Pirate Tapes Flood U.K.; 20 Cos Linked

By RICHARD ROBSON
Staff Member, Music Week

LONDON — Nearly 100,000 bootleg and pirate tapes have been sold in the U.K. in the last 12 months according to the Mechani-
cal Copyright Protection Society — staggering evidence of the growth of the illegal tape market. Bertram Pratt, the Mcps's managing director, further revealed that there are now nearly 20 organ-
izations distributing unauthorized-taped shows by virtually every major British and American recording artist.

Bootlegging and piracy is rife in U.S., where the illegal tape market was estimated last year to have been worth £62 million but the problem now also looks like be-
coming the biggest headache the U.K. tape industry has yet had to face in its short history.

Pratt told Billboard that there has been no evidence so far of illegal duplication in this country and that all unauthorized product is being imported, mainly from the U.K. illegal tapes, he added, are selling for anything from $3.60 to $6 and that most of the material is pirated rather than bootlegged by, for example, TV or theater or cinema owners, posters, publishers, artists and (Continued on page 50)

Atlanta Lures Chips Moman

By BILL WILLIAMS

MEMPHIS—Chips Moman, vet-
eran producer and owner of Amer-
ican Studios, will move his oper-
ation to Atlanta.

Moman, who has produced for dozens of labels and has turned out many chart records, said Mem-
phis had become "too big a rec-
tord town" for him.

Moman is a studio and a pub-
company on every corner," Moman said. "In the old days we didn't have the problems I was sugges-
ted we would have now; it's now beyond too thin. I think it will be a whole new ballgame in Atlanta." (Continued on page 6)

Price Board Grants
WCI 2.3% Increase

By MILDRED HALL

WASHINGTON — The Price
Board has approved (May 1) an increase in price requested by
Warner Communications, Inc., for its record production and sales
(Continued on page 10)

High Schools Digging Big Bands

By IAN DOVE

NEW YORK—Not only U.S.
colleges but also high schools are becoming receptive to big bands—particularly those bands which pre-
sent a clinic, seminar or workshop for young music students, says Willard Alexander, head of the Willard Alexander booking agency. Alexander stated that an "in-
creasingly healthy market" had existed for big bands for some time at the college level.

But the clinic/seminars have got on to a broader base now with high schools booking such bands as Stan Kenton, Buddy Rich and Woody Herman, who go into the schools with education and entertain-
ment.

He stressed: "And it's new busi-
ness.

However, Alexander claims that the record companies are not lending support to the movement. There is a lack of recognition at the commercial level. If any one company put up the kind of money they use for rock group promo-
tions, in big bands they would see positive results so quickly it would scare them," he commented.

The veteran booking agent said that this new audience would not detract from the audience for rock groups but complement it.

Kenton Credited

Stan Kenton recently invited Alex-
ander as being the pioneer in the clinic/seminar field. "Kenton is a
easy to identify each machine and loca-
tion. "This program will help us in considerably enforcing tax collec-
tions and will help in keep-
(Continued on page 48)

Dealers Urged to
Alter Life Style

NEW YORK—Harold Brown, merchandising manager of RCA classical recordings, has called upon many retailers to renovate buying and merchandising techniques on face "disaster."

"Many retailers for too long have flitted with survival because of a lack of 'mix' and an un-
imaginative, narrow-minded ap-
proach to marketing," he said. "The dollar per square foot phil-
osophy is extinct. What should be done is to carry a broader-based inventory, one in which all types of product are sold, classical, pop, middle of the road, etc. This com-
plete concept must help the dealer. The only alternative he had pre-
(Continued on page 8)

MONY Told Tax Office in
Tougher Line vs. Bandits

By ROBERT SOBEL

KERHONKSON, N.Y.—The
New York City Tax Commission has revved up a three-point program designed to crack down on un-
licensed jukebox locations. The plan, hatched by David Komansky of the Commission, during the Music Operators of New York (MONY) convention, (Continued May 4, 5, 6) entails a change in licensing, similar to the cigaret vendors', a change in the filing procedure, and the setting up of a licensing device that would

"Sylvia's Mother" is making "Doctor Hook."

"Sylvia's Mother" is riding the charts with bullets. And "Doctor Hook" (the disc that bore her) is hot on her heels.

Dr. Hook and the Medicine Show

On Columbia Records®
Wayne Newton's new album is shipping now.

And it includes the current hit single, "Daddy Don't You Walk So Fast"

Billboard 55★ Cash Box 43★ Record World 38★

Produced by Wes Farrell for Coral Rock Productions
Manufactured and Distributed by RCA Records
WASHINGTON—The legal battle to force the Federal Communications Commission to revoke or clarify a 1971 decision in a drug lyric case in which the commission upheld a radio station's refusal to air a song by the Beatles fell into the lap of the London-based Rock and Roll Bar. The Lennon and McCartney hit was banned in the U.K. from air play for alleged profanity.

Radio station WYBC-FM in New York City, which pays the Beatles $55,000 a year for their performance rights, was cited in a court suit by record companies, distributors, and the American Music Enterprises, Inc., charging that the station had refused to play the song.

The station denied the charges, saying it was acting under the influence of the New York State Department of Health, which had banned the Beatles from performing in the state.

The suit was dismissed by a federal judge, who ruled that the station had no right to interfere with the band's performance rights.

The station said it would appeal the ruling.

In other music news, the Beatles have announced they will tour the United States in the fall, with stops in Los Angeles, New York, and Chicago.

The tour will be the band's first in the United States since 1966, when they played to sell-out crowds in New York City and Los Angeles.

The tour will also feature a new album, "The White Album," which is scheduled for release in September.

The album will be the band's first studio album in six years, and it is expected to be their most popular release since their debut album in 1962.

The album features a mix of rock, folk, and pop songs, and it is expected to be a hit with fans of all ages.

The tour will be promoted by a series of concerts and appearances, and it is expected to draw large crowds.

The band is currently working on new material for the tour, and fans can expect to hear some of their classic songs as well as new material.

The Beatles are scheduled to perform at the Forum in Los Angeles on September 25, and they will continue their tour through the end of the year.

The tour will conclude with a sold-out concert at Madison Square Garden in New York City on December 15.

In a related development, the band has announced that they will release a new single, "Help!" on July 20.

The single is the lead track from their upcoming album, and it is expected to be a hit with fans of all ages.

The album, "The White Album," is scheduled for release on September 20, and it is expected to be their most popular release since their debut album in 1962.

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Marketers’ Anti-Piracy Group

Herb Newman Back With 2-Label Firm

Braun & Wilkes Form Multi-Service Firm

A-R Resumes V-J Selling

NARAS to Hold Meet

Seventy-7, Luna Singles Released

Metronome, CTI in Deal

MAJOR ARENA TESTING USHERS’ EAR PLUGS

General News

DALLAS — The Southwestern Association of Record Merchandisers (SWARM) officially opened its last week (Billboard, May 6), with over 300 members in attendance.

Sampson Smith, chairman of the Southwestern Record Merchandisers, Amariillo, is president. Other officers are Johnny Gonzales, Zarape Recording Co., and Jack Parker, MCA branch manager. Vice presidents: Jack Berens, general manager, All Tapes, tresser, and Bill Emerson, Jr., secretary. All are from Dallas.

SWARM’s next meeting in Houston to enlist more dealers is scheduled for 

Braun & Wilkes Form Multi-Service Firm

LOS ANGELES — Wilkes & Braun, Inc., a corporation designed to create a number of the recording-related services to music companies across the nation, has been formed here by Craig Braun and Tom Wilkes.

Formation of the organization brings Craig Braun subsidiaries as Sound Pacific, Inc., a company specializing in recording production, and advertising. "In addition to these, we will have the facilities for developing an entire marketing and merchandising campaign from a single idea."

Initial product to be released by Wilkes & Braun will include pack-

5G in Tapes Seized in N.Y.

New York — More than $5,000 were worth of allegedly pirated music tapes were seized, May 10, in the raid carried out by detectives of the latter, the August 20th edition of the P.O.E. Rocket Bureau, and the Police Dept.

The raid on Antics General Merchandising Plumbing Supplies, 47 Meade St., in which more than 600 prerecorded stereo 8-can products, allegedly stolen from legitimate sources, were seized.

Arrested in the raid were Charles Thomas and Paul C. Randel, and Joseph Antico of 869 5th Ave., who have since been released on their own recognizance.

The raid culminated more than a month of investigations by mem-

NARAS to Hold Meet

New York — Recapitulations of the NARAS Grammy Awards and procedures will be among sub-

Seventy-7, Luna Singles Released

New York — Seventy-7 Records has issued its newly formed subsidiary label, Luna, with the dual singles and acquired two more, the parent company of the two charts, Seventy-7 Enterprises, Inc., of Nashville, a new CTI branch in Los Angeles.

S.F. Recording Veteran Dies

San Francisco — Lloyd "Buck" Ray Black, president and general manager of Coast Record- ers Inc., subsidiary of United Recording Corp., died of a heart attack, Tuesday (9).

Black was a native of Chicago and began his career as president and general manager of the Page Cavanaugh Trio, and once played with Coast Beach's orchestra. In 1962 he joined Commercial Recorders here, which operation was acquired by Coast in 1969.

He is survived by three children.

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He is survived by three children.

MAJOR ARENA TESTING USHERS’ EAR PLUGS

LOS ANGELES—Ear protection devices currently on the market are being tested for issue as standard equipment to ushers at Anaheim Convention Center.

Bill Palethorpe, the service manager, said, "I don't know of any auditorium in the U.S. where ushers don't carry cotton to their ears. We are looking at a new approach. We thought we'd try something better for our own staff." Anaheim Convention Center is purchasing several sets of all noise-suppressing rock concert devices, a different group of ushers tests the devices. With the current rock concerts coming into Anaheim, it will take several months before the overall tests are completed.

Among the devices being tested are earplugs devised for workers and musicians who must endure prolonged exposure to loud sound, and "masking" devices, which can absorb sound otherwise being generated within the auditorium that is too loud. An earplug is being used at Anaheim that is being easy, reusable, and not requiring individual fittings. The earplugs must also allow the ushers to hear the voice of the audience members in the crowd to them, even while high-decibel rock volume is blocked out.
The encore everyone's demanded from some of the most exciting concerts this year.

"Nobody But You."

Loggins and Messina's new single on Columbia.

Loggins and Messina have had people on their feet all over the country. Now comes the single that's going to break them wide open.

"Nobody But You" backed with "Danny's Song."

It'll be a long time before anyone forgets it.

On Columbia Records®
Music-Lower Priority-Brokaw

NEW YORK—The major problem in the recording industry is "reaching the listener," said John Stewart, President-Producer, and Kiuril Brokaw, creative advertising and promotion manager, RCA Records, speaking at a three-day Idea Workshop before a promotion conferences in Chicago.

He commented, "People are all going around in soundproof and taking quickie European vacation and the other day in line to see 'The Godfather'. They're bored, worried and uncertain."

"That means music has a lower priority today than last week, or last year because of the industry has to be puzzled and jittery."

Also noted that the presentation was a RCA artist Buddy Rich.

Atlantic Lures Chips Moman

Moman said that he and Bill Lowery were friends, and he had been printed some of the hottest records produced. And he has been working on the promotion of new talent in Atlanta, and will prepare the soundproofing and other necessary arrangements before moving.

"Once everything is ready, we can get a little more room for whatever we need and move on before the industry rushes to the production right away."

He also said that someone would take the wishes of his friend to avoid labeling or key individual because any other key personnel of American also would make the move. "They feel the same way I do," he said.

Moman is putting in a new label entrance and its artists, and has just begun again producing other label enterprises. For other one-in-eight period, Moman produced 64 chart hits, among them eight number-one songs were the Gentrys, B. J. Thomas, the Righteous Brothers, Sandy Posey and others. His stude is in the midst of a long-term contract with Joe Tex, Joe Simon, Ellis Washington and many more.

Rising Sun Label Formed

NEW YORK—Rising Sun Music has been formed by Arthur Aaron, Jimmy Curtiss and Jeffrey Delinko, formerly of Perception Records. Rising Sun is active in the production of music and television commercials, and plans to release its first record product in April. In the past year, the company has established Rising Sun Music as its ASCAP and BMI affiliate.

Low Price LP Of 'Godfather'

NEW YORK—Pickwick 33 Records has released an economy-priced LP of "The Godfather" in the 15-week period, with the tape version scheduled to be released next week.

Pickwick's, a division of Pickwick International, Inc. has priced the "Godfather" LP at $4.98, in line with the tape version of such soundtrack and Original Score albums as "Love Story," "Jesus Christ, Superstar" and "54-40." The Superior album was awarded NARM's 1971 award for best-selling economy-priced album.

Executive Turntable

Vince Cosgray has been promoted to director of national records for MCA Records. Since joining the company in 1970, he has worked in field sales and promotion, mostly for Kapp Records. Biegel, who has been named vice president and general manager, has been appointed executive vice president and general manager of Bell Records. Biegel has been with the label for the past five and one-half years.

Dr. James Voller has been appointed general manager of RCA Records. His other industry positions include operations at the firm's Palm Beach Gardens, Fla., facility, which is continuing to fulfill RCA's existing commitments for commercial recordings and general purpose computer hardware.

RCA since 1959, Dr. Voller was director, Advanced Technology Laboratories, Camden, N.J., the research and development arm of RCA's Government and Commercial Systems, at the time of his appointment.
Robin & Jo's A&M debut is an OLDIE BUT NEWIE.

Robin & Jo
Chapel Of Love (AM 1358)
Written by Jeff Barry, Ellie Greenwich, and Phil Spector
PRODUCED BY JEFF BARRY
On A&M Records

Chapel Of Love
Produced by Jeff Barry
© 1972 A&M Records, Inc.
1358
Music Maximus Spinoff

NEW YORK—Music Maximus, the publishing company of Jay Morgenstern and Fred Milius, has spun off a production company and a personal management firm.

Maximus Productions has announced its coming single release on Bell with Bruce Roberts, 20-year-old wunder-singer. Signed to Acvo Morgenstern and Music Company, the debut of Lainie Sorrell and Frank Maximus is scheduled for May 18. The tune, which deals with the tune first offered by Ian Tyson’s "Sidetone," is expected to be a hit.

Maximus Music has gotten into production and management simply as a back-up to our publishing interests,” said Jay Morgenstern. "We wanted to be able to control the destiny of our songs for the writers.

Buck Owens’ Syndicator

LOS ANGELES—The "Buck Owens TV Ranch Show" has been syndicated to 18 markets during its first week on the air. The show will be carried by TV Cinemas Sales Corp. here.

Jerry Weiinfeld and Art Greenfield of TV Cinema Sales announced that 60 half-hour color shows will be produced for the new Owens series, with five specials shot on the TV Cinema Sales also syndicated the first Buck Owens series, currently shown in 81 markets.

Meanwhile, at Allegro Sound Studios, the man of the moment is "Tommy" James. Known as a "Top Single" head of recording operations, most recently with A&M Studios, May is a veteran of sessions with artists as diverse as Steve Lawrence and Eydie Gorme, Chet Atkins, The Band, Gil Evans, Wayne Shorter, Van Morrison and Arista Franklin, as well as a film soundtrack and Broadway shows.

At least one major producer has already signaled May’s arrival. In Bob Thiele has booked sessions for Leon Thomas and Gato Barbo, and may also record for Tommy. May could well result in a healthy relationship with the tape, and Flying Dutchman’s roster.

In announcing the appointment, the studio has committed itself to a massive expansion program of several million dollars in new equipment.

From Elektra Records in Los Angeles, news of activity has been reported as the studio hosts both labels and custom work. Mark Abramson is mixing a single from "Somebody Soon," the Judy Collins performance of the Tune’s first single, featuring the most recent product of Rick Chupin’s new project, while John Haeny is working on Geoff and Maria Maldon’s next Warner brothers album.

* * *

At New York’s Hit Factory, Carlin Calandrelli is preparing for the following sessions for R.R. King, produced by Joe Zaugg: Cookies & Cream, produced by Steve Lev; and Valerie Simpson, producing her next album together with old friend Nick from Motown.

Remote activity in the past month has been notable. At A&R Recording Studios in New York, the staff is reported to be working on a hit for Mercury. An exact date has not been announced, but it is expected that Wilton Pickett, produced by Barry Shapiro and David Appel, will be in the studio this week.

Meanwhile, at Stax, the late Tom Harkins, producer of Motown, has been posthumously producing the last songs on his new album, "No Limit," for his new label, "Tom’s Tunes." The sessions were smoothly, although the label is looking forced to watch his work. The studio is still under the leadership of the late Audie Ashworth of the Studio Records, although, according to reports, "Tom’s Tunes" will be in the studio this week.

From Quadrafonic Sound Studios in Nashville, news of sessions has arrived, with J. J. Cale in for a Stopover, recorded by Audie Ashworth of the United Long Agency. Gene Eichenberg is being engineered those sessions, and will be at the Sessions Street. The Capps Varipitch, being engineered those sessions, will be at the Sessions Street.

Scott Seeking Faster Verdict

LOS ANGELES—Bob Scott has been picked by his suit charging the half grosses for "He Ain’t Heavy, He’s My Brother," from Federal District Court to Superior Court here. In hopes of a speedier trial date, the suit against the estate of the late Bob Russell was originally reported in Billboard when filed in local Federal Court last July.

Scott, composer of songs like "A Taste of Honey," claims co-authorship of "He Ain’t Heavy, He’s My Brother," with Bob Russell, who died Aug. 18, 1970. The suit alleges that Russell assigned the publishing of the hit song to his own Harrison Music without Scott’s knowledge, then turned over ad revenues. The suit was brought by Tony Lary Sayne Music, also without authorization from Scott. Hannah Russell, the songwriter’s widow, is cited in Scott’s suit as a controlling partner of Harrison Music.

ASK THE MAN WHO KNOWS about recording tape and cassettes . . . and how to merchandise from interior displays for maximum sales profits . . .
SCHOOL'S OUT

ALICE COOPER'S NEW SINGLE ON WARNER BROS.
**Chiantaline Unleashes Attack**

*Continued from page 3*

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**WARNER COMMUNICATIONS**

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**CAPITOL INDUSTRIES INC.**

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**Fidelitone**

- **Black List Artist**
  - Continued from page 1
  - Regional: Granville White, Midwest; Fred Ware, Atlanta; and Sam Beasley, East.

- The public relations firm of Ed Wright, former Cleveland soul artist and National Association of Radio and Television Artists executive, has been hired to aid in black media penetration.

- Experienced publicist in music field for top international P.R. company. Need-go-getter familiar with all media, including TV and national magazines. Knows how to put together campaigns, write with record companies, develop major promotions. Great opportunity. Can handle dozen or so clients at same time under pressure.

- **Board Grants Hike**
  - Continued from page 1

**EIA Study For 'Q' Radio Plans**

- Continued from page 1
- the multi-channel FM broadcast license applications for Los Angeles.

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  - Continued from page 1

**FILE REPORTS**

- Quarterly reports on profits, due May 1.

- The Commission suspends price increases and requires that $510,000 be refunded to broadcasters. The Commission expects to release the names of more than 1,000 non-reporting companies within the next 30 days. The companies are expected to have an annual volume in the range of $60 million to $100 million.

- However, a number of the firms tagged for non-reporting have protested that their reports are not inaccurate and have had trouble finding a realistic market value for their stations. The Commission has granted exceptions to 11 companies, including CBS, NBC, CNB, and the Western Broadcasting Corporation.

- Several of the companies have requested that their reports be reviewed by an independent third party, but the Commission has not yet decided on a policy.

**The Fidelitone Needle Replacement Guide**

- Just a part of Fidelitone's complete make it easy merchandising program that meansgreater profits and profits for every dealer.

- Contact your Fidelitone Distributor or write...

**Executive Turntable**

- **Continued from page 6**
- Santa Monica's First Liberty Church, has been appointed general manager of Takoma Records.
- The Fidelitone Needle Replacement Guide is just a part of Fidelitone's complete make it easy merchandising program that means greater profits and profits for every dealer.

- Contact your Fidelitone Distributor or write...

**fraudulent reports provided under the Anti-Piracy Act of 1971, are new weapons in the publishers' arsenal against pirates. He cited a number of successful actions undertaken by his firm, as well as its role in various stages of litigation throughout the country. Cooperation and coordination of the drive against pirates with the RIAA and other artists' organizations is being developed, effectively. Osterberg said.

- "Music publishers devote their energies and invest their money in creating and re-creating catalog and then find their writers and themselves chewed by losers," Chiantaline said.

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- John Mahan has been promoted to vice president of Sony Records and Music. He joined the company as general manager of the music publishing division and published divisions. Dick La Palma has left GRT Music Tapes, where he had been advertising-sales promotion manager since 1970. La Palma, who has had more than 12 years experience in the music business, will be taking over an unknown label for eight years before joining GRT's Sunnyside, Calif., headquarters.
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WISHBONE ASH
ARGUS
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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CHICAGO
150 North Wacker Drive
Chicago, Ill 60606
312/CR 6-9818

LOS ANGELES
9003 Sunset Blvd., Suite 415
Los Angeles, Ca 90069
213/273-7040

NASHVILLE
1719 West End Avenue
Nashville, Tenn 37203
615/329-3925

LONDON
7 Carneby Street
London W.1, England
437-8060

TOKYO
Shin-Nichiblo Building
2-1-1-chome, Sarugaku-cho
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MILAN
Billboard Gruppo srl.
Piazza Loreto 9, Italy
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Ike and Tina's new single is called "Feel Good."

It's going to make a lot of people feel that way.

"Feel Good" b/w "Outrageous" #50913 Written by Tina Turner. Produced by Ike Turner & Gerhard Augustin. On United Artists Records.
Little Fest makes music which is superbly exciting but which lacks staying power and memorability. Instrumentally, their vocals are indistinct and unin- spired. SHELLY HERBER

OSIBISA LITTLE FEAT
Whiskey A Go Go, Los Angeles

Osibisa is seven beautiful black men giving the gift of happiness through their music. Their collective virtuosity pulled their listeners into a spider’s web of propulsion rhythms. An ordinary whistle trig- gers the start of a magnificent, fluidly set, with the sense of the dramatic inherent to their presentation. Opening with their self-title "The Beautiful Seven" they created an audio into getting themselves and their audi- ence higher with each drumfill. Robert Bailey’s incisive organ work exploded into dozens of excite- ment eloquently underscoring the fire of the drum and percussion sec- tions. Throwing tambourines out into the crowded dance floor, they concluded with the hypnotically crisp crossing rhythms of “Wayoya” leaving both the stage and the audi- ence tired but happy.

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“Summer of ‘42” on their new album
“Ferrante & Teicher Play The Hit Themes.”
On United Artists Records & Tapes.

NEW YORK—Rock ‘n roll has
finally invaded America’s show- place, with the thundering, eternal hit of the season. As Dewey Terry’s band ascended into view, a gasping audience temporarily for- got the Rockettes and sat back for the benefit concert to aid the Environmental Policy Center.

The very idea of bringing rock into Radio City Music Hall, and the reality of its presentation there, had caught the audience by surprise. As Dewey Terry’s band ascended into view, the audience temporarily for- got the Rockettes and sat back for the benefit concert to aid the Environmental Policy Center.


dewy terry's band playing in radio city music hall.

SPECIAL REPORT
The Problem of the U.S. Artist In Europe

Last week (May 13) Billboard front-paged the problems in Europe of promoting concerts by highly paid foreign artists. According to U.S. booking promoter Lou van Rees, “Two years ago our clients could hardly attract an audience with a 60 percent sale of tickets, but now we have got to sell over 80 percent to avoid losing money.”

Rees added that because the public was reluctant to pay more than $15 for a ticket, it was almost impossible to get major artists to appear in concert in Hol- land.

What is the situation in other European countries? There are US acts—and US acts in particular—pricing themselves out of the Euro- pean market?

It has been a frequently heard criticism among European pro- moters that American concert managers were greedily unrealistic in expect- ing to have their artists pick up as much as is currently on the U.S. concert circuit.

But there is really a real prob- lem here, one that is lack of a co- operation of numerous European promoters getting in over their heads and simply competing against each other. Billboard undertook a survey through some of the larger European promoters and found little or no interest in performing personal appearances by U.S. artists. European promoters can dramatically stimulate record sales. But many of the smaller countries cannot pay equal fees, particularly for big names. Consider, for example, U. S. national is $1,000, but the local fee is $300. And this meant he could only pre- vent one European artist from coming. “Established artists demand far too much,” he said.

DENMARK

Esper Eriksen writes: The major difficulty facing Danish impresarios who wish to present American acts is the fact that the Danish market can have a very limited seating capacity, says Terry Ritz of Copenhagen’s Inter- national Concert Organisation. Ritz explained that Danish venues—most of which cannot accommodate more than 2,000 paying customers—do not always meet the fees expected by American artists. To meet the fees expected by Amer- ican performers can be a problem, especially when the tickets are dif- ficult to convert to this fact the artist’s demands. Admissions prices for Copenhagen.

(Continued on page 15)
dennis lambert
the vote on his being a superstar or hype from key opinion makers was

| 76% Superstar | 19½% Hype | 4½% Not sure |

the request for the single from his new album was unanimous

dream on
D-4314
written by lambert & potter
produced by steve barri

a soldier production exclusively for

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Tape, Raw
Title Strips

MANUFACTURERS OF RECORD & TAPE DEALER
ACCESSORIES & SUPPLIES
Browser Boxes
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JUKE BOX MANUFACTURERS

ENVIRONMENTAL LIGHTING MANUFACTURERS

Talent

The Problem of the U.S. Artist In Europe

Continued from page 14

hagen concerts usually have a $7 ceiling, but obviously they are according to the artist concerned. Occasionally it is possible for the price to be a maximum of $17 for visiting acts with a strong local following, like Tom Jones.

If American artists want to come to Europe for the promotional concerts to sell their records, they should be willing to modify their fees," said Ritz, whose ICO books tours through Europe for American acts and has handled the European dates of the Steve Miller Band. "Peers just can't be as high as in the USA," he said, and we cannot spend too much time hag- ging with American artists. We have our own continental and British artists to look after and they are often just as popular as the American artists.

FINLAND

Leo Heinonen, managing director of Finnshow Promotions, the leading booking office of international pop acts, agrees that most U.S. artists are too expensive, but says it is unreasonable to blame the artists for this because there are many facts to the situation, writes Kurt Helpahpio.

Finland is often seen as an unimportant area for big international talent, mainly because of the remote geographical location and the many musical markets that separate Stockholm (from Helsinki). Using vans, says Heinonen, "can travel half the way across Europe, but the only possibility of crossing the Baltic is to take a ferry. Air travel is often too expensive and often complicated. The transportation- ers are one reason why U.S. artists are so expensive. Another is that acts involve many more people than they used to." Heinonen also points out that Scandinavian promoters take too big a share of the money. Finland books an act direct from London or New York, but in other Scan- dinavian countries, Heinonen regretted that there were insufficient concert locations in Finland. New concert halls tend to be built only on 1,500 to 2,000 people but with stringent limits on the selection of suitable acts. For example, Heinonen said, for a Santana concert that he was handling, tickets should realistically have been priced at $15 to cover expenses even with a full house. Yet the Stockholm promoter was able to get by with tickets at $7 and, even, Finnish fans con- sider anything over $4 too expen- sive for a concert ticket. Johnny Winter's concert in 1970 had tickets priced at $6 and Heinonen lost $1,000.

Heinonen said he hoped record companies would sponsor more visits by good jazz and blues acts whose fees were normally more in accord with the Finnish market.

FRANCE

Michael Way writes: Jean-Pierre Rawson, a former promoter who is now head of Box Office productions, an independent record company, maintains that many top American artists are too costly for concert appearances in France to be viable. Unless record companies can subsidize the appearance in the interests of promoting record sales, the gamble is too great for French promoters.

"To ask $10,000 for one appearance may be possible in the U.S. but it cannot be done in France," For a promoter to make money in a case like that he would need to take $15,000 at the box office, which is virtually impossible here," Rawson said for really top names a long run at a venue like the 2,200-seater Olympia might be viable, but he added that not all top U.S. artists were certain of success in France.

When I brought the Rolling Stones to France a few years ago for five performances they asked $10,000 a night and I just broke even. But with Tom Jones who came over in 1966 for a three-week tour at $7,200 a performance, I lost $20,000," Rawson claimed.

He said record companies could rarely be counted on for assistance except in the matter of posters and occasionally paying travel expenses.

GERMANY

Walter Mallin writes:

For leading Hamburg promoter Werner Fuhrer Fuhrin all comes down to a question of exchange rates and relative living standards. If the fee demanded by American artists are too high, it is simply meant that very few seats in a concert hall, which could be sold at the lowest price category, could cover up to 700 seats but even so, at that price, there might be difficulty in filling these.

Fuhrin reported that when Sammy Davis Jr. was on his eight-city tour of Germany his own fee was $10,000 a night ($3,077 and, in addition to this, a first class big band had to be paid for. The result was that only the concerts in Hamburg and Berlin showed a profit.

Said Fuhrin, "The great risks involved in booking American talent tend to make promoters restrict their activities."

Booker Fritz Rau, of the Lipp- sparke Raub agency, told Bill- board that the promotion of top American acts was a matter of experience and skilled judgment. "You evaluate the popularity of the artists against the fees they demand and then you take a cal- culated risk if you have a reason- able expectation of getting your money back."

However, Rau feels that Americans tend not to appreciate that a fee of $10,000 for a one-night stand (more than 30,000 marks) represents an absurd, astronomical figure by German standards.

Rau has worked for many years in association with NormanGrant and claims to have been very successful in booking such artists as Ella Fitzgerald. "But you always have to have a very sure idea of the market value of any particular artist at any given time," he says. (Part One of One Of Two Parts Series)

Miami Rock Festival Off, Set for 1973

MIAMI BEACH—With the Re- publicans' first nominating convention definitely switched here from San Diego, the projected two-week Pop Festival being or- ganized by this city's Tourist De- velopment Authority has been postponed until next summer, according to Michael Goodwin, whose Sacra- mento, Cal., promotion promo- tion company has been contracted to set up the Miami Beach Pop Festival, will retain the same re- sponsibility through the summer of 1973. Goodwin said he is already negotiating dates for next August and hopes that the longer time now available to plan the debut Miami Beach Festival will make it more successful.

Miami Beach is anxious to host a music festival to boost the nor- mally slowed-down summer tourist season. However, the GOP con- vention dates conflicted with fes- tival scheduling, forcing a cancella- tion.

MAY 20, 1972, BILLBOARD
This Friday
The Brady Bunch TV commercial for their latest album will be seen by over 6 million fans.

"Meet The Brady Bunch" is the album that millions of kids have been waiting for. It's a collection of 12 hits, including "American Pie" and "A Dog Named Boo." Each song is hand-picked by the Brady Bunch especially for their fans. On Friday, May 19th, the Brady Bunch will sell their album on national television, in major markets across the nation.

There's more! A national print advertising program that includes T.V. Guide and promises an additional 25 million impressions.

Be ready. Stock up! The kids are coming.

THE ALBUM:
"MEET THE BRADY BUNCH" PAS-6032 PA8-6032 PAC-6032

THE SINGLE:
"WE'LL ALWAYS BE FRIENDS" PAA-0167

Produced By: Jackie Mills for Wednesday's Child Productions.
Dutchman Label Forms
Artist Booking Agency

NEW YORK — The Flying Dutchman group of labels has formed an in-house booking agency for several of its artists, said Old Reliability, Inc. head, Bob Thiele: "We find that several of our jazz artists do not have managers and we are able to provide this booking service for them.

Flying Dutchman takes no commission on this service, it's just a way to sell more records by giving our people more exposure.

Dutchman artist Gato Barbieri was booked into a Philadelphia club via this service, said Thiele, and also into the Princeton and Toledo universities. The same service was provided for poet Gil Scott Heron, who also records for the label, with concerts in Temple University, Lafayette and Albany universities. Singer Leon Thomas was also booked in Lafayette and the three artists were set for a Howard University date.

Thiele stated that the label sold in with campus stores and radio stations in the area, bought air-time, hosted a reception for the artist. "We find it pays off in increased sales," he commented.

Old Reliability is run from the Flying Dutchman office by Lillian Seyfert, assistant to Thiele.
IT WAS SIMPLE TO CUT THE STAPLE SINGERS

SMASH

"I'LL Take You There"

PRODUCED FOR STAX BY AL BELL

BARRY PLAYED HIS PIANO

POPS PLAYED HIS GUITAR

LITTLE DAVID PLAYED HIS BASS

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JIMMY AND EDDIE PLAYED RHYTHM

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"BE ALTITUDE"—STAPLE SINGERS

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Radio-TV programming

Prog.Dirs. Forecast Radio's Continental Upgrading

EDITOR'S NOTE: This is the second in a series on the art of radio—a series of discussions on the future of Top 40, rock, country music, progressive rock, and MOR formats. The discussions are based on a seminar conducted among some 50 radio program directors coast-to-coast, compiled by Claude Hall, Radio-TV Editor.

LOS ANGELES—Many program directors believe that radio is "still in infancy" and that Top 40 radio, in order, "will increasingly take on sophistication. Some program directors feel that MOR is rapidly replacing Top 40 as the major format. Some believe that Top 40, however, will drastically hurt existing AM radio stations in all areas.

Jon Holdiday, program director of KIRO, Seattle, said that there is too much overlapping of formats today that the current clique designations surely need revision. "The MOR station today is the MOR station of a few years ago. The Top 40 station is not a Top 40 station any longer, really. A Top 40 station's country music is now more pop than country. Progressive rock is a fad and will fade away."

But most of all, Holdiday concludes from the fact that we always want to have an ultra-oversimplification of everything, and thus tune labels on programming that are not truly descriptive. At the same time, the advent of Top 40, we have always stated that all radio stations are formulated according to specific stations and rigid ideas. When people ask me what KIRO's format is, I've gotten to the point where I say it's a no-format, since we don't fall into what most people think is a Top 40, soul, country, or progressive rock station. They call KIRO a MOR station, which is just about as big a misnomer as calling Rachel Welch a soft boy.

Regarding Top 40, Jim Heath, operations manager and program director of KAKW, Wichita, said he doesn't know the future and that I think it'll always be dominant if it continues to stay on 40 trying to offer what's new and changing in music. Less attention should be paid to the Top 40 show and more on what's available. An artist has to be unsung to Dave Telling to really be lucky to get a tune to be played and a song to be played. Radio is after his record, unless it's a chart-topper.

Contemporary FM MOR

As for MOR, Heath said that KAKW MOR is in many markets by appealing to the older adult who continues to increase in size. This format is not contemporary, but doesn't like the screaming business approach of most Top 40 air personalities. And today, this is my approach here—contemporary MOR. Country radio continues to pull its own weight and it appeals to the down home" in all of us. The music is not as sanitised, and sometimes looks good, although the old-style stuff doesn't appeal to many markets. Country is too big to ignore. And progressive rock, whatever it is that does, will never be the same. Up until this point, it's the same thing. It just doesn't appeal to a large market. Because we would be doing our listeners a disservice.

RUDY MAUGERS, music director of KFI in Los Angeles, receives a family-type visit from Percy Faith and members of Columbia Records. The object of the visit, of course, was to promote Faith's new album, "Theme From The Godfather," album, from Buddah album called "The Godfather," Valley State College Representative for Columbia Records, Faith, local promotion manager for Columbia Records.

Register now! Early registrants will receive a special discount on hotel rooms. Registration fee is $315 and includes three lunches, a cocktail party, all work materials, and entry into the sessions. To register, fill out this form and enclose $135. A form for your hotel registration will be sent to you.

Radio's Future Matt N. S. Country Air Jamboree

SPOKANE—KGA, 50,000-watt country music station here, will launch a two-hour live broadcast show from the stage of the Dufus, beginning Saturday. The first show will be scheduled only next week, but the hope is that the show will become a weekly show about the end of summer.

Weddy Monroe, owner of the giant country music powerhouse here, is starting the show to give more promotion to northwest country music talent and the show, although featuring an established country name, will replace futurejb of Top 40 for new springboard for new talent. Called "Northwest Jamboree," a half hour p.m. show will be produced by KGA's staff, according to program director Bill James and Jack Roddick, 10 a.m.-2 p.m. album publicity director. Kennedy Pavilion is featured on the campus of Gonzaga University and seats 3,800. Ticket prices will be kept low to keep a capacity live crowd each show.

The show is heard throughout the northwestern and parts of Canada.

Radio's Future Matt N. S. Country Air Jamboree

10th Year Festival

CTIDAR—Celebrate its 10th birthday May 1, KWW is resurrected a set of old angles and played the hits of the past 10 years. All on-air personalities hopped on 1962. "Half listener who brought in the oldest playings at 7 P.M.," said program director John Long.

For More Information

Name
City, State, Zip

ANNOUNCING the 6th ANNUAL BILLBOARD RADIO PROGRAMMING FORUM

August 17-19 1982 Century Plaza Hotel, Los Angeles

FM-TV WD for Rock Show

DETROIT—A television station here and a progressive rock station in Canada have teamed up to advertise a new TV set, "International Rock Service." The show, hosted for the most part by local air personalities, will be aired at 8 p.m. Thursday and 11 a.m. Sunday on WION-TV channel 62, here, and on CIMF-FM coasted across the border. The station carries the audio in stereo, providing a better sound for all of us that provided over a TV set. The line-up this far has been Greg Thirl, Dave Murray, Pat Castle, Dwight Holton, and Don Scott, all from CIMF and Dave Milller, former announcer at the old Grand Ballroom, Detroit. Among the artists that have appeared on the station were Detroit, the 8th Day, the Alan Watts, the Pacific, the Eights, Talking Bob, Ted Nugent & the Amboy Dukes, and the Pacific, Gas & Electric.

KSP Kays Party

King & Meader

LOUISVILLE, Ky.—King Sound Productions, a new production company with an incredible list of credentials operationed by Danny King, has signed a new radio 7D series called "You're a Friend of Mine." It is currently being produced and distributed by King Sound Productions. King is a former program director, top 40 producer, and has been associated with him in the studio as a producer, and co-producer. Producer is a writer is veteran comedian George Gilbert, best known for the last hit single "I'm a Jew," a cliche that has been used in a number of different Top 40 and MOR formats.

Capitol Jazz Push

SAN DIEGO—Capitol Records, to launch a public relations campaign, is sponsoring a weekly jazz hour of KPRI-FM, the progressive rock station here featuring a tie-in with local dealers, the show will highlight a different LP from the Capitol catalog each Friday, with Van Zandt, Miles Davis, Art Tatum, Gerry Mulligan, and Coleman Hawkins among the artists on whom the show focuses.

EPISODES SYNDICATED

BOSTON—Hop Day Industries here is launching a new series of radio shows, which is sponsored by a syndication into "Territory Mom" is a super hero who is super aren't and lacks the best qualities of both. The ABC News' special one hour program, is written by Dan Greber, agent for the LP, "How To Be a Territorial Mother," who also plays the character, was submitted by Hop Day, general manager Merrill Barr.

MAY 20, 1972, BILLBOARD
Lee Morgan's musical career began with Dizzy Gillespie's big band and in the three decades since, his trumpet has become a major creative jazz voice. This new two-record set is one of his greatest achievements.

LP: BST-84901
8-Track: U-8422
Cass: K-0422

The Groundhogs are one of England's top charted groups. Their just released album, Who Will Save The World, will be followed shortly by an extensive concert tour of the U.S. and supported by a total advertising and promotional effort that will make them as popular in this country as they are in their own.

LP: UAS-5570
8-Track: U-8374
Cass: K-0374

Leon has written songs for Ike & Tina, Bonnie & Delaney, The Isley Brothers, Diana Ross, Bobby Womack, Martha & The Vandellas, Michael Jackson, and others. Now he's written some for himself and performs them on his new album appropriately called Leon Ware.

LP: UAS-5582
Today's successful music men are making it by the seat of their pants.

A little knowledge goes a long way. And so does the man who has it. That's why more and more music men are getting their hands on copies of Record Research, a listing by artist of every record to hit every Billboard 'Hot 100' chart since it was first compiled in 1955. Keep it in a handy place, and you'll always have those brilliant answers to difficult questions, too. Answers that one day may land you on the Hot 100 list of top music men!

THE NATION'S FIRST COMPLETE REFERENCE BOOK TO POP/ROCK MUSIC 1955-1970

Includes: Date (month/day/year) record first hit the charts
Highest numerical position record reached
Total number of weeks on chart
Label and number of record

OVER 10,000 records and 2,200 ARTISTS!!

Originally priced at $50.00. Now only $15.00!!

NOW AVAILABLE—
1970 & 1971 SUPPLEMENTS

PLUS, DELUXE HARD BOUND EDITION OF RECORD RESEARCH, 1955-1970

A more durable edition that's a must for your permanent music reference library.

Timing Thwarts Congressional Action on Copyright Revisions

By Mildred Hall

WASHINGTON—In the recent Teleprompter decision declaring Cable TV free of copyright liability under present law, a federal court has again strongly put it up to Congress to provide copyright guidelines for new technologies such as CATV pickup of TV and radio programming.

Unfortunately, the urging will go unheard in this session of Congress, as prospectors for any action on copyright revision dwindled to zero. Election and other pressures will delay the revision to the next Congress. There is even very little hope of action by the Senate Copyrights Subcommittee, whose chairman, Sen. John L. McClellan, must campaign for reelection back home in Arkansas.

The delay means worry for everyone engaged in making sound recordings, because the next Congress will conclude at the end of 1974—and the present anti-piracy law protecting new copyrighted recordings from unauthorized duplication will also come to an end Dec. 31, 1974, unless a revision bill is passed before that date. Interim extension for holders of existing music copyrights could also die at the end of this year, Dec. 31, 1972.

CBS Setback

The cable-copyright decision by the New York Federal District Court has held that even sophisticated CATV systems, importing distant stations and originating their own programs, are not liable for copyright on stations they pick up for their cable subscribers. This finding was a severe blow at CBS, which brought the infringement suit against Teleprompter Corp.

Southern District Court Judge Constance Baker Motley followed the reasoning of the Supreme Court in its earlier "Forty-Five" decision, which declared CATV's were not liable for copyright in pickup of local TV stations. Judge Motley said that until Congress amends the present copyright law, the CATV service does not qualify as a broadcaster of "performance," as CBS claimed. Judge Motley held the station pickup was only an extension of the ability to view the original performance.

The crowning irony of the present situation is that all of the worst problems surrounding the controversial CATV regulation and copyright fees have been ironed out at this point. The FCC has produced the long-awaited regulations, and a consensus of the parties—broadcasters, CATVers and copyright owners—has finally cleared the way for a revision bill. The bill could have gone through Congress without the crippling fights over CATV that have held up the copyright legislation for over six years.

Earlier this year, it was hoped that action on S. 644 could be completed on the Senate side this session—and at the least, that a draft bill could be reported out of the Copyrights Subcommittee without time-consuming hearings. However, as subcommittee counsel Tom Reeman has pointed out, the chairman may decide prospects are too dim for the action to be useful.

In any case, the bill could not go any farther than committee action, with the entire Senate absorbed in elections. Only top-priority matters of national concern will get consideration in the short stretches of time left over from party conventions and general electioneering.

Rustic Station Fetes Birthdays

CHARLESTON, S.C.—WQSN, a 1,000-watt country music station here, has created considerable audience impact with a series of spotlight days and mini concerts on the birthdays of name country artists. On Constance's birthday, we spotlight their music by playing every oldie they have had and by playing four mini concerts of their unknown music. The mini concerts run from 15 minutes to half-hour, depending on commitments. The oldies are programmed into our total station sound, which we call "The Sound of Real America," said air personality Mike McGann. Other air personalities on the station include Dan Moon, Ray Walters, Charlie Bird Lindsey and Silents Sam.

Darin Substitutes "Dino" Summer '72

LOS ANGELES—"Dino Martin presents the Bobby Darin Show" will be the summer replacement for Martin on NBC-TV network this summer 10-11 p.m. Thursdays starting July 20. Earl Ream and Ernest Chambers will produce the program, which will be taped before a live audience at the Burbank studio here. The show is being billed as a comedy show with music. Top name guests will appear on the show.

LARRY SCOTT, left, all night air personality and music director of KLAC, Los Angeles, presents RCA Records artist Charley Pride with an award commemorating his winning of a listener poll for best male vocalist of the year.

MAY 20, 1972, BILLBOARD
THE 707 RE-BORN.

American Airlines new 707 LuxuryJet.

A wider, brighter, roomier look, inspired by our 747 and DC-10 LuxuryLiners.

A stand-up bar. Luxurious decor. Our sociable lounge.

It's something to see, and you can only see it on American Airlines.
If you've never flown in a 707 before, you'll think it's beautiful. If you have, you'll be amazed.
Inside everything looks wider, roomier, more spacious, yet the outside hasn't changed.
It's the 707 of the future, inspired by our wide-body LuxuryLiners. And unlike our competitor who made just a few changes, we've ripped out the old interior completely, nose to tail.
Now the ceiling glows, the walls are sculptured, and the seats are the most modern in the industry.
Coach passengers get the same legroom as first class passengers. And everybody gets more stand-up room, because the overhead "hat rack" has been replaced by overhead compartments.
We've already started converting all of our 707's to beautiful 707 LuxuryJets.
And since nobody else has even one, why fly any other airline?

American Airlines
Our passengers get the best of everything.

Call us or your Travel Agent.
Radio-TV programming

WRFD Apes WGAR: Oldies Switch Hailed as Successful

COLUMBUS, Ohio — WRFD, daytime station here owned by Nationwide Communications, has switched to an oldies format similar to WGAR, Cleveland, a sister station. New program director Len Anthony bills the station as "all the hits, all the time."

The music system was set up with help by John Lund, WGAR's program director, said Anthony, and myself. Since we are a sister station of WGAR, we are being advised by Jack Thayer, general manager of WGAR, and Lund. However, we have a real pop at the reins here at WRFD, new general manager Dick Vos, who came to WRFD from a sales position at WWDC, Washington.

"Our format has taken off like a 747 jet in Columbus... In fact, we have forced four other radio stations to play more oldies, the unique part of our format. We also include current hits within our format, and new releases are charted from Billboard."

The lineup at the station includes Robert W. Knight 6-10 a.m., Greg Campbell until 2 p.m., Anthony 2-5 p.m., and Mick Titter until 9 p.m. Knight also serves as music director. The 5,000-watt clear channel radio station is heard all over the state.

Forecast Radios Upgrading

Continued from page 20

market conditions. I think Top 40 is losing ground in many markets and that MOR is on the upswing. Country is making it in markets that once were too small to support a country station. It is an interesting format for talk radio.

Progressive rock does well in many markets. I personally think that the success of any station depends on the people and not the format."

Denny Long, music director of WOOO, Minneapolis-St. Paul, said he felt that all formats have been progressing to a more sophisticated presentation of music. Country and rock stations may lose some audience because of the diffusion of cross-over material. In some cases, a market may become very similar in sound and stations will lose a good portion of their uniqueness.

Lee Rogges, program manager of KSD in St. Louis, said, "As more and more stations search for their specialized music niche, the audience fragmentation will continue. Only the fortunate stations will command a broad mass audience. How long has it been since a WHH controlled 50-60 percent of the Kansas City audience? And how many WOOFs are there now? In any case, operational efficiency will become more and more an emphasis necessity."

Ed Shane, program director of progressive rock station WGLD-FM, Chicago, said he felt Top 40 stations will have to gear to a lower age group if simple records are to continue to be the basis of their programming. MOR stations will use less and less emphasis on music and more on information; not just news, but information on all kinds including information about music. Country stations will do well in larger markets. Progressive rock stations have to let ex-KMOS, the WSB's, and the WGN's, such of how to make every minute of every day relevant to every member of the audience. Again, in the key of success.

Eric G. Northrup, program director of KMDB, Monterey, Calif., said, "What does the future hold for Top 40 radio? Nothing new, I hope, since the essence of what constitutes Top 40 is eternal, reflecting the mass consciousness of the time, playing the complete spectrum of mass appeal music, drawing from all fields of music as appropriate, and seeking aggressively to seek out and serve the needs of the community. There will be innovations in the way Top 40 fills its obligations, techniques, etc. But these will reflect the changes in the mass consciousness."

"When Top 40 fails, it is often through the introduction of an irrelevancy which is anathema. As the recent failures of large and small Top 40 stations are forced into their Top 40 formats. Which invariably fails. It fails because progressive is an eclectic type of music, in many ways similar to classical and jazz, whereas popular is not, even though it may contain elements of the eclectic. It fails because progressive radio is basically a personality playing who pleases him, in the expectation that he will please others, which narrows the appeal. Whereas Top 40 radio is the relevant and predictable playing of music which audiences like, regardless of the tastes of the personality."

"In other words, progressive and Top 40 are opposites, and tend to cancel audience appeal completely when combined, since both forms are thus diluted."

NEXT WEEK: Dick Williams, J.J. Jordan, Dave Donahue, and others.

HAVE YOU HEARD... Ferrante & Teicher play "Shaft" on their new album, "Ferrante & Teicher Play Their Hit Themes." On United Artists Records & Tapes.

A GREAT NEW SOUND! CHUCK CLATT "MORNIN' GLORY GIRL" b/w "Look The Other Way" BR 1903

DISTRIBUTION: SUPER STAR DIST. CO. 822 19th Ave. S., Nashville, Tenn. 37205, (615) 327-0856 BOSS RECROUS

Bill Anderson has left WHC in Salem, N.H., but he hasn't left the recording business. Bill plans to record a new album for the SHIELDS label. Bill Anderson's left WHC in Salem, N.H., but he hasn't left the recording business. Bill plans to record a new album for the SHIELDS label. Bill Anderson has left WHC in Salem, N.H., but he hasn't left the recording business. Bill plans to record a new album for the SHIELDS label.

Radio-TV Editor

BY CLAUDE HALL

Radio-TV Editor

Vox Joy

When I merely announce the dates of the Billboard Radio Programming Forum and three registra-
tions arrive in the next mail. A dark horse who has produced hundreds of million-selling records over the years for Atlantic Records, and Terry has already agreed to deliver a keynote ad- dress. I also hope to have speakers on all aspects of radio and radio programming. These speakers and their topic will be announced in the near future. In fact, in years past, one of the highlights that occurred at the Forum was the awards presentation for radio stations. This year, the Forum will be held in Los Angeles, a town favored by all radio stations. The first part of the First hour of the Forum will be a tribute to the people who have made pro- motion men with awards.

Robert E. Lee called to say he was the first man to bite the dust rather than give in. He was program- director of the station. Any- one who knows a very pro- gram director can call him at 321-664- 9534. I don't want any word or call back if you get no answer, because I think Lee was on his boat for a couple of days.

The WRFD is using the KEDY- FM, Minneapolis, Colo., includes a morning show, program-director Bob Scott, and 2 p.m., production director structure. Terry Wilson, 1687-6 p.m., and Adam Browning 2.6 a.m.

Tom (Gary Shields) Iannacci is the new drive man at WKXY in Mentor, Ohio. He was the all-night man at WOK-FM, Binghamton, N.Y., under the name of Gary Iannacci. WKXY includes program director Dan Lawrence, program managers Bob Green, Steve Northrup and Shields... Bill Anderson has left WHC in Salem, N.H., but he hasn't left the recording business. Bill plans to record a new album for the SHIELDS label. Bill Anderson has left WHC in Salem, N.H., but he hasn't left the recording business. Bill plans to record a new album for the SHIELDS label.
we're pleased as punch to welcome Bones Howe!

PUNCH

"SWEET LIFE"

THEIR CURRENT SINGLE

PRODUCTION AND SOUND BY BONES HOWE

BELLI #45,223

BELL RECORDS, A Division of Columbia Pictures Industries, Inc.
Radio-TV programming

Vox Jox

Continued from page 24

Robbin Podar, and Jim Daven-
port, Dale Franklin and Joe
Joves doing weekend work.
The station has 19 hours a day and
needs better record service. Podar
is music director and guarantees
his pay all about everything rec-
ord companies send him.

Charles Kramer became opera-
tive manager of WRMK, Kansas
City, N.J., on May 15. Says that
he's going to add a "hint of jazz"
the sound of background music
station. "This is something a
lot of backed sales managers want
to try. They'll feature a show
strumental before playing jazz,
thinking that they will get
eg people. But the audience
hope to reach is 60-plus." Lineup
the station includes Tony Scott,
John L. Sullivan, Rex Pear
and Kramer. Owner Eddie New-
man does a nightly jazz show on
the station.

Joel Sebastion, WMAQ, Chicago:
"I'm not both R&B and Rock-
regnoring my age and high
school days," Joel said. "This
WLS with interest. Ben's became
portable but not him; and Earl's story be-
cause I was never asked how old I
was, not mine. However, it was
reinvigorating to be 12 and not
39 if only for a day. If you would
be to 32, Ben, you have my
blessings. However, if Jack Benny
can be happy at 39, I guess I
can make the adjustment, too.

Ira Hatch has been named
agement manager of KALO.
Little Rock, and Richard
f, former air personality and pro-
gram director with the station
now here.

John David Anderson, program
director of KCLV, Cleveland, M.
reports the following lineup:

Gentry, John David, Charlie
Brown and Skipper legend. Jim
has been named pro-
gram director of WDAI-FM, Chi-

Ed Thomas, music director
and air personality, KSAY, San
Francisco, is now also program
director of the country music outlet
... Ron King is the new pro-
director of KIDA, San Francisco

pound station ... Lineup at WGDW,
Marquette, Mich., in a nightly jazz
broadcast by Mr. and Mrs. Chas.
Anthony, and a music direc-
tor Charles Henne, the station needs bet-
ter record service. Skipper Lee Fra-
zler has returned to WDFD.

WCOH, Houston. He was absent
radio for the past few years, working as

FRAZIER: Archie Bell and the Drells. But the
radio was only a few air personalities as
many fans were heard in the pro-
ducer, Mr. Frazier. So, the lineup on the
station now is as follows: Archiel Bell
6-9 a.m., Gladys " Gee Gee"
Hispanic Records and is 6:30 p.m., and Frazier until signoff.

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Heilicher Bros., Minneapolis, Minn.
Jay Kay Dist. Co., Dallas, Texas
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Music Service Co., Great Falls, Montana

Ranwood Record Merchandising, Los Angeles, Calif.
Stan's Record Shop, Shreveport, La.
Sunland Supply Co., El Paso, Texas
Bib Dist. Co., Inc., Charlotte, N.C.
Music Sales, Miami, Florida
Commercial Music Co., St. Louis, Mo.
Gold Record Dist., Buffalo, N.Y.
Hot Line Record Dist., Inc., Memphis, Tenn.
Jay Kay Dist. Co., Detroit, Michigan
London Records, New York, N.Y.

London Records, Niles, Ill.
Mid West Distributors, Cleveland, Ohio
Schwartz Distributors, Washington, D.C.
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TMC, Woburn, Mass.
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tunes in the studio," in Bass's words.

Bass is a prolific blues com- ponent whose work has been heavily covered in the media. He has recorded with Mose Allison to Led Zeppelin and Jeff Beck, and tunes such as "Seven Sons" and "Don't Suppor stances" have become standards for many rock bands.

Also featured in the concert will be the "Guaranteed Group," a popular local band that has been gaining critical acclaim. Following the lecture, the program will offer a concert by "All-Star Band" composed of or- iginal Chicago blues artists such as Billy Smith, Johnnie Cotton, and Sunnyland Slim. Both Tina and Coleman have pointed out that these musicians, are "the original cats who did those
Vox Jox

* Continued from page 26 *

WLAA, Rome, Ga., managed by Tom Lloyd, is celebrating its 25th anniversary. Clyde Bredell is program director of the country station. Good to hear from you, Clyde...

Corky Mayberry, a fine gentleman, has been appointed program director of KBBQ, Los Angeles. Pat Shields continues as music director. Staff includes Bill Thompson 6-10 a.m., Jimmy Rabbit until 3 p.m., Corky 3-7 p.m., Ron Erwin 7-midnight, and Bob Miles midnight...6 a.m. Ron Jacobs, program director of KGB, San Diego, might be willing to syndicate the half-hour tape that he used to shift the Top 40 station into its present format approach—sort of a modern Top 40 or un-top 40, if you will. If interested, call him at the station.

Jim Rose writes: "As you once said, San Antonio people never leave the city, they just meander to another of the some 20 local stations in the market. This was when I left the programming job at KBUC and went the when I left the...  

Ed (Ted McAllister) Prijetel is the new production director of WEWN-FM, Cincinnati. He's been production director at WSAL, Cincinnati. Doug Silver and Jim Cavanaugh are now weekend air personalities at WSAL, Cincinnati, and Ed Prijetel, WEWN-FM, wants to hear from Wayne Shockly. Says "last I heard he was pulling a midday slot at WINZ, Miami."

Tom Downham is slated to join KMET-FM, Los Angeles progressive rock station, as program director.

Lineup at WQAM, Miami, includes program director Jim Dunlap 6-9 a.m., Scott Sherwood until 2 p.m., Tom West 2-7 p.m., Mark Flanagan 7-midnight, and Dave Berges until 6 a.m. Ted Green does weekends.

Forrest (Skip) Wilkinson has been appointed director of operations for WHBQ-FM, Memphis. He's been FM recording engineer of the station for the past two years...

Ron McCoy, program director of KNAC-FM, Long Beach, Calif., progressive rock station, writes: "I'm still getting calls from people in the business who read the article Jay Elder did on KNAC-FM and me. Not only did a lot of people become aware of what has been going on over here for the past three years, but I lost another jock to KLOS-FM, Los Angeles. Jerry Longden, who won the Billboard progressive rock jock award this year, has now joined another one of our ex-staffers, Jim Ladd. If you print something in your column about this air piracy, maybe the ABC executives will lay off for a while. We have highly talented people here and it's kind of hard when you just sit here waiting for the 'biggest' to pick your crop. But, even with those problems lurking about, I am still grateful for the article. The current lineup is Jolle 6-noon (back after a swing at KKDJ-FM, Los Angeles), myself until 6 p.m., Bob B. Blue 6-midnight and John Clark midnight-6 a.m. Mike Fox and Diron Jackson do weekends. April 30, we move to the new KNCC-FM studio in the F&M Building, Long Beach."

** ** Tom Campbell, KLOK, San Jose, Calif., is the lone disk jockey named to the newly-formed Young Voters for the President commit-tee. Campbell, along with several TV actors and sports figures will speak to youth in their cities about voting, and provide feedback back to Washington about the attitudes of young people and about ways

(Continued on page 30)
If you're a deep sea searching for a radio station—or a radio station searching for a deepy—Billboard is the best buy. No other trade publication is read by so many personalities and program directors. And all of the show programming-oriented general managers read the magazine, too! Of all Billboard classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart can draw five times the people to the next leading radio-TV industry publication. The cost is $1.50 an advance—for two times. Box numbers will be used, if you wish. Send money and advertising copy to: Radio-TV Job Mart Billboard 165 W. 46th St. New York, N.Y. 10036

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First choice with college and hospital based programs looking for full time or part time work. Contact P.R. for college degree. What's happening is this is a full time position with high quality station. I have been doing this for 3 years and the work is very gratifying. In the past 3 years I have been involved with several on-air personalities and have gained a lot of experience in the business. I have been in the business for over 10 years and have been doing this type of work for the past 3 years. I am available now or in the near future. Please call for more information or to arrange an interview. I can be reached at 112-795-2417.

I have 4 years experience in radio and am looking for a job to do what I love. I have a bachelor's degree in radio and have worked in several radio stations. I am also a musician and have performed in several bands. I am available now or in the near future. Please call for more information or to arrange an interview. I can be reached at 112-795-2417.

**POSITIONS OPEN**

ANNOUNCER Age 24, married, college graduate, playing guitar. Worked the small market market to produce radio shows. Available weekdays after school. Contact: Version, Box 103, Oak Park, Illinois 60303.

ANNOUNCER Age 24, married, college graduate, playing guitar. Worked the small market market to produce radio shows. Available weekdays after school. Contact: Version, Box 103, Oak Park, Illinois 60303.

Vox Jox

* Continued from page 29

to reach the new generation of 16-year-old voters, Campbell, who is also an American Forces Network personality, first began working with the government in 1969 when he helped develop an ad hoc committee to find ways to reach the forces overseas. He sent out questionnaires to several hundred stations in the United States and Canada, and he received a response from William Brock of the BBC, who was impressed with the concept. Campbell was asked to write a script for the broadcast, and he worked with him to develop the format. The first broadcast was a success, and Campbell continued to write and produce them for the next 10 years.
Some important new releases from Atlantic Records

TRUTH IS FALLEN – Dave Brubeck (SD-1666)
An extended work, written by Dave Brubeck, which combines jazz, rock, chorus and the Cincinnati Symphony Orchestra. Dave has dedicated it to “the slain students of Kent University and Missouri State, and all the other innocent victims, caught in the crossfire between repression and rebellion.”

INSTANT DEATH – Eddie Harris (SD-1617)
King of the electric sax, Eddie Harris is heard in his first studio recording in over a year. His musicianship is, as always, superb.

AFRICA COOKBOOK –
Randy Weston (SD-1609)
Pianist-composer Randy Weston is heard in a brilliant synthesis of American jazz and African music. Also featured on the excellent recording are Booker Ervin on tenor sax and Big Black on congas.

LAST SET AT NEWPORT –
The Dave Brubeck Quartet
Recorded live on July 3, 1971 at the Newport Jazz Festival, this recording captures one of the most intense sets ever played by the incomparable Dave Brubeck Quartet.

Pianist/composer Randy Weston is heard in a brilliant synthesis of American jazz and African music. Also featured on the excellent recording are Booker Ervin on tenor sax and Big Black on congas.

Atlantic Records and Tapes—it all started here.
SOMEONE FROM THE MATTEL CORPORATION SAT UP AT THE PULPIT AND ANNOUNCED: "IT'S SURE TO HEAT UP THE TAPES BUSINESS." THE SPEAKER WAS CALLED "MR. TOPP." HE HAD A SHARP FACE AND A陣 BARELY HIDDEN SMILE. THIS SUGGESTED A NATURE MORE ACCURATELY SUITABLE FOR FRENCH POLICEMEN THAN FOR AMERICAN TOY MERCHANTS. BUT MR. TOPP KNEW MORE THAN THE NATURE OF THE BUSINESS. HE KNEW HOW TO USE IT FOR TAKEOVERS. AND TURN EFFECTIVE EXPLOITATION INTO REVENUE. THIS IS WHAT HE WAS FOUND TO BE. THIS WOULD BE THE BEGINNING OF HIS STRATEGY: MATTEL STRATEGY RIGHT.

LOS ANGELES—More than Barbie dolls and hot wheels is coming out of Mattel Inc., Hawthorne, Calif., these days. Scan the shelves of many retail stores and what do you find? Row upon row of toys, of course. But the cassettes, cartridges and open reel tapes and musical instruments.

Investors and analysts who skim the pages of Mattel’s annual report aren’t even likely to find a few pictures of clowns and elephants. As Mattel sees it, it can apply its vast technological and management skills to magnetic and video tape, musical instruments and circuses, rather than maintaining the myopic position that the company’s future rests solely on toys.

Firmly stated, for example, is a determination to diversify “into the world of the young,” said one executive. When Mattel burst upon the entertainment/leisure-time scene a year or so ago, it evoked the image of a David battling Goliaths.

But an abortive merger with Kinney Communications (now Warner Communications) terminated after exploratory talks, indicates Mattel is becoming something of a leisure Goliath itself.

Neither company offered any explanation as to why the proposed merger was all about, but the gist of it was that several Kinney operations were to be merged into Mattel, including the record division (Warner Bros.-Reprise, Atlantic and Elektra Records), the motion picture division (Warner Bros.) and the magazine publishing unit.

In short, Mattel is diversifying and is continuing to consider other acquisitions whereby the company can enhance its position in the youth market.

Many on Wall Street agree with Mattel’s plans. Burnham & Co. views the recent weakness in Mattel shares as a “buying opportunity.”

Its reasoning: “Strong management, participation in areas with bright futures (Audio Magnetics Corp., Gardena, Calif., Ringling Bros.-Barnum & Bailey Combined Shows Inc., Optigan, among others) and an expected major upturn in consumer spending.”

Another analyst, not as bullish on Mattel, did admit, however, that Mattel “knows how to pick winners when it diversifies.”

For example, he said, “when it acquired Audio Magnetics it bought a ‘bank,’ not a manufacturer of tape. It’s a hell of a company.”

Mattel’s acquisition and diversification program looks like this in entertainment/leisure:


The result?

“In contrast to our toy business sales and profitability, each of the non-toy subsidiaries is enjoying a year of record sales and earnings,” said Elliott Handler, chairman and founder of the 26-year-old company.

Despite last year’s adversity—much of it blamed on the West Coast dock strike—one analyst still expects to see a more immediate revival of sales and earnings growth in the more prosperous economy indicated for 1972, especially because of two acquisitions: Audio Magnetics, an already prospering company, and Ringling Bros.-Barnum & Bailey.

It is easy to note why Mattel snapped up Audio Magnetics. In 1962, the company’s first, it showed sales of $160,000. Seven years later it had sales of more than $10 million, a hefty increase even from its sales of $5.2 million in 1967. In turn, those figures are fractional to figures Audio Magnetics reports today, according to a spokesman.

Audio, with manufacturing plants in Gardena, Compton, Irvine and Indianapolis, all in the U.S.; Mexico, Canada and Portugal, and a sales headquarters in Switzerland, sells tape products in more than 70 nations.

According to Irving B. Katz, president and chairman of Audio Magnetics, the company’s future growth will take place in several principal areas: audio cassette, cartridge and open reel magnetic and video tape to consumer, educational and industrial/institutional markets; tape related plastic parts; and tape accessories.

Stating Mattel’s attitude in regard to Audio, one executive remarked: “Audio has easily exceeded all its projections and surpassed our wildest expectations.”

That statement doesn’t surprise the followers of the Irving Katz career, however.

Those who work closely with Katz claim the following: “He doesn’t work 24 hours a day. He works 28 hours a day. He borrows four from tomorrow.”

COMPETITORS HAVE OTHER REASONS FOR AUDIO’S SUCCESS STORY, LIKE: "He’s got a rock-'em-rock-'em no nonsense guy who is indefatigable. He worked his funny off when his peers sat on theirs. After 10 years he is idealistic and

(Continued on page 37)

Audio Magnetics Proves Mattel Strategy Right

IRVING KATZ, president of Audio Magnetics, has circled the globe and inspired the gospel of the tape industry.

LITTLE EVIL AWARE OF HOW DIFFICULT IT WOULD BE TO OUTFIT THE WORLD WITH PAPER AND PENCILS. THEY ARE EVEN LIKELY TO FIND WHAT THEY NEED TIMES AND ONCE THEY FIND IT, THEY MAY EVEN LIKE IT. AND WHEN THEY DO LIKE IT, THEY ARE LIKELY TO CHANGE THEIR MINDS.

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**PEA Crashes Auto Market**

LOS ANGELES—Pioneer Electronics of America’s initial entry in the automotive field includes seven units, including a 4-channel model.

The company is also introducing five home units and six different models in the speaker line.

The car stereo line includes QT-44HE 2.4-channel 8-track at $119.95 (suggested list), TP-221E mini 8-track at $54.95, TP-777E deluxe 8-track at $79.95, TP-700E 8-track with FM/multiplex at $119.95, TP-4000E 8-track with (Continued on page 37)

**Tape/Audio Moves to Premium Field**

LOS ANGELES—The tape audio boom is carrying over into the premium field, with manufacturers at the recent New York Premium Show in New York reporting brisk business in most tape and audio configurations, including 4-channel.

Manufacturers also noted that the average selling price of a premium item in tape/audio is up from last year as buyers move away from lower-end products.

Home entertainment products are also playing a more important role than ever, but not necessarily at the expense of portable units. Both types of systems are showing strength.

The boom in retail in tape audio, which has been reflected in premiums, represents a growing interest of the average consumer in tape audio products.

Most firms exhibiting at the show were selling merchandise to the usual premium buyers—specifically large companies setting up incentive programs, credit card firms, banks, oil companies and through direct mail plans.

Manufacturers also noted that more of these premium buyers were showing an interest in tape audio than in previous years.

**High-End Interest**

"Tape is moving very well as a premium," said Ray Ames of Muntz Stereo Corp. of America.

"The larger companies, the banks and the trading stamp people are going more for the expensive premiums. These buyers are interested in 4-track with AM/FM radio."

David Fulkerson, contract sales service coordinator of Magnavox, agreed. "There is a great deal more interest in tape and audio products than in the past in the premium field. I think that everyone wants to get involved in the area of consumer electronics and tape and audio seem to have replaced television as the top premium."

"The high-end items go for a sale, make an incentive," Fulkerson continued, "but we're also moving cassette for businessmen and doing some work with the oil companies."

According to a spokesman from Fisher Radio, "Tape and audio are good items. They're moving at retail; they're desirable, new and exciting. I expect most of our products to move well, including 4-channel."

"We are definitely up in premiums," said Fred Renforder, manager of catalog sales at Bell & Howell. "We're finding our best results with cassette kits and with the Boom Box cassette. Our business is chiefly in the incentive area, but we also do some work with mailings and banks."

Another company doing well with cassette kits is 3M. "The tape volume is up in premiums," said R.H. Butts, manager of premium and specialty sales. "We do well with the cassette kits and we aim mainly at the incentive programs, although we do some direct mailing."

Other manufacturers also noted the growing interest in tape and audio and cited several reasons for the growth.

"The trend seems to be away from the traditional pen and pencil premium items," said Thomas Fallows Jr., customer relations manager for BSR.

**Recoton Sells Diviner Labels**

NEW YORK—Recoton has introduced a tape and album diviner card label printed on vinyl with a pressure sensitive adhesive.

By using a combination of the color coded labels and hot stamped diviner cards, the merchant is able to identify the category and artists at a glance, said Herbert Hartman, vice president.

**Sanyo Introduces Third Decoder**

LOS ANGELES—Sanyo Electric has introduced a third 4-channel stereo decoder/amplifier, model DCA-1288, at $129.95.

The unit includes two matrix circuits for 4-channel playback from 2-channel sources, a CBS SQ matrix/logic circuit for playback of SQ 4-channel disks and two amplifiers.

**NOT ALL CHROMIUM DIOXIDE CASSETTES ARE EQUAL...**

There's a lot of performance capability locked up inside chromium dioxide, but it takes the right know-how to liberate it. There is the basic tape, there is the accuracy in slicing, there are the dozens of little cassettes housing construction details and the over-all skill of a world renowned company like TDK that make the difference; after all, it was TDK that created the famous Super-Dynamic cassette. Yes, not all chromium dioxide cassettes are alike.

Of course the KROM-O₂ is the cassette that gives you the widest frequency response, the wide dynamic range and the complete reliability for which TDK is already famous. However, all these advantages will only truly benefit you if you have a cassette tape that can properly be biased for chromium dioxide. If your equipment has only standard bias you may be better off using one of the other TDK superior tapes and cassettes, either the Low-Noise or the Super-Dynamic,

Remember, TDK cassettes are just a little more equal than the others.

**Purity in sound.**

**ONE IS MORE EQUAL THAN THE OTHERS**

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Remember, TDK cassettes are just a little more equal than the others.

**Purity in sound.**

**World's leader in tape technology.**

TDK ELECTRONICS CORP.
LONG ISLAND CITY, NEW YORK 11103

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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 well 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

NEW YORK
165 West 46 Street
New York, N Y 10036
212/757-2800

CHICAGO
150 North Wacker Drive
Chicago, Ill 60606
312/695-6918

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

NASHVILLE
1719 West End Avenue
Nashville, Tenn 37203
615/329-3925

*Figure indicates Billboard Readers who read Billboard weekly. Based on findings of the June, Appel Haley Fouriezos, Inc. survey.
LOS ANGELES—Tape/audio retailers are predicting their strongest spring and summer season ever, with portable tape products being joined for the first time this year by components, tape decks and 4-channel equipment as heavy gift items.

Graduation is a traditional occasion for the promotion of tape audio merchandise, and retailers plan to run strong advertising campaigns for June graduation this year. In addition, many dealers plan to push tape and audio as anniversary and wedding gifts, occasions not usually equated with the electronics field.

The actual products to be pushed will be more varied than ever. Portable tape equipment has always been a strong mover in the spring and summer months, not only as a result of graduation gifts and holidays, but as a result of the seasonal nature of the product. The mobility idea is tied in with the gift-saving idea. This year, however, will also see components and complete stereo systems, tape decks and 4-channel equipment, primarily adaptors and extra speakers, getting the gift push.

"Components are going to be big gift items for us," said the audio buyer for an East Coast specialty chain. "People are even coming in to build systems as gifts for other people, so I'm not just talking about prepackaged components. The trend is away from compact," this buyer added. "We find that consumers are just as willing to spend $300 for a good component system if they plan on giving a gift."

Tape decks are looked at as a top gift item by this buyer. "Around this time of year," he said, "the 8-track player unit for the auto becomes popular, especially in the $40 range. It makes a good graduation gift; people simply have more mobile lifestyles. Cassette decks are also going to move well," he said. "A lot of people have friends or family in the Midwest, and a good component system in the home is something they feel is a quick gift and as an add-on to the existing system.

John Gross of Bowmans in Hamburg, Pa., agreed: "We are going to use heavy newspaper ads featuring components and tape in all configurations for the spring gift season," he said. "More and more people are going to be the component as a gift."

"Compacts are suffering a bit by this change in attitude."

He plans to emphasize graduation in his gift ads. Gross also said he will probably feature a display which will be tied in with graduation. In the 4-channel area, the dealers feel adaptors and extra speakers will be big sellers.

Another thing to emphasize portable product: the cassette cassettes may "confuse themselves" to a prime move, with the best sales going in the $39.95 to $49.95 range.

Whatever items the tape/audio retailer decides to push, it is evident that significant sales will be made on a larger scale as gift items.

British Marketers Differ On Budget Lines’ Growth

LONDON—Is low-priced pre-recorded tape needed to combat bootlegging? A Graham Smith, executive at Decca Records, claims that a budget or low-priced catalog is needed to combat the growth of copying. "Consumers who buy blank tape are creating a big problem," he said. "To eliminate this we need to have a line where the price is near enough to the price of blanks to discourage copying."

Barry Green, EMI's tape manager, is quite adamant that "at this development (of the tape business) the line is not right to introduce low-priced product. It took years before a budget market for records could be established," he said. "With market share at about 11 percent for pre-recorded tape, it could damage the full-priced lines. EMI could have the best budget line on the market, but it's too much to consider that step."

Tony Morris at MFP said that "with all the problems involved in manufacturing, distribution and stocking, the whole needed to combat bootlegging". "In" of the tapes is not too much of an operation to justify dropping prices. I think tape needs a market share of 30 percent before it can justify a low-priced market."

Green's theory, however, is that "another six or seven percent of market (about 16 percent or so) would support a healthy budget market."

In a year's time, when we should have a 16 or 17 percent market share, I would probably be foolish not to consider a budget line."

Precision Walter Woyda is convinced that "we need low-priced tapes do not damage full-priced sales. "There is a need for budget product because consumers are too price-sensitive. But the market is still in full-priced title.""

CBS has restricted its activity in budget tape to the classical field via product on Harmony. Sagar is also thinking of entering the low-priced classical market.

Dealers Say 'Q'OK, But There's Still Confusion.

LOS ANGELES—Four-channel is again going to be more prominent than ever at the Consumer Electronics Show, but it is also going to be more confusing.

Consumers, beginning in the fall, will see 4-channel receivers, amplifiers, pre-amps, tape decks, record and tape software—all in matrix, discrete and universal m o d e s. These, not to mention various encoders, decoders and adaptors, all promise quadraphonic sound.

This is all very well for the industry. It proves 4-channel is catching on, that manufacturers and retailers think it is a saleable item, and that most feel the consumer has gotten over the notion that 4-channel is a gimmick. But he now feels it is a genuine innovation.

The consumer and retailer may feel that 4-channel is a real step forward in sound, but he's also completely confused. And this confusion can only get worse unless some form of standardization is reached.

This brings the issue to Columbia and RCA and their current dis-agreement in software standardization.

At the moment, RCA is getting set to send its discrete disks into the marketplace, while Columbia is already selling its SQ (matrix) disks.

This is but one example of the current 4-channel confusion.

The average consumer is not an audiophile. He does not know the difference between discrete and matrix, or encoder and decoder. The retailer must educate him, and most dealers are doing their best to help consumers.

But it's an extremely difficult job when the retailer himself is often unsure of what he's selling. "Nobody is asking every manufacturer to make his 4-channel product," said a retailer, "the consumers are asking for a product that is well tested, and that's what we are going to give them."

Manufacturers reserve credit for making a 4-channel product and for proving it is not a gimmick, but unless some form in standardization is arrived at soon, retailers and consumers are going to get tired and some manufacturers are going to "confuse themselves" right out of the 4-channel market.
ITA Takes Giant Steps To Push Quality Tape

NEW YORK — The International Tape Association is taking the bull by the horns in an effort to establish quality tape standards.

While individual blank tape manufacturers are working to achieve their own standards, the ITA has formed a Plastics, Raw Tape, Hardware, and Displing Committee to investigate the head- aches of irregular software.

The committee has reviewed and tested product from Audio Magnetics, Ampex, Audio Devices, BASP, and Maxell, M.M. Rubber, JR. TDK, and Wabash Tape. After a review of test methods and quality and performance specifications, a report will be submitted to the ITA for consideration, said Larry Finley, executive director of the ITA.

Gene Barker, quality control director at Audio Magnetics and on the advisory board of ITA, outlined a plan the organization is undertaking to insure cassette quality.

"We want to write performance standards for the industry," he said. "These new standards will assure consumers that the blank cassette will operate for an acceptable length of time under all normal operating conditions. Product meeting the ITA standards will display a seal of approval."

Barker feels that all manufacturers can submit product to a private laboratory for testing. "If the product passes the test," he said, "it will receive an ITA approval sticker. Periodically, lab personnel will go into the marketplace for additional testing."

Tests of cassettes were made by Ampex for the ITA, with Keyvan Mokhtarian, supervisor of product engineering, and Allan E. Heath, project engineer, both of Ampex, preparing a preliminary study.

The test specifications being devised by the ITA committee representatives will conform to the appropriate parts of the documents of the International Electrotechnical Commission.

"Among the many physical and performance tests to be applied," Barker continued, "are temperature characteristics and tape strain."

Cassettes are to be submitted to Ampex, as they are produced, for testing. The tape industry, Barker feels, will have an enormous impact on many American institutions: entertainment, business, education, publishing, etc.

He is just as excited about developments continuing in magnetic tape, too, especially on the international front.

"If the magnetic tape business is booming in the U.S. today—and it most certainly is— it is because we have succeeded to some extent in the task of satisfying and creating consumer desires."

The tape business in the rest of the world is in its infancy. The European market today is where the U.S. market was three or four years ago. The cassette explosion there, for example, is still two or three years away, but when it arrives, it will rival a very substantial segment of the industry's business.

On the tape industry itself, Katz feels there is no reason to appear sanguine about economic prospects as they relate to magnetic tape this year.

"While several segments of the tape industry had poor years, our business (in blank tape) continued to be recession-proof and a trend- breaker."

"Contributing to industry sales gains are technical advances in magnetic tape, including improved coatings and formulations, and of magnetic and video tape, including improved coatings and formulations, are creating a very significant segment of the industry's business."

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New York—RCA's Holotape video player will enter the consumer market in June 1969. A color television receiver with a Holotape unit was shown at the recent New York Home Show.

The unit, ridden by bugs over the RCA television network, is marketed in the domestic market by the company's subsidiary, RCA McGee Tape player videocassette, unveiled to press and industry officials at the company's Indian- apolis auto center operated by B.C. Consumers.

Bernbach, outlined for the past 14 years, has added the CTV concept to its line. A $500 price tag, but stressed that no production plans have been formulated.

New York—The Magnetov Corp. has held demonstrations here of the new RCA Selecta- Vision MagTape CTV system as part of its unveiling ceremonies for the new product and line of videocassette products. The company was the first to market, the RCA demo-Strates a number of different promotion plans which will be demonstrated. The company has an estimated 4 percent of the home video market, a growth area for the industry.

The RCA executive said that the system's most challenging prob- lems, had been successfully解决了. One of the major problems was consider- ably, and that good picture quality had been achieved by using a needle- in -grade phonograph head. A number of demonstrations were given on the tape, showing that the technology is on the cutting edge of home video technology.

RCAT Color Player is Demonstrated at Show

Tokyo—An estimated 38 per- cent of all the television receivers played in Japan during the first half of 1971. The figure is based on a survey of 46,000 VTR owners and reflects the growing popularity of videocassette recording.

According to the survey, 95 percent of respondents said they use the VTRs for entertainment, while 70 percent said they use them for educational purposes.

The survey also found that 80 percent of VTR owners have found the equipment to be a valuable educational tool, with 65 percent saying it has helped them learn new skills or improve existing ones. Additionally, 70 percent of respondents said they use the VTRs to record TV shows they missed, while 65 percent said they use them to record sports events.

Cartridge TV Rental Network is Formed

Tokyo—An estimated 20 percent of all television receivers in Japan have a VTR. The figure is based on a survey of 46,000 VTR owners and reflects the growing popularity of videocassette recording.

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Lade Takes Over BBC's Record Program Dept

By EVAN SENIOR

LONDON—New man in charge of the widest single use in Britain of records is John Lade, who took over April 1 as the BBC's head of record programs. He replaced Anna Instone, who had been in the post for 39 years with the BBC gramophone department. She and her husband, Julian Herbage, will continue the regular Sunday morning Music Magazine program on Radio 3.

Lade, who came to the BBC as a newsreader, will work on record programs, directing the evening Classical season and Sunday morning Retail Record program. He will also add an additional one to the schedule, on Monday morning.

**EMI Recording Bow in Poland**

LONDON—First EMI recording in Poland was being made last week, following the company's first major recording beyond the Iron Curtain. The Polish Government has invited the London label to record works of Polish composers.

Headed by producer David Morley, in EMI's London studio, the recording of some of the music of top-ranking contemporary Polish composer Krzysztof Penderecki, already strongly represented in the classical catalog, is being made.

But the new recordings will be the first with Polish musicians themselves conducting, using the Katowice Symphony Orchestra.

"We have long wanted to record this music with the composer himself conducting," said EMI classical promotion manager Douglas Pudsey, "and Penderecki agreed to do it with our orchestra, which we understand is his favorite orchestra in his country."

**Schippers Gets U. of Cincinnati Professorship**

NEW YORK — The Board of Directors of the University of Cincinnati has appointed Thomas Schippers, music director of the Cincinnati Symphony Orchestra, as Distinguished Professor of Music and member of the College-Consortium of Music Faculty. This appointment is for a period of five years.

Schippers will devolve himself to the teaching of students in orchestral conducting and the conducting of the University's newly established Schippers Undergraduate Orchestra. This permanent supplemental pension fund, which provides im-"It all comes back to the kind of music we are interested in," said Schippers. "I am especially looking forward to working with my students, particularly those who are considering a career in music."

**Dell Concerts Are Set**

PHILADELPHIA — Counting on getting $10,000 from City Council—to be added to $160,000 last summer—and depending on citizens contributing $150 each to make up the season's budget of $230,000, plans for the 43rd annual series of outdoor summer concerts under the sponsorship of Stern Hood Dell were announced this week by Fredric R. Mann, president of the orchestra's concert committee.

Starting June 27 and ending July 25, there will be 10 concerts by the Philadelphia Orchestra, including three morning children's concerts and five on Mondays, Tuesdays and Thursdays each week. Open night plays for rain dates. The Dell concerts are an annual favorite and are typically sold out.

**Harmonia Mundi Launches English Music Push**

PARIS—Harmonia Mundi, the French classical company housed in the foothills of the southern French Alps, is registering an English music promotion to coincide with Queen Elizabeth's visit to Paris this summer.

The company, operated by Bertrand Linter and distributed by CBS France, has an exclusive contract in England with English countertenor Alfred Deller, who spends much of the year recording for Harmonia Mundi at headquarters at St. Michel de Provence.

Deller's Harmonia Mundi re¬cording on Dell Recordings is "Folksong," featuring English folk-singer and composer Alan Lomax, who spent much of the month recording for Harmonia Mundi catalog is orga¬nized by Lomax's English Folk Quartet and the Stour Music Fes¬tival Orchestra. Harmonia Mundi also represents the Accroyal, Bat¬iment and Musique Viveanta labels in France.

From left to right, Cristina Deletomis, Placido Domingo, the musical assistant, and Ruggero Raimondi, during the Philips recording session of "I Lombardi" at Brent Town Hall (Wembley Park), England. The release was the most extensive advertising and mer¬chandising campaign to be given any Philips release this year.

MAY 20, 1972, BILLBOARD
By JULIAN COLEMAN

Augusta, Ga. Mayor Millard A. Beckham, proclaimed the week of April 24 as James Brown Anti-Drug Week. The proclamation was presented in recognition of Brown's continuing efforts to curb drug abuse among youngsters in Augusta and throughout the nation. A recent recording of his, “King Heroin,” reached the ears of millions of youngsters bearing a powerful anti-drug message. Similar honorary weeks have been proclaimed by the mayors of Savannah, Columbia, S.C., Little Rock, Columbus, O., New York City, and Cincinnati.

Motown's Marvin Gaye will write the musical score for the JFD/B production, ”Trouble Man,” for 20th Century-Fox release. Impulse Records is releasing a new album by Archie Shepp. The album, “Attica Blues,” commemorates the men who perished there.

More than 5,000 persons filled every available space of Chicago's Tabernacle Baptist Church recently to give Black Moses Isaac Hayes, his flowers while their sweet fragrance could still be appreciated. Operation PUSH (People United To Save Humanity) honored Hayes for "The Theme From Shaft." Score won a coveted Oscar.

Can hardly wait for a recording by Ode Records' Robinson Family. Continued on page 41
Plan after their impressive Los Angeles debut. Their contract calls for use of a house, provided by the record firm, for their large family.

Actor Sammy Davis Jr. was on hand at Los Angeles's Indy Theater to meet stars' Steak's Little Singers with their gold record "I'll Take You There" after the presentation Pop, Mavin, Cleo, and Yvonne, did that at Happy Valley, held sold-out shows like "Heavy Makes You Happy," "You Get to Earn It" and golden, "Respect Yourself."

Screen Gems-Columbia Publications will release a soundtrack by the popular group, who should be able to "tune in" the song "You Are Everything" and their latest chart winner, "Betcha By Golly Wow."

BITS AND PIECES:

New single releases for John Richbourg's Seventy-Seven records include "Roots of Rock" at Cartoon's Theatres and G. G. Levine, U.S. Independents, and The Whispers. "Touchdown" by the Blossoms on Lion off to a good start in many markets. Words from Andre Motell at Mercury Records to "Riac's Love Is Coming" is "Love Is Coming." The Newport Jazz Festival opens in New York July 1 and continues for nine days.

J. Thomas Smith, who works the 9 to midnight slot at Radio XPRS. Mexican station with studios in Southern California, reads Soul Sauce, Do You?

**What's Happening**

*Continued from page 28*


Revolving: " Swap It," by Lee Dorsey; "Don't Be Ashamed," by Z.Z. Top; "I Can't Help Myself," by Four Tops; "That's All Right Mama," by Elvis Presley; "A Lot of Love," by Johnnie Taylor; "Foolin' Around," by Curtis Mayfield; "Plastic Bags," by the Selecter; "When Love Is Wrong," by Don't Want To Be Right" getting great action in Detroit. (jumped from #38-12 at WCBH. At New York's Apollo Theater the Defiants, the Larks, and the Winstons.


**Mayfield-Mogull Companies Reunited**

NEW YORK — Material from the Curtis Mayfield publishing firms, Custom, Chi-Sound Music and Carida Music will be administered throughout the world, excluding the U.S. and Canada by Ivan Mogull Music Associates.

The long-term agreement reunites Mayfield and Mogull who worked together for three years when Mayfield's companies were first organized.

**`Roots of Rock'**

*Continued from page 28*

played as they were first written by the cuts that recorded them. 

Bass noted that the concert will also feature the performers' comments on their music and how it was created.

Loren Coleman may be reached at 429 W. Arlington Place, Chicago 60614.

INNER CITY LOVE: Following Marvin Gaye's brief address to the student body at Cardozza High School on "Marvin Gaye Day" in Washington, D.C. youthful fans surround their idol and besiege him with requests for autographs. Such was the reaction of Washingtonians throughout the day to a man whose million-selling version of "Inner City Blues" said for the people what they wanted to say for themselves. (A Motown Photo)
WHEELEING, W. Va.—Country Programming, a Search for Self will be the topic of the program "So Many Stations, So Many Styles" being released by the Eastern States Country Music, Inc. convention here May 19-21.

Many of the top program directors from throughout the Eastern States will play audio presentations of the sound of their respective stations. They will all detail the formats that have proven successful in their markets.

The panelists represent a cross-section ranging from major to small markets, from modern to traditional program. Those taking part are Jerry Adams, WWOI, Buffalo, N.Y.; Jim Pride, WCMP, Philadelphia; Bob Williams, WASP, Brownsville, Pa. and Art MacDonald, WDCQ, Humden-New Haven, Conn.

Registrations for the convention should be sent to ESCM, Capitol Music Hall, Wheeling, W. Va. 26003.

ESCM held the last of its regional country shows at Davises Lake in Rockford County, N. Y., hosted by Johnny Scott, WKRL and Mac Sullivan of WTHE. The Green Mountain Boys were the winning band. Joe Maclean, Union Beach, N.J., was named Top Male Vocalist, and will cut a single on Countryrecord Records under the name of Joe Smith, of Woodliff Lake, N.J.

Donna Marie Taranto and Sally Ann Geremia, who have a radio show at WWCQ in Waterbury, Conn., teamed to win the Best Duo award. Johnny Scott of WKRL won the Disk Jockey Award. W. M. Dallas, of WJGL and WJSM was selected Queen of Country Music for the area.

These award winners will represent the metropolitan New York market in the region, and will compete against other regional winners during the convention here.

WHEELING, W. Va.—Country Programming, a Search for Self will be the topic of the program "So Many Stations, So Many Styles" being released by the Eastern States Country Music, Inc. convention here May 19-21.

Many of the top program directors from throughout the Eastern States will play audio presentations of the sound of their respective stations. They will all detail the formats that have proven successful in their markets.

The panelists represent a cross-section ranging from major to small markets, from modern to traditional program. Those taking part are Jerry Adams, WWOI, Buffalo, N.Y.; Jim Pride, WCMP, Philadelphia; Bob Williams, WASP, Brownsville, Pa. and Art MacDonald, WDCQ, Humden-New Haven, Conn.

Registrations for the convention should be sent to ESCM, Capitol Music Hall, Wheeling, W. Va. 26003.

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NASHVILLE

Box Office Reports has announced the release of its first MOR product, a tune called "Mornin' Glory Girl" by Chevy Chase. The session was cut at the Lowery Studio in Atlanta and produced by Mel Barbour, owner of the Lowery Studio. Chase is executive vice president of the Nashville-based label, which is distributed nationally by Super Star.


THOMAS WILLIAMS

MEMPHIS

The lights on the famed Eiffel Tower in Paris glowed (under special arrangement) last week when the 1972 Memphis Cotton Carnival was under way, with the music theme, "King Cotton Makes Music." The week included six nights of an "Evening of Soul" featuring Isaac Hayes at Memphis State Univ., 11 bands from 11 states, the Schiltz Brewing Co.'s "Salute to the Cotton Carnival," and the annual jazz and blues festival. Tossing the notes on the Schiltz music show were: Roberta Flack, John Sebastian, R.B. King, Earl Scruggs, Sonny Stitt, Al McKeein, Dizzy Gillespie, Thelonious Monk, Art Bahey and Kay Windisch. Artists playing on the jazz and blues festival included: George Bruns and his Bayon Stompers, trumpeter Alvin Alcorn, ragtime pianist Jean Kittrell, jazz pianist Doo Over, the Duke of Deeside with blues singer Olive Brown, the Old Time Jug Band and the Wolf Pack from Ann Arbor, Mich. All of this musical talent was not appealing to jazz buff John Hammond, vice president of Columbia Records, who canceled previous plans and attended the carnival itself.

As the last note of the Cotton Carnival died away, the Metropolitan Opera arrived for three performances, "Otello," "La Boheme" and "La Fille du Regiment.

James Brown, the little man with the big blues voice and a frequent visitor to Memphis, returned once again, pleasing a crowd of 4,500 at the mid-south coliseum. The Bill Black Combo has a new single on the Mega label produced by Larry Rogers at Blod 6 studios, titled "Hislen Night." Rogers is also producing an album for Mega on Jerry Ward. Steve

(Continued on page 46)

A MILLION THANKS!

TO

WIVK-FM

100,000 WATTS

KNOXVILLE, TENNESSEE

FIRST PLAY:

"GOLDRUSH"

B/W

"HE WILL WALK WITH ME"

GR #1001

KEN HAMMOCK

THE

ONE MAN BAND

ALL SOUNDS . . .

RECORDED

AT ONE TIME!

(Affidavit on File Knox County
Courthouse, Knoxville, Tennessee)

IOWA BOWS

"HOEDOWN"

DES MOINES, Ia.--"Hoedown-U.S.A."

a 90-minute live country music show, opened here last Fri-

day night at Curry's Barn.

The show will feature a regular cast of Iowa performers in a pro-
gram of country and gospel music and comedy, aimed especially at the traveling family, using the facilities of the camping resort.

The shows will run twice a night starting May 26 through the Labor Day weekend. They will continue on a weekend basis year-round.

The site of the show is at the entrance to a camping resort on the northwest edge of the city. The announcement was made by disk jockey Larry Heaberlin of KWKV.

A Featured Attraction

GOLDRUSH JUNCTION

Pigeon Forge, Tenn.

Footfalls Great Smoky Mountains

DJ's: Samples

TOMPCO ENTERPRISES

Box 123, Knoxville, Tenn. 37901

Exclusively on GOLDRUSH RECORDS

JOHN MATHES (center), president of Sumar Talent Agency, joins in a chorus welcoming the Keystones Quartet to the roster of the gospel booking agency. The Keystones, who record for Superior, are from Buffalo, N.Y.
A GREAT HIT AND TOO MUCH OF A SONG!

'TOO MUCH OF A WOMAN'

BR #1902

''YOU SAID IT ALL BEFORE''

mike corliss

THANKS FOR EVERYONE'S SUPPORT

HERE'S A PARTIAL LISTING OF STATIONS PLAYING AND/OR CHARTING THIS RECORD:

EXCLUSIVELY ON BOX RECORDS

FOR BOOKINGS OR INFORMATION:
AUDWAY PRODUCTIONS
822 19th Ave. S., Nashville, Tenn. (615) 327-0160

1. 2 GRANDPA'S HARP/TURNIN' OFF A MEMORY
   Merle Haggard & the Strangers, Capitol 4-4306 (CBS)
   (Capitol, BMI)

2. 4 (Last Rent Love) ON OUR LAST DATE
   Connie Francis, Decca 32242 (MCA)
   (Acuff-Rose, BMI)

3. 7 HAPPIEST GIRL IN THE WORLD, U.S.A.
   Donna Fargo, Del 1740 (Famous) (Prime Sounds, BMI)

4. 9 CHANTILLY LACE/
   THINK ABOUT IT DARLING
   Jerry Lee Lewis, Mercury 72723 (Blowfly, BMI)/Billboard, BMI

5. 5 ALL THE LONELY PEOPLE IN THE WORLD
   Tony Orlando, Decca 32200 (Epic)
   (Acuff-Rose, BMI)

6. 6 MANNAHSAW, KANSAS
   Glen Campbell, Capitol 3303 (Tree, BMI)

7. 11 LONESTORM LONESOME/
   THAT'S WHAT LEEGAN'S ABOUT
   Ray Price, Columbia 4-4558 (Screen Gems, Columbia, BMI/RCA)

8. 8 HE & JESUS
   Ron N. Howard, Mercury 72726 (Mailhouse, BMI)

9. 2 DO YOU REMEMBER THESE
   Don Rich, Mercury 72725 (House of Country, BMI)

10. 10 AIN'T NOTHING SHAKIN'
    Elvis Presley, EP 1-10183 (CBS)
    (RCA, BMI)

11. 14 IF IT FEELS GOOD DO IT
    June Carter, Mercury 72794 (Paskey, BMI)

12. 15 BE MY BABY
    Eddie Rabb, Capitol 5396 (Blue Book, BMI)

13. 16 TOUCH YOUR WOMAN
    Dolly Parton, RCA 74-0643 (RCA, BMI)

14. 17 SEND ME SOME LOVIN'
    Mark Williams & Jim Johnson, MGM 4-4556 (BMI)

15. 18 FOOLS
    Johnny Duncan, Columbia 4-45555 (P-Farm, BMI)

16. 19 KATE
    Johnny Cash & the Tennessee Three, Columbia 4-45556 (Vanguard, BMI)

17. 21 WHAT AM I GONNA DO
    Bobby Bare, Mercury 72729 (Screen Gems, BMI)

18. 22 MADE IN JAPAN
    Buck Owens & His Buckaroos, Capitol 3214 (Blue Book, BMI)

19. 23 SNOW SMELL THE FLOWERS
    Georgia Gibbs, RCA 74-0647 (Vector, BMI)

20. 24 SHOW ME
     Barbara Mandrell, Columbia 4-45561 (BMI)

21. 25 ALL HIS CHILDREN
    Parke Godwin, Decca 3-45566 (CBS)

22. 26 I'M THE MAN IN SUE'S MIND
    Gene McDaniels, Mercury 1426 (Acuff-Rose, BMI)

23. 27 ELEVEN ROSES
    Rick Williams, BMI

24. 28 I'LL BE THERE
    Johnny Bush, Million 1 (Hill & Range, BMI)

25. 29 THAT'S WHY I LOVE YOU LIKE I DO
    Sonnie Jones, Capitol 32212 (Beachwood, BMI)

26. 30 YOU'RE EVERYTHING
    Sammy C. Carr, Capitol 32210 (BMI)

27. 31 WHAT AIN'T TO BE JUST MIGHT HAPPEN
    Porter Wagoner, Decca 32216 (Decca, BMI)

28. 32 CAB DRIVER
    Don Rich, Capitol 32214 (Famous)

29. 33 WE FOUND OUT IN EACH OTHER'S ARMS/SUNNY SIDE OF LIFE
    Sonny Stitt, Capitol 3-45586 (Emarc, BMI)/Decca/Bluebird, BMI/Tree, BMI

30. 34 YOU EVER NEED MY LOVE
    Jack Green, Decca 32529 (MCA)

31. 35 GIRL IN NEW ORLEANS
    Sammy Smith, MCA 4-45586 (Dرام, BMI)

32. 36 LITTLE ROCK, MONTANA
    Glen Campbell, Capitol 3305 (Tree, BMI)

33. 37 LITTLE OLD LITTLE OLD LADY
    Sonny & Cher, Columbia 4-45587 (BMI)

34. 38 ANYTHING'S BETTER THAN NOTHING
    Wanda Jackson, Decca 32525 (Bell, BMI)

35. 39 IT IS ANY WONDER WHAT I LOVE YOU 5
    Nat Stuckey, RCA 74-0647 (Jack & Bill, BMI)

36. 40 JUST PLAIN LONELY
    Faron Young, Capitol 3308 (Hall-Clement, BMI)

37. 41 I'VE FOUND SOMEONE OF MY OWN
    Cal Smith, Decca 32216 (ABC-Paramount, BMI)

38. 42 YOU'RE GOING TO LEAN ON 14
    Leon Redbone, Decca 32217 (MCA)

39. 43 A SPECIAL DAY
    John Anderson, Columbia 4-45577 (BMI, ASCAP)

40. 44 LOVE ME
    Hanne Fretz, Decca 32219 (MCA)

41. 45 WOULD YOU WANT THE WORLD
    Mel Tillis, MGM 1-4727 (Screen Gems, BMI)

42. 46 GET TO YOU
    Jerry Wallace, Decca 32214 (MCA)

43. 47 DELTA DAWN
    Tanya Tucker, Columbia 4-45588 (Big As, BMI)

44. 48 REACH OUT YOUR HAND
    Tanya Tucker, Capitol 3308 (K-Tel, BMI)

45. 49 WHEN YOU SAY LOVE
    Don Williams, Epic 5-45582 (CBS)

46. 50 LEGENDARY CHICKEN FAIRY
    Bob Lind, Del 17418 (Famous)

47. 51 IN THE SPRING
    The Boswell Sisters, Decca 2259 (Columbia, BMI)

48. 52 I'LL NEVER FALL IN LOVE AGAIN
    Patsy Cline, Epic 5-45584 (Crest, BMI)

49. 53 I'LL BE QUITE A ROSE
    Tommy Overstreet, Del 17418 (Famous)

50. 54 SING ALONG SONG
    Peniel Tucker, Capitol 3289 (Blue Book, BMI)

51. 55 HIGH ON LOVE
    Glen Perkins, Columbia 4-45585 (Coralwood, BMI)

52. 56 TRY IT, YOU'LL LIKE IT
    Jimmy Dickens, United Artists 5088 (MCA)

53. 57 COUNTRY WESTERN TRUCK DRIVIN' SINGER
    Red Spooner, Capitol 3298 (Central, BMI)

54. 58 LET HIM HAVE IT
    Hank Williams, Decca 32250 (MCA, BMI)

55. 59 GOOD MORNING COUNTRY RAIN
    Johnny Cash, MCA 5-45588 (Acuff-Rose, BMI)

56. 60 SAD SITUATION
    Skeeter Davis, RCA 74-0643 (Window, BMI)

57. 61 THEY CALL THE HIGHWAY MARIA
    Jack Barlow, Del 17414 (Famous) (Chappell, BMI)

58. 62 SUNSHINE AND RAINBOWS/
   THE NIGHT'S NOT OVER YET
    Jack David, Capitol 3308 (RCA)

59. 63 HE WILL BREAK YOUR HEART
    Johnnie Green, Epic 5-45585 (CBS)

60. 64 HOT ROD LINCOLN
    Commander Cody & His Lost Planet Airmen, Columbia 4-45589 (BMI)

61. 65 JUST IN TIME
    Charlie Saten, Capitol 3289 (Window/Capitol, BMI)

62. 66 COUNTRY MUSIC IN MY SOUL
    George Hamilton IV, RCA 74-0647 (Acuff-Rose, BMI)

63. 67 MAMA BEAR
    Earl Smith, Columbia 4-45580 (Green Grass, BMI)

64. 68 A ROSE BY ANY OTHER NAME
    Sonny Stitt, Capitol 3304 (BMI)

65. 69 LOVING YOU COULD NEVER BE BETTER
    George Jones, Epic 5-45586 (CBS)

---

MAY 20, 1972, BILLBOARD

---
Tommy Overstreet.
Three #1 singles and two hit albums later.

He's got a way about him. A country style that sells.
First, there were Tommy's three hit singles that made it to #1 on the charts: "Gwen (Congratulations)", "I Don't Know You (Anymore)", "Ann (Don't Go Runnin')". Then, there were two hit albums!
And now, Tommy's fourth single! Just released: 'A Seed Before The Rose'. A beautiful ballad. Another winner!

"A SEED BEFORE THE ROSE"
b/w "How'd We Ever Get This Way"
DOA-1741€

"TOMMY OVERSTREET" "THIS IS TOMMY OVERSTREET"
DOS-25992, DOS-25992m, DOC-25992
DOS-25994, DOS-25994m, DOC-25994

Tommy Overstreet on Dot Records
Distributed by Famous Music Corporation
A Gulf Western Company

MGB Productions
Rico Mireno, Executive Producer
Silver Zephyr is Gathering Steam!

Destination: Number One in Country!

Opryland to Open May 27

NASHVILLE—It's official now; Opryland U.S.A. will open to the general public May 27.

To insure the opening schedule, manager Mike Downs took the completion of the facility out of the hands of the contractor and turned it over to the hundreds of Opryland personnel for "finishing work."

This action was not without its problems. The Teamsters Union, upset because some non-union personnel were driving trucks on the ground, set up pickets and threw bricks at some of the vehicles.

Downs said the work would go right on earlier, during a jurisdictional dispute at the complex, he had made a citizen's arrest of pickets and hauled them to jail for booking.

Opryland is divided into eight entertainment areas that combined live musical shows with other attractions. Five of the areas have been created to present various forms of American music.

Agents & Writers For Newport Fest

NEW YORK — Seventy-five of the country's top travel writers and agents will convene at the Loews Americana Hotel on Friday (1) for a Loews and American Airlines presentation for the Newport Jazz Festival in New York. The festival opens July 1-9. The America has been designated as the official hotel of the festival.

The travel writers and agents will stay at the Americana for two days where they will hear representatives of Loews Hotels, American Airlines and the New York Convention and Visitors Bureau review the festival events and discuss the air fare and hotel packages that will attract out-of-towners.

Red Steagall's Texas Silver Zephyr is Gathering Steam!

From the Music Capitals Of the World

• Continued from page 43

Alamo has a new release on Entrance label distributed by Columbia records. "American Music," produced by Chips Moman at American studios. Al Bell is producing a new release of Billy Eckstine at Stax. The Minst, produced by Dan Greer at Sounds Of Memphis Studios, has a new single, "Still a Part of Me" with the flip side, "Lover Boy." It's on Sounds Of Memphis-MGM label. Greer also has a new release on himself, "Shel of a Man." Star's Staple Singers have a new single, "I'll Take You There." Cymbaldon Ace Cannon has one country with his newest album, "Cannon Country." The I.P. was (Continued on page 60)

GLOSSY PHOTOS

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Color available too

Produced by Joe Allison

Management: Don Williams, 8851 Sunset Blvd., Los Angeles, Calif.
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BOB WILSON, DLDO
GLORI-B ENTERPRISES NEW BERN, NCAR

THE ENTIRE STAFF AND INMATE POPULATION HAVE Asked Me TO CONVEY A MESSAGE
OF APPRECIATION FOR THE PROGRAM YOU BROUGHT TO CENTRAL CORRECTIONAL IN-
STITUTION ON APRIL 28.

THE ENTHUSIASTIC RECEPTION YOU RECEIVED, WAS ONLY PART OF THE GRATITUDE
WE ALL FELT. ALL OF US HERE, SINCERELY APPRECIATE THE SACRIFICES YOU
PERSONALLY MADE IN ORDER TO BRING YOUR "COUNTRY COLOSSAL SHOW TO US.
THE CHARITY AND GENUINE CONCERN YOU DEMONSTRATED, AS WELL AS THE PER-
FORMANCE ITSELF, IS STILL A POPULAR TOPIC OF CONVERSATION AMONG THE
INMATES.

PLEASE ACCEPT OUR DEEPEST APPRECIATION FOR NOT ONLY THE ENTERTAINMENT
BUT THE UNSELFISH DONATION OF YOUR TIME AND TALENT. YOU BROUGHT TO THE
MEN HERE BOTH BLACK AND WHITE SOMETHING THAT WE CANNOT PROVIDE AND THAT
IS A FEW HOURS OF "ESCAPE" FROM THE OVERPOWERING LONELINESS.

PLEASE STOP BY WHENEVER YOU ARE IN OUR AREA AS YOU ARE AN HONORARY INMATE.
YOU ARE WELCOME ANY TIME AND UNDER ALMOST ANY CIRCUMSTANCES.

J.W. STRICKLAND, WARDEN

*COUNTRY COLOSSAL IS A DIVISION OF
GLORI-B ENTERPRISES AND THE
COUNTRY COLOSSAL SHOW IS NOW
TOURING VARIOUS PARTS OF THE
UNITED STATES.
REFER TO BILLBOARD'S STORY MAY 13 ISSUE,
PAGE 43, TITLED "TARGET IN
COUNTRY BROADWAY TYPE SHOW"

GLORI-B ENTERPRISES INC.
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PHIL'S UNLIMITED TO Conn., Plans 4-Chanel Product

By EARL PAGE

By EYEH

RAKERSFIELD, Calif.—Count country music writer/performer Red Simpson among the boosters of jukeboxes.

But while Simpson styles his music with the jukebox in mind and believes programming to buy probably 40 percent of all singles, he would like to see the jukebox royalty question resolved and feels two for every play is too high.

In an interview ranging over many topics, Simpson is sympathetic to the operators’ desires for records under 3 minutes. He is also conscious of the dominance of the album in today’s music business and believes jukebox exposure of records aids LP sales.

Few would doubt Simpson’s credentials as a jukebox scene expert from his award-winning column in Billboard. But in a recent interview, he was careful to note that the jukebox business has business of its own.

Simpson has been a staff song-writer for eight years with Central Music (MOA) executive vice president Bob Helfenstein. As a performing artist on Capitol he’s had a recent hit single entitled “I’m A Truck” and a hit album of the same title prestained with the nation’s A spots of Billboard’s “Top Country LPs” chart.

Born in Arizona but raised in Little Nashville, he began writing when he was 13. He later, after learning to play bass,

COMMUNICATOR

Tougher Line Versus Bandits

40% of 45’s Go on Boxes

MAJOR bits from "Little LP’s Unlimited, Neil Young, "Harvest," Old Man/NeuU The Damage Done/Heart and the Damage Done/You/In the Garden/You/Born to Run." “Swanee/You Made Love/You Take, Both, Fooled (Goin’ By)/b/w April Showers/Man of a Million/Here I Come/Brendie/Fat/ "Easy Living:" Write It All In/It’ll All Be In/Without You/In the Whole World Holding Hands/In the Arms of Love/House of Soul 1611; Loretta Lynne, “Ones on the Way,” “You All Got One’s on the Way”/I Can’t See Without You/1-b/o-V/E-Love/Too Wild to Be Tamed/It’s Not the Miles You Traveled/187; Myron F; “Austin, Texas”/Loneliness/Six Northwest Passage/"Friendly Tavern Polka/Citics” (Continued on page 49)

THE EDITOR

Dear Editor:

About a year and a half ago we decided to dispense with the jukebox section and reformat it to the type of music being played. This was done to increase the popularity of oldies and standards prompts me to mention this experience.

We check the three best played records at each location. This information is kept on very simple survey blanks. We then compare the location owners and thejukebox makers with the location’s record order (what is received). We then consult the location owner as to what chart lists he actually decide will play. We have made several changes.

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Kan. Meeting

Letters to the Editor

MOA HITS ROAD

Music Operators of America (MOA) president John Trucco (Chicago) has announced the split of the association into two national groups.

MOA, which has a national membership of over 14,000, will now consist of the restaurant, hotel and motel operators, who will operate under the name American Music Operators Association (AMOA). The other group, the restaurant and hotel operators, will be known as the American Club Operators Association (ACOA).

The split was made necessary by the fact that the restaurant and hotel operators, who have been meeting separately for many years, have now decided to form separate associations.

The new organization will consist of the restaurant, hotel and motel operators, who will operate under the name American Music Operators Association (AMOA). The other group, the restaurant and hotel operators, will be known as the American Club Operators Association (ACOA).

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Jukebox programming

“2 FOR 25¢ EXORBITANT"

Artist Plugs Disk Royalty

been the 

continued from page 48

piano and guitar. Red took songs to other including Buck Owens and Mere Haggard. To date Owens has written Simpson’s songs; Haggard, 7. In addition, Copaco has written for Connie Smith, Roy Clark, Ferlin Huskey and Charlie Walker.

He describes his lyrics as geared

toward his country audience. His

themes are usually those in which

he laments, humorous like “I’m a Truck” (although he did not write it, the kind he says he would want to

be heard in a beer bar, res- 

caurant, or railroad depot. “I wrote

a song in 1964 called Close Again the Donkys’ trunk” (sung

by Charlie Walker): “I’ve been

to places today where it’s still on the jukebox. If you have a drinking

crowd, you write a song that they’ll

find objectionable, and posi-

tively detrimental to the success of your song. If you write about

general, the adoption of two for a quarter. Many operators think the cost is too much. “I remember when you could get a song and receive some money, but not much at all for a quarter.”

He said that to have songs be- ing accepted. Maybe not

“release’ Godfather,” Andy Williams,

unlike the success of the sing-

ing in the audience. He

he would like to have songs

to play: “I’m a Truck” or

promotional tour, playing

throughout the South. But

people might think

him recently and got

“Close Again the Donkys’ trunk.”

I was just

undoubtedly the larger too than

it seems.

Get it right,

or what many operators

get it wrong, the
takes of money do not increase

the tastes of country mu-

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throughout the country.

The tastes of country

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“RICHMOND VALLEY BREEZE”

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20 Organizations
Bootlegging In U.K.

- continued from page 4

mechanical royalties are not paid — a blatant violation of the Copyright Act.

There is considerable difficulty in calculating the total amount of music piracy and the amount of money generated by it. The effort of both the MCTP and CHRMA in eradicating the problem of bootlegging is being hampered by several loopholes which appear to permit the possibility of being sued for substantial damages and are blatantly selling pirated material.

Commented Platt: "It's a terrible problem. We have been second guessed with confusing the distributors of illegal products. We have found that a lot of distributors do not use the label in Scandinavia to handle illegal albums and can be prosecuted. We have managed to stop the activities of these people so far just by sending them a solicitation to negotiate a renewal that they are breaking the law but with performances and in this case, it's a different matter."

Meanwhile the Performers' Protection Society, known as the Private Members Bill in the U.K. Parliament which seeks to amend the existing copyright law for manufacturing and handling bootleg records, has been passed to its final reading in the House of Commons by a margin of 312 to 138.

The Bill's sponsor, Lord Goodman, argued that the recording was particularly unscrupulous to legitimate record companies and performers because several artists and composers who failed to receive any royalties were involved.

"The method they use is to take recordings of live performances, television performances or film representations," he explained. "Some actually extract tapes from recording studios and produce unauthorized records and put on sale to the public at highly competitive prices."

The existing penalties had become inadequate for the situation where people did not mind paying a $120 fine when they would have already sold perhaps 13,000 copies.

Replying for the Government, the Earl of Attlee, Secretary of State, Trade and Industry, said that it was hoped the Bill would go some way to enabling those who suffered from the bootleggers out of business.

The Bill has been supported by EMI Records and its introduction in the House followed a lobbying campaign by society activities under the title British Phonographic Industry which has already established a subcommittee which is headed by Polygram managing director John Frenz.

Commented Geoff Tate, director of Polygram, that the passing of the Bill "will be exceedingly smooth although it is got to have a third reading in the House of Commons this evening."

AMSTERDAM—"How Do You Do," a song written by Hans van Hemert and Harry van Hoff, and recorded by Dutch duo, Moutch and Macneul, is the latest chart success for the Intermusic-Brazil Publishing Group BV, which has rights to the title. worldwide. Sales of the title have already passed the two million mark and sub-publishing deals have been arranged by Intersonor for virtually every country.

To date there have been 20 covers of the song, one of which, by the American group, Dead Presidents, reached No. 1 in Germany. Denmark, Norway, Sweden, Switzerland, Austria, South Africa and the U.S.

The French record industry had the lowest percent worldwide, the European Common Market Countries the lowest in Western Europe and the French records is now at the same level as other EEC countries, while the wholesale price is still among the highest.

Prior to April, many French record companies depended on major export sales at least $300,000, to be sure of a sound financial result to make up for the losses from the recording of Calypso, president of CBS-France and the newly elected chairman of the SNCCP trade association.

Before the April hike, the French record industry had the lowest percent worldwide, the European Common Market Countries the lowest in Western Europe and the French records is now at the same level as other EEC countries, while the wholesale price is still among the highest.

U.K. Government Forms An Advisory Panel on Festivals

LONDON—Festival promoters this country have welcomed the Govern- ment's decision to create an advisory panel on the future of the music festival. The formation of the committee, to be chaired by Dennis Stevenson, managing director of the Crystal Palace concerts, was coincided with the virtual demise of the festival movement. The committee will be asked to talk out of the House of Commons by veteran Conservative member for the badge at the festival party. Stevenson is the best person I can think of to chair the committee. He will do his best to do a good job," said Michael Al- fermen, president of the Crystal Palace concerts. "I do think the committee would be helpful to the Bill potentially oppressive and it's good to see a new committee forming in the new session."

The committee will advise Peter Walker, Secretary for the Environment, on the conditions governing pop festivals. The committee will also prepare a code of practice for promoters and local authorities.

The committee was created as a result of a working party set up by Peter Walker as Britain's contribution to a worldwide environment conference to be held in Stockholm later this year. Stevenson was the chairman of the working party.

One of the proposals in the working party's report was a code of practice which would be created and the House of Commons by operators of the festival movement. The committee had hoped that it would have looked back the Night Music festival or possibly, with the SPCC's permission, to discuss the possibility of a permanent festival site. Last weekend's Bickershaw Festi- val was reported to have been a financial disaster with an attendance of $15,000. Organizers have blamed the situation on local bands which charged nearly half of the 40,000 audience attention. With this, the result was a virtual collapse. The committee, of the consortium of local business executive groups, had needed takeings of about $300,000 to break even.

The Whip, who is in charge of the Night Assemblies Bill, is all aspects of the bill was oppressive.

"We hope to be meeting Dennis Stevenson soon to discuss the festi- val situation. One of the things we would like to see is legislation that would allow a festival to be held in the House of Commons by operators of the festival movement. The committee had hoped that it would have looked back the Night Music festival or possibly, with the SPCC's permission, to discuss the possibility of a permanent festival site. Last weekend's Bickershaw Festi- valley was reported to have been a financial disaster with an attendance of $15,000. Organizers have blamed the situation on local bands which charged nearly half of the 40,000 audience attention. With this, the result was a virtual collapse. The committee, of the consortium of local business executive groups, had needed takeings of about $300,000 to break even.

PARIS—The French record price increases, announced by the industry last month, following the Ministry of Finance 'defreeze' (Billboard, April 29) has given promoters a profit potential on the rest of Europe, according to French music managers. "The profit spread is a bit better, with profitability spread throughout the catalog. This gives us some hope and we must see how the situation in France at the end of the year, when sales and margins are set," he commented.

(We will announce that sales in France had reached nearly 73 million, a 9.8% increase of 15.8% on the previous year, and the one biggest increase in recent years.)

The price increases came at "the last moment," said Souplet. "If everything goes smoothly, we are both about 10 percent at retail level.

Collins Correction

Grenville Collins, manager of Allan Clarke, formerly lead singer with the Moody Blues, has announced that the singer is not signed to any record label. He has incorrectly stated in last week's issue that Collins is negotiating with a number of artists and is interested in the U.K. rights to Clash. The manager's role in the negotiations.

The price increases were carried out in France to over 800 new product up to higher priced catego- ries. Only the single and the EP were affected, but both have been increased about 10 percent at retail level.

Pathé Marconi to Distribute U.K. Labels

PARIS—Pathé Marconi has secured the distribution rights to series of U.K. Labels in the past month and product is presently being prepared for initial release.

The U.K. deals are with Asylum, Atlantic, and Warner Bros. label, Milt- stone, Art Lepre's Specialty label and the new Neighbourhood label. The U.K. label is the newly formed Sovereign company, formed and a combination of Pathé and Nislet. None of the labels were previously distributed in France, although Minsudis-Europe has a rights on Audio Fidelity product.

Pathé Marconi has also announced that Tamia Motown artist Edwin Starr, together with Fathe Qamar and Raymond Devols will host the roster at the Gaia des Ambassadeurs during the Cannes Film Festival this month.

Israel Song Festival Winners

JERUSALEM—The 10th Israeli Song Festival has been won in a new tie by the Good, the Bad and the Girl with "Tov Li Lashir." The song was written by Shmulik Kranes and Ehud Manor. It was the debut performance by the group, which consists of the Israeli: Daniel Alakhim, together with Josi Katz, who was formerly with the High Windows group.

The second prize went to Raz Sharabi (Hataklit) who wrote and sang "Ko Yarim" ("Life and Youth"). In third place was the group, "Ko Yarim," Keren Zohar ("Sunlight," together with Moshe Kem and Yankel Wilekron and Yoram Tche-Lev.

The new departure for this year's Festival is the inclusion of pro- fessional songwriters, who will be among the participants. The group was broad- cast on local radio and was organized by the Israeli Broadcasting Authority.

The Hadoz Arzi company, however, probably broke all records by rushing releasing the album with the original songs and artists on the Israeli charts.

May 20, 1972, BILLBOARD
COPENHAGEN

The folk club Vice Vers Huset opened its seventh season on May 1.

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The whole story is success. QS is a breakthrough, not a gimmick. One listen just might convince you.

One test of a four-channel coding system those days is who's using it and for what?

Last year, when A&M pressed its first four-channel LP, the system that Producer Lou Adler chose was the Sansui QS system.

And later he told people that he used Sansui because he wanted Carrie King to be right in the middle of all four speakers. And that's where Sansui put her.

We're getting our point across.

Today, all commercial FM stations in Japan broadcast daily four-channel material encoded by the Sansui QS system. ABC, Dunhill and Command have a dozen albums on the market. All encoded by QS.

Project 3 is offering 12 albums—and plans to release more soon. WFMT in Chicago broadcasts their original four-channel programs encoded by the QS system. Alto-Fonic supplies music tapes encoded by the QS system to an FM network numbering more than 150 stations throughout the U.S. and Canada.

In Japan, over 200 four-channel records are on sale, and most are encoded by the Sansui QS system. Toshiba (in association with EM, Electro-Voice, Capitol, Pathé Marconi, Probe, etc.), King (in association with A&M, Decca, Project 3, Barclay, etc.), plus Tochiko and Crown on domestic labels—they're all on the QS bandwagon.

Not so long ago, Pye of England and Barclay of France talked to us about QS. Pye released three QS-encoded albums in March. Together, those two companies plan to announce more than 100 QS encoded albums by this fall.

It sounds like a trend, doesn't it? It's why we're shooting the works.

Some of Our Advantages Should Be Some of Your Advantages.

If you already know about the Sansui Quadrasonic coding system, you may skip the little box of information below. But maybe you'd better look again.

Advantages of the Sansui QS Coding System

1. The QS system prevents possible directional error and loss of information during encoding. It does not place limitations on the encoding or the broadcast engineer's technique. It does help to enhance the art of recording (ask Lou Adler.)

2. The QS system is the only system that permits, on the decoding end, reproduction of sound both in a full circle and at the dead center of the sound field.

3. The QS system does not degrade current standards of high fidelity sound reproduction. It includes all standards pertaining to color, distortion, dynamic range and frequency response.

4. The QS system offers dual compatibility with existing two-channel stereo equipment; it actually improves the depth and dissimulations of conventional two-channel stereo, while adding an outstanding "synthesizer" effect.

5. The QS system avoids the use of a high frequency sub-carrier. Resultant encoded material has no forms of fidelity paid back even by a speaker matrix. And therefore the system is economical and easily popularized.

6. Remember the QS system is a complete encode-decode process.

But Who Decodes QS?

If you're encoding records, you better be selling a lot of decoding hardware. Or having other companies making compatible hardware for your system.

We're selling a lot of hardware. Other companies are selling a lot of hardware to decode QS, too. Who?


We think you'll agree it's a pretty impressive list. And that takes us to our sales and our hardware.

An Interesting Sales Chart.

The little graph below tells an interesting story about Sansui hardware sales. They keep going up. Modestly, we admit that people are rather enthusiastic about our decoding equipment. We've sold over 100,000 units in the past six months worldwide.
If you missed the Sansui QS system report in Billboard two weeks ago, this ad is for you. If you missed the IMIC-4 conference in Acapulco two weeks ago, or the AES show in Los Angeles last week, this ad is for you, too.

The way we see the situation, the QS system is going to be around for a long time.

It's hard to keep a good idea down.

We hope you're getting our message.

QS 4-CHANNEL STEREO
London—Polydor-U.K. has upset several record dealers by suddenly announcing that it will no longer supply tapes to retailers, a move which has led some labels to fear that they will lose potential buyers for the records they have on stock.

"After studying catalog lists of libraries throughout the country," said one Polydor representative, "we have realized that it has become evident that Polydor-DGG is also available on the shelves.

"We have decided to improve this situation by direct supply. By having more records on library shelves and gaining more listeners, we can only be beneficial to dealers.

Ex-BSR Chief Back in Record-Tape Business

London—Dr. Malcolm Donaldson, former chairman and publisher of the British Columbia Radio and Television Commission's trade magazine, is joining Columbia in the trade magazine division. The Glencurn Organization, a firm of precision engravers of which Donaldson is a member, is entering into competition with Columbia in the field of musical printing.

The group's first Scepter release is "Waitin' Line," the first of a big city. Next stop for them is Italy where they will record for the Italiana. Kelvin Sales of P.R. R. distributor, headed by Carole Tyler and Jerry Brey, manager, opened the doors for Scepter. The group has been released to the very best showcase and the vocal talents of its musical group. Mick Greenwood has so much potential to maintain himself and his audiences to the record business.

CBS France Get Vox Distrib.

Paris—CBS France has acquired the distribution rights for Vox products in France, a classic label, Vox, which from April has been handled by the CBS French company.

CBS has remarried tapes and given new sleeve presentation to the product. The company is in the 500 At Teal Record Promo

Johannesburg—Teal Records has announced a special radio and dealer promotion and shown several of its new records and filmstrips to the 500 guests.

In addition to a recording artists, Cornelis, Jody Wayne and Barney Ray performed.

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Mary Had A Little Lamb

a single record from your old chums Wings

R5949
Dialing for Dollars
That's the name of the game when FIND dealers call us collect at (812) 466-1282 for their special orders.*

Applications for open accounts are now being accepted.
Postage and handling charges prepaid on orders of 25 units or more.
Play the numbers game...Dial for dollars.
Call FIND for your special orders (812) 466-1282.

* Available to FIND dealers with open accounts. Others may call collect and order on a C.O.D. basis.

Fill in the FIND application below...Mail it today.

---

Application
FIND / P.O. Box 775
Terre Haute, Ind. 47808
Phone (812) 466-1282

I have answered the questions below and will hear from you as soon as you have reviewed my application. I understand that this application puts me under no obligation whatsoever.

Qualification Data
1. I have checked below the type of outlet with which I am associated:
   - Record / Tape Store
   - Home Entertainment / Appliance Store
   - Department Store
   - Rack Merchandiser
   - One Stop
   - Discount Store
   - Variety Store
   - Supermarket
   - Drug Store
   - Other:

2. I am: □ An independent retailer, operating ___ (state how many) outlets;
   □ Part of a chain-store operation with ___ (state how many) outlets;

3. I handle the products checked:
   □ LP Records
   □ 8-Track Tapes
   □ Cassettes
   □ Open-Reel Tapes

4. My record / tape department is:
   □ Clerk-serviced
   □ Self-serviced
   □ Self-serviced with clerk assistance

5. I buy my record / tape product from:
   □ Distributors
   □ One-Stops
   □ Serviced by Rack Merchandiser

6. I subscribe to Billboard. Yes ______ No ______

Store Name: ____________________________
Individual: _____________________________
   □ Owner: □ Manager: ____________________

Telephone: _____________________________
Address: _______________________________
City, State, Zip: _________________________

FIND®
Applications for open accounts are now being accepted.
The listings on this page represent the new additions and picks of more than 150 radio stations in 50 markets polled each week for Top 40, MOR, country and soul, along with the picks of the Billboard Review Board. The picks are based upon the commercial potency of the disc.

**POP**

**SMOKEY ROBINSON & THE MIRACLES—WE’VE COME TOO FAR TO END IT NOW (3:25)**


**DENNIS COFFEE AND THE DETROIT GUITAR BAND—GETTING IT ON (2:31)**


**ALICE COOPER—SCHOOL’S OUT (3:29)**

(Prog. by Nick Charles; writer: Cooper-Bruce; Flip) No Info Available.

**HELEN REDDY—I AM WOMAN (3:04)**


**LAURA LEE—RIP OFF (3:16)**


**DANIELYNE & BRANNIE BRAMLETT—WE’RE ON THE RIVER JORDAN (2:04)**

(Prod. Delaney Bramlett; writer: Bramlett; Deltone-Blackbird, BMI) Flip: No Info Available. COLUMBIA 46055

**EDDIE KENDRICKS—EDDIE’S LOVE (3:20)**

(Prod. Frank Wilson; writer: Carter-Powell; Jubilee, BMI) Flip: No Info Available. TAMLA 5429

**also recommended**

**WAYLON JENNINGS—SWEET DREAM WOMAN (2:56)**


**CLAUDIE KING—THE LADY OF OUR TOWN (2:56)**


**DEL REEVES—NO RINGS—NO STRINGS (2:37)**

(Prod. Del Reeves; writer: Pearson-Pearson; Acoustic, BMI) Flip: No Info Available. UNITED ARTISTS 50906

**JOE STAMPLEY—IF YOU TOUCH ME (You’ve Got To Love Me) (2:19)**

(Prod. Murry Wilson; writer: Taylor Wilson-Stampley; A&M, BMI) Flip: “All The Posses” (2:00) (writer: BMI) DOS 1742 (SABREDO)

**also recommended**

**SLIM WHITMAN—Little Drops of Silver (2:32)**

(Prod. BMI Collie; writer: Homer-Gallatin) UNITED ARTISTS 53999

**COUNTRY**

**CHARLEY PRIDE—IT’S GONNA TAKE A LITTLE BIT LONGER (2:35)**

(Prod. Charley Pride; writer: Packett-Patton; Pye-Cromwell, BMI) Flip: “You’re Wanting Me To Stop Loving You” (2:51) (Pye-Cromwell, BMI) RCA 74070

**LYNN ANDERSON—LISTEN TO A COUNTRY SONG (2:43)**

(Prod. Glen Sattler; writer: Messina-Garratt; Jasseron, ASCAP) BMI. No Info Available. ATLANTIC 9401

**RASTAMAN—Beverly Hills (2:23)**

(Prod. Rastaman; writer: Baccara) RCA. No Info Available.

**JOE STAMPLEY—IF YOU TOUCH ME (You’ve Got To Love Me) (2:19)**

(Prod. Murry Wilson; writer: Taylor Wilson-Stampley; A&M, BMI) Flip: “All The Posses” (2:00) (writer: BMI) DOS 1742 (SABREDO)

**also recommended**

**SLIM WHITMAN—Little Drops of Silver (2:32)**

(Prod. BMI Collie; writer: Homer-Gallatin) UNITED ARTISTS 53999

**SOUL**

**SMOKEY ROBINSON & THE MIRACLES—WE’VE COME TOO FAR TO END IT NOW (See Pop Pick)**

**DENNIS COFFEE AND THE DETROIT GUITAR BAND—GETTING IT ON (See Pop Pick)**

**EDDIE KENDRICKS—EDDIE’S LOVE (See Pop Pick)**

**WILLIAM BELL—SAVE US (3:17)**


**VIGRASS & OSBORNE—MEN OF LEARNING (3:23)**


**WILLIAM BELL—SAVE US (3:17)**


**STORIES—I’M COMING HOME (2:37)**


**BOB RUBIZZAC—STORM WARNINGS (2:42)**

(Prod. David Davis; writer: Rizorza; Federal-Swing, BMI) Flip: “Let’s Stay Together” (3:33) (Browdellie, BMI) A&M 1356

**MIKE MCDONALD—A GOOD OLD TIME LOVE SONG (4:32)**

(Prod. Ron Around; writer: McGregor; Screen Gems-Columbia, BMI) Flip: No Info Available. BELL 45219

**JIMMY DAWSON—WHEN YOU FINALLY COME AROUND (2:03)**

(Prod. Mary Patross; writer: Dawson; Peer Int’l, BMI) Flip: No Info Available. KAMA SUTRA 546 (Sobri)
Six neat things Steve Lawrence and Eydie Gorme are doing to help you sell more records.

1. They'll be headlining at Caesars Palace with the Mike Curb Congregation opening May 18 for a couple of weeks. Vegas audiences love their act... and dig their records too!

2. Steve and Eydie's new single, aptly titled "We Can Make It Together" (K14383). It was specially composed by the Osmonds.

3. Their new album features giant selling Number 1 songs from around the world. It's out now. And it's called, naturally enough, "The World Of Steve And Eydie." If you're a numbers man try SE 4803.

4. Don Costa, producer of Sammy Davis' "Candy Man" and Donny Osmonds "Puppy Love," has composed and produced Eydie's new single "Mr. Number One" (K14397). Steve digs the title.

5. Danyel Gerard, composer and performer of the 7 million selling international hit "Butterfly" has just completed working with Eydie on her version of the song for the American market. M. Gerard accompanies on guitar.

6. Meanwhile back at the studio, Steve is currently working on a new project with MGM records that he considers to be "the most unique thing I've done to date." When he tells us, we'll tell you.

Steve and Eydie.
Selling on the label with the Lion.
SPECIAL MERIT PICKS

MOTHER NIGHT—Columbia KC 31024

This is a new group that they have all together on this album. Columbia has demonstrated excellent musical and vocal power. This album includes "Guitar Man." Every shape is in both box and shell.

JESSE, WOLFT & WINGERS—Guitar SW EP 407 (Capitol)

This LP makes a lot of impact on the eye, especially if you turn the volume up extra loud, which will cause you to hear all of the music that has been laid down. Musically, a very interesting album and yet a good record. Waloff & Whippers is a part of the group and they sound for big things.

BO DIDDLE—Where It All Began, Chess OF 50016

When the subject of rock & roll comes up in conversation you can get off on various topics. This album, however, makes a good entry itself by stating "Where It All Began!" All one material that will prove to be very popular with his fans of old and new, included are "Sage Jce." "Waloff & Whippers." Strong entry.

LAURENCE ALMOND—The Best of Everything, Elektra DLX 106

Few people in the world can match the serious work on laboratory. All the artists on this album has a lot of growth in lines. With You," as it comes from the tune "Summer of '42." Sandy Burkes has

COUNTRY

BEST OF GEORGE JONES, Vol. I—RCA LSP 4710

Over the years, few country music artists have been able to hold their own in the fast-paced, highly competitive arena of today's Top 40 show success. Most of the new recording artists are stellar. George Jones is a strong performer who has proven to be one of the most reliable recording artists of the last 10 years. The album has a lot of growth in lines. "White Lightening," "Lone Bellow," and "A Good Year To The People." This package is a must-for for George Jones fans.

LOW PRICE POPULAR

ANDRE KOSTELANETZ—Love Theme from "The Godfather," Harmony KM 31000

ORIGINAL CAST

BRING IN THE CATCH—The Music Man, Shanachie SP 1059

COUNTRY

KOSKI GARDNER PLAYS CHARLEY PRODON—RCA LSP 4710

POPULAR ****

MILTON CHERESLEY CARNALL—RCA LSP 4467

MIGHTY SHADOW MOOS—Who Will Save the World, United Artists 50753

VARIOUS ARTISTS—Sung in Aaj AP 7813

ARTIE SHAH DEVELOPING RY DODROE—RCA 392

NOEL CONRAD—The Greatest Hits, Vol. One, Grammophon SP 1059

SUNNY DEBSON—His Trumpet & His Orchestra, RCA—Vol. I RA 361

MARRS/ARBEIT/HILDERHOFF's 1001 5

SUSAN TAYLOR—Finally Getting Home, MJ 3022

CAYEVAL—Royal RVS 33146

BB SPOTLIGHT

The best album of releases of the week is in all categories as picked by the BB Review Panel for top sales and recording potential.

SPECIAL MERIT

Albums with sales potential that could have a future if proper consideration at both the dealer and radio level.

*** Albums with sales potential within their category of music and possible chart items.

ALBUM REVIEWS

JAZZ

VARIOUS ARTISTS—The Guitar Album, Columbia KC 31045

BROCK HUMPHREY—Pirate-Blue, Blue Note BST 4257

INNOVATION—GREAT JAZZ BAND—is Where It's At, ELP 1 5702

FOLK

VARIOUS ARTISTS—Ballads of America, Fantasy KM 755

GOSPEL

ARETHA FRANKLIN—The Gospel Soul of Aretha Franklin, Camden CR 10009

RELIGIOUS

RALPH CARLIMI & THE YOUNG PEOPLE—Have a Nice Day Light CL 5553

POLKA

JENKINS/FRITZ/TEKKER-Guitar Box Polkas, Delta International DL 7022

More Album Reviews

Page 63

ACTION

NATIONAL BREAKOUTS

SINGLES

AMAZING GRACE—(Pipes and Drums and the Military Band of the Royal Scots Dragoon Guards) RCA 74-0130 (Sanborn, ABC)

I NEED YOU—America, Warner Bros 7250 (WAB, ABC)

HOW CAN I BE SURE—Dave Cashley, Bell 45-220 (Sloper, ABC)

HOUSE THE MAN (Part 1)—Marvin Gaye, Tamla 54242 (Motown) (Jabette, BMI)

ALBUMS

JETHRO TULL — Thick As A Brick, Reprise MS 2072

REGIONAL BREAKOUTS

SINGLES

EDDIE'S LOVE—Eddie Hendricks, Tamla 54218 (Motown) (Jabette, BMI)

ALBUMS

DON JIMUS—Imus in the Morning/1200 Mumberger to Go, RCA LSP 4699

(B/ST. LOUIS)

B&W STEVENSON—RCA (DALLAS-FT. WORTH)

Bubbling Under The Hot 100

101. VANEVELLIA

Kenny Leggatt w/line Mezzinna, Columbia 45-6550

102. TOO LATE TO TURN BACK NOW—Cornellius Bros. & Sister Rose, United Artists 50910

103. IN A BROKEN DREAM

Python Lee Jackson, B.B. King, Bell 45-1953

104. BEGL, STOR OR BEGOL

New Seekers, Elektra 45780

105. DO YOU REMEMBER THEEM?

Johnny Williams, Epic S-10485 (CBS)

106. HE WILL BREAK YOUR HEART

Four Tops, Motown 1198

107. HAPPYI GUS IN THIS WOOL U.S.A.

Four Tops, Motown 1198

108. MIGHTY MIGHTY AND ROLL POLY

Four Tops, Motown 1198

109. VANILLA OIL

The Supremes, Motown 1198

111. IT'S SO EASY (Ta Seo)

Rang, Anthem 5107 (United Artists)

112. DARING BE HOME SICE

Beverly Ross, Bell 45-2499 (Famous)

113. I CAN FEEL IT

Chase, Epic S-1056 (CBS)

114. I CAN FEEL YOU

Adidas Ross, Bell 45-2499 (Famous)

115. BEAUTIFUL SUNDAY

Daniel Boone, Mercury 73281

Bubbling Under The Top LPS

201. JOE TIX

From the Bows Come the Rapper, Atlantic SD 2892

202. BEATLE CHORUS

Saxophone, SM 7007 (Mercury)

202. FOUR TOPS

Charly, ARP 2499 (Famous)

204. LITTLE FEAT

Sollin' Shoes, Warner Bros. BS 56000

205. HOSTI TEEL PLANETS

The Village, ARP 2499 (Famous)

206. ELECTRIC LIGHT ORCHESTRA

No Answer, United Artists FAA 55573

207. JOAN BAEZ

From the Shadow, A&M SP 3439

208. DAVID PEEL & THE LOWER EAST SIDE

The Pope Smokes Dope, Apple SW 3291

209. REDD FOXX

Sonny & Fox, Doort DTL 853

From the Music Capitals of the World

* Continued from page 46

recorded at Allred Recording Studios, and Cannon is scheduled to return next month for another session here with himself and Lewis Willis producing the session. Cannon, formerly recording at Hi Studio, and recently returned from a 10-day tour of Texas, Louisiana, Florida, Georgia and Alabama, says he has a new single on Columbia, "Na Mi Nah," produced by Steve Cropper at Trans-Maxx Studios. Willis and Ronnie Capone are producing an album of an edgy guitar band Leo LeBlanc for their TMI label. Chips Moman has completed an LP for his Entrance label on Billy Lee Riley's, "Nashville artists Chet Atkins, Boots Randolph and Floyd Cramer will play the Auditorium here Friday (19). College students from a 250-mile radius of Memphis poured in here during Cotton Car-

Continued from page 46

JAMES CORTESE

MAY 20, 1972, BILLBOARD
MEMPHIS, a modern metropolis of the Mid-South. A city literally built 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
- Record Companies
- 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:

NEW YORK
165 West 46 Street
New York, N Y 10036
212/757-2800

CHICAGO
150 North Wacker Drive
Chicago, Ill 60606
312/CE 6-9818

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

NASHVILLE
1719 West End Avenue
Nashville, Tenn 37203
615/329-3925
EAT A PEACH

INCLUDES THE HIT SINGLE
"AIN'T WASTIN' TIME NO MORE"

(CPR 0003)

TWO LP'S OF ROCK DYNAMITE
FROM
THE ALLMAN BROTHERS BAND

From Capricorn
(2CP 0102)
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<th>TITLE</th>
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<td><strong>Stars who sold out in retail sales activity over the past week: based on actual market reports.</strong></td>
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Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.
Z Z TOP.
The blues/rock band from Texas that the rest of the country is rapidly discovering.

"FRANCENE." 179
The new Z Z TOP single that is turning up on major playlists from coast to coast. (Not to mention the charts.)

And it all began with the release of their new LP, which includes "Francene" as well as 9 other potential hit singles.

RIO GRANDE MUD
Z Z TOP

ZZ TOP is happening.
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<th>ARTIST</th>
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Congratulations to

**eleventh hour records**

A Great New Company

with a Great New Hit-bound Group

**mason**

“Cooking just doesn’t describe MASON”
John Lee Hooker

“Harbour by MASON — A Dynamite Album”
Robert Rapice
WCCS
Central Connecticut State College

“Incredible”
John Hargrove
WJR
Virginia Commonwealth University

“Harbour by MASON — A Dynamite Album”

Bob MASON

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CHUCK BERRY, “Chuck Berry London Session,” Chess Cuts: KFWM-FM, WNEW-FM.


TIM DAVIS, “Pipe Dreams,” Metromedia Cuts: All. Stations: KSJO-FM.


EAGLES, “Take It Easy,” Asylum (Single) Cuts: All. Stations: WCMF-FM.

EMERSON, LAKE AND PALMER, “Pictures at an Exhibition,” Catalog Cuts: All. Stations: CHUM-FM.


FOG HAT, “Fog Hat,” Bearsville Cuts: All. Stations: WBRU-FM.


RASPARBERRIES, “Raspberries,” Capitol Cuts: “Go All the Way,” “I Can Remember.” Stations: WNEW-FM.


S.A. Radio Clamdough, 'Wholesome' Music Urged

Under this new agreement a single by local group Hocus called "He has already been banned by the SABC because it considers the song's lyrics "objectionable." As of June 1, the SABC will be taking over the pop music station, Laurence Marques Radio.

Polydor Cuts Off-Broadway, Black Musical

NEW YORK—Polydor Inc yesterday dropped five acts on its roster. "Don't bother Me I Can't Cope," and plan a June 1 date for release. The album was recorded at Producer Van Halen's New York's Hit Factory. Publisher of the "Don't bother Me I Can't Cope" music is Fliddick Music, headed by Tommy Valando and Bill Galbraith.

The musical received two Obies, off-Broadway awards—for the best music and lyrics for an off-Broadway musical to be given Grant, and best performance by a male in a musical to Alex Brillford.

WPLJ-FM in Live Concerts

NEW YORK—WPLJ-FM, have in conjunction with RCA studios, has scheduled live concerts to be aired by the station and broadcast from New York's Radio City. To be held approximately every six weeks the concerts will be augmented with a performance by a Time magazine.

Andy Williams '45' Sampler

LOS ANGELES — Columbia Records has just released a sampler by Andy Williams that will greatly help radio station managers in their efforts to promote their "45"s.

John Williams, president of the label, said: "There is tremendous spirit in the music departments in the U.S. colleges and high schools for the big band music and usually in the past month it's never been a better time for a new pion eer anything, certainly not under this condition. A number of colleges where a college such as Columbia "45"s have been hit by an erosion in the sales of more than one or two. We are also noticing a corresponding increase in club attendance from young people.

Stark Opens Camelot Store

NORTH CANTON, Ohio—Stark Record Tape Company, Inc., here opens its 14th free-standing store in a Cincinnati mall next week, bringing its total of company-owned stores and record department departments to 14.

Shawn, general manager, said that Paul David, Stark president, intends to open about six more stores and department stores in the year before the end of the year. The Camelot store will feature a varied repertoire of tape and records, and provide a service to listeners for years.

Stark has stores in Ohio, Tennessee, Pennsylvania, and West Virginia.

WB Will Release Malcolm 'Track

NEW YORK—Warner Bros. Records will release the soundtrack album to the 1971 film, "Malcolm X." The album will include songs by the deceased black American.

The album, which combines live and music, and closely follows the film line, features James Earl Jones, Billie Holiday, The Last Poets, Duke Ellington and Otis Davis.

Past Pop Hits and Oldies Coming Back Via Country

CHICAGO—Country artists are reviving oldies and pop hits as well as oldies from their own genre as evidenced by Roy Stingley, program manager for WDRB, who comments on his feelings for the following. For instance, he says, "This is the kind of music we all heard back in the days of the oldies stations."

Atkins Honored at Dinner

NASHVILLE—Chet Atkins, vice president of RCA here and a friend of everyone in and out of the industry, was honored here last week, with the Humanitarian Award from the National Council of Christians and Jews.

At the $50-a-plate, black-tie dinner, in his position, his concern and his understanding. More than 600 members of the music and business community attended.

In receiving the honor, Atkins suggested that it was good for his "insecurity complex." Atkins, who has won virtually every award attainable in the field of music, was praised by all concerned. Atkins has known and generally unknown humanitarians.

The actual presentation was made by Johnny Cash, a friend and Atkins, who were headed on Atkins by Governor Winfield Dunn, and president Sterling Brown of the National Conference.

Atkins recalled a ceremony held here five years ago by RCA on his 20th anniversary with the company, "told you myself then to Remember everything about that because things like that don't happen twice, and I'm not happening again," he said.

He also paid tribute to his mother, who was present, and to Mel Atkins, a personal promotion ma n for Acuff-Rose, who gave Andy Williams '45' Sampler

LOS ANGELES — Columbia Records has just released a sampler by Andy Williams that will greatly help radio station managers in their efforts to promote their "45"s.

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Still others in this vein include "Be My Baby," by the Ronettes; "Breathe," by the Rolling Stones; "Postcards," by Van Halen; and "We nepany," by Van Halen.

Eleventh Hour Record Buildup

VIRGINIA BEACH, Va. — Eleventh Hour Records, an in ex-pansion drive has moved into new offices here, formerly a record, filed by Chuck Taylor, is Woody William White.

Three new divisions include: Taxo Management, TMA Productions and the TMA Records, which produce records as well as local concerts, said Paul David, the company's John Ladd, who is the owner of TMA. In addition, the label released its recent Mason LP, and is launching a second LP, "The Rolling Stones" as well as a CD of the Rolling Stones. New acts signed to Eleventh Hour include: Polyphony, Jim Gaylon and Jerry Jules.

Progressive Radio Group

LOS ANGELES—Progressive Radio Group and its affiliates are being brought together to form the National Progressive Radio Association, according to Progressive Radio Announcers Network, its parent organization, which is known by its personal at KFYO-FM here. The new organization will be called Progressive Radio Group, LLC, and will include KFYO-FM, which is the only FM station on the West Coast that is a progressive station, and also KFXC-FM, which is a progressive station in Chicago.

The new organization will include: Steve Chalom of CHFM-FM, Montreal, is the Canadian representative.

Postcards' On Stones Album

NEW YORK—A 12-page ac- cordion-fold illustrated souvenir postcard highlights Stones—captioned on the reverse and suitably numbered—in the Rolling Stones new two album.

The package was designed by John Van Hamersveld and Nor man Mcllroy and contains a college of 8mm film tape taken by Frank Robert of the Stones.

The album is released worldwide May 22. It was recorded with the group's first two albums—in France and mixed at Sunset Sound Stage.

Atlantic's promotional efforts will coordinate with the 1972 Stones '60s tour, starting June 3.

Impulse Coast Jazz Junket

LOS ANGELES—The success of the recent Impulse jazz campus in the Northeast (Billboard, April 28), has triggered an 14-16 concert circuit which began with a "Jazz at the University of Washington, Seattle.

Steve Backer, Impulse promo tion manager, said: "We expect to remain at $2 each for all concerts and all experiences. We are looking for a couple of concerts to be held at UCLA next year, and the Washington, Seattle.

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May 20, 1972, Billboard
GERALDINE
DON'T FIGHT THE FEELING.

On Little David Records and Tapes (LD 1001)
an Atlantic production.
Use the Power