nolan, Hugh Fair is shown playing the fiddle. Roy Rogers is behind the center mike. Missing from the original five is the late Karl Fari. Present members of the group are Lloyd Perryman, Dale Warren, Luther Nallie, Roy Latham, and Billy Ashrion, also on stage for this finale, which was held in Los Angeles at the Ambassador Hotel.

MAY 13, 1972, BILLBOARD
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MAY 13, 1972, BILLBOARD
MINNEAPOLIS—The increasing sales of oldies and standards to jukebox programmers is surprising even veteran one-stop buyers such as Dick Brown, Brown Bros. here. Like other buyers, he sees catalog single sales as part of complex programming trend.

Brown Bros., a 15-year-old operation, had as one of its hottest selling items the past month, Charley Pride’s reissue, “Snakes Crawl at Night.”

The firm, one of the relatively few which deals exclusively with jukebox operators and thus carries only singles and 7-in. jukebox albums, will be stocking more catalog singles as time goes on, Brown said.

Aside from the obvious nostalgia factor, he credits the large catering singles to the increasing dominance of the large LP and the corresponding cutoff in new singles releases.

“I can remember when a distributor salesman would spend a half hour showing me the new releases. Now, he’s here five minutes. I see a new Creedence Clearwater Revival the other day and it caused me to think that I couldn’t remember seeing anything by that group in the past six months.

He said he also noted the decreasing number of new singles because he makes up a flyer and tries to list 10 to 12 potential pop hits. “It’s hard to come up with that many lately. It’s rare now to see a single go from nothing to the top 10 as was the case a few years back with the Beatles’ records.”

He said he was, however, conscious of the fact that this kind of chart change will be significant if albums, such as “Harvest,” the Neil Young LP, that peak very fleetingly in three weeks (Billboard, Apr.

Brown, though, is quick to point out that there is no serious “shortage” of music. Just one thing, he always stocked specialized products and continues to sell large quantities of country records.

One of the good selling singles (Continued on page 50)

Lights Longer

CHICAGO—Singles continue to stretch out in length, according to the most recent study. The top 10 for the week ending Apr. 29 averaged 3:17 minutes and the first 10 pop singles reviewed in that issue averaged 3:40.

By comparison, the top 10 singles averaged 3:03 minutes a year ago.

One more stops are reporting that where a new release is a borderline decision for a programmer, length can cause it to be passed up (see separate story on Minn. one-stop).

Comparisons this month show that a year ago 10 pop records were over 3:30 minutes; the shortest of the 10, “I’m Ready’” at 2:27, appeared in the chart, “What’s Going On” at 3:50.

Of the current top 10, two are over 3:40; the others are: “(What’s New) That’s My Desire,” “The First Time Ever I Saw Your Face” and the shortest “I Gotcha.”

The study:

Singles Longer

THE Drum

Local Airplay of Oldies Key to Jukebox Success

“They (the tavern owners) at least achieved one thing,” she said afterward. “We’re becoming very skilled at dodging around here.” The city has been the scene of campus strike too on occasion.

At it happens, Mrs. Schwartz has had enough problems lately without the angry bar owners. She was hospitalized for a period and thus got behind in her programming chores. When you’re away from the business even a week, you just feel lost,” she said. “It’s her hope that an extra office helper can assist in bringing the programming log up to date.

Mrs. Schwartz maintains a log of each location so the firm knows exactly what records are where. “When something like this has been maintained for 10 years, you hate to see gaps showing up in it.” In the case of oldies, Mrs. (Continued on page 50)

Top 10 Six Years Ago

Top 10 Six Years Ago

TODAY’S TOP 10

TODAY’S TOP 10

1. I Gotcha, Joe Tex
   2. The Four Tops, Devil You Know
   3. Rockin’ Robin, Michael Jackson
   4. Baby & Teena, Barbra Streisand
   5. A Horse With No Name, America
   6. I Can’t Help Myself (Sugar Pie, Honey B
   7. Right Between The Eyes, George Baker Sextet
   8. It’s Magic, Paul Revere & The Raiders
   9. Where Are You Now, Adam Faith
   10. Can’t Help Myself, The Four Tops

Jukebox programming

Minn. 1-Stop Buyer Views Oldies Trend

By EARL PAIGE

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BLACK COLLECTORS

Categories Overlap in Miami

By SARA LANE

MIAMI—It’s getting more difficult to peg a location here as primarily one type of music, according to Kenneth Ryan, Mar Tab routeman and programmer. As a result, he must get all the expert advice possible and stay especially informed about local radio play.

The firm has also gone to specialized programers and collectors in an effort to more fully satisfy the locations’ tastes.

For example, at one time 70 percent of Ryan’s route was black locations. Now Mar Tab has black route personnel checking these stops and has Spanish route men servicing the Latin locations.

“Things are tough for white routemen in black locations,” Ryan said.

Ryan still has some soul stops in the changing neighborhoods and there he uses exactly the same rec-

ords that are used in the exclusive black locations.

“Music is simple reason for this. Customers travel from one bar to another. Once they leave the black bar and go into the fringe area, they still want to hear the same music that they heard in the black location, which may be located just down the street.

Ryan changes a minimum of three records per week. At times, he feels this is going overboard but he said, “They’re extremely good locations and if they feel they deserve the newest records. It creates business.

Buying so much product, of course, means giving over a lot of releases. He depends heavily on Paul Young, manager and buyer of Seeburg-South Atlantic one-stop here.

Ryan’s other important guide-line is WSFR, Fort Lauderdale, a top 40 station he believes is ahead of the Miami rockers.

“Paul and I manage to come up with a good list each week. He keeps a list ahead, getting record out there before they hit.”

The majority of Ryan’s stops are located in bars called “prestige” bars. He has six strictly country locations, three soul stops and five high school age places.

Jukebox albums have come in handy in some of the lounges. "Some can use a quieter type of music (Continued on page 50)
Chances are you know people who think their places are too classy for a coin-operated phonograph. They think the flashing lights and rainbow colors would destroy the kind of atmosphere they've paid a decorator thousands to create. We think they're right.

That's why we created the Rock-Ola 447 Console Deluxe. Simply stated, it's beautiful furniture that makes music.

The 447 fits comfortably into the most sophisticated restaurant or club. We chose Mediterranean styling for its compatibility with a wide range of decors. The lines are fine and clean to complement contemporary rooms yet the overall design is rich enough to fit gracefully in any traditional setting.

On the inside, Rock-Ola parts. The same maintenance-free reliability you're used to. As for the outside, just look at it. Better still, show it to someone who swore he'd never have a jukebox in the joint.

Show this to people who swore they'd never have a jukebox in the joint.
Oldies on Air Keys Jukebox Success

Continued from page 48

Schwartz got a lucky break though.

Recently, WTSO program director Cal Casey decided the station should be playing more oldies. Because he was out of information with Mrs. Schwartz, he visited the jukebox firm and showed her a list of records he had all but given up searching for.

"Cal had 35 or 40 titles listed, including old records on the Cadence label and things like that," within a half hour, he filled 25 of his requests from our library.

"After he finished creating her own monster by giving a station records that might generate requests from locations, she said this was unlikely.

"In every case we had at least 10 singles of the title Cal will be playing. I have to be thankful for the foresight of the woman Mrs. (Lorraine) Schwartz (of Oldies Speciality) had doing this job before I came. She saved this list of the titles that received good play."

As a result, the firm’s carefully maintained library was tapped for such "Yakety Yak," "At the Hop," "Louie, Louie" "Hang on Sloopy" "Hey Boy" and so forth. She said Casey was stunned when he started getting through the list.

"Of course, there's still a lot of oldies that are not available," she said. "For example, "Love Is Strange."

Even though quantities of some oldies WTSO will be airing are in short supply at Modern Speciality, Mrs. Schwartz doesn't anticipate problems. She said the firm's first routine of rotating series of 20 oldies from location to location.

"Naturally, this is done upon agreement with the location (owners and personnel), because now and then the firm will receive orders to be sure it does not remove a certain old favorite.

"The actual arbiter, though, is the play meter. She said rotating the series give them fresh impetus in spots that a series will stay in one stop for six weeks.

"The oldies are not just placed in spots haphazardly. The firm utilizes the two right program panels for oldies (one tier of a spot out of nine) and the other to oldies. Additionally, oldies are displayed by yellow tip strips so they stand out.

"Mrs. Schwartz, who insists on uniformity of strip printing and types her own, has special blank yellow stock for oldies and standards.

"The need to merchandise oldies has caused her to change her opinion somewhat about color strip printing. She insists on much color on the program panel creating negative effect.

"One vital aspect of oldies is that they help in blending the theme of a program. The demographics in a location are changing as a result of the new drift."

Oldies have been gaining in popularity, along, she said, because many of the bar owners here are in their 20's and early 30's and remember the big hits of the past two decades.

"However, now that young people are coming into the jukebox business and formerly catered to an older clientele, the catalog singles help. Oldies suppliers recall hits of the 50's and the beat suits their patrons. Even some rock and roll music are just being exposed to the old roots of today's rock and contemporaries.

With titles such as "Louie, Louie" spinning boxes, it's not so difficult to find new rock and roll into a bar that prior to the law catered strictly to easy listening fans.

The cooperation between Mrs. Schwartz and Casey was already rewarding prior to the recent team-work in locating oldies. WTSO announces when it plays an LP's cut, thus helping eliminate the headache of having bar owners ask her for a jukebox single that actually isn't available.

Right now, that's another headache she can do without.

Brown Bros. 1-Stop Sees Complex Program Trends

Continued from page 48

late has been "Rocking Pneumonia and Boogie Woogie Flu," on Falcon, a song, incidentally, that Brown recalls being a hit when he first entered the business.

Another "jukebox sound" hit at Brown Bros., as noted in a recent ad in the Middle West, is "Oldies," according to Mrs. Schwartz, who insists on seeing labels more fully realize the importance of the jukebox singles market.

Noting the small returns Brown Bros. has, he said, "It's actually rare to see anything from operators. They may buy 70 of a number and 65, or something like that. When they bring in two or three of their orders they often thought they're still current.

"We don't have the returns one-stop dealing with stores have," he said.

One exception, however, is the increasing number of defective records. This is another part of the company's problem in facing one-stop and programmers.

"I can remember when if I got one defective out of a whole week it was something," he said. "Now whole shipments are defective. I think some of this is due to packaging.

"Some of the manufacturers got the thin brushes, but when the operators came they have a color sleeve, the boxes are too tall. They are also hot packing the singles, which is creating problems in our record houses."

One more part of the trend is the increasingly long records.

"We're finding operators will just put up a record on the border line if it's too long, say over four minutes. Sure, they bought "American Pie" because this was a hit they couldn't live down if they passed it. But long records are a problem.

"Nevertheless, he said he loves the jukebox business and cherishes the friendly relationships with operators established over so many years.

CATEGORIES OVERLAP IN MIAMI

Continued from page 48

music," he said, mentioning how he programs Glenn Miller and Tommy Dorsey type standard material.

However, there is much overlapping. He can move in very large quantities as are Artie Franklin's "Day Dreaming" in all locations. Casey's "Rockin' With the King" went well, but a few years later also but wound up in some lounges too. He covered with Three Dog Night's "The Family Man" and scattered Paul Williams' "Walking Alone" around more than he thought.

Ryan is among those programers actually seeing many artists appealing to young crowds make few singles. He mentioned Black and Brown, saying that he has been receiving requests for their singles.

He reasons that some of the supergroups are moving into albums and that album record buyers prefer albums. "I suppose kids feel it's far cheaper in the long run to buy an album for $4 or so than to plunk down a dollar for a single."

One of the groups he finds reappearing is the Charlie Acoustic. "We had comparative success with '18," he says, "though they really never had a hit single, yet their Killer' LP is close to a million sales, I understand."

Ryan isn't too crazy about the records he is using this week, but says he used just about everything else that's new.

"Some weeks you like everything, other weeks are difficult and this happens to be one of them. He's using "Rocket Man" by Elton John, "Big Young's Old Man," "Johnny Be Good" by Jimi Hendrix, "Diary" by Bread and "It's Gonna Take Some Time" by The Carpenters.
In this issue of Billboard, the critics evaluate the new releases of various artists. Among them, Bill Wither's LP "On the Line" is highlighted, praising it as "the sensitive backings provided...." The critic also notes the sensitive interpretations of rock groups, saying "Especially praiseworthy is the way that Jeff Beck's organ and the guitar work turn into knockout numbers." Other albums reviewed include "The Best of Golden Butter," "Raspberry's," "Jack Bonus," and "Linda Jones," among others. The reviews cover a range of genres, from soul to country, and provide insights into the unique qualities of each album.
Dear FIND Dealers:

The 4 FIND Contest Winners and myself are down in sunny Acapulco last week (Apr. 30-May 6) attending the International Music Industry Conference that is put on each year by Billboard. Many of the Conference attendees had heard about or seen the Catalog product numbering system, which is called a M/G (Music Industry Order Code). This is an international numbering system enabling every record or tape released to have its own number, thereby eliminating confusion of 2 record companies having the same number for 2 different records/tapes.

Future implementation of this MIC system is in the works and promises to simplify present international music product numbering.

It has come to FIND’s attention that Parcel Post shipments to FIND dealers are often received in a damaged condition, especially where large shipments are concerned. We are checking into this with the U.S. Postal Service to determine what action is necessary to remedy this situation. Heavy cartons are probably the problem, and we will report back our findings and planned action.

Many of our dealers use United Parcel Service (UPS) for delivery of their orders and report that the service is reliable and will give return to the dealer if damaged. We plan to pass this on to UPS, which will ensure delivery service and one which we know is experienced in this field.

The current FIND Catalog will be out in May—so look out for it soon.

I am getting great ideas on FIND from the IMC Conference attendees and will give a full report on FIND and the conference concerning future plans next week.

Bill Linowes

FIND Service International
P.O. Box 779
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   □ One Stop   □ Other:

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**Ask Reform On Tax**

*Continued from page 1*

IFPI legal advisor Gillian Davies, who has been preparing the Federation’s case over the last two years, said Britain was the only country in which the attitude of governments and international organizations such as UNESCO, the cultural and artistic value of records was recognized.

“Many countries just regard records as an industrial product,” commented Davies. “They want to change that attitude and have records recognized in exactly the same way that books and films are.

Towards this end, Miss Davies has prepared for the IFPI a book-let entitled, “Recognition of the Sound Recording As a Cultural Medium,” setting out the industry’s case. This will be sent to governments all over the world.

In a forward, Roger Lindberg, president, points out that because records do not enjoy the same benefits as books, films, musical scores and prints, there has been a discrimination against them over national taxes and importation tariffs and duties.

“This claim, Lindberg is harmful to producers, authors and artists, because it adversely affects sales and limits the size of the buying public.

A key point in the IFPI case is that records, like books, cover a wide range of musical expression from the trivial and unimportant to the

**Czech Opus Co. Ups Production**

PRAGUE—Dr. Ivan Stanisal, director of the Opus recording and publishing company, reported on the first year performance of the company, stated that it was beginning to play an important part in the new culture of Slovak music production.

Opus was formed when it inherited 32 specialized retail shops from Supraphon when the Slovak branch of this company became an independent national enterprise.

From there Opus has progressed to having its own record label and recording studio. The studio however is currently unoccupied as of producing masters so much of the recording is being done at the studios of Radio Bratislava.

The Czechoslovak Gramophone Company, which has reserved facilities for pressing over one million records annually is capable of recording 10,000 albums a year. Production will have to be stepped up soon, however, as public interest is growing and more and more to albums, according to Opus.

Opus is now concluding its first contract to release foreign material in Slovakia.

**Motown Producers to Ember; Pride U.K. Tour**

LONDON — Former Motown producer Micky Stevenson has been named music manager-rep for British producer-managing director Jeffrey Kruger as producer and artistic director for all territories.

Stevenson’s first single for Ember will be chosen from either “Here I Am” or “Joe Poor Loves Dancing” and released by J. Hendrix, Milt Matthews, Inc. and Carlo Woods.

Another deal recently concluded by Kruger will bring about the first Canadian concert by L.A. country artist Charlie Pride. Kruger, in conjunction with Arthur Newell, will present Pride in concert during June in Glasgow, Liverpool, London and Dublin.

Another tour, planned for the end of the year, will involve Liberate, a recent signing to Ember for the world outside the U.S.

**Maple Junket Plan Complete**

TORONTO—One hundred leading European music people are being flown to Montreal and Toronto on June 25 to take a close look at the Canadian music scene. While in Canada for four days, the delegates will see three all-star Canadian concerts featuring the country’s foremost recording artists, including Anne Murray, Lightfoot, the Poppy Family, the Staplemakers, Crowder, Buffalo and the Main Street.

Maple Music Junket director, Ritchie Yorke flew to England to complete the U.K. leg of the junket, which is a recently-appointed European representative.

People, who are responsible for promoting Maple Music Junket in collaboration with Brian Gibson of Enterprises Ltd., organized a small press conference to explain the aims and objectives of the Junket.

The gathering was attended by representatives of the CBC, the Sunday Times, the Sun, the Guardian, the Express, the Musical Express, Music Week, the Daily Mirror and the Sunday Times.

Yorke said: “Considering that no Canadian artist has really broken through in Britain, the U.K. press have indicated that there is still a lot of the Maple Music Junket very seriously. Theพร้อมที่จะมีความสุขและมีความสุขในทุกๆ วัน.

The U.S.-Canada Music Press Association will be going to new, $100,000 and was designed to promote Canadian music to U.K. and European media.

**International Executive Turntable**

Jorgen Larsen named to newly created position of director, Scandinavian operation, CBS Records.

International Larsen joined CBS’s European operations earlier this year from Proctor and Gamble’s international division, where he was marketing manager. Brian Jeffery, EMI managing director in Denmark, is 1968; he had also worked at Danish company.

Next year, in Paris, there will be a revivization meeting of the Florence Agreement signatories to which he is hopeful records will be included.

**From the Music World of the Capital**

LONDON

Les Reed has streamlined his group of companies and is phasing concentrated promotion on the Chapter One and Greenwich Gramophone labels.

Reed’s rethinking of his music and RCA’s plan to follow the departures of Jack Baver-stock, who joined the Reed organization at the beginning of last year in an admission capacity, Tony Reeves, the former boss player of Colosseum, who was hired as creative director for Greenwich and Maurice Clarke who has been working for years for EMI, are expected to assume total responsibilities for the companies.

David Ball will continue as promotion manager for the two labels and Glorius Reed has joined the firm full-time to handle television exploitation and press and publicity. Reed is a former member of the group.

Meanwhile RCA has printed 100,000 copies of a four-page newspaper titled “Nilsson News” which will be made available to buyers and the general public.

The news will be covered in detail in Reed’s group of companies and the Reed’s group of companies and Reed’s group of companies and Reed’s group of companies.

Creek and Reed, the latter’s new re-organization of the company’s publishing firm will be launched. Creek and Reed, the latter’s new re-organization of the company’s publishing firm will be launched.

International Report

The Hollies, whose album will be released in Canada in June, have been recorded. Meanwhile RCA has now printed 100,000 copies of a four-page newspaper titled “Nilsson News” which will be made available to buyers and the general public.

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ANYONE WHO HAS INTELLIGENCE MAY INTERPRET THE NUMBER OF THE BEAST. IT IS A MAN'S NUMBER. THIS NUMBER IS

666

(THE APOCALYPSE OF JOHN, 13/18)
COMPOSED BY VANGELIS PAPATHANASSIOU
LYRICS BY COSTAS FERRIS

APHRODITE'S CHILD

VEL 2500

Published by WORLD WIDE INTERSONG International Music Publishing
28 Canadian Writers Gain BMI Awards

TORONTO—Twenty-eight Canadian composers and songwriters were honored here this week at the fourth annual BMI (Broadcast Music Inc.) Awards in New York (T8). The winners were presented with plaques and $25 credit certificates by BMI President and CEO Al Berliner in honor of their outstanding contributions to Canadian music during 1971.

A highlight of the evening was the presentation of the BMI Golden Cross of Honor by BMI President and CEO Al Berliner to the prominent American composer and songwriter Ira Gershwin, who has composed songs for some of Canada's most popular songs. The Golden Cross of Honor is presented annually to an American composer who has made significant contributions to Canadian music.

Several of the labels represented by BMI in Canada were honored at the awards ceremony. The labels included CBS, Columbia Records, Deutsche Grammophon, and Columbia Records Canada.

Several of the composers honored at the awards ceremony were John Anderson, Richard Allan, John Colby, and John F. Shepherd. Other composers honored included J. D. McKeown, Denzil Forrester, and Michael Mcllroy for his song "I'm Not," and Ken Tobias for "Stay Alive." The group's hit "Sweet City Woman" is to be included in the "Top Festival" album to be distributed by the United Nations, with all profits going to the world's refugees.

Bulgarian Co. Hits 7 Million

BULGARIA — The Balkan recording company of Bulgaria has sold over seven million records in the last three years. The company has sold over 3 million extended play and singles totalling just over two million.

McKie Debuts As Solo, Cap. Signs

TORONTO—Canadian singer Keith McKie has been signed by RCA Victor.

McKie, who was the singer with the Kensington Market. Most recently he has been a featured singer with the Ronnie Hawk entourage. His first single, which Gerb's Black will produce, is called "In My Dreams." McKie is currently appearing at Grumbles Coffee House in Toronto.

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THE N°1 IN FRANCE:
Gérard Lenorman
"DE TOI"
réf. CBS 7726

THE N°1 IN FRANCE:
national sales hit parade
all radio hit parades
triumph at the "midem 72"

"NELLA SERA",
just released,
in Italy
réf. CBS 7909

and his first single "IL"
still in the TOP TEN
réf. CBS 7321
Elbert—Four Singles, Four Different Labels

LONDON—Donnie Elbert has four singles currently available and all four are on different labels. The present complex and confused situation emanates from Elbert’s recording activities in Britain during the 1960’s. Elbert, who first made the U.S. charts in 1967 with ”What Can I Do” on the King Label, came to the U.K. in 1966 and was signed for management by Marvyn Conn. At that time I was producing the Peddles, James Royal and Donnie Elbert for CBS and we cut four singles together. Before I released him to Polydor,” said Conn. On March 30 this year, the following Elbert’s chart success, CBS re-released “Get Ready,” one of the top 20 R&B hits of 1966.

Elbert became involved in production at Polydor—he was reponsible for a number of Amboy Dukes singles. During his period with the company however, he also recorded a number of songs, including “Old Oil Heart of Mine” in 1968, which was released on MoJo last month.

During his time in Britain it is believed, he also recorded ”Little Piece of Lather” (London) which was number 16 in this week’s chart. The Decca version however, is a remake of Elbert’s original version of the song, recorded for New York’s Acvco in 1962 and released in Britain on Sue in 1965. Elbert is represented in the U.S. and in the following year he had his first U.S. chart entry for 13 years with “Can’t Get Over Losing You” on Rare Bullet, one of the All Platinum labels. The company also had Elbert’s version of the Supremes’ “Where Did Our Love Go” (London) which was the first record released in Britain Decca’s licensing deal with All Platinum earlier this year. “Where Did Our Love Go” was also one of the singles which started Elbert’s current popularity in Britain.

In the meantime however, Elbert had signed a recording deal with Acvco Embassy in the States which is released by Phonogram in Britain. When Acvco Embassy decided to release a single on Acvco, “I Can’t Help Myself,” entered the U.K. chart last week.

Elbert today is signed to Acvco Embassy and all new products from the label will appear on the label. His enormous British output of five single releases to date will continue to appear during Elbert’s present stay in London. A source suggests there is enough material to fill three albums. A confusing situation.

Two Publishing Firms Formed In Philippines

By OSKAR SALAZAR

MANILA—Two music publishing firms are being formed here in the advent of the revision of the Philippine Copyright Law (Republic Act No. 3134).

Both Fil-Am Music, Inc. (FAMI) and Bayanihan Music Corp. (BAMI) have been formed primarily to collect mechanical royalties in representation of foreign music publishing concerns and local songwriters as well.

Fil-Am Music, Inc. is an entity owned by Leo Dan, president of the Pan American Music, Inc., a sister outfit of Viceroy Music Corp.

Manuel P. Villar heads FAMI while Vicente del Rosario, Jr. heads BAMI.

The formation of these two corporations is considered here as a major breakthrough toward reaching the proper stage of the progress of the local music industry. These two are the first to seriously undertake in the practice of giving royalties to Filipino songwriters both in English and vernacular who, heretofore, are merely compensated on outright.

Address Change For Box Office

PARIS—Jean-Pierre Rawson’s Box Office Productions and its popular cabaret revue have changed address to 11, rue Morgerse, Paris 17.

Rawson, a former promoter, placed Box Office, product—inclined to long form retailing with the company for future options. Yetnikoff is shown with the Gramophone Company record for Australia, the Amajongi Girls.

CBS INTERNATIONAL president Walter Yetnikoff, recently visited the Gramophone Record Co. Ltd., in Johannesburg, South Africa in CBS and Epic through South Africa. The purpose of the visit was to establish a long term relationship with the company for future options. Yetnikoff is shown with the Gramophone Company record for Australia, the Amajongi Girls.

Mendels, Art in Indie Pact

NEW YORK—Sergio Mendes has entered into two independent distribution agreements, both of which were made directly with American distributors. The agreements in no way affect, and are exclusive of, Mendels’ previous United Artists & A&M Records for his Brasil ’77 group.

In the new arrangement, Mendes will involve a new artist discovered by Mendes, named Michael Angelos, who is on a Far Eastern tour with Mendes and Macoumba, a new ensemble from Brazil.

Angelos was personally produced by Myles’ switch produced Macoumba’s album.

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EMI Suomen Goes Independent, July

HELSINKI—On July 1 EMI Suomen becomes an independent all-Finnish company, with a board of directors reporting directly to the EMI headquarters in London. The move is a development of the Finnish chain of EMI Suomen, which has been a part of the EMI group for the last five years. EMI Suomen managing director Reino Buchman told Billboard that the change was a part of EMI’s international practice favoring independent distribution by the various EMI companies, and also to the fact that EMI Suomen has now a 25% share of the domestic music market, the second biggest in Finland after Finney, and gives further justification for the distribution move.

Finney, which has been distributing EMI labels in Finland for the past four years, will continue to handle distribution here through its recent jobbing record called Levypiste and its Fazerin Musikikirjast o record label.

Levypiste now has 90 outlets around Finland, and Finney mar- keted many of the albums. The Finney reports a 10-strong sales force concentrating on Levypiste accounts. Cassette action is increasing healthily through the chain.

EMI Suomen is getting sales results with the Music for Pleasure budget labels, which has been racked since January, and is building business with the Verve catalogue, in collaboration with Shell gas stations. The latest promotional effort was ahead of a recent track listing deck which has been recorded in color, enabling customers to listen to each cartridge choice before purchase.

Two EMI Suomen artists will participate in song festivals this summer. Lea Laven will represent Finland at a festival in Sofia. Bul- le Pihlaja will be EMI Suomen’s entry at the Cannes in Cannes. Okanen will take part in the Song Festival in Stockholm.

USSR Launch Song Contest

MOSCOW — The USSR Ministry of Culture and the State De- scription and radio committee, the USSR c mposers and writers union have announced a nationwide contest to select best songs for the national television foundation of the Soviet Union in 1973.

The contest’s initial stage will last until Oct. 1, when all the best works will be moved to the next stage. Specialist juries are moved to the all-Union contest. The final stage is from Nov. 1, 1972, through Jan. 15, 1973. The jury will announce the three winners.

RAI’s Luiggi Casini Dies

MONTEVIDEO—Luiggi Ca- sini, director of Latin American presentation for RAI (Radio-Television Italiana) died here, April 12.

He worked at the station for five years and had previously been in Buenos Aires. He was responsible for the program of live and TV material made by the state-owned network in Italy.

Luiggi Casini filmed a TV special featuring Uruguay artists, Totem and Daniel Vignetti.

EDISA Handles Italian Catalogs

MONTEVIDEO—The interna- tional distribution company, RAI, and PolyGram, U.S., and Atlantic are now represented by EDISA in Uruguay.

In charge of releases is ex disk jockey Reynal Pacheco as general manager. The catalog was previously released by Philips del Uruguay.

MAY 13, 1972, BILLBOARD
Mary Had A Little Lamb

a single record from your old chums Wings

R 5949
HITS OF THE WORLD

The Music Capital of the World

AUSTRALIA

1. WITHOUT YOU—Nilson (CBS)
2. DON'T WASTE IT—Rain (CBS)
3. HONKY TONK—Ray Price (CBS)
4. JUMP—Joyce Deaville (CBS)
5. JESUS—Stephen Darvill (CBS)
6. MOTHER AND CHILD REUNION—Nelson (CBS)
7. SONG OF THE WEST—Maddox Brothers (CBS)
8. THE BAND—Maddox Brothers (CBS)
9. YOUR CHEEKS ARE RED—Ray Price (CBS)
10. YOU ARE THE WORLD—Bob Dylan (CBS)

BELGIUM (Dutch)

1. SAMSON EN Onderneem—Bert Bals (CBS)
2. AVENROED—V. Van De Velde (CBS)
3. EEN HEERZEND—Bert Kins (CBS)
4. DE WONDERlijke SONG—Bert Bals (CBS)
5. HELLO—V. Van De Velde (CBS)
6. WIE 50 ON GEEN LIEF—J. Klein (CBS)
7. JULIEN—G. Vandenbruck (CBS)
8. LOUKES—G. Vandenbruck (CBS)
9. SLAVEN—G. Vandenbruck (CBS)

BELGIUM (French)

1. SAMSON ET DELILAH—Middle (CBS)
2. APRES TOI—Seghers (CBS)
3. MOTHER AND CHILD REUNION—Nelson (CBS)
4. HIS WIFE—Bob Dylan (CBS)
5. JESUS—Stephen Darvill (CBS)
6. YOUR CHEEKS ARE RED—Ray Price (CBS)
7. YOU ARE THE WORLD—Bob Dylan (CBS)
8. YOU ARE THE WORLD—Bob Dylan (CBS)
9. JESUS—Stephen Darvill (CBS)

BRASIL

1. RIO DE JANEIRO—J. Lemos (CBS)
2. TUDO DE RIO DE JANEIRO—J. Lemos (CBS)
3. TUDO DE RIO DE JANEIRO—J. Lemos (CBS)
4. TUDO DE RIO DE JANEIRO—J. Lemos (CBS)
5. TUDO DE RIO DE JANEIRO—J. Lemos (CBS)
6. TUDO DE RIO DE JANEIRO—J. Lemos (CBS)
7. TUDO DE RIO DE JANEIRO—J. Lemos (CBS)
8. TUDO DE RIO DE JANEIRO—J. Lemos (CBS)

BRITAIN

1. A MUSICAL GRACE—Royalty Records
2. GET THE GRACE—Royalty Records
3. PARTY GRACE—Royalty Records
4. LADY GRAPE—Royalty Records
5. SORROW—Royalty Records
6. GRACE—Royalty Records
7. LONDON GRACE—Royalty Records
8. GRACE—Royalty Records

DENMARK

1. HOW DO YOU DO—Mou & Dads
2. DARADANO DABRADO—Wolfgang
3. BRITISH GIRL OF THE JAZZ PULLS—Now Sounds
4. BAGGY THE BEER—Now Sounds
5. PEACE-ARCH—(ARCO)—Sig
6. KING OF THE ROAD—Now Sounds
7. JORDAN—Les Hummers
8. JAPAN—Japan
9. JAPAN—Japan
10. VIBES—Japan

HONG KONG

1. JESUS/MURDER/CLIFF—Richard King
2. WITHOUT YOU—Nilson (CBS)
3. SWEET SEASONS—Carole King
4. MOTHER AND CHILD REUNION—Nelson (CBS)
5. ROLL AND ROLL—Liz Zeppelin
6. ROLL AND ROLL—Liz Zeppelin

ITALY

1. GRANDE GRANDE GRANDE—Boccaccio
2. JESUS—Leggenda (Fonti)
3. MY WORLD—Beppe Gees (Polydor)
4. YOU ARE THE WORLD—Beppe Gees (Polydor)
5. MOTHER AND CHILD REUNION—Nelson (CBS)
6. YOUR CHEEKS ARE RED—Ray Price (CBS)
7. YOU ARE THE WORLD—Beppe Gees (Polydor)
8. JESUS—Leggenda (Fonti)

NORWAY

1. MOTHER AND CHILD REUNION—Nelson (CBS)
2. YOUR CHEEKS ARE RED—Ray Price (CBS)
3. YOU ARE THE WORLD—Bob Dylan (CBS)
4. YOUR CHEEKS ARE RED—Ray Price (CBS)
5. MOTHER AND CHILD REUNION—Nelson (CBS)

SOUTH AFRICA

1. MOTHER AND CHILD REUNION—Nelson (CBS)
2. YOUR CHEEKS ARE RED—Ray Price (CBS)
3. YOU ARE THE WORLD—Bob Dylan (CBS)
4. MOTHER AND CHILD REUNION—Nelson (CBS)

SINGAPORE

1. MOTHER AND CHILD REUNION—Nelson (CBS)
2. YOUR CHEEKS ARE RED—Ray Price (CBS)
3. YOU ARE THE WORLD—Bob Dylan (CBS)

SPAIN

1. MOTHER AND CHILD REUNION—Nelson (CBS)
2. YOUR CHEEKS ARE RED—Ray Price (CBS)
3. YOU ARE THE WORLD—Bob Dylan (CBS)

SWITZERLAND (French)

1. HOW DO YOU DO—Mou & Dads
2. DARADANO DABRADO—Wolfgang
3. BRITISH GIRL OF THE JAZZ PULLS—Now Sounds
4. BAGGY THE BEER—Now Sounds
5. PEACE-ARCH—(ARCO)—Sig
6. KING OF THE ROAD—Now Sounds
7. JORDAN—Les Hummers
8. JAPAN—Japan
9. JAPAN—Japan
10. VIBES—Japan

SWITZERLAND (German)

1. HOW DO YOU DO—Mou & Dads
2. DARADANO DABRADO—Wolfgang
3. BRITISH GIRL OF THE JAZZ PULLS—Now Sounds
4. BAGGY THE BEER—Now Sounds
5. PEACE-ARCH—(ARCO)—Sig
6. KING OF THE ROAD—Now Sounds

Vidacassette for Microcampus Training Plans

- Continued from page 33

A catalog of shows is planned as are custom assignments. VCI is planning a series of programs aimed to help students observe the world from the foot of the campus.

Professional Groups

- Continued from page 33

and on KMPC, Golden West's sister station in Los Angeles, is part of the road radio output here. Because of the unorthodox presentation of Sony's U-Matic 14-micron CTV system, VCI also plans offering Panasonic equipment.

For a program on law enforcement, VCI is preparing a series of programs for the State Dept. of Corrections. The program will be planned as custom assignments, VCI will sell or lease hardware to its clients.

MAY 13, 1972, BILLBOARD
MEMPHIS. A Modern Metropolis of the Mid-South. A city literally quilted on the sound of music. The Memphis Sound. A distinct sound that has made everyone in Memphis aware of music’s potential.

The fact of the matter is, Memphis probably wouldn’t be where it is today without the help of Memphis Music, Inc., an organization that brought the entire city together with one aim: make Memphis a major music capital.

The fantastic story of Memphis Music, Inc., the city and the music is well worth the telling. And it will be told in Billboard’s MEMPHIS SPOTLIGHT in the June 3 issue.

The MEMPHIS SPOTLIGHT is a portrait of a community with its face to the future. If you’re a part of that future, then it’s time you were identified with everyone else who is making Memphis a major recording center.

This is the showcase for the whole of Memphis to show everyone everything that’s been accomplished. The whole world will be watching.

You’ll benefit from Billboard’s distribution to:
- Agencies
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- Music Publishers
- Management Firms
- Public Relations Firms
- Advertising Agencies
- Product Representatives
- Leisure Time Companies
- and any business related to the Memphis Entertainment Industry.

What more could you ask for? Unless it’s Billboard’s circulation of 33,000+.

Issue date: June 3
Closing date: May 19

So what are you waiting for? Contact a Billboard Sales Representative at any of the following sales offices:

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9000 Sunset Blvd., Suite 415
Los Angeles, Ca 90069
213/273-7040

NASHVILLE
1719 West End Avenue
Nashville, Tenn 37203
615/329-3925
CBS-ITMA Suits Additional Hearing

WASHINGTON—The libel suit and countersuit between licensed duplicators and ITMA and CBS nearly came to an unexpected end at an informal hearing in Federal District Court here last week. Prospects appear strong that CBS will ultimately win a motion to disband their case for reasons of failure of the other side to produce a member of the company's executive group involved in a merch-ants Association at the hearing.

Although ITMA's Washington attorney, Abraham Pickering, stated that the default judgment, agreed to by CBS, was incorrect, and opposed the CBS motion to dismiss, his back-up, lawyer Oliver Gusch, was not satisfied that additional procedures were involved correct. He therefore asked for further briefs by attorneys of both sides and an additional hearing will be set on the CBS dismissal motion.

Fisk was first to speak at the hearing, and agreed that defendant CBS's objections to plaintiff's fail-ure to produce a member of the association bringing the suit were correct. In his turn, CBS attor-ney Timothy Dyk of the Wash-ington firm of Wilmer, Cutler & Pickering said that plaintiff (ITMA) was admittedly defaul-page, and therefore CBS was entitled to a default judgment.

The judge was still not satisfied that proper objections to the suit's allegations and filings and a counterclaim by CBS were correct bases for dismissal of the CBS motion. Fisk frankly admitted that: "This..."

Singleton Backs Grubstake Cut

NASHVILLE—The only Junior Achievement award given this year in the nation, Grubstake, has an announcement of a release of an LP called "Jewels of the past."

The selection was made by the Shelby Single-ton Corporation, the members of the teenage group being songwriters generally interested in learning and participating in the record in-dustry.

Buddy Blake and Bobby Byrd of the Sun Records firm, and David Schiller of Hopper from Ernst and Ernst serve as advisors to Grubstake.

TV Film Is Made of 'Roberta Flack Day'

NEW YORK—"Roberta Flack Day," held in Washington, D.C., on November 24, was turned into a one-hour film by Eli Produc-tions, Inc. The film has just been released.

Miss Flack was presented with the keys to the city, the down beat magazine Award for No. 1 female vocalist, a proclamation from Mayor Richard Hatcher, and a gold record for her new album, "Quiet Fire," from producer Joel Dorf.

From the Capitalists of the World

- Continued from page 58

anniversary program of "Martes de Montecarlo" sponsored by the Com-pany of Montecarlo, principal sponsor, Muniz also has at the Em-press Morton Hotel. The program is presented by Montecarlo and a concert tour throughout the country, Muniz's latest al-bum, "Mujeres de Plata," "Alla" (I'm Not From Either or We're from "Here"") is being presented by the Third Dominican Songo Festival.....AMICARA has or-ganized and is sponsoring the Voice Festival, which pres ents unknown singers from the district of Santo Domingo.

LP Spots 'Hit-Try' Month

LOS ANGELES—The tem-pon of our LP activity for the month, according to Morris Diamond, presi-dent of Disc Records, Inc., "caused the only relief is humor ... you had to get the first LP on the air.

And this is his opinion of why comedy has suddenly made an enormous breakthrough. A few years ago, comedy was big, then we dropped off. Now we are again riding via a number of hit albums.


This month's outstanding since I organized my label," Diam-ond said. And the undertaking includes the release of the record by Jensen and Vernon. In addition, Vernon and visualization is developing the LP will be making a series of personal appearances on network and music records, comedy, according to the LP. Diamond pointed out that Vernon is also hosting "The Gold-diggers" TV series for 26 weeks, likely to start in August, and this will rub off in extra promotion for the LP.

One thing that has brought comedy back to the fore, after a dull period, for the current month, Diamond said, "Is that there's better op-porunities today for exposing the act in that there is a special MOR and progressive rock (in stores) which is very keen on getting the LP copies, even if it's slightly risky.

MC-A Country Month For May

LOS ANGELES—May has been set by Disc Records president Mike Maitland for a big country music push under the banner "Come to Music Country Amer-ica." And dealer-incentive pro-grams have been announced, including the first new product on December 4, releasing a record of Vocalion by such artists as Con- Wall, Roy Acuff, Red Norva, Frank Harte, Webb Pierce, Red Foley, Ernest Tubb, Bill Anderson, and Bill Monroe. The promotion campaign will include radio spots and window and counter displays and posters and other material. The special sampler is being prepared featuring hits by most of the artists. And a 120-page magazine including bio-graphical material of the artists and information on all country music stations.

South Dakota maitland country music promotion is the most comprehensive ever mounted by a record company, even as other projects were worked out with Owen Bradley, vice president of the ASCAP Corp., Nashville, along with Paul Lovelace, producer, and Chic Diamond, country sales manager.

SG-Col Folio On Davis' Tunes

NEW YORK—Screen Gems-Columbia Publishers, Inc., released a program of songs made popular by Dave Davis' first songbook and will shortly issue the second songbook as well.

"I like the Davis Folio," one of the most comprehensive ever mounted by a record company, according to the president of the ASCAP Corp., Nashville, along with Paul Lovelace, producer, and Chic Diamond, country sales manager.

The Stylistic book features the group's latest chart entry, "Baby, Baby, Baby," their previous chart entry, "Good Golly, Wow," their previous chart entry, "Everything," and other of their hits.

Austrian Peer's Hochmuth Dies

NEW YORK—Friedrich Hochmuth, managing director of the Peer- Southern Corporation of the Union, died here Thursday of a heart attack after a short illness. Hochmuth, vice president of the American Mu-sicians Publishers Union and owner of the Peer-Southern line and the Duke and Dracuperec Metropol, was one of the most important personalities of the music business. A former member of the board of directors of the American Music Publishers Association, he was known in the industry as a "political" figure and as a "political" personality.

Rival songs by Collofino and Coler are "You Are Everything" and a ballad of non-jazz oriented songs and is like "That's My Memory." Coler's LP shows his supple vocal technique, his range, and his ability to sing in a variety of keys. The German-born man is a former local certified public ac-countant who formed a group of "diggers" in the 1940s and is now writing and printing his own label. His audience is expanding rapidly and he is now promoting his music in Europe. The two other titles are compilations of individuals and artistes and they are a solid LP in "in-depth work."
Epic ARGENT, MILLER searched include: NEW leading progressive CARGOE, BONZO RONEE WCMF Representing ROGER Cuts: WPLO Stations: “Rainbow America,” WMMR FM, KEEY, WCOL-FM, WWS-FM, KZEL-AM.


FINNEGAN AND WOOD, “Crazed Hipsters, Blue Thumb” Cuts: All. Stations: KEL-FM.


VARIOUS ARTISTS, “Fritz the Cat,” Fantasy Cuts: All. Stations: WWMF-FM, WZMF-FM.


AMERICA—I NEED YOU (3:04)
(Prod. Jon Samuels with Jeff Beckman and Martin) (writer: Beckman)
(Radio artists: WLS-AM (Chicago), WMMS-FM (Cleveland), WOR (New York), KDIA (Denver), KMOX (St. Louis), WTOP (Washington), KELO (Des Moines), WRKO (Boston), WFLD (Chicago), WSB (Atlanta))

RADIO ACTION: WLS (Chicago); KDIA (Denver); KELO (Des Moines); WSB (Atlanta)

MICHAEL JACKSON—I WANNA BE WHERE YOU ARE (2:58)
(Prod. Brian Cannon with Mark ID, David Young, Warren Smith) (writer: Cannon)
(Radio artists: WLS-AM (Chicago), WMMS-FM (Cleveland), WOR (New York), KDIA (Denver), KMOX (St. Louis), WTOP (Washington), KELO (Des Moines), WRKO (Boston), WFLD (Chicago), WSB (Atlanta))

RADIO ACTION: WLS (Chicago); KDIA (Denver); KELO (Des Moines); WSB (Atlanta)

GORDON LIGHTFOOT—BEAUTIFUL SOUL

(Prod. John Oates with John Cafferty,艁 writer: John Oates)
(Radio artists: WLS-AM (Chicago), WMMS-FM (Cleveland), WOR (New York), KDIA (Denver), KMOX (St. Louis), WTOP (Washington), KELO (Des Moines), WRKO (Boston), WFLD (Chicago), WSB (Atlanta))

RADIO ACTION: WLS (Chicago); KDIA (Denver); KELO (Des Moines); WSB (Atlanta)

COUNTRY

COUNTRY: AMERICA—I NEED YOU (3:04)
(Prod. Jon Samuels with Jeff Beckman and Martin) (writer: Beckman)
(Radio artists: WLS-AM (Chicago), WMMS-FM (Cleveland), WOR (New York), KDIA (Denver), KMOX (St. Louis), WTOP (Washington), KELO (Des Moines), WRKO (Boston), WFLD (Chicago), WSB (Atlanta))

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RADIO ACTION: WLS (Chicago); KDIA (Denver); KELO (Des Moines); WSB (Atlanta)
When he wasn't sitting in a picture show, J. Henry was filling his head full of music... any kind of music anybody happened to be making.

The blend is a music that's familiar in many ways although it's never imitative.

It's rock and roll everyone's almost heard before. Until now.
Stevie Wonder's hit on a new woman. "Super Woman"
A new smash single out of a different kind of album.

"Music Of My Mind" (T-314L), the new rave album written, produced and performed by Stevie Wonder. Contains the Hit Single "Super Woman".

Stevie Wonder
MUSIC OF MY MIND

Also available on 8-track & cassette.
JUST ARRIVED
ON THE NOON STAGE
from HOT WAX

THE POLITICIANS FEATURING MCKINLEY JACKSON

HOT WAX GREATEST HITS

HONEY CONE
WANT ADS STICK UP
100 PROOF
SOMEBODY'S BEEN SLEEPIN
TOO MANY COOKS
90 DAY FREEZE
FLAMING EMBER
MIND BODY AND SOUL
WESTBOUND 9
I'M NOT MY BROTHERS KEEPER
SILENT MAJORITY
FRIGHTENED GIRL
LAURA LEE
WOMEN'S LOVE RIGHTS

THE POLITICIANS
featuring McKinley Jackson
HA 711

HOT WAX
GREATEST HITS
HA 710

PROUD TO BE PART OF THE BUDDAH GROUP

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>WEEK</th>
<th>TOP LP'S</th>
<th>TAPE PACKAGES AVAILABLE</th>
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$1 Million Tapes Seized in Las Vegas Federal Suit

By LAURA DENI

LAS VEGAS — Several firms doing business in Clark County were named defendants in a suit filed in federal court Thursday, alleging copyright infringements throughput Las Vegas. The suits were individually recorded and taped popular music.

U.S. District Marshal Thursday seized more than $1 million worth of tapes from defendants who were made illegal by some of the acts. They were acting on an order from Judge Roger D. Foley, District Court Judge Roger D. Foley.

Defendants in the suit included American Distributors, Inc., which operates several Aztec stores; and Western Distributors, Inc.; Richards & Stine, Inc.; and the Laser Distributors, Inc.

Grants Winners

Circuit

of

any

scholarships

Devlin, Jack Nassr, and Jane Dahlen, as

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Western

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individually

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as

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National

Sound

Corp.;

Scriber, head of Audiodata Co.,

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area

Properties

NASHVILLE — Properties owned by the city government here will be made publically before the end of an era of speculation.

The properties, all on the west side of 16th Avenue North, are the last in a long line of buildings to be sold to the city.

The city-owned properties, most of them adjacent to city streets, will be sold for about $250,000 over a three-year period.

"I don't know why he filed it because that was never possible anyway," Whitson explained.

"I don't know what I can do to recover anything financially, but for the past six years the federal and state funds supplement- ing the project have been used for the operation of the two key streets in the music area. Construction of the first two streets is due to be completed in October of this year. The next two are due to be completed in October of next year. There were a number of points where the plaintiffs had expected to enter the building, and the plaintiffs had not been able to occupy the buildings in the area. About a dozen pieces of property are involved.

A number of objections and cross-appeals are involved.

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WE HAVE THE INSIDE TRACK!
Billboard's 1972 International Directory of Recording Studios

And, it's a track record we're proud of. Billboard's International Recording Studio Directory is not only an informative guide to recording studios throughout the world, but much, much more. It's a perfect vehicle with detailed information on recording studios' facilities and their achievements that brings you directly to the people you want to reach:

- A&R DEPARTMENTS OF EVERY MAJOR RECORD COMPANY.
- ADVERTISING AGENCIES.
- INDEPENDENT RECORD PRODUCERS.
- CARTRIDGE TELEVISION.
- MOTION PICTURE SOUND TRACKS.
- ... ALL THE PEOPLE WHO USE THE RECORDING STUDIO EXTENSIVELY.

So, if sound is your business (or a part of it), then it would be sound advice to take advantage of the 1972 International Directory of Recording Studios coming June 10. It's a versatile book for anyone connected in any way with recording studios.

For example, equipment and blank tape manufacturers. Not only do they get an inside track on potential customers, but recording studios get a good look at what they have to offer.

Plus, a lot of extras no other directory can offer. For instance:

- WORLDWIDE DISTRIBUTION TO ALL RECORDING STUDIOS.
- DISTRIBUTION TO ALL PERSONAL MANAGERS AND BOOKING AGENTS IN AMERICA.

This is Billboard's 1972 International Directory of Recording Studios. It's the directory that comes complete with a built-in retainability because it allows you easy access to recording studios (foreign and domestic).

Not only that, it gives you the inside track (be it 2, 4, 8, or 16 tracks) on Billboard's 33,000+ readers. And isn't that the kind of playback response you want?

Issue date: June 10, 1972
Ad Deadline: May 15
Now is the time to contact a Billboard sales representative at any of the following offices:

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London W 1, England
467-4900

**TOKYO**
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2-1, 1-chome, Sausakaku-ku, Tokyo Japan
294-78-72

**MILAN**
Billboard Group s.r.l.
Piazza Loreto 9, Italy
28-23-156
Occasionally one of them would even say “thank you.”
Then, last March 16, came Thrasher’s Revenge.
No longer did fellow employees need to whisper discreetly behind his back.
No longer did his wife have to smile courageously.

**Thrasher’s Greatest Hits**

The Awards Dinner for the Los Angeles Art Directors Show was held March 16 at the Biltmore Hotel. That night, M of C Louis Nye had 26 special awards to give out. Thrasher mosied to the stage six times. Six out of 26, trouncing those city slickers from Volkswagen, Continental Can, and RCA Victor.

The magnitude of this achievement is better dug when you figure that there were over 5000 entries into the show. And of these 5000, only 282 were accepted. And of these 282, only 26 got special awards. And of these 26, six went to Thrasher’s Art Department at Warner/Reprise.

And of these six, three of them placed one-two-three in the judging.
To wit:

**THE ART DIRECTORS CLUB GOLD MEDAL AWARD—HOT PLATTERS (PACKAGE)**

**THE SILVER WILL CONNELL MEMORIAL AWARD—MASON WILLIAMS SHAREPICKERS (COVER)**

**THE BRONZE POPULAR VOTE AWARD—BIG MAMA THORNTON (POSTER)**

**CERTIFICATE OF DISTINCTIVE MERIT—THIRTY DAYS OUT (COVER)**

**CERTIFICATE OF DISTINCTIVE MERIT—MASON WILLIAMS (COVER)**

**CERTIFICATE OF DISTINCTIVE MERIT—HOT PLATTERS (PACKAGE)**

Five other pieces art directed out of Warner/Reprise’s homey three-man Art Department got hung in that final 282. “Savage Grace II” (cover); Doug Kershaw’s “Swamp Grass” (cover); Pentangle (poster); Captain Beefheart (poster); and a corporate Christmas card for WBR.

**Thrasher Gets Hung**

Art Directors from other companies wishing to learn a thing or two can view Thrasher’s Revenge. His winners are hanging now at Los Angeles’ posh Equitable Building (3435 Wilshire Blvd.).

Ed Thrasher, by the way, spends Monday through Friday at Warner/Reprise corral. Where he belongs.

Covers printed by Ivy Mill