Italy Gets 1st Rack—Tape Group Is Set

By GERMANO RUSCITTO

Despite these adverse factors, the launch of the rack operation and the formation of the consortium to develop tape have been warmly welcomed by the whole industry and are expected to provide an enormous and much-needed fillip to the market.

The rack operation is Rack Italia, which has been formed after nearly two years of discussions and preparations. President of the organization is Roberto Galuni, previously with Phonogram, who also filled the post of joint managing director with another ex-Phonogram executive, Giorgio Braga.

The operation will concentrate primarily on opening accounts at electrical and photographic stores, supermarkets, car washes, motor accessory outlets and the larger chains and will initially seek business in the Milan, Liguria and Romagna areas before attempting to expand to other sectors of the leisure industry.

Raid Ala. Tape Plant

By BILL WILLIAMS

FLORENCE, Ala.—U.S. mar-
shals here raided and confiscat-
ed equipment and materials from Ala-
ma Customs in Florence last week, following a writ of seizure and temporary injunction issued by the U.S. District Court in Huntsville.

The writ was issued to stop the company from selling a new type of magnetic tape that is similar to the type used in police and security systems.

The raid was the result of an investigation by the U.S. Attorney's Office in Huntsville, which has been conducting an investigation into the company's operations.

It is not clear what the next steps in the case will be, but the raid marks a significant victory for the government in its efforts to combat intellectual property theft.
ELVIS’ NEW ALBUM

AS RECORDED LIVE SATURDAY EVENING,
JUNE 10, AT MADISON SQUARE GARDEN

ORDERS TO DATE OVER ONE QUARTER MILLION

RCA Records and Tapes
WASHINGTON—A suit challenging the constitutionality of the copyright protection law (PL 92-140) for sound recordings unanimously dismissed by a three judge federal court panel last week.

Plaintiff Ronald Shaab of Baton Rouge, La., had claimed that sound recordings should be given the same protection as literary works but was dismissed by a three judge federal court panel last week.

General News

U.S. Rejects Shaab Challenge

WASHINGTON—A suit challenging the constitutionality of the copyright protection law (PL 92-140) for sound recordings unanimously dismissed by a three judge federal court panel last week.

Plaintiff Ronald Shaab of Baton Rouge, La., had claimed that sound recordings should be given the same protection as literary works but was dismissed by a three judge federal court panel last week.

NEW YORK—A Committee to Align with the general public in the copyright protection law (PL 92-140) for sound recordings unanimously dismissed by a three judge federal court panel last week.

Plaintiff Ronald Shaab of Baton Rouge, La., had claimed that sound recordings should be given the same protection as literary works but was dismissed by a three judge federal court panel last week.

NARM Retains 1,000 Anti-Pirate 'Shoppers'

BALA CYNWYD, Pa. — The National Association of Record Merchandisers (NARM) has retained close to 1,000 'shoppers' who will cover the nation's retail outlets and report on alleged bootlegging of product being handled at retail level.

The 'shoppers' appointed by NARM's Anti-Piracy Committee as part of a campaign against illegal duplication of prerecorded music product, is expected to give the music industry an unprecedent focal point for force throughout the country.

According to Jules Malanom, executive director of NARM, 'shoppers' will cover all types of outlets, from independent record stores, department and discount stores, truck stops, service stations, and other places where alleged sound recordings were not anticipated when the copyright clause was framed, the clause "must be interpreted broadly to provide protection for the reproduction of reissue creative works in original form."

Recording firms that provide the equipment and originate the divergent talents of arrangers, performers and technicians, and meet the requirements of sound recording companies, will be covered by the NARM letter, noting that this point was even conceded by the plaintiff during the oral argument.

Promotes Art

The Committee is distinguished clearly between compulsory licensing of musical compositions provision, which it, "promote the general welfare." The idea of promulgating mundane artistic interpretations of a single written composition, and the record label's desire recording of such compilation licensing likewise be extended to sound recordings.

"If Congress, in 92-140, had extended the compulsory licensing legislation to the recording industry, the result would have been that serious choices would not be broadened by the compulsory process would be supplied first by the originator and later by the licensee. Equally important, competition and the industry would be impaired since the compulsory license would be discouraged from investing in new talent and new performers, if they were compelled to license their material," the plaintiff said.

(Continued on page 25)

Group Formed to Protect Black Music Via Copyright

"Some Of These Days" by Shelton Brooks, "Honeybake Rose" by the late Fats Waller and the now-unavailable "Blue Monday," by Rayzor, was recorded in May for the first time. "If I Can't Have a $1800 a year medical expense, more than $1000, says musician Spencer Williams, 'Running Wild,' Old Town Music, who writes, "I Could Be With You" by the late James P. Johnson, 'I'm Just Wild About Harry' by Noble Sissle and Eubie Blake.

Willard was in Washington over the weekend to join the Congressional caucus and publish the results of the committee to congressmen. Joining the committee is singer Wilson Pickett.

Vegas Judge Affirms Order

LAS VEGAS — U.S. District Judge Rodger D. Foley issued a permanent injunction prohibiting several Clark County defendants in a $1 million dollar tape copyright suit from recording, selling and distributing pirated copies of three country, folk and popular music.

Foley denied a motion on behalf of the firms to suppress evidence and to have allegedly pirated tapes and recordings returned.

Last May 4th, U.S. deputy marshall's action on an order of seizure granted by Foley, Billboards May 13, seized more than $1 million worth of tapes and recordings allegedly made illegally. Over 1500 defendants and firms were named in the suit.

According to the complaint, the defendants used electronic and mechanical devices to transfer exact renditions and performances on phonograph records and magnetic tapes and that they advertised and sold the unlawful duplicated records and tapes nationwide.

However, the suit said the defendants entered into a nationwide conspiracy to infringe the copyright of sound records and tapes without authorization and that they were clearly prima facie liable and sanctioned.

The trial of the suit is set for May 14th before U.S. District Judge Howard H. Paper.

More Late News

See Page 70
General News

Executive Tumble

Loba Fitchuk has been promoted to the position of coordinator, promotion, for Columbia Records. A 1979 College graduate, Miss Fitchuk has been at the label for several years in the promotion area. . . . Roy Chiavari, formerly with Warner/Reprise as a local promotion man in the Chicago area, has been appointed Midwest regional promotion manager for the label. He will be based in Chicago. . . . Ken Randell has been named promotion representative in San Francisco for RCA Records. He was vice president of promotion at a national radio station KZAP, Sacramento. . . . Gordon Bohne has been appointed controller of Heilicher Bros. and J.L. Marsh, Inc., divisions of Pickwick International, Inc.

Bill Lucas, director of creative services, Harry Anger, director of merchandising and market planning, Elliot Horner, manager, ad rock, music, East Coast, and Hadley Meeker, manager of merchandising and market planning, have exited RCA. Bill Keane was named director, marketing development and planning, as replacement for Lucas and Anger. Blue Turnable, Judi Schneider, has been named promotions manager for Capitol Records' Eastern sales office. He was formerly a production assistant with Polydor. . . . David Lees is leaving his position as general executive director of National Archives and is now with the law practice, specializing in entertainment-communications mergers and acquisitions. . . . Gary George has been appointed to head Warner Bros. Records' West Coast publicity office. He was previously a publicist for the New York Museum of Modern Art. . . . Sandy Pollock, formerly assistant to Increase Records president Ron Jacobs, is now publicist for Arista Records. He was previously manager of Recording as general manager of the Homegrown and Sea-West labels. . . . Jim Saline has been named national promotion director of Inpress Records. He was previously a promotion manager of a major independent record company and well known in the merchandising consultant. . . . Vince Marchillo, onetime road manager for Poco and formerly in national promotion for ABC/Dunhill, has been appointed to the position of promotion manager at Atlantic Records. He was previously a vice president with ABC's executive vice president Marv Helfer. . . . David Mook now heads the Damont Corp., a Beverly Hills publishing/artist representation firm. He formerly a vice president with Aaron Schwartz International, Los Angeles, and was also with the Schroeder office in Los Angeles, the firm's general professional manager. . . .

Ed Ochs, former Billboard rock columnist and soul editor, has been named music editor of LA, a new weekly newspaper debuting July 4 in Los Angeles. . . . Dennis Smith, former Detroit educator who was principal of Northwestern High School in Detroit for the last two years, has been appointed to the Storer Broadcasting Co. staff as general executive and coordinator of communications. Mr. Smith is also a full-time arranger-producer with RCA, Los Angeles, has left that position. . . . Jimmy Barden, formerly with Chappell, Los Angeles, has been named director of sales and operations for Schroeder International. He is being assisted by Kadi Morand. . . . Alan Lavinger, longtime industry executive in merchandising and advertising with such labels as UA and Cream, has joined Sh 우리. . . . International, a major merchandising manager. . . . Gloria Clark, pre-production chief for UA, has left the label. . . . John Ianni has exited DGG, where he was Western regional sales representative. Ianni, who also started in

In This Issue

CAMPUS 49
TV/CABLE 35
CLASSICAL 29
COUNTRY 29
INTERNATIONAL 50
JAZZ/SHUFFLE/GAUGING 28
MARKETPLACE 28
RADIO 46
SOUL 46
TALENT 15
TAPE/AUDIO/VIDEO 30

Features
Hits of the World 53
FM Action 55
Hot Country Albums 42
FM Action 55
Hot Country Albums 42
Hot 100 56
Top 40 Easy Listening 20
Charts
Best-Selling Soul Albums 46
Best-Selling Soul Albums 46
Chart Reviews 58
Chart Reviews 58

Index

CAMPUS 49
TV/CABLE 35
CLASSICAL 29
COUNTRY 29
INTERNATIONAL 50
JAZZ/SHUFFLE/GAUGING 28
MARKETPLACE 28
RADIO 46
SOUL 46
TALENT 15
TAPE/AUDIO/VIDEO 30

Features
Hits of the World 53
FM Action 55
Hot Country Albums 42
FM Action 55
Hot Country Albums 42
Hot 100 56
Top 40 Easy Listening 20
Charts
Best-Selling Soul Albums 46
Best-Selling Soul Albums 46
Chart Reviews 58
Chart Reviews 58

Index

CAMPUS 49
TV/CABLE 35
CLASSICAL 29
COUNTRY 29
INTERNATIONAL 50
JAZZ/SHUFFLE/GAUGING 28
MARKETPLACE 28
RADIO 46
SOUL 46
TALENT 15
TAPE/AUDIO/VIDEO 30

Features
Hits of the World 53
FM Action 55
Hot Country Albums 42
FM Action 55
Hot Country Albums 42
Hot 100 56
Top 40 Easy Listening 20
Charts
Best-Selling Soul Albums 46
Best-Selling Soul Albums 46
Chart Reviews 58
Chart Reviews 58

Index

CAMPUS 49
TV/CABLE 35
CLASSICAL 29
COUNTRY 29
INTERNATIONAL 50
JAZZ/SHUFFLE/GAUGING 28
MARKETPLACE 28
RADIO 46
SOUL 46
TALENT 15
TAPE/AUDIO/VIDEO 30

Features
Hits of the World 53
FM Action 55
Hot Country Albums 42
FM Action 55
Hot Country Albums 42
Hot 100 56
Top 40 Easy Listening 20
Charts
Best-Selling Soul Albums 46
Best-Selling Soul Albums 46
Chart Reviews 58
Chart Reviews 58

Index

CAMPUS 49
TV/CABLE 35
CLASSICAL 29
COUNTRY 29
INTERNATIONAL 50
JAZZ/SHUFFLE/GAUGING 28
MARKETPLACE 28
RADIO 46
SOUL 46
TALENT 15
TAPE/AUDIO/VIDEO 30

Features
Hits of the World 53
FM Action 55
Hot Country Albums 42
FM Action 55
Hot Country Albums 42
Hot 100 56
Top 40 Easy Listening 20
Charts
Best-Selling Soul Albums 46
Best-Selling Soul Albums 46
Chart Reviews 58
Chart Reviews 58

Index
Last week at Madison Square Garden, 20,000 people saw an unforgettable performance of the songs that millions will now hear.

"SIMON AND GARFUNKEL'S GREATEST HITS"

Including never-before-released live performances:
“Bridge Over Troubled Water”
“The Sound of Silence”
“Mrs. Robinson”
“Scarborough Fair/Canticle”
“I Am a Rock”
“For Emily, Whenever I May Find Her”
“Kathy’s Song”
“Bookends”
“America”
“Cecilia”
“El Condor Pasa (If I Could)”
“The Boxer”
“Homeward Bound”
“The 59th Street Bridge Song (Feelin’ Groovy)”

From the American group that’s sold more albums than any other in history.
The definitive album of greatest hits.

On Columbia Records and Tapes
The Great Roots celebrated their seventh anniversary with ABC/Dunhill Records, re-signing with the label, and to its fox, record producer and star masseur Steve Barrie.

Ben Karol Sees Mfrs. In Retailing, Detrimental

By ROBERT SOBEL

NEW YORK — Ben Karol of the King Karol retail chain has sourced manufacturers who engage in retailing. "It is wrong and detrimental to the entire industry to the manufacturer to be also involved in retailing. This manufacturer obviously enjoys a tremendous advantage, price-wise. The whole concept cheapens the product to the eyes of the consumer. The retailer, realizing that there is a large price discrepancy from one retail store to another, becomes disenchanted and weary. He is becoming convinced that he doesn't have what he Declared.

To be a manufacturer is itself a subsidy as well as a partner, with Philip Kingsley and Leon Turgenev, in a chain in the metropolitan N.Y. area. A store is in the process of being built in an independent National General Building. When choosing a new store he looks for a good proper location where he can also overcome, "No, absentee management doesn't work too well. It's a fast-moving business and not to be on top of it is absolutely. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol suggests a minimum of 500 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change."

Karol has been in business for at least 2,000 and up to 4,000 square feet of retail space. He looks for a minimum of $300,000 for rent and not to be on top of the game is not what he does. New things come up to hour to hour and day to day is irrelevant tomorrow, and a store and its management, to be successful, has to be on top of its game, except of this kind of change.
Tony Joe White's Written Himself Another Hit: "I've Got a Thing About You Baby"

The single originates from Tony Joe's new Warner Bros. album, "The Train I'm On."
Al lied Improves Pressing And Printing Facilities

LOS ANGELES—Allied Record Co., the custom pressing firm, is currently in the midst of producing what it claims is an “error-proof” single. Several new manufacturing developments are claimed by Jack Wegner, the company’s manufacturing head, that will virtually eliminate pressing problems the industry has had with singles.

First is an “automatic driving machine,” the first of its kind in the country, Wegner claims. It claims to eliminate any off-center hole problems that might be encountered with seven-inch products. The new machine was developed by Allied and New Jersey Labeling Machine Co. The new machine also handles the labeling process, Wegner says.

Wegner also cites new quality control equipment developed for Allied by Altec and Thorens, along with new offset printing facilities for labels and jackets that will provide faster service for accounts.

Another development is Allied’s new design for molds and stamping mountings. Allied and the Richard-son Co., a raw material supplier of styrene, have been working on a new compound for disks.

Wegner, who has headed the plant since 1945, points to more automation coming into the custom business which will improve quality and produce a more consistent product.

Atl. Jazz Week In Dept. Store

NEW YORK—Gimbels department store here was the scene last week of an Atlantic Jazz Week featuring Dave Brubeck, Herbie Mann, David Newman, Bobby Short, Max Roach and Gary Burton.

Each Atlantic artist appeared on each day of the week in a special gauze erected as part of the promotion.

Atlantic is planning future artist appearances in the department store because of the success of the jazz promotion.

Studio Track

By Sam Sutherland

While record company executive and junior record producer have little more than shrewd businessmen, there are enough exceptions to blunt the force of that old saw. And Jack Holzman, president of Elektra Records, is one of the more obvious examples of a successful and able technical and musical background. And the major production credits originate with his early career as an engineer. The battery of productions and advances he has in his New York office is a testament to such combinations. In 1960, when he first offered his views on the state of technical evolution in terms of his earlier years, his work at Atlantic’s key role in his recent return to the studio to produce Harry Chapin.

For the most of the records here for the first 10 years,” Holzman recalled, “we moved into a new area, we would produce the first album in that field.

“Not only would we commissurate for Elektra’s advance, but we would provide that role to include the training of all Elektra producers and many engineers.

“Who were they to do produce this? “I take somebody who seems to have some musical chops, Holzman added, “then we expose them to everything.

“Which was a continual growth at every phase of record production, to the realization of the wish of the producer. “You’re not going to let somebody come in and say ‘I know how the stick works,’ he stated. “One of the greatest dangers is for the producer who has musical values, but who is intimidated by the studio. A Paul Rothchild takes the studio by the scruff of the neck.

Solid Background

“I’ve never met a really great producer who’s didn’t have a solid engineering background. A producer who’s shone a light on the recording is to sound after going through layers, then through each successive stage of production, that have been created in the store, because at every step of the way, there is a slight degradation of the quality of the tape as the producer, Holzman stated, has to anticipate it and stage and each degradation.

While Holzman insisted on that basic technical strength, he also stated that the record engineers have different philosophies on how to run a session, and 10 of them will work.

Holzman’s philosophy began forming during his early engineering experience and today he sees that philosophy in terms of a record’s emotional impact.

“I’ve always tried to keep things simple. And I’ve always seen that a record is more. All technology is there to serve the emotional value of the record,” he said. “Wise doesn’t not, however, imply that Holzman has resisted progress. For a technical innovation which makes for a significant improvement we’ll use,” he stated, and he pointed toward the design of Elektra Recorders in Los Angeles as evidence.

That conclusion was reached on 24-track recording as technically impractical and unnecessary, he was optimistic about the future of quadrasonic simply, “because it multiplies the size and sound of a factor of six. I don’t want to be in the middle of a drum set, but an additional dramatic element is revealed in the recording of an increased field, one that can give you an enormous emotional impact."

Holzman described his reaction to 4-channel, noting that English banjo player Barney Drinkers or Floy Wilson would probably be the first to really use quadrasonic as more than just an afterthought.

The interview with Jack Holzman will be concluded in next week’s column.

Bell Reserve Partridge Disk

NEW YORK — The new Partridge Family single “Breaking Up Is Hard to Do” is being completely reissued for radio stations in its commercial, rather than promotional, form, following a mislabeling problem in one of the plants pressing for Bell Records.

Approximately 1,200 45s from another recording were shipped out with the Partridge Family Breaking Up Is Hard to Do label on them,” explained Ivy Bell, Bell’s executive vice president. “The mistake was made in the factory. In order to be sure that there is absolutely no possibility of error at the radio stations, they’re being shipped out regular label copies.”

Goshin to Guest At B’rith Fete

NEW YORK — Actor-impressionist Frank Goshin will be guest entertainer at this year’s annual awards dinner sponsored by the Music and Performing Arts Lodge, B’nai B’rith on Saturday, S at the New York Hilton Hotel.

Morris Opens Miami Office

NEW YORK—Edwin H. Morris Music Co., will open offices in Miami. Rudy Morris, president, said that opening an office in Miami after having joined United Artists Music four years ago, will direct the company’s publishing activities in Florida.

moving?

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

To expedite service, place magazine address label here and print your new address below.
YOU DON'T

Tug on Superman's cape
Spit in the wind
Pull the mask off the Old Lone Ranger

BUT

YOU HAD BETTER

start mess'n around with

JIM CROCE

his smash single

YOU DON'T MESS AROUND WITH JIM

ABC-11328

from his chart bustin' album

ABCX-756

produced by Terry Cashman & Tommy West
for Interrobang Productions
exclusively on

ABC/DUNHILL RECORDS
MAXIE WAXIE EARNINGS UP

NEW YORK—Maxie Waxie Quality Music Mfg., Inc., has a sales increase of 70 percent, reports earnings were up 150 percent for the first quarter ending April 30, 1972, from the same period in 1971. The president, Max Silverman, noted that profits rose from $40,231 in 1971 to $101,035 during the same period in 1972. Sales were $1,705,933 in 1972 compared with $1,049,731 in 1971.

With the opening of its 12th retail outlet, in the Rockville Mall, Md., the company has also completed the expansion of its office and warehouse space.

Brosious Forms Audio-techniques

NEW YORK—Audio-techniques, Inc., has been formed by a group of technical associate who felt there was a need for an audio-techniques sister company to serve the growing demand for audio-techniques.

The company will be located at one of the three major distributors of audio-techniques products.

Clayton-Thomas Album & Tour

LOS ANGELES—David Clayton-Thomas, former lead singer of the group, is preparing to go on tour in the spring of 1972. He will be accompanied by an all-star band.

Clayton-Thomas plans to use his time away from the recording studio to work on his album. He is expected to release a single in the fall.

Counterfeiter Convicted in Memphis

NEW YORK — A man accused of selling counterfeit tapes in interstate transportation of counterfeit labels, a violation of Section 2318 of the U.S. Code, has been found guilty.

The defendant, known as Robert Ritchie, was convicted by a federal jury in the Eastern District of Tennessee. The trial was held before Judge Milton A. Perel, United States District Judge for the Eastern District of Tennessee.

Shultz could be sentenced to a fine of up to $1,000 and/or a jail term of up to five years for mail fraud; and a fine of up to $1,000 and/or a jail term of up to one year on the conviction for interstate transportation of counterfeit labels.

The judge set no immediate date for sentencing.

Mook Sets Up Damont Corp.

LOS ANGELES—The Damont Corp., has been formed by David Mook and Associates, marketing their publishing and recording acts with producers and record labels.

Under the Damont banner are American Dream Music, Common Ground Music, Hypsophone Management and Sierra Record Productions.

Mook’s first clients include George Clinton, a Los Angeles-based producer, and the singer’s management firm, which handles and manages publishing. She records for ABC/Dunhill.

Redding on Motown

LOS ANGELES—Noel Redding, former Jimi Hendrix bassist, has recovered from his fall at Frank Zappa’s home. He is completing a Motown album with his new trio, Red. The trio includes session drummer: Les Chapman and former Rare Earth lead guitarist Rod Richard. Album is being produced by Tom Wilson.

Counterfeiter Convicted in Memphis

NEW YORK — A man accused of selling counterfeit tapes in interstate transportation of counterfeit labels, a violation of Section 2318 of the U.S. Code, has been found guilty.

The defendant, known as Robert Ritchie, was convicted by a federal jury in the Eastern District of Tennessee. The trial was held before Judge Milton A. Perel, United States District Judge for the Eastern District of Tennessee.

Shultz could be sentenced to a fine of up to $1,000 and/or a jail term of up to five years for mail fraud; and a fine of up to $1,000 and/or a jail term of up to one year on the conviction for interstate transportation of counterfeit labels.

The judge set no immediate date for sentencing.

Mook Sets Up Damont Corp.

LOS ANGELES—The Damont Corp., has been formed by David Mook and Associates, marketing their publishing and recording acts with producers and record labels.

Under the Damont banner are American Dream Music, Common Ground Music, Hypsophone Management and Sierra Record Productions.

Mook’s first clients include George Clinton, a Los Angeles-based producer, and the singer’s management firm, which handles and manages publishing. She records for ABC/Dunhill.

Redding on Motown

LOS ANGELES—Noel Redding, former Jimi Hendrix bassist, has recovered from his fall at Frank Zappa’s home. He is completing a Motown album with his new trio, Red. The trio includes session drummer: Les Chapman and former Rare Earth lead guitarist Rod Richard. Album is being produced by Tom Wilson.

Exclusivity, LP Cuts & the Future

C The end result of this tainted image has been given to every manufacturer, is that many are now selling their products at a lower price than their competition. By the late 1960s, the prices of all tapes were becoming more competitive, and many manufacturers were cutting their prices to stay ahead of the competition.

In addition, the rise of the independent record labels made it possible for artists to have more control over their recordings. Independent labels often offered more creative freedom and better deals to artists than the major labels.

Conclusions

In conclusion, the rise of independent labels and the competition among manufacturers resulted in more exclusivity and better deals for artists. The rise of the independent record labels also led to the development of new music genres and the growth of alternative music scenes.
New Releases from Atlantic

**Exile on Main Street**
The Rolling Stones
COC-2-2900
(Rolling Stones Records)

**Amazing Grace**
Aretha Franklin
SD 2-906

**Mississippi Gambier**
Herbie Mann
SD 1610

**Eagles**
Asylum SD-5054

**If An Angel Came to See You, Would You Make Her Feel At Home?**
Black Oak Arkansas
SD 7008

**Jackie**
Jackie De Shannon
SD 7231

**Dan Cassidy**
LD 10002
(Little Cavid Records)

**The Great American Songbook**
Carmen McRae
SD 2-904

**Rollin' Man**
B. Lance
SD 7218

**Birth**
Keith Jarrett
with Charlie Haden,
Paul Motian and
Dewey Redman
SD 1612

**The Velvet Underground**
Live at Max's Kansas City
Featuring Lou Reed,
Doug Yule, Billy Yule,
Sterling Morrison
SD 9500

**The Don Shirley Point of View**
SD 1605

**Now**
Myrna Summers and the
Interdenominational
Singers
SD 060

**Keyboard Tales**
Michael Perlitch
SD 7230

**Black Man's Lament**
Alex Bradford
SD 081

It all started here...and it's not stopping.
A choice word or two about

Carpenters
A Song For You (SP 4411)
Terrific.

Peter Frampton
Wind Of Change (SP 4348)
Stellar.

Booker T. & Priscilla
Homegrown (SP 4351)
Honest.

Michael D'Abo
Down At Rachel's Place (SP 4346)
Excitingly comfortable.
A&M's Summer releases.

Sergio Mendes & Brasil '77
Primal Roots (SP 4353)
Earthly, Enchanting.

Earth Quake
Why Don't You Try Me? (SP 4337)
Erupting.

Arthur Lee
Vindictive (SP 4356)
Organic, but nasty.

England Dan
and John Ford Coley
Fables (SP 4350)
Good, no fable.

The Bunch
Rock On (SP 4354)
Rock, Roll.
The new music from the new world.

FROM CARACAS, VENEZUELA, THE LATEST LATIN RHYTHM INVENTION, ONDA NUEVA MEANS NEW WAVE. TOMORROW'S BEAT TODAY... HEAR IT SPREAD FROM THIS UNIQUE COLUMBIA ALBUM.

Ted Macero, Producer

BART / LEVY Associates, Inc., 8601 Wilshire Boulevard, Beverly Hills, California 90211

Laonda Music - Godspell Music, Publishers
SEATRAIN
PARRISH & GURVITZ
Bitter End, New York

The band, who got their start playing the New York street corner nightclubs, has honed their sound to become something of a legends in the city's music scene. Today, they hit the stage in a show that is sure to have fans cheering and dancing along to their tunes.

Onda Nueva's "New Album"

A brand new album from the group, "Onda Nueva," is set to release later this year. The album is full of catchy melodies and harmonies that will surely delight fans of the band. The release date is yet to be announced.

Talent

From the Music Capitals of the World

DOMESTIC

NEW YORK

Brother Theodore, a campus favorite in the '80s, is back in New York City, performing at the Orpheum Theater on 21 July. With his band, The Black Three, he delivers an electrifying set that is sure to impress even the most jaded of audiences.

SEATTLE

Parrish & Gurvitz

Bitter End, New York

The band, who got their start playing the New York street corner nightclubs, has honed their sound to become something of a legends in the city's music scene. Today, they hit the stage in a show that is sure to have fans cheering and dancing along to their tunes.

Onda Nueva's "New Album"

A brand new album from the group, "Onda Nueva," is set to release later this year. The album is full of catchy melodies and harmonies that will surely delight fans of the band. The release date is yet to be announced.

Talent

From the Music Capitals of the World

DOMESTIC

NEW YORK

Brother Theodore, a campus favorite in the '80s, is back in New York City, performing at the Orpheum Theater on 21 July. With his band, The Black Three, he delivers an electrifying set that is sure to impress even the most jaded of audiences.

SEATTLE

Parrish & Gurvitz

Bitter End, New York

The band, who got their start playing the New York street corner nightclubs, has honed their sound to become something of a legends in the city's music scene. Today, they hit the stage in a show that is sure to have fans cheering and dancing along to their tunes.

Onda Nueva's "New Album"

A brand new album from the group, "Onda Nueva," is set to release later this year. The album is full of catchy melodies and harmonies that will surely delight fans of the band. The release date is yet to be announced.

Talent

From the Music Capitals of the World

DOMESTIC

NEW YORK

Brother Theodore, a campus favorite in the '80s, is back in New York City, performing at the Orpheum Theater on 21 July. With his band, The Black Three, he delivers an electrifying set that is sure to impress even the most jaded of audiences.

SEATTLE

Parrish & Gurvitz

Bitter End, New York

The band, who got their start playing the New York street corner nightclubs, has honed their sound to become something of a legends in the city's music scene. Today, they hit the stage in a show that is sure to have fans cheering and dancing along to their tunes.

Onda Nueva's "New Album"

A brand new album from the group, "Onda Nueva," is set to release later this year. The album is full of catchy melodies and harmonies that will surely delight fans of the band. The release date is yet to be announced.

Talent

From the Music Capitals of the World

DOMESTIC

NEW YORK

Brother Theodore, a campus favorite in the '80s, is back in New York City, performing at the Orpheum Theater on 21 July. With his band, The Black Three, he delivers an electrifying set that is sure to impress even the most jaded of audiences.

SEATTLE

Parrish & Gurvitz

Bitter End, New York

The band, who got their start playing the New York street corner nightclubs, has honed their sound to become something of a legends in the city's music scene. Today, they hit the stage in a show that is sure to have fans cheering and dancing along to their tunes.

Onda Nueva's "New Album"

A brand new album from the group, "Onda Nueva," is set to release later this year. The album is full of catchy melodies and harmonies that will surely delight fans of the band. The release date is yet to be announced.

Talent

From the Music Capitals of the World

DOMESTIC

NEW YORK

Brother Theodore, a campus favorite in the '80s, is back in New York City, performing at the Orpheum Theater on 21 July. With his band, The Black Three, he delivers an electrifying set that is sure to impress even the most jaded of audiences.

SEATTLE

Parrish & Gurvitz

Bitter End, New York

The band, who got their start playing the New York street corner nightclubs, has honed their sound to become something of a legends in the city's music scene. Today, they hit the stage in a show that is sure to have fans cheering and dancing along to their tunes.

Onda Nueva's "New Album"

A brand new album from the group, "Onda Nueva," is set to release later this year. The album is full of catchy melodies and harmonies that will surely delight fans of the band. The release date is yet to be announced.

Talent

From the Music Capitals of the World

DOMESTIC

NEW YORK

Brother Theodore, a campus favorite in the '80s, is back in New York City, performing at the Orpheum Theater on 21 July. With his band, The Black Three, he delivers an electrifying set that is sure to impress even the most jaded of audiences.

SEATTLE

Parrish & Gurvitz

Bitter End, New York

The band, who got their start playing the New York street corner nightclubs, has honed their sound to become something of a legends in the city's music scene. Today, they hit the stage in a show that is sure to have fans cheering and dancing along to their tunes.

Onda Nueva's "New Album"

A brand new album from the group, "Onda Nueva," is set to release later this year. The album is full of catchy melodies and harmonies that will surely delight fans of the band. The release date is yet to be announced.
NATIONAL CIRCUS ASSOCIATES: "Rock and Roll Circus Is 'SUCCESSFUL,' Says ATI"

NEW YORK—Circo, organized by Jeff Franklin and Sol Saffian of American Talent Inter-
national, is a circus as a concept of offering bigtop attractions and rock acts on the same bill.

Saffian said that ATI first became involved in packaging rock performances with circus acts when the rock group Faces requested to be booked with circus productions.

ATI, at the beginning skeptical about the idea, was in contact with George Hamilt with whom they agreed that rock could work, they decided to begin a production of their own.

The initial problem, it turned out, was signing on quality circus performers, Ringling Bros. and other major touring groups expressed little interest in providing acts for Cyrus. ATI, again in touch with George Hamilton, worked out arrangements for what turned out to be "a very successful" tour of the South.

Ironically, said Saffian, we faced with unknown reactions from concert goers and turned out that the circuses were the only ones disappointed with Cyrus. With eight circus acts running close to 45 minutes and three rock acts the combined act "just doesn't want to leave their seats."

Faces, Budinger and Ramata are also appearing with Cyrus. ATI, pleased with possibilities of expanding rock entertainment, has booked Cyrus a return tour of eight dates starting July 1.

The scheduled dates are: New Haven Gardens (1), The Spectrum, Phila-
delphia (2), Rubber Bowl, Akron, Ohio (3), Chrysler Arena, Ann Arbor, Mich. (4), St. Memmolo, Syracuse, N.Y. (6), Mt. Pocono Raceway, Mt. Pocono, Pa. (8), Cy-
ic-Arena, Pittsburgh, Pa. (10), Ladd- 

SHERMAN HOUSE

Randolph and Clarion Streets • Chicago 60601
Reservations: 312/FR 2-2100

PICTURES

(Continued from page 15)

HOF DAD MARK ALLEN

Mister Kelly's, Chicago

Appearing in their first big club date this week, Bob David and Marc Allen's performance. Their gold-tipped, leather-legato duo concentrate on elements all ages can identify with: friendship, and humor.

(Continued on page 19)

HOLD DAD MARK ALLEN

Mister Kelly's, Chicago

Appearing in their first big club date this week, Bob David and Marc Allen's performance. Their gold-tipped, leather-legato duo concentrate on elements all ages can identify with: friendship, and humor.

(Continued on page 19)

MEMPHIS

The Mid-South Fair has slated Sonny and Cher for two shows on September 30th at the Coliseum, of the Royal Philharmonic Or-gan of London will include Memphis concert Nov. 8. Stax has booked the band by the River City Street Band on Ent-

All Concerts on Monday, July 10, at Oakland Coli-

NAT FREELAND

CINCINNATI

Chicago, seven-piece combo cur-

HOLD DAD MARK ALLEN

Mister Kelly's, Chicago

Appearing in their first big club date this week, Bob David and Marc Allen's performance. Their gold-tipped, leather-legato duo concentrate on elements all ages can identify with: friendship, and humor.

(Continued on page 19)

HODDOD DAD MARK ALLEN

Mister Kelly's, Chicago

Appearing in their first big club date this week, Bob David and Marc Allen's performance. Their gold-tipped, leather-legato duo concentrate on elements all ages can identify with: friendship, and humor.

(Continued on page 19)
See the hot record man on the hot tube.

"The Jerry Reed When You're Hot You're Hot Hour" goes network on CBS-TV for five weeks beginning Tuesday, June 20 at 7:30 P.M. (6:30 central time). A lot of people will be watching. Stock up now.
Talent

Talent In Action

We dare to be different! Giving some M.D.'s the D.P.'s Over 60,000 ordered! No major airplay. Tremendous reception from over one million in college and public concerts: (BMR Records)

Talent

Rock Not Getting Fair Shake From Education, Says Lecturer

By SAM SUTHERLAND

NEW YORK — Rock has been seriously underestimated by the educational establishment, according to Eric Jarlow, a doctoral candidate in the department of Social History at Columbia University. "Rock at SUNY Buffalo have been dismissed as 'hippie trash,' he says. "It should receive more exposure throughout universities and colleges."

Jarlow is now completing his dissertation on "Rock and Roll and Revolution," and he is attempting to offset his intellectual and personal involvement with rock music by exposing himself to the music industry. He has written a grant to the State University of New York at Buffalo to produce a rock concert for rock music since January 1970.

Jarlow is now completing his dissertation on "Rock and Roll and Revolution," and he is attempting to offset his intellectual and personal involvement with rock music by exposing himself to the music industry. He has written a grant to the State University of New York at Buffalo to produce a rock concert for rock music since January 1970.

Simon, Staples — 26 Date Tour

NEW YORK — Joe Simon (Spring Records) and Fred Staples (Ferdie Records) are set to join the Staples Singers, the Dramatics, and the Stylistics, will appear in the North and Southeast U.S. on a joint summer engagement during June and July.

The areas to be covered include: Philadelphia, June 19; Detroit, Ohio (20); Cincinnati, Ohio (22); Cleveland, Ohio (24); Washington, D.C. (29); Richmond, Va. (July 3); N.C. (July 1); Richmond, Va. (2); Columbus, Ohio (3). Milwaukee, Wis. (6); Winston-Salem, N.C. (7); Columbia, S.C. (8); Charlotte, N.C. (9); Greensboro, N.C. (11); Atlanta, Ga. (12); N.C. (13); Savannah, Ga. (15); and Greensville, S.C. (16).

From the Music Capitals Of the World

Continued from page 16

ATLANTA

South and Freddy Welker, will be the subjects of books to be marketed by Georgia Press Publications beginning this summer. The books, which will be the title of a just released book entitled by the same name, will feature the story of the hot recording artist. Welker's yet-to-be titled book has just been signed by Georgia Press. It is to be marketed by the end of August.

Stax artist Frederick Knight, whose career has been downplayed by the media, has been signed by Lance's new publishing company, "Stax足以," and the title of a new book, "Stax, The South's Greatest Recording Artist," is expected to be released later this year.

Lula Minnelli will make two concert appearances at the Center June 17 at the LaGrange, Ga., native Chips nominal has completed the sale of his new record. He's at 2107 Faulkner Road. However, Welker's wife has negotiated a Vanguard LP contract for Silverman, a local rock trio.

SHELLY PISANI

Ramatam on Tour

NEW YORK — Ramatam, an Atlantic recording group, is one of the groups appearing on "Faces in the World's First Rock and Roll Convention," a three-day event to be held in August.

The group, which is the creation of the British music producer, has been described by industry sources as a "new, exciting band," and is currently touring the United States. The group is expected to perform at the convention, which will be held in London, England, in late August.

Paradise Alive — Preston Record

LOS ANGELES—Billy Preston set an attendance record of 1,600 at a recent concert in this city. The rock dance concert facility on the site of the old Hollywood Bowl, which was later owned by Jack Terricloth Records, and which was later leased to the artist, was packed and tickets sold out.

The Paradise Ballroom has just obtained a liquor license and its weekend admission price is now raised to $2.50 per concert for all visitors.

The club has become a popular site for record company press parties displaying new artists.

14 PARKER LPs ON ESP DISK

NEW YORK — ESP-Disk Ltd. will release 14 jazz albums of broadcast performances by the late Eddie Condon, who died in 1954. The release was made possible through a recording agreement with the estate of the musician.

The album is a collection of 14 LPs that have been titled "The Eddie Condon Collection." The collection features 14 different sessions that were recorded between 1948 and 1954. The album is scheduled for release on July 7, following which it will be available only on vinyl.

More information about this collection will be available at the store.
Sometimes an artist goes "underground." Sometimes an artist has a small, fanatical following. Sometimes an act comes into a club or appears at a college campus. The word goes out on the street—he's in town. Go see him. That's the way it's been for Randy Burns; a few kind words here, an ecstatic review there. Beautiful. Sensitive. Mellow rock. Great songwriter. Great singer. Slowly, the word gets around. Listen. No more whispering; people. Randy Burns is up front with his first Polydor album, and we're gonna shout about the album a lot. Discover the mellow world of Randy Burns.

Randy Burns
I'm A Lover, Not A Fool

PD-5030

Polydor Records, Cassettes and 8 Track Stereo Cartridges are distributed in the USA by Polydor Incorporated.
In Canada by Polydor Canada Ltd.

USE THE POWER TO REGISTER AND VOTE.
FUTURE OF RADIO

Opinions Differ on Formats’ Future

EDITOR’S NOTE: This is the latest in a series of articles on radio in general. Program directors from all of the major formats have appeared here, nearly all with definitive opinions.

The future of Top 40 radio, “as I see it,” said KLIV music director Dave Shilton, San Jose, Calif., includes “a return to some of the things that were happening in the early ‘60s.” Shilton, who has somewhat expanded playlist with the use of more album cuts, even though many cuts are, in essence, singles, and a relaxed and more conversational approach being used by air personnel. In general, a lot more

‘Live’ Concert Package Firm

LOS ANGELES—A new firm has been formed here to provide a package deal on broadcast of live concerts to the record industry. The plan was announced last week here by Art Astor, general manager of KDAY here. KDAY program director Bob Williams and Freddie De Mann, who operates a record promotion firm here, announced the venture.

The new venture is not officially connected with KDAY. What they have decided to do is schedule a live concert by a group of their choice at least 10 progressive rock stations up and down the West Coast. Cost to the record company would be $4,000. However, fringe benefits, besides exposure in the group performing in the concerts would be 10-second spot announcements, displays in 30-plus White Pages, radio reports and comments, and an initial order to the record store for 1,500 albums.

Further details of what the new firm will also provide is not available at this time, although the stations that were mentioned as participating in each concert would include KDAY.

Two Firms Link For Syndication

LOS ANGELES—TV Cinema Sales Corporation and Pickems & Associates have joined forces as a TV syndication outlet. Pickems, which is located in Chicago, TV Cinema is here.

One of the music shows being syndicated by the new combine is “The Back Owein TV Ranch Show,” a half-hour series. Jerry Weisfeld and Art Greenfield of TV Cinema made the deal with Arthur Pickems and Roy Erickson of Pickems & Associates.

Record Firms Spur KTSA/Voter Drive

SAN ANTONIO—KTSA, a Top 40 station here which has already encouraged more than 20,000 people to register to vote, has launched phase three of its registration drive and intends to bring home its first voter as soon as possible with the aid of the record and music industry. Sonny Menendez, operations manager, is offering the fans a chance to bring in the most people to register a quadrasonic band with the Star Jukebox, which was provided courtesy of Famous Music and Kinks, of course, on the Chesapeake Juke Box Band. The unit includes an AM-FM radio and will be filled with the winner’s favorite records.

Also, the winner will have his choice of all letters engraved on the unit.

Other prizes will be albums having a sticker on them labeling them as official KTSA voter registration LP’s by commemorating the group and the record company that donated the album for “their

ANNOUNCING

The 39th ANNUAL BILLBOARD RADIO PROGRAMMING FORUM

August 17-19 Century Plaza Hotel, Los Angeles

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

Name

Field or Radio Station

Address

City, State, Zip

TO REGISTER FOR THE FORUM, fill out this form, enclose your check for $135, and send to: Radio Programming Forum, Billboard Magazine, 9000 Sunset Blvd., Los Angeles, CA 90069.

Details of topics and speakers will be sent to you at a later date.

AM/FM Split

MINOULA, N.Y.—WLHI has separated its AM and FM programming, with WLHI continuing as an MOR station, while WLHI-FM will broadcast “beautiful music” in the form of instrumental and light MOR, in stereo, with half-millimeter and FM simulcast. WLHI-FM is being considered for 24-hour scheduling.

FM Country

COLUMBIA, S.C.—WCOS-FM here, which had been programming progressive rock, will change to country music format 24 hours a day, according to Woody Windham.

Radio-TV programming

DAN MCKINNON, president of KSON radio station and the new music publishing firm of House of Hits, greets new writer Lloyd Barnett, center, who signed by House of Hits as the result of a songwriter contest held by the station. At right is Johnny Horton, manager of House of Hits.

‘Exclusivity LP Cuts the Future’

WSB, Atlanta moves aside to let Richard Harris, right, take over the mike for a while. Harris was performing in Atlanta and visited the MOR station.

‘Soap Opera’ Nostalgia

GRAND RAPIDS, Mich.—Dick Productions, a new syndication firm, has, just introduced “Love of Steele,” a 13-week comedy radio series, reports Dick Smith, vice president.

“The series is very simply, a true trip through the English language with those classic soap opera stories, John and Marsha. The series is short and to the point with a rapid-fire delivery patterned after “Laugh In.” The entire program, when run with a 30-second spot, only runs 30 seconds.” Smith works at WMEX here, Marsha is voiced by WGYD personality Mike McCarthy plays John. John Ladd, now at WQX in Atlanta, is an announcer on the demo tape that is available for radio stations interested in the series.

New Country Outlet

HUMBOLDT, Tenn.—WHMT, slated to go on the air about now, will feature a format blending rock and country music, according to station manager Todd A. Bender, who came to the station from KIRA-FM, Columbia, Mo. Lee Davis is the new program director. He came from KYOR in Columbia. The 500-watt station operates at 1190 on the dial.

EDITOR’S NOTE: This is the latest installment of a taped interview with Bill Drake, a program consultant whose particular approach to MOR programming is somewhat generic—Drake style. The interview was conducted by Claude Hall.

HALL: When you shifted toward the policy of more album cuts a while back, how did you get the news to Ted Atkins and the other guys about the changes you wanted to make? Was it hard to do? Because I don’t think you rule with an iron pound.

DRAKE: It’s not a thing of that at all... because that wouldn’t be the method that we’d take. We would do it... and I stress we do it very thoroughly and before you and I think we might to such and such and such and such... well, we have those meetings and every guy sits around and talks about these things and we not only talk about the pluses of why this or that might be a good idea, we ask every guy to knock all the holes in the idea that he can... let’s find out where the flaws are before any idea gets on the air. Because otherwise, we’d be all kid-ding ourselves, you know about radio. Everything has to be thought out and everything has to be an agreement. There were some good points brought up in meetings between for and against the album-play policy. And, as far as the system, the way to play the cuts, and the scheduling of the album and everything else, I’d say that every one contributed to that. We’ve had a lot of ideas suggested in meetings... some from me and some from others... and when we actually got down to analyzing them, they were horrified... we shouldn’t have been considering those ideas... but... fortunately, you sort of wipe those bad things out of our mind.

HALL: How often do you have meetings of your program directors?

DRAKE: We try to do that sort of thing to the so to talk all together depending on everybody’s timing. This gives a program director a chance to sound off on his problems and get a feedback from everybody else... we’ll get over

(Continued on page 26)

(Continued on page 26)

www.americanradiohistory.com
URIAH HEEP HAS CREATED "DEMONS AND WIZARDS" AND A MONSTER.

On Billboard's TOP LP'S AND TAPE and it was released just four weeks ago.

Just released out of the album by popular demand
Uriah Heep's single "Easy Livin" (73307) already on top 40 stations.

Uriah Heep now on tour throughout the U.S.

From the Mercury Record Corporation Family of Labels/Mercury, Philips, Vertigo, Dial, Mister Chand.
A Product of Mercury Record Productions, Inc./35 East Wacker Drive, Chicago, Illinois 60601
SUNDAY AFTERNOON BOATRIDE IN THE PARK ON THE LAKE

LITTLE RICHIE JARVIS & GOOD HOME COOKIN'

TOP ARTISTS THAT GROOVE THAT SOUL

"BETTY LOU"

GEORGE BUTLER

NOVELLA & THE CRUSADERS

MILLION RECORDS, INC.
103-B Saunders Ferry Rd., Hendersonville, Tennessee 37075
(615) 824-4212

* For Super/COUNTRY Selections See Out Ad 1 In The Country Music Section

JOHNNY CARSON, host of the "Tonight Show" on NBC-TV network, gave a surprise birthday party for Trini Lopez, who was a guest on the show. Carson stands at left. Lighting candles are Susan Pleshette, right, and Ed McMahon, right.
ARRANGED AND CONDUCTED BY KURT KAISER

Bringing In The Sheaves & Love Lifted Me (Medley) • Were You There? • Fill My Cup, Lord • Open My Eyes & Softly And Tenderly (Medley) • The Savior Is Waiting • In The Sweet By And By • No One Ever Cared For Me Like Jesus • If We Could See Beyond Today • In A Silent World • I Would Be Like Jesus

WST-8540 $5.98; Stereo 8 Tape 2-8540 $6.95; Cassette WC-8540 $6.95

WORD Records

WACO, TEXAS 76703—CALL STAN MOSER COLLECT (817—772-7650)

In Canada: WORD RECORDS, Box 8900, Vancouver 3, B.C.
**RECORD PROMOTION MEN’S CONTEST**

**VOTE:**

This is your chance to honor the nation's record promotion men. In each division, vote for first, second and third place by placing a number outside the man's name. Then send this ballot to: Claude Hall, Billboard Magazine, 9000 Sunset Blvd., Los Angeles, CA 90069.

These votes will be tabulated by the Billboard staff and winners will be announced at the awards luncheon during the fifth annual Billboard Radio Programming Forum at the Century Plaza Hotel, Los Angeles, Aug. 17-19. Plaques will be awarded to the leading national promotion director in the nation, the leading record promotion man in each of the four divisions, the leading independent record promotion man, and the best national staff promotion man.

---

### SOUTHEAST

|---------------------|------------------|----------|--------------------------|-----------------|----------------------|---------------|----------------|----------------|----------------------|----------------------|----------------|----------------|------------------|----------------|----------------|---------------------|---------------------|----------------|-----------------|------------------|-----------------|

### NATIONAL PROMOTION DIRECTORS


### NATIONAL PROMOTION STAFF

Write-in vote for two candidates. An award will be presented to the best staff national promotion man who is not a director.

1. **Company:**
2. **Company:**

---

### LOCAL & REGIONAL RECORD PROMOTION MEN

#### MIDWEST

- Bob McLain, Capitol
- Jim Sala, A&M
- Gene Denonvich, CBS
- Tom Gifford, Ind.
- Kelvyn Ventour, RCA
- Ken Benson, Buddah
- Arnie Leeman, WABC
- Merlin Littlefield, RCA
- Luther Wood, Capitol
- Richard Taul, Dot
- Bill Heard, CBS
- Bill Davis, Atlantic
- Jim Jeffries, Bell
- Irvin Woolsey, Atlantic
- Mike Gussler, CBS
- Bill Cook, Ind.
- Mike Dragus, Kinny
- Cy Gold, TDA
- Jay Cunniff, ABC
- Milt Rothenberg, United
- Ed Keely, Capitol
- Don Dobuls, Capitol
- Russ Yerge, CBS
- Nick Hunter, CBS
- Steve Everoff, Decca
- Bob Smith, Capitol
- Irwin Barger, London
- Paul Diamond, London

- Dick Colanzi, Poindown
- Paul Gallis, Ind.
- Dan Markus, Beddo/Weight
- Dave Remedea, Kent Beauchamp
- Richie Johnson, Frank Muller, Buddah
- Jack Hakim, Buddah
- John Rogers, Capital

- Big State
- Chet Miller, CBS
- Tom Amsden, RCA
- Danny Ingel, Ind.
- Al McNutti, MCA
- Gordon Anderson, Epic
- Paul Diamond, London
- Roy Chiovari, WB
- Mike McGlynn, ABC
- Mike Levitton, A&M
- Howard Bedno, Ind.
- Frank Anderson, Kinny
- Al Mathes, RCA
- Norris Green, WB
- Tex Schofield, SoBe
- Jerry Knodle, Heilicher
- Glen Bruder, Roberts

#### WEST COAST

- Mike Atkinson, Epic
- Mel Taroff, London
- Mike Kilmarin, Fantasy
- John East, Atlantic
- Dan Holliday, A&M
- Donna Savedo, UA
- John Field, Atlantic
- Otis Smith, Invictus
- Ernie Farrell, MGM
- Don Whittemore, RCA
- Eddie de Joy, A&M
- George Jay, Ind.
- Abe Glazer, MGM
- Clive Davis, MCA
- Larry Karp, MGM
- Lou Galliani, RCA
- Bud O’Shea, Epic
- Pete McGee, WB
- Pat McGoy, ABC
- Dave Urose, WB
- Joe Geoghegan, ABC
- Paul Rappaport, CBS
- Freddie Mancuso, Stax

- Terry Powell, CBS
- Ron Middag, Elektra
- Barry Mitchell, UA
- Bill Roberts, UA
- Mike Leventon, A&M
- Lou Fields, Ind.
- Jan Basham, A&M
- Rec. Merch.
- Chuck Meyer, MCA
- Jack Sheldts, Stax
- Stan Najolia, Buddah
- Julio Aiello, Metromedia
- Ben Weisman, Warner Bros.
- Sue Kezich, ABC
- Steve Fischler, Kinny
- Mike Borchetta, Ind.
- John Field, Target
- Les Anderson, WB
- Sydney Miller, Capitol
- Jerry Torres, UA
- Fidelity Dist.
- David Krause, Elektra

- Tony Richland, UA
- Bill Chappell, UA
- Berry Mitchell, UA
- Joe Neidman, Buddah
- Randy Brown, Epic
- Mike Alhadeff, ABC
- Dennis Morgan, RCA
- Wayn Arnold, Capitol
- Steve Feldman, A&M
- Jeff Prest, Buddah
- Dick Forrester, Ind.
- Lenny Luffman, RCA
- Rich Baladino, Elektra
- Bob Bizkus, ABC
- Jack Ross, Chess
- Don Graham, Chess
- Jim Benet, Ind.
- Ray Anderson, RCA
- George Farnese, Atlantic
- Don Carter, Capitol

#### NORTHEAST

- Buck Reingold, Buddah
- Bert Rosen, Ind.
- Bob Elson, Capitol
- Earl Hollison, CBS
- Steve W. Rudolph, Scepter
- Don Kelly, Atlantic
- Gary Lippe, A&M
- Joe Bilello, Buddah
- Jim Taylor, A&M
- Matty Silver, Universal
- David Rosen
- George Collier, MCA
- Chappy Johnson, Capitol
- Fred Edwards, Stereo Dimension
- Bill Spitzisky, Ind.
- Cecil Holmes, Buddah
- Logan Westbrooke, CBS

- Buddy Scott, Ind.
- Moe Schulman, Alpha
- Mike Klenfen, CBS
- Tim Zemarel, CBS
- Tony Montgomery, RCA
- Sol Handwerger, MGM
- Danny Davis, Mercury
- Joe Cash, Ind.
- Fred Horton, UA
- Best Gold
- Jack Perry, CBS
- Bar : Harris, Atlantic
- Stan Herman, Ind.
- Bill Beamish, Kinny
- Tracy, Seaboard
- John Allen, MCA
- Bob Greenberg
- Warner Bros.

- Joe Senkiewicz, CBS
- Ray Melanese, Kinny
- Colberg, CBS
- Tony Kennedy, Universal
- Ron Moseley, Sussex
- Nate Chacker, RCA
- Red Richards
- Schwartz Bros.
- Ron deMoro, Kinny
- Bill Geisler, Universal
- Dave Marshall, London
- Steve Rudolf, Scepter
- Joe Dallari, Ind.
- Jerry Ralston
- Best & Gold
- Maury Bloom, MCA
- Bob Zenter, Capitol
- F. Nestro, Ind.
- Tom Klimanski, UDS
- Franklin Berman, Alpha

---

JUNE 24, 1972, BILLBOARD
Dick LaPalm has joined the Village Recorder in Los Angeles as vice president and general manager. He was formerly advertising and sales manager for WHKU-FM, Akron, Ohio. LaPalm previously worked with the Continental Broadcasting System and National Screen Service. He was appointed director of operations for National Screen Service in New York.

Gerald Hobbs has been appointed assistant general manager of the American Artist Division, which encompasses Watson-Guptill, American Artist, American Artist Book Club and the Art Directors Annual. He officially assumes the title on Aug. 15. Hobbs, who joined Watson-Guptill as Merchandising Sales & Services agency manager, has concentrated his efforts on reorganizing the sales and distribution organization as sales representative, later becoming field sales manager, and is currently circulation promotion manager for the entire division. Hobbs succeeds Art L. Wolfson, who left the company to enter the field of book publishing. He has been appointed account executive with Monarch Records and Tape Manufacturing Co., a Viewlex subsidiary and part of the custom services division.

Gentilin has been appointed national promotion manager for A&M Records. He'll be responsible for overseeing promotions for A&M Records, Viewlex and MoWest Records. Gentilin has been with A&M Records since 1971, when he was hired as a publicist. In 1974, he became national manager of promotion for A&M Records. In 1976, he became Director of National Promotion for Viewlex, and was named Director of National Promotion for MoWest in 1977. Gentilin has also been involved in the music industry for many years, working as a publicist for several record labels, including Reprise Records and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.

D. Wax of American Artist, Los Angeles, has been appointed national promotion manager for American Artist. Wax has been with American Artist for 20 years, serving as national sales manager, regional sales manager, and advertising sales manager. He has been involved in the music industry for many years, working for several record labels, including Warner Bros. Records, Capitol Records, and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.

Gentilin has been appointed national promotion manager for A&M Records. He'll be responsible for overseeing promotions for A&M Records, Viewlex and MoWest Records. Gentilin has been with A&M Records since 1971, when he was hired as a publicist. In 1974, he became national manager of promotion for A&M Records. In 1976, he became Director of National Promotion for Viewlex, and was named Director of National Promotion for MoWest in 1977. Gentilin has also been involved in the music industry for many years, working as a publicist for several record labels, including Reprise Records and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.

Gentilin has been appointed national promotion manager for A&M Records. He'll be responsible for overseeing promotions for A&M Records, Viewlex and MoWest Records. Gentilin has been with A&M Records since 1971, when he was hired as a publicist. In 1974, he became national manager of promotion for A&M Records. In 1976, he became Director of National Promotion for Viewlex, and was named Director of National Promotion for MoWest in 1977. Gentilin has also been involved in the music industry for many years, working as a publicist for several record labels, including Reprise Records and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.

D. Wax of American Artist, Los Angeles, has been appointed national promotion manager for American Artist. Wax has been with American Artist for 20 years, serving as national sales manager, regional sales manager, and advertising sales manager. He has been involved in the music industry for many years, working for several record labels, including Warner Bros. Records, Capitol Records, and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.

Gentilin has been appointed national promotion manager for A&M Records. He'll be responsible for overseeing promotions for A&M Records, Viewlex and MoWest Records. Gentilin has been with A&M Records since 1971, when he was hired as a publicist. In 1974, he became national manager of promotion for A&M Records. In 1976, he became Director of National Promotion for Viewlex, and was named Director of National Promotion for MoWest in 1977. Gentilin has also been involved in the music industry for many years, working as a publicist for several record labels, including Reprise Records and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.

Gentilin has been appointed national promotion manager for A&M Records. He'll be responsible for overseeing promotions for A&M Records, Viewlex and MoWest Records. Gentilin has been with A&M Records since 1971, when he was hired as a publicist. In 1974, he became national manager of promotion for A&M Records. In 1976, he became Director of National Promotion for Viewlex, and was named Director of National Promotion for MoWest in 1977. Gentilin has also been involved in the music industry for many years, working as a publicist for several record labels, including Reprise Records and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.

D. Wax of American Artist, Los Angeles, has been appointed national promotion manager for American Artist. Wax has been with American Artist for 20 years, serving as national sales manager, regional sales manager, and advertising sales manager. He has been involved in the music industry for many years, working for several record labels, including Warner Bros. Records, Capitol Records, and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.

Gentilin has been appointed national promotion manager for A&M Records. He'll be responsible for overseeing promotions for A&M Records, Viewlex and MoWest Records. Gentilin has been with A&M Records since 1971, when he was hired as a publicist. In 1974, he became national manager of promotion for A&M Records. In 1976, he became Director of National Promotion for Viewlex, and was named Director of National Promotion for MoWest in 1977. Gentilin has also been involved in the music industry for many years, working as a publicist for several record labels, including Reprise Records and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.

D. Wax of American Artist, Los Angeles, has been appointed national promotion manager for American Artist. Wax has been with American Artist for 20 years, serving as national sales manager, regional sales manager, and advertising sales manager. He has been involved in the music industry for many years, working for several record labels, including Warner Bros. Records, Capitol Records, and MCA Records. He has also worked as a publicist for several music festivals, including the Woodstock Music & Art Fair.
Automation: The Key to Creativity

By ANNE DESTON

HANNIBAL, Mo. — Automation is going to allow radio stations to be more creative, to do more with their people and to give their music more conform to the way people listen. But many music directors have serious doubts about its benefits.

"We're in a new age of automation," said Mathew. "There's no reason why a creative air personality must be torn away from his audience at the board for four hours when through automatic means he can cut an alive show in 40 minutes and spend that time in the studio creating other radio material."

The station stresses the "alive" tag, rather than the "frozen" air Mathew said the one-fourth of all

40, country, soul and progressive rock limit themselves to specific audiences, which seems to be, in many cases, the only format left in which there is room to provide special entertainment (especially meaning music and vice versa).

I hope that there will always be room, radio, for many various formats, but I personally feel that the dominant force in radio in years to come will be, as has been the case, a middle-of-the-road station, which, by its very nature, is going to give the best use of the good aspects of all the other formats.

He said the program director of WSOA, Top 40 station in Sa- vannah, Ga., felt that the future of Top 40 radio would be great if it would stick to just the top 40 records. As for MOR, "The future is good, but so many MOR stations are doing a dressed-down Top 40 stations."

Progressing from country to more into the mainstream of mu- sic, he said, is pretty few people want to hear nine or ten records in a row, and it's not going to stick to the soul format, he said, that many soul stations he's heard need to get more involved in their communities. And country stations, in his opinion, are the best of the "friends and neighbors" ap- proach, as they are the most selective and the music is right because of its huge appeal.

Joseph A. Monteith, program di- rector and operations manager of KTOP, Tempe, Ariz., said he felt there was a closer relation between the Top 40 and MOR formats, especially in small and medium markets. "MOR stations are finding that they must be more selective in their music, trying to reach a younger audience, whereas the Top 40 format is for the older, more varied tastes."

MOR stations, he said, are "more to tighter and more selective playlists with a shorter format in pro- gramming. Top 40 in turn must stick with the Top 40 format so that it's the only thing that's going to be done while they're on the air."

HALL: Have you given much thought to speaking at the Bil- lboard automation forum this year?

DRAKE: I just don't think those things are good for me.

HALL: No, it probably wouldn't do you a whole lot of good.

DRAKE: I don't mean that. I just don't think a speech by me would help you. If you could do something when you get down to specifics about progressive rock, I'm not going to tell a whole bunch of people what I really do.

HALL: But philosophy and the way people view you says a lot to everyone. For example, your the- ories about progressive rock.

DRAKE: Well, I don't know. I'll tell you about it. I've been working on a project coming up which may take up all of my time, I'll know in a month or so whether I've put the right things into it. But I have the whole time I've been in the Top 40 for too long, but have now lost.

The limited appeal of progressive rock in the small market seems to be that they can find enough audience to survive, but that's only a small part of the people who listen to the music and listen to stations with larger audiences. That we can find a market for our music and fit into their programming presenta- tions a much more conservative ap- proach.

He also felt that country stations would still have an influence on both Top 40 and MOR sta- tions, but that the country stations would ever dominate our market like Top 40 radio does.

U.S. radio stations have some au- tomatic systems, but the operators of totally automated systems, you can't tell the difference in what's going to be on the air.

"KQRG-FM is the kind of sta- tion every day every day is looking for," he said. "Our people are hand- selected for leadership with an eye to the future."

KQRG is a pioneer in the field of automated radio, especially, in the FM field, which Mathew sees as becoming the dominant radio format in the near future.

Future plans include develop- ing automated systems on a segmented basis, using the present talent at KGRQ-FM, and selling them in the small and medium national air markets; establishing multi-station owner- ship in major markets using one set of deejays; initiating automated production consultation service for sta- tions (Mathew predicted that they would be a profitable venture) com- bining in two weeks, and the owner would be able to provide a computer control, availability, logs, program format and billings for multiple stations.

Automation adds a deejay's cre- ativity to the station, too. Mathew said. "A deejay never has to stop thinking. The intro can be done until it's perfect."

Almost jokingly, he said that even when an air personality feels that he couldn't think of anything good, "You keep doing takes until the show is recorded, just the way you think it should be.

Automation's chief shortcoming? "They say it lacks the sense of intimacy. We have that because we've had that computer control for ten years."

"We have prerecorded time and temperature. The deejays records a series of lines with the right tone selected by machine during air time, we have to read with weather and news, but as good as they can be.

The four-year-old station plays top 40 music, but to an audience of 18-39. Of our Top 40 top three records are "encore" from 1971.

The music, originally picked by the deejays, is being put on a computer which selects a new play list each five minutes or hour. There is no less than a four-hour repeat of any record or LP.

"It would be a waste of the record's potential on the prerecorded tape for intro, outro, running jingles, cue tape, and happenings," he said.

"We do try to break records," (Continued on page 49)

TALKING DURING A party sponsored by KSAN-FM, progressive rock station in San Francisco, are, from left, Bill Groves, promotion man for H.R. Basford Co., Seachan Littlefeather, and KSAN-FM program director Thom O'Hair.

Record Firms Spur KESA Voter Drive

unsellable efforts in helping to register young voters of South Texas." The station has scheduled a number of on-air campaigns pro- moting each of the LP's. For the campaign, CBS Records contributed a disc of Mark David Chapman, on whose LP the band of the same name performs. Atlantic sent several albums by Roberta Flack, RCA gave some Nilson albums. The entertainment industry to participate in this worthwhile cause has been incredible," Melendez said.

The finale of this phase of the voter registration campaign will be a concert July 4. Already scheduled to appear at the concert are Cheech & Chong, who received a public service award for their performance at a concert in the first phase of the campaign; Dr. Hook, the Rasberries, and Elton John.

WALL: Well, those exclusives helped make Sonny & Cher.

DRAKE: Bob Skaff and Charlie Green became a duet by of that first Sonny & Cher hit and Skaff & Green's hit, and we didn't have any over what they were signed then. And Green was their manager. He was as simple as I'll tell you the reason we signed Sonny & Cher!? KRLA was doing all of those Be- atles things. People talk about all of the related excitement that a record company, which is true to a degree, but very few people realize today that the first time KJH hit No. 1 in a radio period was when KRLA had the Beatles in town at the Bowl and interviews and all that excitement and what we did was take the Sonny & Cher thing, that exclusive record, and create a diversification."

HALL: Your plans for the fu- ture?

DRAKE: Like I told you before, we turn down a lot of stations on consulting because that's not the total answer to our business. We might get more and more into FM, but our main concern has been a lot of time looking for new prop- eries.

HALL: Are you in that partner for a future?

DRAKE: It's a subsidiary of our company.

HALL: Last thing? Did you have any comments or do you have any other one off for a long time in Germany?

DRAKE: No, but he always thought I did ... for a long time in Germany.

June 24, 1972, Billboard
When is right...we always agree

in reviewing Ray Charles
Jon Landau - Rolling Stones - June 22, 1972
"Great artists never quit...
they just keep getting better"

a two-sided single
released by public demand

LOOK WHAT THEY’VE DONE TO MY SONG
and

AMERICA
ABC-11329
both from
his chart breaking album

exclusively on

ABC/DUNHILL RECORDS

a tangerine production
If you're a deejay searching for a radio station—or a radio station searching for a deejay—Billboard is the best buy. No other trade publication is read by so many air personalities and program directors. And all of the sharp programming-oriented general managers and ad managers, too! Best 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 draft five times the results of the leading radio industry publication. The cost is $15—in advance—for two times. Box numbers will be used, if you wish. Send money and advertising copy to

Radio-TV Job Mart

165 W. 46th St.
New York, N.Y. 10036

Two large market first phone jocks want to relocate to August. Call Russell (212) 566-3355. AM radio in New York City is looking for someone to fill a morning drive time slot. We're ready to pay, and we have a prom. Check it out. See listings in Western Edition of Billboard. Radio Show and Recording, Inc. looks for an announcer for a show which will go 30 minutes a day. Pay is negotiable. Interested? Contact Carl Dennis, 442 Crescenta, California 91211.

AM Radio is dying, you don't need to be. Why? Because a lot of P.O. & M. just don't have the guts to print what's really going on. Too much money and time has been wasted on poorly written sales letters. Why not try a better method? If you have a problem, why write the copy? Why not hire a professional? Why spend money on a test market when you can get results for 30 cents a word? Here's how: Send your ideas to:

Bill Nance
Bill Nance
Radio Show & Recording, Inc.
442 Crescenta
Los Angeles, California 91211

 Crest Don't forget to mention Billboard when you contact our classified advertisers.
EMI Shift to Complex Is Near Completion

LONDON — The shifting of EMI's pressing and distribution divisions from their present 61-year-old headquarters at Hayes to a new $10 million complex two miles away should be completed within three weeks. The massive operation involves the moving of over 1,300 personnel and an existing stock of around 5 million LP's, singles and tapes.

So far, over 3.5 million records and tapes have been shifted to the new factory and warehouse complex, which covers an area of five acres. The remainder will be moved during the next few weeks. The distribution and ordering division switched at the end of last week. Over 500 personnel will be involved in this side of the move.

However, the switching of record and tape production to the new complex is proceeding more gradually. For the past fortnight the new plant, which has been equipped initially with 100 presses and which has a capacity of 30 million albums a year, has been producing about 10 percent of the firm's disk output and started 24-hour operation for the first time at the beginning of last year.

Management personnel—started moving last week and the switch will be completed within about three weeks. When the EMI factory manager, said that production will not be affected and that as output is gradually stepped up at the new plant, it will be correspondingly phased out at the present complex.

When the record pressing switch is complete, the company's tape duplicating plant will be moved to the new building.

The factory is located in a single-story building formerly occupied by a rubber firm. The interior has been completely gutted to give 170,000 square feet of floor space and, when complete, will rate as Britain's—and possibly Europe's—biggest pressing plant.

At the front of the factory is a two-story office block which will house administrative staff and also the EMI laboratories. The office area is designed on the open landscape principle to give a total environmental prospect.

Ciardi to Push 'Arts' Releases

NEW YORK—John Ciardi will autograph copies of his Spoken Word 25 releases at the American Librarians Conference at the Chicago Hilton, Wednesday (28).


Dear Sir:

On behalf of a station which seems to have grabbed hold of a stick with two short ends, I'd like to add a postscript to the response to George Simon's letter on the production of Jazz records. WBFB has broadcast 100 percent classical music until quite recently when we introduced six hours of primarily black jazz, six nights a week. I must say, I was rather surprised by the response which Roger Brock, the jazz announcer, got to his pleas for records to form a basic library. Compared to our classical librarians, he was starved! And he was getting just about the sort of response which George Simon complained about! This should give you some idea of the tough time any classical station has getting records. There are exceptions, of course—those who ask for them, and the consequent exposure is given them just because they are all we have to play.

Let's hope that classical revives spurred by "Clockwork Orange" Beethoven, Emerson, Lake & Palmer and some of the others will lead to some promotions which show the record buyers what an unappreciated resource the field of classical music is.

Sincerely,

Simon

Ciardi

WBFB

Toronto Having A Boom year Record Issued

TORONTO—The Toronto Symphony enters its 50th season with what is shaping up to be its biggest ever year.

An aggressive subscription program yielded an enrollment of 15,542 names, the biggest for any North American Symphony, according to a T.S.O. announcement.

The forthcoming Brahms Festival at O'Keefe Centre has already exceeded the 10,000 capacity audiences which attended the 1970 Beethoven Centennial Festival.

Meanwhile, No. 1 Record's Audat label has released the Toronto Symphony's 35th anniversary album which has a suggested list of $5.98. The project was financed by the Canada-CAB committee, which is designed to promote Canadian music.

The album's promotion is being boosted by the recent forming of the Associates of the Toronto Symphony, a body set up to develop the files of Canada's biggest art organization. The repertoire on the LP includes Grieg's Piano Concerto, Prokofiev's Violinconcerto "Gisernica," and Hardy Friedman's "Turgents."

NET Will Air Lovelock Work

NEW YORK—The Western Hemisphere premiere of "Trumpton Conductor" by the "trumpeter of the black whistle" will be aired on NET July 15 at 7:30 p.m., and repeated on July 16 at 6:00 p.m.

The concert, performed by the Boston Pop Orchestra with Doc Severinsen soloist and Arthur Fiedler, conducting, was videotaped at Symphony Hall in Boston on April 29. The concert is published by the Peer-Southern Organization.

BEVERLY SILLS at the Mintenore Store in Cambridge, Mass., to autograph copies of her book, "The Tuning of Verdi's "La Forza del Destino."

The award from Mayor John Lindsay cites Sills' "unsurpassed services to the arts and culture of New York City."

CADMON RECORDS founders Barbara Holdridge, left, and Marian Maxwell, center, receive certificates of appreciation from August Heckscher, New York City's administrator for Parks, Recreation and Cultural Affairs. The awards were given by Mayor John Lindsay cited the firm's cultural contributions as a producer of spoken word recordings over the past 20 years. Cadmon Records is a subsidiary of Raytheon's D.C. Heath and Co. publishing division.
4-Channel Grabs Sales As Systems War Cools

By BOB KIRCH

CHICAGO—Four-channel took much of the play at last week's Consumer Electronics Show (CES) here, but it was the buyers who made most of the noise.

While 4-channel equipment of some kind was in evidence at virtually every booth and buying appeared fairly strong, there was a noticeable lack of manufacturers' literature—"blowing their horns" about the various systems.

The explanation for this attitude seems to be one of not adding more confusion to an already confused situation, since manufacturers admitted that since no progress has really made in the area of standardization they felt it better to show their product but not hold the continuous demonstration that characterized the previous two shows.

Retailers, while buying, felt confused and in some cases angry. Many left with no better understanding of 4-channel than when they arrived.

There were, however, other configurations which did get and received strong play from manufacturers. Among these were high-quality cassette and 8-track cartridge systems, prepackaged components and standard stereo systems.

Will Carry Both

As with last year's show, the so-called "trilly" features were not as much in evidence as the features that retailers and consumers have demanded to make these products more reliable, saleable and desirable to the more quality-conscious consumer of today.

In the 4-channel confusion, many retailers displayed strong preferences toward a particular mode, but admitted they will have to carry both until some of the standardization problems are cleared.

One retailer, C. W. Conn, Jr. of Conn Appliances in Beardstown, Ill., says, "I'm going to carry both discrete and matrix. As for price points, I'm not really looking for a $200 unit. I'd like to deal. What I will probably do in the near future is build a new sound system."

(Continued on page 32)

More Firms Into Headphones

By ANNE DUSTON

CHICAGO—More and more firms are entering the headphone business, and some of these have discovered such audio additions mean extra business. Trends include more color, promotionally priced units and even stereo headphones.

One American company has decided to buck the Japanese domination in headphones, and has developed a colorful line, promoted in stereo.

The Electro-Sonic stereo headphone, the SE1003 by Pioneer, has matte-black, white and orange components, with a basic dynamic element lightweight, plastic headphone cups, flared microphone and volume controls, and step-up features include volume control, line-in, full bass headband and automatic type transducers.

Studio 2 has deeper earpieces for added resonance, 15-foot cord, and 3-16 ohm impedance. List is $59.95. Studio 1, listing at $69.95, adds lift-up headband and tripod. Both have surgical silicone ear cushions.

18 SEARS STORES

CTI Delivering TV Cartridge Units

By RADCLIFFE JOE

CHICAGO — The videocassette drive towards high gear here last week when Cartridge Television, Inc., through its primary licensee Sears, Roebuck & Co., began offering the units for delivery in its 18 retail outlets throughout this city.

Sears had been demonstrating the units, assembled by its electronics manufacturing division, and accepting advance orders for the past several weeks.

Sears' major consumer thrust was timed to coincide with the 1972 Consumer Electronics Show (CES) which also featured other demonstration production units of its Airline Cartridge units, while the Union Electric LP's, Montgomery Ward and DuMont.

To celebrate its marketing debut, CTI hosted a special champagne press conference presided over by Donald Johnston, the company's vice-president in charge of marketing, and attended by executives of Emerson Television Sales, Cartridge Television Sales, TelePackard Bell, Sears, Ad- miral and others.

Although Sears is the only company actually marketing the units at this time, stores in the Montgomery Ward chain have been featuring the units at all of its retail outlets, waiting for a solution to the long- established issue of whether prerecorded cassettes will ever be accepted by the market.

Many dealers are looking for a solution to the long-standing issue of whether prerecorded cassettes will ever be accepted by the market.

Case Sales & Competition Get Hotter

By BENN OLLMAN

CHICAGO — Competition for the 8-track market is increasing, and portable case business continues to grow. The 8-track market is obviously heading nowhere but upward, according to Consumer Electronics Show (CES) retailers who featured both tape and case business.

What size storage cabinet does the tape buying consumer actually prefer for home use now that his collection has begun to grow? What is the optimum size for a portable 8-track or cassette carrier?

And will the mounting thievery of tape equipment and tapes from cars have an adverse effect on 8-track purchases? One case manu- facturer showed here with a line of cases designed to be slipped underneath rear seats away from prying eyes.

Case manufacturers and market- ers also continue to tread water, waiting for a solution to the long- standing question of whether prerecorded cartridges will ever be accepted by the market. Several major firms showing here are betting that a viable market exists for luxury, plush-lined storage cabinets for home use. (See profile: The tape user with a sizable investment in his 8-tracks (Continued on page 33)

Blanco Tape Headed for Record-Breaking Sales

CHICAGO—Blank tape, spurred by greater retail and consumer awareness and sophistication and stronger marketing by companies and promoters than ever, grabbed a large share of the spotlight at last week's Consumer Electronics Show (CES).

Retailers responded to the increased numbers of high-quality, more sophisticated tape hardware with a series of blank tape—particularly cassette and 8-track—of the same quality.

They offered new cassette hardware units with bias switches and controls on the case for making chromium dioxide tape and the more important segment of the industry. At the same time, they also wanted the number of units encompassing the Dolby Systems or other noise reduction systems (not 8-track) to be increased.

The growing numbers of 8-track units with record feature is forcing many manufacturers to make more blank 8-track tapes, and retailers also took full advantage of this development.

Stronger Push

Blank tape headed in addition to broadening their lines, showed many new concepts in new titers by M & A Records, both pushing "better merchandising of tapes on the retail level."

George Balos, 10-year veteran with Mercury, and Fred Rice, dean of all merchandising men going into his 27th year with Capitol, have sent letters to tape merchants and merchandising executives on the West Coast informing them of the conference at 2 p.m. in the Capitol Tower.

Anyone wishing to participate is asked to contact Rice here or Balos in Chicago.

Prerecorded Tape Firms Gain in Hardware Outlets

By EARL PAIGE

CHICAGO—Manufacturers and marketers of prerecorded tape continue to rack up a niche for themselves at the predominantly hardware-oriented Consumer Electronics Show (CES) here. Most activity was in budget and cut-out lines, the influence of bootleggers was one of note (see separate story).

Regular product was represented by Columbia Masterwork and Project 3 Records, both pushing four-channel software, and BASF, the German company showing its new tape formulation preparation. Also represented were specialty labels Laff Records and Party Time Productions.

Other budget and/or cut-out marketers included Sutton Record Co., Apex-Rendezvous, Pickwick (in conjunction with the Sony Distributors cottages) and Tivoli Co. Not returning were National Tape Distributing, Royal Record & Tape Rack.

(Continued on page 34)

Merchandising Conference To Review Tape Retailing

LOS ANGELES—Two of the pioneer merchandising directors of record companies are organizing a meeting here Friday to discuss the "better merchandising of tapes on the retail level."

George Balos, 10-year veteran with Mercury, and Fred Rice, dean of all merchandising men going into his 27th year with Capitol, have sent letters to tape merchants and merchandising executives on the West Coast informing them of the conference at 2 p.m. in the Capitol Tower.

Anyone wishing to participate is asked to contact Rice here or Balos in Chicago.

Augur Matrix, Discrete; Utge 'Combination Disk'

As in many previous discussions, the 8-track available software kept flaming.

Kawan said the higher costs of matrix disks "was a transitory fac- tor." He said there is hope for a one inventory factor in matrix LP's and defended the $1 higher price on the basis of the high cost of production. He predicted a catalog of 100 titles would be available by the end of the year.

RCA's philosophy of releasing dis- cips was based on new material and hits, Paulsdorf said, adding that the company released too many 4-channel tapes. He predicted 13 new titles by the end of the year.

One area of spirited dis- cussion was the paragraph cartridges required for the discrete disks. Louis Doren of Quadraelt said the company remains satisfied with cartridge suitable for playing the discrete Quadraelt.

The session ran over its allotted time and ended on the rather neutral note of Larry Findley, executive director, International Tape Association, charging that many exhibitors were hooking up regular 2-channel stereo and "call- ing it a sound system."
Better Quality Blank Tape, New Packages

By EARL PAIGE & ANNE DUSTON

Sound-Lighting Displays Spell Brighter Sales

Mallory Adds Head Cleaner

Maxell Corp's, Library Pack Bows at CES

Audio Magnetics To Use Top 40

Longines Unveils Its New Blank Tape Line at Show

New Trade Assn. Needed

CHICAGO—Blank tape manufacturers and marketers are upgrading product and concentrating on packaging. These two trends stood out most at Consumer Electronics Show here. Numerous other trends were evident.

Particularly apparent were more improved coatings but exhibited in some cases. Obvious was an inclination to debate the merits of chromium dioxide vs. other high energy media. Many firms wore chromium dioxide labels.

Other notable trends:

—New look for several examples being Cerrano's in a tin can size with head cleaner lead; and
—Breaded lines as emphasized by Magnetics Corp., which plugged its "Total Cassette Line". The firm also bowed a chromium dioxide line in two lengths, C-60 priced at $2.55 list.

—Launching of new brands, a notable example Audio Magnetics introduction of Tracs, seen as a bold marketing move by the heritage principal supplier to private label marketers.

Longines Unveils Its New Blank Tape Line at Show

CHICAGO—The Longines Symphonette Division has announced the newest entrant in the blank tape stakes with a arriving at select consumer markets for distribution at retail outlets.

The line, packaged and merchandised by Longines subsidiary, Premiere Sound, Inc., is featured at the Consumer Electronics Show here. It is notable for the use of technical language in packaging literature, in keeping with the company's efforts to target the different grades of tape merely as "voice," "music" and "all purpose" tape.

Utilizing what it calls a duplicator grade of tape, Longines has packaged its line in C-60 and C-90 cassette lengths for music, C-40 and C-90 for general consumer use and C-60 and C-90 cassette lengths for the color budget line. In 8-track configurations there are 40 and 60 minute cassettes.

Convinced that its greatest sale demands will come from volume channels such as record clubs and mass merchandisers, Longines has devoted much time and effort to packaging and merchandising the line. The cassette is now as strictly a novelty gold and white for voice tapes, blue and white for music and black and red for the all-purpose grade. The 8-track tapes also come in black and white.

Display Units

Also designed are three different types of counter and floor display units. The Longines wheel-carrier display is a free-standing revolving-type unit that can hold up to 458 pieces of tape of different configurations, while utilizing a mere two square feet of floor space.

The counter displays are available either in the "Grabber" design, or the "Hot Pack." The "Grabber" holds all three packs of "All Purpose" cassettes, and is rests on a black base, the Longines p l a n t. The "Hot Pack" which is also provided for the factory, contains 30 blister packs of voice and music C-460, and 10 blister packs of music C-90s.

Bruno, president of Premiered Sounds, sees the new line as the company's solution to the problem of buying tapes for different uses. He believes that extensive research tape makers for the blank tape market had enabled his company to produce quality blank cassettes and cartridges for mass merchandising outlets at prices comparable to non-graded products.

He added, "We have designed the line to fit the needs and price levels of mass merchandisers. It fuses the volume price points with excellent margings, and our packaging costs are too the needs of the self-service and rack oriented retailer." The line carries list prices ranging from $1.29 for an all-purpose C-60 cassette, to $1.79 for a C-60 voice cassette. The 8-track blanks are listed at $2.49 for a 40-minute cartridge, and $2.99 for an 80-minute cartridge.

Audio Magnetics

CHICAGO—Fresh styling and new environmental lighting equipment caught the fancy of buyers making the rounds of this year's CES.

Among the key developments:

—Flush wall mounted sound lighting displays spell brightener for the future. While there are no "hot spots" when the music is turned off.

—Automatic intensity control cassettes and cartridges made for the purpose and function to volume adjusting by pressing the "button." The call from now on in is destined to be "high and low," and subtler, more innovative designs.

This new emphasis is expected to succeed in propelling the fiddling and tinkering art forms from kits into the room into the future quickly, and to become an industry standard.

Maxwell, Inc., Chicago, introduced a new cobalt professional 4-channel stereo cassette with the capability of playing back in discrete 4-channel stereo. The extended frequency range is 10,60 and 90-minute lengths, with 60 listing at $2.45.

Mallory will be introducing new packaging for open reel and 8-track tapes, with promotion planned for July, according to Harry Van Natta, company executive.

Here's a look at 3 new salesmen from LIBERTY FIXTURE that can increase your tape sales instantly.

Designed and built with the customer in mind to make buying tape easier and more profitable. These racks are made with the same quality and craftsmanship that has made LIBERTY FIXTURE the leader in the field since its beginning.

CHICAGO—David Lang, president of Castle Lighting, Inc., Los Angeles, said his firm's line of lighted wall mounters in the environmental lighting field is ready for the consumer market. Exhibiting at the Consumer Electronics Show (C.E.S.), Lang said he will be conducting a plenary meeting of interested people next week.

A separate trade group, he is convinced, is needed to market the feature for the fast growing industry.

"Too many retailers, manufacturers, and advertising people overlook the situation," said Lang. "But here now in the financial whirlwind, there are roughly 20 light exhibitors, showing assorted sound activated light boxes and environmental lighting fixtures for home use. Probably only three or four of them are prime producers of lighted equipment, but there are many more in the business who are not showing here."

"What I look for is an organization enabling everyone to get together to set up some standards and rules we can all agree to improve our image as a unique industry with potential." Lang invited other vendors to attend the informal discussion here with several lighting industry people to discuss the proposal. Initial response, he said, was "enthusiastic."

So, don't be surprised if still a n o t h e r audio-oriented industry trade group takes root shortly. With lights, yet.
4 Channel Grabs Sales
As Systems’ War Cools

With regard to other items at the show, Nathan said he was pri-
marily interested in cassette with Dolby and bass switch, 8-track units with record feature and fast forward and standard stereo com-
ponent that will be compatible with 4-channel.

Bart Miller, president of Den-
ver’s Howard Sound, said he has decided to go to 4-channel after stay-
ing away from it for several years.

Says Miller, “We'll go the matrix route be-
cause of the software available,” Miller said, “and we’re going to de-
sign some form of display in our main store. We'll also carry some
discs, however.”

In standard stereo, Miller is looking for reliability, 4-channel compatibility and design. “We don't want to sell anything that will be obsolete,” he added.

Sol Polk of Polk Bros, in Chi-
cago will handle both modes but said he would “like some sort of stan-
idardization and I’d like to see
this feud ended. This is not an or-
ginal idea, but for the salesman and the customer a complete e-
ducation.”

CASSETTE

Polsk added that he feels the top-10 items at the show is in the
direction of a trade-in business, and he feels the same with many of his stores. As for other products, he’s looking for cassettes with Dolby, and he said he wants diversification and expects to grow his business.

Four-channel is utter confusion he said as he is the man-
aging director of Allied Radio. He noticed the manufacturers playing the same show line, “it’s because of this, but I am buying and I'll be buying,” he added, “at least two units.”

Other retailers also had com-
ments concerning their buying at the show.

“I'm a bit confused about 4-channel than I was before the show,” said Jack Oakley in Galesburg, Ill. “But I am lean-
ing to matrix and I would like to market the $25 to $35 price range for the average consumer.”

Ira Fishauer of Md. Dependable TV in San Diego said he found little, if any, interest in 4-track/audio and he was looking for good price tape as high as pro-
$500 in prepackaged components, a significant jump from his former range of $45 to $50.

We were talking about 4-channel, and it looks like it's going to be a long and hard road,” he added, “but I will be taking on the Fisher line.”

Proponents for 4-channel compatibility

Gordon Davis, of Palm Beach, Fla., a retailer and distrib-
i-butor said he was at the show mainly to look at 4-channel but was interested in four and 5-piece components and prod-
ucts. He cited tape as a must.

Mark Poulis, MD of Sound, Inc. in Greenbelt, Md. said he likes the price on 4-channel systems but finds it confusing and thinks the customer will, too. But he was buy-
ing.

In other categories, buyers liked the 4-channel compatibility, better frequency response and more dependable in standard stereos;

-end lower-ends with tape capability; cassette units in several price ridicule, and grading potable with AM/FM, decks with Dolby and standard stereo, and minia-
ture units for business purposes; in turn it is more serious for new buyers.

Dick Smith, of Beyond said it’s an important role in that area with disks with tape capability and portable units that can also be converted for the home and car market. “There are some dealers that feel that there will be a market for all,” he said. “While some steps to use the 4-channel, and look into what’s being offered for such items at around the $50 level,” he said. “That there will be a great deal of attention, but some sellers feel it will make a little of a comparison due to a more so-
phisticated youth market and 4-
channel at a young age.”

Many retailers stocked tape for education as well in entertain-
ment—particularly the cassette.

Dealers said that promoting the configuration is a mix of the same item with 4-channel and will bring in many new consumers into this market.

TV Cardboard

A surprising number of tape/audio equipment exhibitors also had a tape or regular TV card as a consumer item.

One name that was mentioned is a tape item that will be a big consumer pro-
duct for both and that “by Christmas you will be able to lay your hands on.”

She said there was particularly en-
thusiastic over the possibilities of the configuration, but also dis-
played at the tape over the lack of standardization.

“There’s absolutely no standards

(Continued on page 35)

Marketing of Electronics
Growing More Complex

A packed auditorium of dealers and distributors attending the se-
mart on marketing at Consumer Electronics Show heard from a spe-
cially selected panel of industry leaders that marketing today is a
day is a complex business of packaging, merchandising, reliable serv-
ing facilities, and even the laying on of a dealer’s reputation in the
backing of a product.

The seminar was moderated by Jack Adams of Mart magazine, with
Panelist William H. Anderson of the RCA Consumer Electronics Divi-
ision, George Fezelli, the Magnavox Co., Ira Fishbein, Mr. De-
pendable, San Diego, Calif., and Bill Fisher, of Fisher’s Appliance and
TV Wholesaler.

Fishbein, himself a small dealer, advocated the concept of coop-
eties buying by small dealers if they are to remain competitive with
c many microchips and keep the dealers’ business in Washington.

However, his train of thought was qualified by Anderson who

stressed that no form of cooperative buying could succeed if the
r group insisted on buying “lovers” or slow moving merchandise.

The audience was also told that special sales, regularly and genu-
ine, backed by as much media advertising as the budget would allow,
would go a long way toward strengthening a dealer’s hand in today’s competitive market.

A later panel looked at the problems surrounding the servicing

of consumer electronics and urged greater cooperation from manu-

facturers in this area.

Although some local manufacturers came under fire, the acusing

finger was pointed at “off shore” manufacturers who neglect to supply

delivery information and adequate parts replacements with their prod-

ucts.

As a new ray of hope was said to be on the horizon for consumers

of consumer electronics and what Congressional activity in Washington is

focusing on such painful industry problems as service, standards and other related subjects.

Speaker Manufacturers Move

To Decorator Designs/Colors

By BENN OLLMAN

CHICAGO—Speaker manufacturers exhibiting at Consumer Electronics Show (CES) left little doubt of their ability and desire to move in all directions necessary to nab their share of the market.

They’ve prided themselves on the pocketworks of all listeners, from audiophiles to hobbyists who do their shopping from the mass merchandisers. Here are the units revealing a quality product in all levels comp-

ensurate with the price tag.

Speaker manufacturers are also taking aim at the long ignored “third party” int he audio components picture—the lady of the house —to satisfy her yearning for finer scaled enclosures, and color accents to fit the living environment. Even the most acoustically critical pro-
ducers here were claiming that speakers must please the eye as well as the ear.

Widening of the speaker market was pointed up by the debut here this year of “color coordinated” speaker cabinets by several manu-

facturers in the field. The list of items revealed ranged from a line of 12 new grill enclosures in as many fresh color accents by Jensen to Stocky, an associated company which makes a quality product in all levels comp-

ensurate with the price tag.

Speaker manufacturers are also taking aim at the long ignored “third party” int he audio components picture—the lady of the house —to satisfy her yearning for finer scaled enclosures, and color accents to fit the living environment. Even the most acoustically critical pro-
ducers here were claiming that speakers must please the eye as well as the ear.

Widening of the speaker market was pointed up by the debut here this year of “color coordinated” speaker cabinets by several manu-

facturers in the field. The list of items revealed ranged from a line of 12 new grill enclosures in as many fresh color accents by Jensen to Stocky, an associated company which makes a quality product in all levels comp-

ensurate with the price tag.

Speaker manufacturers are also taking aim at the long ignored “third party” int he audio components picture—the lady of the house —to satisfy her yearning for finer scaled enclosures, and color accents to fit the living environment. Even the most acoustically critical pro-
ducers here were claiming that speakers must please the eye as well as the ear.

Widening of the speaker market was pointed up by the debut here this year of “color coordinated” speaker cabinets by several manu-

facturers in the field. The list of items revealed ranged from a line of 12 new grill enclosures in as many fresh color accents by Jensen to Stocky, an associated company which makes a quality product in all levels comp-

ensurate with the price tag.
Blank Tape Headed for Record-Breaking Sales

ACCESORY MAKERS IN MARKETING PUS

Accessory Makers in Marketing Push

Accessories packaging and display, offered C-40 to the consumer advertising and merchandising professionals and trade shows, are providing the software and how do dealers plan to use this expanded market?

High Traffic Builder

"Blank tape is more important than ever," said Walt Nester, merchandising manager for Allied Radio.

"There are more of the new lengths, especially the C-40 and C-45 in cassette. As far as I'm concerned, the C-30 is largely valueless except for voice. Without the C-40 length, you can use it for communication, filling one side and sending it to a buddy with a simple card for a reply. "

"Chromium dioxide is equally important," he added, "particularly when we have unusual flex-continuous switch bus".

But a good quality tape is better for audio in many cases, especially when Dolby is involved in high traffic areas," added the buyer for a large store chain.

"You can't hide it. This is why the new displays are so important. In the new packaging concepts are so sold on the 'built-in system','

Eight-track blanks, pointed out, are equally important. "This has been an immense market, and with the 40- and 40-lengths replacing it, some in new cases, it makes the configuration perfect for music recording.'

More Dolby the Better

Bart Miller, president of Howard Sound, Inc., the major after market chain, agreed. "Chromium dioxide is a major ingredient. The more hardware with this switchable available, but Dolby the better. This means better quality tape sales all the way around.'

Miller also noted the 140-length to his liking, calling it "a very flexible medium." He added that display is important for the home, "We have to give blank tape a prominent display," he said, and the spruced-up packaging is going to help our business.

Polk Poll, Bros. in Chicago, suggests blank tape as a leader item to give it prime position in the store. Pointing out that the after market can store can make as much use and has as much need for quality tape as a specialty shop.

The blank tape market is also growing in specialized markets, such as the auto tape.

Joseph Best of Stereo Tape World, Woodbury, L.I., runs a prominent after-market-tape-Outlet outlet, but he was also impressed with "What's coming in.

Quality Concerns Consumers

"Good packaging and good display, you're fooled; this is just what we're getting this year. The consumer is more quality conscious," he said, "and manufacturer, and this will benefit everyone." He suggested that in 40- and 40-lengths look like a 26-inch blank tape sales here up even more this Christmas season.

In addition, most retailers agreed they were purchasing the better quality blank tape, not conventional chromium dioxide and high energy, because the consumer is willing to pay for them. This was evident in a newness of internationalized Japanese tapes at the show, with virtually every cassette manufacturer.

Prominent among the tape firms exhibiting cassette, 8-track and Lafayette, particularly Memorex, Audio Magnetics, Nocolor, JVC, Japett, Maxell, Ampex and Longines.

Incentives

Some firms, particularly Audio Mag- netics with their "track" line and Longines, are really going after the mass market. Others, including Memores and TDK, bowed new tape displays and products that these firms conducted intricate demonstrations and tie-ins of emphasis on involving all types of dealers with their product.

Displays for the dealer and new, more colorful packaging of all colors and styles, including poly bags and blister packs was also in evidence. And price points were down in many cases with quality remaining a problem.

Incentives are also set to play a major roll this year, with most manufacturers offering special packages of two or more tapes and most retailers agreeing that this is the way the will become involved.

With the combination of strong retail and manufacturer promotions and expanded lines from manufacturers, it's a matter of growth in tape hardware sophistication, the blank tape business is ready for a spectacular year.

INLAND Dynamatics 8-track car stereo tape player Model S-1000 is instant play. It features volume, balance and slide controls.

Dolby, 4-Channel Boost Tape Mart

CHICAGO — Attendees to the Consumer Electronics Show semi-annual "New Trends in Tape Equipment" heard a panel of industry experts assure the market that the advent of quadrasonic sound will serve to stimulate the wave of 8-track cartridge and open reel markets, while generally, after being slowed for a while by its 8-track counterpart, will move forward to audiophile and other areas on a wave of supplemental innovations including Dolby noise reduction systems, new ferrite heads, new tape formulations and automatic shut-off devices.

The panel, moderated by Lee Zito, editor in chief of Billboard magazine, featured such industry expert as, Jeff Berkowitz, Panasonic-Matsushita, John Traynor, the 3M Co., George R. Simkowitz, the Bell & Howell Co., Gersh Thalberg, Superscope, Inc., and Oscar Kunisto, Motorola Automotives.

Kunisto predicted that by the fourth quarter of this year, 8-track equipment sales will show another significant increase as a whole wave of new manufacturers make their presence felt on the consumer market. He further promised that the new interest in four channel sound will push Q-8 sales.

Kunisto felt, and his colleagues agreed, that the best way to merchandise 8-track and other tape equipment was through demonstration, shows, and meaningful point-of-purchase displays. He felt too that the automobile provided the ideal acoustical environment for 8-track demonstrations.

Kunisto, who is also chairman of the Board of the International Tape Association, assured anxious (Continued on page 34)

Audio Magnetics Into Top 40

"Selecting canned music, we felt, was not the way to establish a rep- orter of tape listeners (and buyers) sophisticated in sound awareness. We decided instead, to go to original music by legiti- mate recording groups, many of whom are new but have record contracts.'

Later flights of radio spots are being produced around a central theme for the "4-Track Whitel Listening To." The first three commercials feature contemporary rock, easy listening, followed by New Orleans jazz, country, jazz, popular and soul music.

It appeared to us that during our pre-production meetings and testing programs that young people were reasoning very t r o n g l y — whether positively or negatively — to the music in all our commer- cials," Frederick said. "To me, this signaled an opportunity to dove- tail music credibility and product loyalty.

Audiomatic Corporation

We carry a full line of tape duplicating equipment.

AUDIOMATIC CORPORATION
237 West 51st St. New York, N.Y. 10019 (212) 582-4870/Cable AudioMatic

www.americanradiohistory.com
**Tape Firms Gain Outlets**

**Norclo Player Marketed**

NEW YORK—A Norclo Carry Corder, designated the unit that started the cassette business, will be marketed this fall by Precision Instruments, Inc., of Chicago, who will also cut-out cut-out cartridges at $2.25 each packaged for pegboard rack display. Norclo’s business is all but exclusively cartridge and a spokesman said this is because the cassette division is not there and also because cassettes are too “piller-prone.”

Reports of at least two unlicensed duplicator representatives being present circulating opened day edition by a Record Industry Association of America (RIAIA) spokesman “investigative” work was underway. Chicago has been a focal point recently of RIAIA action (Billboard, May 27).

The intense activity of bootleggers during the past year has had a paradoxical effect on budget tape, according to Bob Demann and Bob Falleur of Apex Duplications.

On the one hand, bootleg tape has proved a market exists for budget level product, but also it has made budget marketers suspect, they said. Nevertheless, Apex did very well here, both declared.

Typically, Apex was offering a package deal: a set-up display shipped in a master carton that holds 72 pieces (8-track or cassette) individually boxed in “piller-proof” (spaghetti) type cartons—cost $2.25 per tape.

Rather surprisingly, Falleur reported much interest that was said. Falleur featured a Richard and Jimmi Hendrix package, which did last year and in the past year.

Tope Krom Certron (C -02-02) was also plugged.

The player, Model 150, is AC/DC operated, with a remote control fitted carrying case, remote control buttons, and a separate stereo equipment.

The player, Model 150, is AC/DC operated, with a remote control fitted carrying case, remote control buttons, and a separate stereo equipment.

**More Companies Move Into Field**

- A 20-watt stereo model with double variable control racks was shown by AudioQuest. Model AS-400 lists for $49.95. The other six stereo models in the line range from $6.98 to $50.

- Pickering is entering the headphone business with Model PH-4955, a dynamic stereo set listing for $39.95. Features include individual woofer and tweeter speakers with L-C-G shapers, foam headband cushions, and frequency of 22-20,000 Hz. Model PH-4933 in full size, lists at $39.95. Range is from 20-20,000 Hz.

- Also plugged was the firm’s compact display rack that stands 37-in. high with header and measures 11-in. wide and 13-in. deep.

**Ask The Man Who Knows**

what’s new in domestic and imported cassettes... and how to identify what’s needed with Pfannstiel’s new cartridge catalog.

**Norclo**

**BASF Player Diversification Seen Inevitable**

CHICAGO—BASF Systems, Inc., will “inevitably” enlarge its diversification into other hardware equipment. This is the opinion of Heinz Kreuels, audio/video products manager for BASF, who said the firm was here at Consumer Electronics Show to introduce 10 new prerecorded disk/tape releases and three cassette recorders.

Heinz said also that the blank tape field is “very hard to drive at” as the market is so difficult to define.

**Economy Line**

Although BASF’s range continues to be identified with the audiophile market, chiefly through its early introduction of chromium dioxide tape, Kreuels noted that the firm is aggressively marketing the low-noise, extended range cassette economy line.

The firm’s exhibit highlighted BASF’s recording preproduction mechanism.

In packaging, BASF has a hobby box type design. Opened by pulling the splicing tape and splicing block, which automatically cleans the tape. An additional indication of BASF’s diversification into other products.

**New Dynasound Brand Cassette**

CHICAGO, III. — Dynasound announced Tape One, a new ultra-high density tape cassette for the audiophile at the Consumer Electronic Show. The cassette also has the same type of tape as the new Dynasound Cassette Model 350.

“Tape One will be in a C-60 or C-90 two-pack, with suggested retail of $46.98. An introduction promotion to the consumer offers the two-packs for $3.98 and $4.98, a two dollar savings.”

Tape One will be introduced at the CES as a tape storage system for 32 cassettes. Called the “Now-away,” it is stackable, and has a rotary handle. Tapes can be stored in or out of boxes. The unit will retail for $9.95, and will be available for immediate delivery.

**Dynasound Tape One**

Grundy won one marketing executive who said he thought chromium dioxide “has been overemphasized.” Grundy will handle the new Tape One which will be merchandised with full specifications printed on the box.

**Amplex Blanks Get New Push**

CHICAGO — Amplex Magnetic Tape Division, utilizing the slogan, “Brand Name Tape Cassette at Budget Price,” has joined the competition drive of its parent corporation, with the addition of new items of blank tapes and accessories, and new sales and promotion strategies to its 1972/73 product line.

The company’s booth at the Consumer Electronics Show placed emphasis on packaging graphics, a new cordless cassette head cleaner/degummer, and a 10%-inch high output, open reel tape re- recorded to be at least 44db better than the previously released Amplex high output open reel product.

Sales promotions aids for these products include in-store display cards and pegboard racks that are packed blank and come ready packaged from consumers. A pointed bulk of the tape is packed.

Amplex blank cassette product in the new company line include: Amplex 350 cassette, dressed in contemporary colors for impulse sales, and designed for recording voice or background music of all types. The 370 unit utilizes a low-cost ferrochrome tape that comes in lengths from 60 to 120.

The Ampex 360 cartridge line is described as a top quality general purpose tape with high frequency response, for clarity and continuity in music and voice.

“Amplex Blank Cassette”

**New TDK Line**

CHICAGO — TDK Electronics Corp. introduced two store display for blank tape, its C-180 length cassette blanks and a super dynamic 8-track blank line during Consumer Electronics Show (CES). Gordon Suddock, marketing director, said the 8-track Blanks have a frequency range of 20,000-23,000 Hz and “will make 8-track a full-fledged market.”

TDK’s three-dimensional Super 8-track line has 40- and 80-minute with the respective cartridge list price of $2.99 and $3.99.

Some have suggested the possible development of even C-260 length cassettes, said the firm’s new C-180 extended play blanks are a “good suggestion.”

**Certron Blanks Fully Promoted**

CHICAGO—Certron Corp. emphasized several blank tape promotions at Consumer Electronics Show including the firm’s record breaking sale of the new blank cassettes in a tin can.

Certron’s new cassettes are obviously aimed at the youth market. The line is called “Top ‘Em.”

A 12-channel dynamic 8-track blank tape, with precision cut-out, is marketed for $2.99.

The blank cassette is cut-out, inserted, giving full stereo sound.

**Tape/Audio/Video**

**WRITE FOR YOUR FREE CATALOG**

ASK THE MAN WHO KNOWS

what’s new in domestic and imported cassettes... and how to identify what’s needed with Pfannstiel’s new cartridge catalog.

**FACTORY-TO-YOU SALES REPS.**

KNOW all about cartridges and will simplify your merchandising program.

**Pfannstiel**

MOUNTAIN, ILLINOIS 60058
TV Disk and Tape Discussed at CES

By RAYCLIFFE JOE

CHICAGO—The release of a videodisk is more likely to capture the mass market at this time, than any other format of television, according to Vincent J. Amberg of the National Broadcasting Co., who said the lower cost of developing and marketing both disk hardware and software, along with the increasing use of the disk, makes it a realistic possibility.

Amberg, who is a member of the了一家 videotape cartridge system, and there is no immediate indication that it is planning to sell a disk player. However, a number of other companies, led by B&G, Inc., are already involved in the production of a videotape system, or are close to it.

Cartridge systems offer several advantages over videotape systems. For example, the cassette can be easily replaced, and the cartridge can be stored in a more compact space.

One company that has already developed a cartridge system is the Video Cartridge System, Inc., which has introduced a new cartridge system that is compatible with both videotape and videodisk systems. The system consists of a plastic cartridge that contains a prerecorded tape and a plastic case.

The cartridge can be easily inserted into a player, and the tape can be easily replaced. The system is also compatible with existing videotape systems, making it easier to upgrade to a cartridge system.

Another advantage of cartridge systems is that they can be used to store and distribute programming. This is especially useful in educational and corporate settings.

Despite these advantages, videodisk systems are more popular in the United States, where they have been available for a longer time. However, the popularity of videodisk systems is declining, and cartridge systems are gaining in popularity.

In conclusion, videodisk systems are more likely to capture the mass market in the near future, but cartridge systems offer several advantages that make them a viable alternative.

---

Cartridge, Carrying Case Mkt. Grows

Continued from page 32

Carrying Case Mkt. Grows

The market for carrying cases and accessories for electronic equipment is expected to grow significantly in the coming years. Carrying cases are essential for protecting electronic equipment during transport and storage, and as such, they are a necessary component of any electronic device.

The market for carrying cases is expected to grow at a compound annual growth rate of 7.5% between 2020 and 2025, according to a recent report by Market Research Group. The report forecasts that the global market for carrying cases will reach $12.5 billion by 2025, up from $7.3 billion in 2020.

The report identifies several key drivers for the growth of the carrying case market. These include the increasing use of electronic devices, the growing demand for lightweight and durable carrying cases, and the increasing focus on sustainability and eco-friendliness.

The report also identifies several key trends in the carrying case market. These include the increasing use of sustainable materials, the growing demand for customized carrying cases, and the increasing use of technology to improve carrying case design and functionality.

In conclusion, the carrying case market is expected to continue to grow at a significant rate in the coming years, driven by the increasing use of electronic devices and the growing demand for lightweight and durable carrying cases.
"THE ORIGINAL SOUND PRODUCT OF JAMES"

"THERE IT IS"

James Brown: There It Is

Album: PD 5028

New single

Food for Thought

The JB's brand new...their first album

Food for Thought

with the electrifying single

Pass the Peas

PE 607

People Records and Brownstone Records are distributed by Polydor Incorporated, New York, N.Y.
OOF THE BEGINNING
BROWN PRODUCTIONS

JAMES BROWN'S
BRAND NEW POP SOUND
With such big hits as...
• THERE IT IS
• TALKIN' LOUD AND SAYIN' NOTHING
• KING HEROIN
• I'M A GREEDY MAN

BILLBOARD AWARD:
This year's award for Top Singles Soul Artist goes to Mr. Soul himself: James Brown.

HONKY TONK PART 1
James Brown Soul Train (PD 14129)

And here's some dynamite singles from James Brown Productions!

LYN COLLINS new smash single
(PE 608) Think (About It)

BOBBY BYRD If You Got A Love You Better
(45-4206) (Hold Onto It)

HANK BALLARD From The Love Side
(PD 14128)

Polydor Records. Cassettes and 8-Track Cartridges are distributed in the USA by Polydor Incorporated, in Canada by Polydor Canada Ltd.
Johnny Cash Opens 16-Track 'Q' Studios in Hendersonville

NASHVILLE — Johnny Cash formally opened his new 16-track, multichannel sound recording studio here with an invitation-only party for the music industry.

The ornate and yet utilitarian studio is equipped with a crystal chandelier and antique farm buildings, among other things.

The new studio, in suburban Hendersonville, is housed in a two-story structure which originally was a center-stage theater. The building also contains the House of Cobb, which includes his various enterprises, including publishing.

EX-COLUMBIA STAFFERS

Charlie Bragg will act as chief engineer, and his staff includes Roger Tucker and Joe Simpkins.

B. BROWN 25th YR. ACCOLADE

NASHVILLE — A surprise party honoring Bud Brown, official of Acuff-Rose on the occasion of his 25th anniversary with the company, was given by Wesley Rose.

Among other things, Brown was given an expense-paid trip to Hawaii with his wife.

The party, featuring a Hawaiian motif, included background music of island music by Jerry Byrd from his albums. Byrd now is also part of the Acuff-Rose complex.

Brown joined the firm as auditor shortly after Wesley Rose joined his late father, Fred Rose, at the company. The two had been associates in Chicago.

Bragg and Tucker formerly worked for Columbia here. General manager of the studio is producer Larry Butler, also formerly with Columbia.

The control room contains Ampex machines, with all tracks from 16 to mono. It has a Flickinger console. Sony microphones, an EMT for reverberations and two echo chambers. The studio contains a Yamaha piano, a Hammond organ, plus drums and Fender amplifiers. There are two "Q" circuits for separate mixes. There is a JBL monitoring system in both the studio and control room. The large, sunken studio can handle 36 musicians comfortably, according to Bragg.

The studio will handle custom work as well as all of the Cash recording. Three Cash albums are nearing completion already. The singer said that, with this setup, he now could record whenever he was ready. Among other things, he has cut a children's album.

There are large offices in the structure for Reba Hancock, who manages the overall House of Cash operation, and for Larry Lee, who manages the publishing firm. Butler and Cash also have their offices here.

Atkins Injured

In TV Show Fall

LOS ANGELES—Chet Atkins was immobilized in a cast following a fall here from a platform during rehearsal for the Jerry Reed summer show, "When You're Hot You're Hot."

Atkins, RCA vice president, suffered torn ligaments. However, he climbed back onto the platform to complete the rehearsal before undergoing treatment, first from the CBS nurse and then a doctor.

He will remain in the cast one more week. He taped the show despite the accident. However, he had to cancel a scheduled Florida engagement, and Ray Stevens filled in for him at once.

Don Light Enlarges Agency

To Include Country Wing

NASHVILLE—The Don Light Talent Agency, the first of its kind in the country, has expanded into a country department, with the signing of Jim Rees and the Glaser Brothers to an exclusive booking contract.

The MGM artists have been involved in country music since 1957, and operate their own studio and publishing companies. They have won numerous awards.

This fall will represent the group in all phases of the entertainment field. He has been one of the city's most successful bookers in the colleges. "Our addition of a country department will increase the effectiveness of the agency," Light said, "with each department being headed individually." He said additional personnel will be added in the near future to meet the rapid growth of the company.

Gary Mandel, son of Governor Marvin Mandel of Maryland, flew to Nashville to express his and his father's appreciation for the fine job National Sound Studios has done in putting together a great show for the Maryland State Fair (Aug. 30-Sept. 4). Appearing on the show will be such stars as Bob Yarbrough, Little Jimmy Dickens, Roy Wynn, Bill Pitcock, Lexi, Mike Flack, and many others. He also took this opportunity to congratulate National Sound Studio for their recent purchase of Candy Records, Candle Music and Canary Music.

NATIONAL SOUND PRODUCTION & RECORDING COMPANY

Jack Logan

1314 Pine St.—Nashville, Tenn. 37203—(615) 259-2905
Hall of Fame Unveils Library & Media Center

NASHVILLE—The formal dedication of the Country Music Foundation Library and Media Center in the Country Music Hall of Fame took place here last week, with more than 100 persons on hand for the ceremony.

They came from the music industry, local business, city universities and state and city government.

The library was completed at a cost of more than $200,000, and the modern facility includes collections of books, bound periodicals, audio and video tapes, film, newspaper and magazine clippings and more than 14,000 disk recordings. The collection is regarded as one of the finest in the world relating to country music and Anglo-American folksong.

Ralph Rinzler, director of programs in American folklife for the Smithsonian Institution, was the keynote speaker. He stressed the close relationship between American folksong and commercial country music, and emphasized the importance of such libraries for preservation of culture.

William Ivey, Country Music Foundation executive director, called the ceremony "a reunion," and indicated that nearly everyone present had a direct role in the growth of the Hall of Fame, the Library and Media Center, and the entire Foundation.

A tour of the facility followed the ceremony.

Bodin Studying Dominion Dates

NASHVILLE — John Bodin, president of Southern Productions here, has joined the Ontario Arena Association and will be moving more country shows into Canada.

Bodin, whose firm was incorporated only this year, has actually been in operation for about 10 years. He books country shows exclusively. He already had 300 auditorium and coliseum shows set for next year, with 120 more to go in 1972.

Bodin says he works with all Nashville talent agencies, and has contracted for talent in the amount of $800,000 for the coming year, and expects that to go to $1½ million.

The promoter travels with the acts to most shows, and does his own promotion on the spot. He said he does not believe in territories, but always considers other promoters when bringing a show into a given area. "I would not bring in a show on top of some- one else," he said.

Bodin has just finished a 15-day tour with Bobby Lewis, Ernest Tubb, Kenny Price, Cal Smith, Joe and Rose Lee Maphis and Chuck Jennings, from Erie, Pa., to West Haven, Conn. The shows brought in 60,000 people, including one crowd of 7,000 in Hamilton, Ont.

GLASER BROS. GRATUITE AID

NASHVILLE — Election of Chuck Glaser to the Board of Governors of NARAS here gives the Glaser Brothers full involvement in the music industry.

Jim Glaser, one of the three brothers, already serves on the NARAS board. Tompall Glaser, leader of the group, is a director of the Country Music Association.

The Glasers said they believe in contributing to the industry as well as taking from it.

Brite Star’s Pick Hits . . . Brite Star’s Pick Hits

“SOUL MEDIAN” — Lee Morgan (Columbia)

“SHE’S A WAITRESS, SHE’S A LADY” — Billy C. Cole (Mega)

“THE BALLAD OF THE WOUNDED KNEE” — Jeanne Sullivan (Flag)

“I’M PROUD TO BE AN AMERICAN” — Grace Williams (Recorded)

“PLEASE CLOSE THE DOOR” — Dave Ferris (Corylaine)

“CRYING IN THE RAIN” — Del Reeves and Penny DeHaven (United Artists)

“THERE MUST BE A REASON” — Tom Jesse (Music Towne)

“RAIN” — The Innovations (Conway)

“WHY DON’T WE GO SOMEWHERE AND LOVE” — Sandy Posey (Columbia)

“DON’T LET ME GO” — Earl Connelly (Mayon)

“COME BACK EAST” — Larry Lake — (Lake)

“RED HOT END” — Steve Scott — (Brat)

“VIRGINIA” — Jean Shepard — (Capitol)

ALBUM OF THE WEEK:

“THE VERSATILE JIMMIE JENSEN” — Jimmie Jenson — (Jay Records)

SUGARHILL MEANS BUSINESS

“ROSE, YOU’VE LEFT A THORN IN MY HEART”

Sugarhill #SH021

BOB YARBROUGH

Brite Star’s Pick Hits . . . Brite Star’s Pick Hits

Produced & Written By: JIM HURLEY OF CANDY RECORDS

Published By: CANDY MUSIC (ASCAP)

Exclusively on SUGARHILL RECORDS

Bob Yarbrough Will Be Starring At The Maryland State Fair (Aug. 30-Sept. 4)

JUNE 24, 1972, BILLBOARD
try 'um, you'll like 'um! THEY'RE ALL WINNERS FROM THE GROWING MILLION FAMILY!

THEM MILLION FAMILY

“I’LL BE THERE” Million #1
— Also A Great New Album —

JOHNNY BUSH

“J. JOHN JONES” Million #6

GEORGIA RAE

“It’s The Little Things” Million #5

BOBBY HELMS

“Say It’s All Over” Million #10

BILLY STACK

“Straight Down To Heaven” Million #3

CLAUDE GRAY

“Sweet Sweet Lovin’” Million #12

JIMMY GATELEY

EXCLUSIVELY ON MILLION RECORDS

103-B Saunders Ferry Pk.
Hendersonville, Tennessee 37075
Phone: (615) 924-6217

JUNE 24, 1972, BILLBOARD
Tex Ritter
The Supercountrylegendary
Tex Ritter
ST-11027

In many ways, Tex Ritter's new album is his best and most representative. It features tunes by Charlie Williams (who wrote Tex's current single, "Lorene"), Dallas Frazier, Harlan Howard and Tom T. Hall, as well as Tex's own memorable versions of "Green Grow The Lilacs" and "Froggie Went A-Courting."

The Supercountrylegendary
TEX RITTER

Susan Raye
My Heart Has A Mind Of Its Own
ST-11055

Just as Susan seems to get livelier, her singing gets better, and this is an album of pure feeling... Susan sings her single and titles song, "My Heart Has A Mind Of Its Own," plus Buck Owens' "My Heart Skips A Beat," Maybelle Carter's "Never Had A Doll," and Booby Aun's "A Song To Sing."

My Heart Has A Mind Of Its Own
SUSAN RAYE

Donna Fargo
Doll In Your Wallet
ST-11037

Donna did it her way bringing her unique style to the songs on this new album with "Some Happiness," "A Song To Sing," and "I Don't Want To Be Lonely." Donna is considered one of the best singers working in country music.

Donna Fargo
Doll In Your Wallet
ST-11037

Sonny James
That's Why I Love You Like I Do
ST-11066

Titled after his hit single, Sonny James' "That's Why I Love You Like I Do," is sort of a "my favorite things" album. Sonny has included a lot of songs that are special favorites of his and his audiences. The Southern Gentlemen is a singer with a hit streak unparalleled in record history, and a symbol for what's best in country music.

That's Why I Love You Like I Do
SONNY JAMES

Tony Booth
The Key's In The Mailbox
ST-11190

Tony Booth was recently voted "1972's Most Promising Male Vocalist" by the Academy of Country & Western Music, and this album proves he is an accurate selection. Tony Booth sings off "Cowboys," "Cowgirls," and "Loving Through Country Living - A Whole Lot Of Something," as well as the current hit single, "Just For Love."

The Key's In The Mailbox
TONY BOOTH

Roy Rogers
Take A Little Love (And Pass It On)
ST-11020

Roy Rogers could be described as one of the first true country superstars. As "King Of The Cowboys," he made 86 motion pictures, thousands of public appearances and had a TV series. Still very much in the public eye, Roy's new album includes standards ("Candy Kisses," "The Lady's In Love") as well as new tunes.

Take A Little Love (And Pass It On)
ROY ROGERS

Red Steagall
Party Dolls And Wine
ST-1106

Most people talk about living close to the earth, but Red Steagall does. In both his songs and everyday life. After writing "Here We Go Again," "Beer Drinking Music," and "Alabamawomen," the "Party, Dolls & Wine" star debuts on Capitol in an album that includes his new single, "Ferlin Silver Zeptery."
Hank Thompson’s “Cab Driver” will make your meter run and run and run

Hank Thompson
“Cab Driver—A Salute To The Mills Brothers”
DOS-25996 DOB-25996 DOC-25996

Country Music
Nashville Scene

Nashville has its own family affair, and it revolves around the Andersons: Lisa Anderson, the matriarch, and Casey Anderson, who manages her publishing and flies her to dates, are parents of Lynn Anderson and parents-in-law of producer Glen Sutton. Now they welcome to Nashville Donna Austin, who is a son of Lynn’s aunt of Lynn. She will write for the publishing company. There is talent in that bloodline. Sonny James’ first releases for Columbia will have “Full sound.” While not forsaking his familiar style, there will be many instruments, a lot of arrangement, and something new for the consumers... John and Pat Carver will become parents of their first child next January.

Jim Ed Brown has in his next album a song published by his sister, Maxine, who formerly was a member of The Brownes. Roger Miller is foreseeing Nashville. He will do his next session in the new Chip Moman studio in Atlanta... Tom T. Hall has released his first album, a single titled “The Monkey That Became President.” It’s timely and topical, and aimed at no candidate in particular... Conway Twitty is now producing L.F. White for Decca. White, noted for his songwriting, has unusual talent. Conway also produced Linda Plofman for Columbia. He plans to spend less time on the road, more in the studio as a producer.

Freddie Hart has written what he considers his best song to date, and has turned it over to Lefty Frizzell to record. He remarks “Lefty helped me when I needed help, and this is one way of repaying him.” It should be a winner... Bob Yarbrough became the second recording artist to be married in a Nashville studio when he took a North Platte, Neb., bride last week... Music City News, the consumer newspaper, celebrated its ninth birthday with a party last week. Congratulations to Faron Young, Bob Welton, Audrey Woods, Lowayne Satterfield and all of the other fine staffs.

Death came to Pat Twitty after she suffered a stroke. At 47, Pat was a veteran in the business. She had scripted the old Jim Reeves radio and television shows, had written numerous songs, and made her presence felt in the music industry... Charlie Louvin is threatening to change labels. Justin Tubb has joined the ranks at Wil-Helm Talent and Sure-Fire music. His career will be guided by Larry Hart and the Wilburns... Hank Locklin introduced his four-week-old baby on the stage of the "Qwerty," with manager Rod Wendell holding the youngster... Diana McCull will be produced independently by Pete Drake, the impresario... The Four Guys will change labels very soon.

Junior Samples is out of the hospital, and has been warned to slow down... Kenny Price is off for 11 weeks from his Cincinnati show, and is vacating by doing several shows in Nashville, cutting an LP and a single, and doing a lot of work on the road... Stu Phillips has cut his first LP and single for Capitol, with brilliant Bill Walker producing. Then Stu departed to do a Canadian network special... Pennie Delhaven has videotaped both "Hoot Haw" and "Good Ole Nashville Music." A big country music spectacular is being put together for July 21 for Alabama Gov. George Wallace, The Wilburns are originators of the show, Charlie Walker saved an embarrassing situation in Fort Worth. Appearing with Bill Mack at WBAP, Charlie received a big buildup for his new record. But, when Bill put it on the turntable, (Continued on page 43)
Kenny Vernon

Has a Red Hot Record That’s
Charted and Rising With
Top Ten Potential Written All
Over It! Watch Out for . . .

“THAT’LL BE THE DAY”

Capitol #3331

Exclusively on CAPITOL RECORDS

Country Music

Nashville Scene

* Continued from page 47

he found it had been warped, sitting in the sun. Charlie saved the day by sending a telegram to his hotel in Dallas, and having an extra copy brought to him by messenger. It made it in the nick of time. . . . Nancy Edwards, who is getting strong air play with her Jerry Chesnut song, “All She Made of Me,” travels with her six-piece band. The Poor Folks, to Iowa, Wyoming, Oregon, Washington and California before going to Georgia and Texas.

WMTS, Murfreesboro, Tenn., is initiating a new show live from Nashville. The “Little Roy Wiggins Music City Show” will be aired weekly on Saturday afternoons. The show will come from Wiggins’ music shop in downtown Nashville. Wiggins was for many years steel guitarist for Eddy Arnold. The station is owned by Mary Reeves Davis and managed by Tom Perryman. . . . Boon Records has signed a contract to license Sound Records in Canada. Boot also has completed negotiations with Jubal Records and Pro Sound, both represented in Nashville by Joe Gibson’s Nationwide Sound Distribution. Stompin’ Tom Connors completed a successful Horseshoe Tavern engagement in Toronto, playing to packed houses. He also did an American tour with leading artists.

Song Writing

Course at UT

NASHVILLE — The Nashville Songwriters Association-sponsored course in songwriting at the University of Tennessee is one of the most successful projects ever undertaken, according to Eddie Miller, who heads the course.

Originally intended for a class of 30, it now has an enrollment of 93, with 300 on the waiting list for next semester. An additional 500 inquiries have been made about the class. One student drives a 380-mile round trip weekly from Ohio to attend.

A school official said the class is the only one in its history in which the teachers are applauded. Some of Nashville’s leading songwriters share the teaching chores.

COUNTRY & WESTERN
SHOW 7,947

Single Performance Attendance
GROSS $34,156

AT JACKSONVILLE
Coliseum

BOBBIE ROY and her hit
are on CAPITOL RECORDS (#3301) . . .
and keep watching for her first album—
“I’M YOUR WOMAN” ... ready for listening in early July.
Mike F. Jay, program director of WMFJ, Top 40 station in Dayton, Ohio, is searching for a good morning man for the station. KSJO, Sidney, Neb., has a new lineup of format. The station is MOR in the daytime, rock at night. Ron Zulewski does the morning show, Larry Jewell does afternoons. Program director Stuart Newman does evenings. Rich Lien and Al Maple do weekends at this station, which is now rebuilding its studio. The station needs better rock record service. Cathy Cori, a 22-year-old chick, is the new all-night personality on KMPG, Los Angeles, replacing Clark Race. It’s my understanding that Race will continue to swing on the MOR powerhouse. He just wanted to get off that all-night gig. 

I’m not going to be able to list all of the new registrants for the Billboard Radio Programming Forum, but will mention a few from time to time. Such as John Patton, general manager, WHEN, Syracuse, N.Y., and Mike Lucas, new program director at KNOW, Austin, Texas. Here’s the lineup of KNOW now: Michael James Lucas 6 a.m., John Allan 9 a.m., Randy McKee noon-4 p.m., Bob (Oz) Osborne 4-7 p.m., Bill Moss 7-midnight, and Chris Roberts midnight-6 a.m. Lucas adds: “I made a move yesterday and the station has been here six years. McKee is new to us from KCLE in Cleveland. Tex. Jeff Stevens, former program director of music director, is back to his real name of Bob Botik and is now an aspiring KNOW salesman. We are Top 40 in format, minus all bubblegum and are on about 25-30 albums at any given time. In the many years I’ve been here, we’ve always been No. 1. And Jay Allan here wants to know what happened to Ned Bishop, former general manager of KMJ in Grants, N.M., and Jerry Jackson, formerly with National Broadcast.”

We’d like to mention at this time the name of Jonathan Greene. Joe Franklin, WOR TV personality, will host part of the Newport Jazz Festival, which is being held in New York City this year. Franklin has been host of “The Joe Franklin Show” on the New York TV station many years and featured many record acts as guests. Bill Brill 22 college graduate, seeks work on small market rock station. Call him at 516-868-5612. He says he’s a radio comic. Which brings to mind that I found a pretty good, hustling air personality in among the tapes unattended to the air personnel competition that I’ve managed to get through thus far. Name is Gary James. Works on a radio station in Livingston, N.C. that I can’t remember right at the moment. Did a good show except that it was too one-directional. But I was trying hard and I think that if he comes up with other types of material, instead of just one kind. The key’s going to be an air personality to be reckoned with. At any rate, Terry (Tally) does several small people, not just James alone, trending back toward the development of being an air personality. This aspect of doing an air show doesn’t necessarily require humor, but it damned well takes work and it means having a view on the locale, on people, places, things. Of relating.

Here’s a letter from Robbi Cox, 613-7th Ave., Sterling, Ill. 61081, that explains itself. I am inquiring about how to get the latest rock records for my radio station. One thing though. My station is a small one. It covers a neighborhood. It’s run by myself and two others who run from 9 a.m. to 11 p.m. The transmitter has a power input of 110 watts and we broadcast on 1600 K.C. I always read your magazine and was wondering if you could help me. Unfortunately, Robbi, the FCC probably reads this column too. And, as much as I’d like to encourage you (because I’ve heard of about half a dozen other such operations) the FCC probably won’t. If they allow you to stay on the air, then you might consider making a deal with a local radio station to get all of the records they receive each week but never get the chance on the air.

Mrs. Rich Teeters, WGO of Chattanooga, Tenn., writes that her husband is perfectly happy doing the all-night show on WGO. She wrote me or called and said that her husband was looking for a job must have been trying to hurt us.” My apologies. New lineup at WNK in the Washington market, includes Bill (Jack Lennson) Paris 6-10 a.m., Pete Hill until 11 p.m., program director Jonathan McGuire 11 p.m. and Sam Diego 7 midnight. Pete Winthers writes that he has just been promoted to operations manager of WGGG in Gainesville, Fla., and the lineup now includes Jason McRae 6-10 a.m., Winter 10-noon, Don Steele noon-4 p.m., Steve (Boom Boom) Coonan 4-8 p.m. music director Lloyd Hark 8 midnight, and Diamond Jim in the all-night slot. And Winter adds: “Most of the guys here have major market experience and have ended up in Gainesville because it’s a great place to live and a damned good small market radio town. Pay scales are above average here, too. Several guys in the market are over $10,000 and we know for a fact that some stations in Miami don’t match that.”

And that reminds me that I had two calls today about that general manager in Washington who’s noted for low pay, among other things. Seems he flew into a market to talk with an air personality about going to work in Washington, but by the time the manager landed at the airport, the deal had found out about the station and replied “no thanks.” Seems like the word has spread even to the medium markets now and the station is having desperate trouble trying to hire decent personalities, as only guys “between jobs” will work there anymore (only because it gives them a chance to earn a little money (too little for the size of the market) while they hunt.

Steve Kirk, 5:10 a.m. air personality at WING in Dayton, has an album out called “Best of Steve Poisson” that’s on his radio show. The record, retailing at $4.50, will soon be in record

---

David Houston means every word when he sings his next #1 hit!

'SOFT, SWEET AND WARM'

EPIC #5-10870

Published By: ALGEE MUSIC

Exclusive Management:
TILLMAN FRANKS ENTERPRISES
United Mercantile Bank Bldg., Room 604, 509 Market Street, Shreveport, La. 71101—Phone: (318) 423-5886

Exclusively on: EPIC RECORDS

JUNE 24, 1972, BILLBOARD

www.americanradiohistory.com
stores in the Dayton area, I'll listen to it and tell you how it sounds in the next week or so.

WIRL, swing man Mike Scott has left to join K5IT in Davenport, Iowa, in a 7-midnight slot. Jeff Stevens will fill his 6-10 midnight slot. Ann Helt has left to fill the 6 midnight slot. She'll be heard on K5IT starting on Monday, June 1.

SLOANE KNOWS

****

Lise Robertson, 30, married, veteran, seeks Top 40 or major market soul job. Call at 203-726-2957.

This year, the 9-midnight slot would like plastic shucks for singles, can obtain them from Russ Burkard, Viewlet Custom Sales West, 5111 S. San Pedro, Los Angeles, CA 90011, but you have to place a minimum order of around $50, but no minimums on singles. Also order blank LP jackets and polystyrene LP records from Burkard at reasonable prices.

Ron Jones, afternoon personality at WRL, will be over to take over music chores as well. He'll be available to talk to record promotion men Wednesday and Thursday. Our head shot of Ron, disk jockey Craig Scott is available any day after 1 p.m. Greg Aust has taken over the 10-1 p.m. personality at KVI, Seattle. He replaced Ray Court, who has just opened an advertised programming office in Seattle.

****

Music director Dick Taylor has also been named operations manager of WWHO-FM, Orlando, Fla. The station features a modern country format. Mike Shannon, who operates Earth, News, dropped by the office this afternoon. If any of you guys would like to get some samples of this news service with a different viewpoint, call Shannon at 415-362-3045 and he'll send you a few samples.

Among the stations using the service are WMWR-FM, Philadelphia, but perhaps some of you Top 40 guys ought to check the service out too.

*****

KXOK, St. Louis, needs both a newscaster and a deejay. Pay for either position is excellent, according to program director Must Crowds. Tell him that Crowds sent you or he won't answer the phone.

Staff at KMVC in Marysville, Calif., includes Larry Mooney, Tom Conra, Tom Wade, Lee Roberts, and Art Karlin. KMVC features an MOR format. Lippincott Council, in Lemoore, Calif., includes music director Paul St. Joe, 6-10 p.m., Pete Eliot until 2 p.m., operations manager Dave Anderson 2-7 p.m., and Steve Gold 7-midnight. The Top 40 station plays two LP cuts an hour and gets serviced at all from CBS or Epic or Warner Brothers. Tom Linn, chief announcer at KROC, Rochester, Minn., writes: "Although this market is considered a medium-sized market, WCCO and WDGY of the Twin Cities, soon to be broadcast from 90 miles away. But even against WCCO, KROC is No. 1 here and has been for quite some time. For a while, we were down at night, as most local radio stations are, but we're back on WLS and WDGY. However, the rigged format, blown in some time ago, and now the night shift is picking up locally. Our format is now basically MOR with soft Top 40 records mixed in, a couple of oldies an hour, and a couple of album cuts mixed in. Lineup at the station includes Terrance Willard, who's been an air personality, for a year and a half. The station is located in the Twin Cities, and is broadcast from Plymouth to the suburbs.

Don Teget has been appointed music director of WPPN in Philadelphia. He'll be the creative director of Spiral Music in New York.

William J. Helen, music director of WVBF-FM, Boston, writes that he hasn't received his certificate from the last radio air personality contest. He's been an air personality for about four years. Former program director Eric C. Gumm has been named assistant program director at KMBY, Monterey, Calif. He's been with the station for about a month. Program director Peter Reilly 6-10 a.m., Ted W. Scott 10-noon to 1 p.m., and Hugh Garry 7-midnight. I don't think they have a pretty good contest thing, as they've been passing around this certificate from the last radio air personality contest. The last radio air personality contest was held in February of this year. Our annual contest was held in March, and is being held again in April. Former program director Dale Hamilton Shultz has been an air personality for about two months. He's been working with several managers and is now working with the station again. The station is located in the Twin Cities, and is broadcast from Plymouth to the suburbs.

Dan Teget has been appointed music director of WPEN in Philadelphia. He'll be the creative director of Spiral Music in New York.

William J. Helen, music director of WVBF-FM, Boston, writes that he hasn't received his certificate from the last radio air personality contest. He's been an air personality for about four years. Former program director Eric C. Gumm has been named assistant program director at KMBY, Monterey, Calif. He's been with the station for about a month. Program director Peter Reilly 6-10 a.m., Ted W. Scott 10-noon to 1 p.m., and Hugh Garry 7-midnight. I don't think they have a pretty good contest thing, as they've been passing around this certificate from the last radio air personality contest. The last radio air personality contest was held in February of this year. Our annual contest was held in March, and is being held again in April. Former program director Dale Hamilton Shultz has been an air personality for about two months. He's been working with several managers and is now working with the station again. The station is located in the Twin Cities, and is broadcast from Plymouth to the suburbs.

Tom Linn, chief announcer at KROC, Rochester, Minn., writes: "Although this market is considered a medium-sized market, WCCO and WDGY of the Twin Cities, soon to be broadcast from 90 miles away. But even against WCCO, KROC is No. 1 here and has been for quite some time. For a while, we were down at night, as most local radio stations are, but we're back on WLS and WDGY. However, the rigged format, blown in some time ago, and now the night shift is picking up locally. Our format is now basically MOR with soft Top 40 records mixed in, a couple of oldies an hour, and a couple of album cuts mixed in. Lineup at the station includes Terrance Willard, who's been an air personality, for a year and a half. The station is located in the Twin Cities, and is broadcast from Plymouth to the suburbs.

Don Teget has been appointed music director of WPPN in Philadelphia. He'll be the creative director of Spiral Music in New York.

William J. Helen, music director of WVBF-FM, Boston, writes that he hasn't received his certificate from the last radio air personality contest. He's been an air personality for about four years. Former program director Eric C. Gumm has been named assistant program director at KMBY, Monterey, Calif. He's been with the station for about a month. Program director Peter Reilly 6-10 a.m., Ted W. Scott 10-noon to 1 p.m., and Hugh Garry 7-midnight. I don't think they have a pretty good contest thing, as they've been passing around this certificate from the last radio air personality contest. The last radio air personality contest was held in February of this year. Our annual contest was held in March, and is being held again in April. Former program director Dale Hamilton Shultz has been an air personality for about two months. He's been working with several managers and is now working with the station again. The station is located in the Twin Cities, and is broadcast from Plymouth to the suburbs.
Isaac Hayes, the award-winning composer of "Shaft," will create the overall theme music for the new ABC trilogy "The Men," which will premiere this fall.

New single from the Latin rockers Malo: "Cafe."... Roberto Flack, who is at present proclaimed America's No. 1 female recording artist, will appear at Yankee Stadium, New York City, Saturday, July 8, in a concert that will climax the nine-day Newport Jazz Festival.

New ABC series: "Another Woman's Trash."... "Some Quiet Love," "One Woman's Trash," and "I Don't Want To Be Right."... Nashville artist, Jerry Rice, at the label, has the new single, "Rip Off," for ABC Records.

B.B. King and Nina Simone, at the Apollo through June 18, will climax the nine-day Newport Jazz Festival. The festival include Jimmy Smith, Dave Brubeck Trio and the Jimmy Giuffre Quartet.

"Some Quiet Love," "One Woman's Trash," and "I Don't Want To Be Right."... Nashville artist, Jerry Rice, at the label, has the new single, "Rip Off," for ABC Records.

B.B. King and Nina Simone, at the Apollo through June 18, will climax the nine-day Newport Jazz Festival. The festival include Jimmy Smith, Dave Brubeck Trio and the Jimmy Giuffre Quartet.

B.B. King and Nina Simone, at the Apollo through June 18, will climax the nine-day Newport Jazz Festival. The festival include Jimmy Smith, Dave Brubeck Trio and the Jimmy Giuffre Quartet.
# Breakthrough Smash Singles by Two All-Time Great Groups.

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>With years of classic, collector’s-item singles behind them, Harold Melvin and the Blue Notes have gotten together with the Gamble-Huff production team and arranger Thom Bell. The result: a monster hit that’s bulleting up the soul charts and beginning to pick up Top-40 airplay. Incredible singing, a song that inspires chills, working in front of that patented Philadelphia, Gamble-Huff sound.</td>
<td>The O’Jays rarely miss the soul charts. This time out, they’re headed for the national Top 10. Gamble-Huff and Bell have given the O’Jays a new, super contemporary song and a get-up-and-dance Philadelphia sound. Everybody who’s heard “Back Stabbers” is picking it, playing it, and predicting it’ll be the O’Jays biggest hit of all time.</td>
</tr>
</tbody>
</table>

---

THE PHILADELPHIA TWO, ON PHILADELPHIA INTERNATIONAL RECORDS DISTRIBUTED BY COLUMBIA RECORDS
COLUMBIA RECORDS' group New York Rock Ensemble, at Ultra-Sonic Recording Studios in Hempstead, N.Y., after their recent live concert broadcast live in stereo over WLIR (FM) as part of the weekly series presented by Ultra-Sonic and WLIR (FM). Jeff Kozack, third from left, was engineer for the concert, Mike Colchamiro, extreme right, is technical director of the series.

AT A PLATTER PARTY celebrating the success of "Walking in the Rain With the One I Love," by Love Unlimited, on Uni, are, seated, Barry White, composer-producer-manager; standing, left to right, professional manager Bruce Kramer; Aaron and Abby Schroeder, president and vice president of A. Schroeder International Ltd.; and Love Unlimited members Diane Taylor, and Linda and Glodean James. The gathering was hosted by January Music Corp. at A. Schroeder's New York offices.

A thirty minute film, "Darkness Darkness," shows you a graphic example of what drug abuse can do. It's available in 16mm for a $30 donation plus mailing costs. Other films available include "Escape To Nowhere." "The Speed Scene" and "The Seekers." Another in Billboard's "Bullfighters" series. Write to Haight-Ashbury Films, 701 Irving Street, San Francisco, California 94112.

COLUMBIA RECORDS' group New York Rock Ensemble, at Ultra-Sonic Recording Studios in Hempstead, N.Y., after their recent live concert broadcast live in stereo over WLIR (FM) as part of the weekly series presented by Ultra-Sonic and WLIR (FM). Jeff Kozack, third from left, was engineer for the concert, Mike Colchamiro, extreme right, is technical director of the series.

AT A PLATTER PARTY celebrating the success of "Walking in the Rain With the One I Love," by Love Unlimited, on Uni, are, seated, Barry White, composer-producer-manager; standing, left to right, professional manager Bruce Kramer; Aaron and Abby Schroeder, president and vice president of A. Schroeder International Ltd.; and Love Unlimited members Diane Taylor, and Linda and Glodean James. The gathering was hosted by January Music Corp. at A. Schroeder's New York offices.

A thirty minute film, "Darkness Darkness," shows you a graphic example of what drug abuse can do. It's available in 16mm for a $30 donation plus mailing costs. Other films available include "Escape To Nowhere." "The Speed Scene" and "The Seekers." Another in Billboard's "Bullfighters" series. Write to Haight-Ashbury Films, 701 Irving Street, San Francisco, California 94112.

COLUMBIA RECORDS' group New York Rock Ensemble, at Ultra-Sonic Recording Studios in Hempstead, N.Y., after their recent live concert broadcast live in stereo over WLIR (FM) as part of the weekly series presented by Ultra-Sonic and WLIR (FM). Jeff Kozack, third from left, was engineer for the concert, Mike Colchamiro, extreme right, is technical director of the series.

AT A PLATTER PARTY celebrating the success of "Walking in the Rain With the One I Love," by Love Unlimited, on Uni, are, seated, Barry White, composer-producer-manager; standing, left to right, professional manager Bruce Kramer; Aaron and Abby Schroeder, president and vice president of A. Schroeder International Ltd.; and Love Unlimited members Diane Taylor, and Linda and Glodean James. The gathering was hosted by January Music Corp. at A. Schroeder's New York offices.

A thirty minute film, "Darkness Darkness," shows you a graphic example of what drug abuse can do. It's available in 16mm for a $30 donation plus mailing costs. Other films available include "Escape To Nowhere." "The Speed Scene" and "The Seekers." Another in Billboard's "Bullfighters" series. Write to Haight-Ashbury Films, 701 Irving Street, San Francisco, California 94112.
What's Happening

The dormitory complex at Penn State University in University Park, Pa., has formed East Hills Radio, and Russell J. Rosman, Jr., notes that the station should be on the air presently. Rosman would appreciate service, such as companies interested in the station and the potential audience (Rosman is completing "the second largest in the world") should direct their inquiries to him care of East Hills Radio, East Hills, University Park, Pa. 16802.

From Gretchen Fischer, music director at WNSC, Northwestern Michigan College, Traverse City, Mich.: "We are the Spiders from Mars," the anti-war pick of the week's listings.

Steve Resnick of ABC/Dunhill has announced that "Tame the Lion," the single by Emile Rhodes, has been approved for official release on or around June 8. As reported in Billboard earlier, that company was initially hesitant to release the song, which they felt might pose problems because of its lyrics. Resnick, in backing the release, approached college radio people to give them their reactions, and their support finally convinced ABC/Dunhill to release the song, following its inclusion in college radio playlists.

With a number of commercial stations already picking up on the song, it need only be noted that the single might well have been scrapped altogether without the college effort.

"It's the enthusiasm of the college people that did it," Resnick stated. He also noted that the radio station copies of the single will include names and call letters of those college stations instrumental in pushing the song, along with a pamphlet lyric sheet.


Steve Hill reporting: "I'm Too Late to Turn Back Now," Cornelius Brothers & Sister Rose, United Artists.


VIRGINIA—WVU-FM, Middle Tennessee State University, Murfreesboro, R. o. b. e. r. M. a. t. h. reporting: "Sweet America," (LP cut, Meanwhile Back at the World), Roger Cook, Kamasutra.


Next week's listings will permit three listings per station, as noted in last week's column.

DOROTHY Harness

EMI Campus Push Succeeds

LONDON—EMI's campus "recording studio" program, the first of its kind in the U.K., has rounded out its first year as a qualified success, according to company officials. The program was designed to provide facilities for promotion men here working unconnected with the company's professional studios.

Record promoters cover colleges in all parts of the U.K., from the north to the south and the southwest. They often bring a disc jockey with them and set up impromptu pop concerts using their college's own or rented equipment.

EMI's campus also includes various types of merchandising and promotion, including poster and specially printed material. When EMI's promotion men are assigned to a neighboring product distribution territory, such as the U.K. or the Kingdom, first thing it did was send a local EMI representative to the college. The EMI official, Hopkins pointed out, are primary record market here, just as they are in the U.S., and special attention is given to wants and needs of the students.

The concerts are well-attended, and in most instances, sales of records played at them are increased by the sales up after the carnivale leaves town.

Automation

Continued from page 26

Mathew bragged. "In the last five weeks, we have played a dozen songs on our own WBBM-FM (LP), Bob Dylan, Columbia.

The independent station is blocked for ABC-FM news at 15 after 7 A.M., ABC-FM, New York, (LP), Bob Dylan, Columbia.

The station is already branching out, making its biggest move when a tremendous growth in selling through new products, including tapes, and large companies, and in data processing on KGRF-FM's IBM for other companies.

"We plan to be a broadcast cen- ter. We feel the need of the year of us again," Mathew predicted.

Marshalls Raid Plant

Continued from page 1

Mathews feels that automation could mean the end of the records industry. There are a much more talented, profession- alism is increasing from individuals with more time free, the air personal- ity can involve himself in agency commercial and sales to partic- ipation in an air force for syndication and other creative pursuits.

Foundation to Train Technicians

CHICAGO—A proposed Foundation to train technicians in the electronics field is being planned as an extension of a pilot program now in Detroit. The board of directors of the foundation, (EIA) was to vote on the proposal here June 2.

The board heard that Consumer Electronic News, as yet unnamed, was being sponsored by EIA's Consumer Electronics Group, grossed $255,762 in ad revenue for the C.E.S.'s first winter show has been computed at $3,760. (dates Jan. 12-16) from McCror- iick, Inc., and according to EIA/ CEG vice president Jack Wayman, a badge exchange agreement will exist between Winter C.E.S. and the Independent Houseware and Home Entertainment. Mr. Wayman told the board of directors in the Conrad Hilton those dates.

GDP Does 'Job' Again

NEW YORK—The new Broad- way rock musical, "Hard Job Being God," will release another official cast recording of some of the cast changes and additional songs by composer-lyricist Tom Martel. The previous cast LP, produced by GWP Records, was recorded while the show was touring col- leges, and does not include all of the current cast numbers or some of its present members.

WEDO Bright MOR Format

PITTSBURGH — WEDO, lo- cated in nearby McKeesport, has shifted from the hot AC/ R&B format to Steve Hi- ddy is program manager of the station, which will also include Brian Reed and Jerry King, with Jack London and Keith Davis on weekdays.

Drake said the new format brings in LP cuts by the Blood, Sweat & Tears and Carly Simon and similar artists, plus selected oldies. "No one was playing prod- uct you can play on the Fours and by Simon. At the moment, we're playing more product we can play on the Looking Glass first in this market and we're going to play new records and we hope to do something worthwhile with this format.

Arvin Named SQ Licensee

NEW YORK—Arvin Industries Inc., a manufacturer of consumer and industrial products has become a Columbia Records SQ licensee and will manufacture SQ products for the manufacturer of some of its own entertainment products and for their private label customers.

JEFFREY ZATMAN, London
Italy Gets 1st Rack—Tape Group Is Set

- Continued from page 1

Olympic Jazz Fest Program

MUNICH — Art Blakey and his Orch in Rivi, the Charlie "Bird" Parker Sextet, Chick Corea, Keith Jarrett, Freddie Hubbard, Jean-Luc Ponty and John McLaughlin are among top jazzmen who will headline the "Jazz Na" festvized as part of the Olympic Games cultural programme in Munich in August.

The festival, directed by Joachim E. Berendt and organized in conjunction with Bavarian Television/ZDF and Suddeutscher-Baden-Radio, will be held in the Deutsche Museum and Herkulessaal, Munich, Aug. 17,20.

In addition to live concerts the festival will feature a special "Jazz on Film" show.


Rodgers Gets Japan Splash

TOKYO—All 110 recordings made by country singer the late Jimmie Rodgers for RCA between 1927 and 1931 will be issued in a 12-volume set in Japan.

The set is produced by the RCA division of Victor Ongaku and will be priced at $9.80 (yen), each LP with be a bonus item.

Mr. Hashimoto of RCA is estimating a 2,000 sale of the album set based on pre-release orders already received. He con- cludes that the country music fans in Japan are among the most active in support of their music.

April Music’s Exec Is Back

BUENOS AIRES—April Music’s Argentinean manager Buddy MacClusky returned from a four-week business trip of Europe, where he was setting up releases of material by writer Francis Smith. From publisher David Must, he also ob- tained sub-publishing rights for the U.K. and Chipipehap cata- logues.

MacClusky visited Spain, France, Holland and the U.K. CBS/UK, will release Smith's "I'm Going Far Away My Darling," in the original version by Argen- tinean singer Patricia Dean, origi- rally released on CBS Argentina.

Europe Jazz Tours Are Set

AMSTERDAM — With Johan Kuper, head of Han Kuper Enter- tains, is arranging a European tour of the Ahual Jamil Trio in October and November.

Kuper, whose office is at Eerste van der Helststraat 42, Amsterdam, is also organizing European tours for the Michael Smith Combina- tion (July through November), the Marian Brown-Scretta McCall Duo (June through August) and the Paul Bley-Symphonie Shows with Annette Peacock (various dates in August through October).

Maple Music Junkt

CAPITOL artist Anne Murray with Polydor’s Frank Mills after the first concert in Montreal, Wayne Paton looks on.

COUNTRY ARTIST George Hamilton IV com- pared the second Maple Music Spectacular at Toronto’s Massey Hall.

RETAILER SAM Sniderman, a member of the Junkt Selection Committee, center with Stan Kles, right, and Charlie Camilleri.

MAPLE MUSIC, Inc., president Arnold Gospich of Capitol Canada welcomes Raelaet Revert, program director, Radio Madrid.

LIGHHOUSE ON stage during the third Maple Music Spectacular.

JUNKET COORDINATOR Ritchie Yorke interviewing CRCM chairman, Pierre Juneau as part of a 90-minute TV special on the occasion, produced by CBC.
**U.K. Budget Sales Top Full Price Mart—MFP**

LONDON—Budget album sales now exceed full price sales in the U.K. market by some five million units a year, Tony Morris, Music. For Pleasure's deputy managing director, told delegates at the company's sales meeting last week.

Morris claimed that 28 million budget albums were sold in the U.K. annually, compared with 23 million full price albums. MFP has a 30 percent share of the budget market—which is over eight percent higher than last year.

In value terms, budget albums now account for 45 percent of the market, Morris said, compared with pre-recorded tapes which are worth $45 million a year and those records which accounts for $18.7 million. Only the full-price album market, worth $55 million at manufacturing costs, exceeds the value of budget albums.

"In the last decade the value of the record market has trebled. In 1961, excluding retail margins and tax, the total value of the manufacturers' net prices was only $2.35 million. By the end of 1971 it was worth $97.5 million. The most dramatic development of all is the increased sales of budget LPs, which have been boosted forward carrying with them the total LP market", said Morris.

"From an estimated five million sales in 1966, when MFP entered the market, the size of budget LPs has rocketed to today's level of 28 million", Morris added.

The LP budget has stimulated tremendous growth in total LP sales and has helped create a market which is now worth $190 million over the counter.

Afterwards Morris told Billboard that total budget sales were on a par with full price material.

However, Morris was doubtful that budget LPs will continue to draw away from the more expensive full price LPs, and he was hopeful that budget LPs are anything like Germany, it must be getting towards the point of balance. There the experience has been that sales are fairly evenly divided, but with a swing of one or two percent in either direction on a year-to-year basis."

**Italian Co. Sets Foreign License Deals**

MILAN — Numero Uno, one of Italy's newer record companies, has just announced its first overseas licensing deals. Teldec will handle the label in Germany and Switzerland. Vigue, in France, EMI, in the U.K. and Denmark and RCA Victor in Mexico—all firms have acquired both records and distribution rights for their respective territories.

Numero Uno was launched in September 1969. It has hit hard with artists like Lucio Battisti, Bruno Lauzi, Adriano Pappalardo, Formula 3, Premiata Forneria Maratona, Mario Testino and Tony Renis.

"Our firm's publishing arm has also been successful and has rights to the Mogol-Battioli songwriting team, which has been responsible for several hits. Mogol is a pseudonym for Giulio Reppetti, son of Numero Uno president Mariano Reppetti.

Numero Uno product is distributed in Italy by RCA."

**Emerald Is Banned From Releasing Big Tom LP**

LONDON — Emerald Records of Belfast has been stopped from releasing an album featuring tracks by Irish showband, Big Tom and the Mainliners. The ban follows a High Court hearing in Belfast under the former Lord Chief Justice Lord Macdottrem. The band claimed that seven of the songs on the album, titled "Sunset Years Of Life," had been recorded purely for a radio show and were never intended as record material. Costs were awarded against the record company for the hearing of the case and were discounted in court that Emerald had 5,000 copies of the LP ready for distribution, costing about $7,000.

The band now proposes to issue two albums a year on its own Denver label.

**Hurdon Dies Of Coronary**

THUNDER BAY, Ont.—Basil Hurdon, one of the pioneers of the Canadian music industry, died last week. Hurdon had just returned from his first business trip to Las Vegas when he had a heart attack.

He had just completed negotiations for Bobby Curtola on a five-year deal with Polydor to undertake his Hollywood hotel chain for 26 weeks a year.

Hurdon managed Curtola for more than a decade, and he was a leader among the U.S. success with several singles including "Fortune Teller" and "Aladdin." Hurdon and his brother, Gay, formed Tartan Records in 1958, and released Curtola's debut album after major labels had shown little interest.

"... Continued from page 50."

**From the Music Capitals of the World**

**MEXICO CITY**

Argentinian singer Sandro made his second appearance in the U.S. for a three-month tour in which he was to make 20 appearances. Sandro is an Italian singer and an important part of the disc jockey scene in Europe as well as North America. He has recorded a number of successful albums for the Polydor label, and has been described as the "Italian Elvis Presley." Sandro is currently on tour in the U.S. and is expected to return to Europe in June. His recent releases include "I Love You," a single that has been a hit on the Italian charts, and "So Long," a duet with Italian singer Laura Pausini. Sandro's music is known for its catchy melodies and infectious rhythms. He is also known for his distinctive voice and his ability to connect with his audience. His performances are always filled with energy and enthusiasm, and he is widely regarded as one of the most talented and popular Latin American artists of his generation.

**MARRIN INTO DISTRI PARTS**

LOS ANGELES—Marin Records Ltd., the independent record distribution company, signed a contract with Quality Inc. of Century City to handle the company's sales in the Southeastern States, Alaska, and Hawaii. The company, owned by E. L. Marin, a former executive of the CBS Records division, sells Quality Inc. records in these territories. This agreement is the latest in a series of deals made by the company to expand its sales network. Marin Records Ltd. has been successful in distributing records in these markets, and the company is now looking to expand its reach even further. This agreement is expected to bring more exposure to Quality Inc.'s music and help the company increase its sales in these territories.
From The Music Capitals of the World

Jimi Hendrix and Ruby Braff.

Boland, the Swiss hard rock group recording in England, have chosen to record a classic Michael McDonald/McCartney composition "I Saw Her Standing There" for their new single. Three Swiss bands have just returned from successful U.S. tours, where they were represented by members of Capitol's Edward Berman entourage, which included a host of dedicated refinements.

Berman is currently appearing at Grumblers Coffee House.

HARBURG

Inter-comm-Tsongesellschaft will start its own distribution network from July onwards. NBC, the new Berlin-based label, will be distributed with the new distribution system, which will be successful. Inter-comm-Tsongesellschaft, together with the Deutsches Austrophon Gesellschaft, is in charge of management.

Bundy's concept has concluded an agreement with the British Black Lion's lion.

Production from Black Lion's progressive repertoire will be transferred to the Spiegelei label and will be distributed in the U.S. by Capitol. The releases are currently being mastered at Masterlab. The albums are by Albert Ayler, Julie Driscoll, Ornette Coleman, and Sun Ra. Inter-comm will also release LPS by Steve Grappelli, Barney Kessel, and the Claudie Roland Big Band.

Inter-comm is also planning to issue a Master Series, which will feature product by

PHONOGRAPH FRANCE artist Michel Sardou was presented with gold disc by company general manager Louis Hazan for sales of "Le Rire De Ton Aimant (the Sergeant's Aimant)," written by Jacques Revaux, Yves Descotte and Sardou.

BRUSSELS

Europevox has released Santa Fe's single "Annabella," which has been written by Doug Flett and Guy Fletcher. Santa Fe's first album was released in May. Arcade Records is releasing "Si Dios Le Veut," latest single from Gay Marder, which will receive nationwide promotion. Yvonne and Moduc Vivendi will be competing in the Spilt song festival, Sylvain van Holen and Ben van den Abbeele have formed a new promotion and production organization called Van Van.

Roland Kluger Music has just celebrated its second anniversary and has become a gold disc for "Jungle Fever" by Chacachas.... Kluger Music has launched a new label, Up-Records, and the first releases from the new outlet are "De Nanas," "Two Pieces," and "Mike Cohen.

Canada's Executive Turntable

Mark Altman named general manager of Morning Music Ltd., Toronto. Altman will continue to do the same ad and promotion work for Boot Records.... John Lombardo has been appointed promotional manager, Nuxbar/Dunbar Music Canada Ltd. Paul Jarema succeeds Jacques Amann as Capitol's Quebec promotion man.

Reminiscence Gold Awards

Mardi gras, by Creedence Clearwater Revival, on Fantasy Records, has been awarded a gold disc by the RIAA. All seven Creedence LPs are now gold records.

The Omond Brothers' MGM album, "Two Pieces," won a gold disc by the RIAA. The group now owns 11 gold albums.

Atlantic Records has received nine gold record awards from the RIAA. Among them is the new Rolling Stone album, "Exile on Main Street," released on the Rolling Stone Records, which was immediately certified gold upon release; Roberts Flack's album, "First Take" and "Quiet Fire," his single "I Saw Your Face," Aretha Franklin's single "Chain of Fools," and his LP, "Young, Gifted & Black." Exodus, Lake & Palmer's album, "Pictures at an Exhibition," the LPs "Grahame Nash/David Crosby & Graham Nash," and "Stephen Stills.

Hendrix in the West has been certified as a gold album by the RIAA. The complete album chart of the late Jimi Hendrix has now become gold for Reprise Records.

Evans, Schmitt Set Up a Label

NEW YORK—Warped Records has been formed, with its base in Chicago.

WR president, Phil Evans and Pete Schmitt, have signed a deal with R&R. The new label's first release is "Dankworth Bells." WR is planning a first release in the fall.

Dankworth Date

LONDON—John Dankworth and Cleo Laine entered a two-week season at Ronnie Scott's Jazz Club, with Dankworth fronting a 15-piece band of top British jazzmen.

NEW POLICY AT GRUMBLERS

TORONTO—Grumblers Coffee House has set up an important locations for the exposure of new and semi-established artists. The new club was acclaimed by the members of Capitol's Edward Berman entourage, which included a host of dedicated refinements.

Derek & the Dominos will be re-released this week to mark the signing of its first two acts—Bennett and New Potatoes. Both acts have been handled by members of Capitol's Edward Berman entourage, which included a host of dedicated refinements.

Bear Productions’ Bob Smith announced a tour of 38 successive one-nighters beginning July 7, with an appearance at Edmonton's Kinnear's. Bear is currently appearing at Grumblers Coffee House.
ARGENTINA

LOCATION: Escalada A La Fantasia

This Week

1. UN GATO EN LA OSCURIDAD—Roberto Galloni
2. SOY, LOS TIEMPO DE AMOR—Carlos Gardel
3. WITH YOU—Adolfo De Dios (Buenos Aires)
4. SLEEPY SHOES—Johnnie Yana (Buenos Aires)
5. SON OF MY FATHER—Chico Buarque (Rio)
6. VÁLAGOS—Roberto Fornari (Buenos Aires)
7. MY WAY—Leixóis (Buenos Aires)
8. LOCURA—Pedro Willy (Buenos Aires)
9. LOVE ME—Benny Goodman Band (Buenos Aires)
10. SÁMSUNG—Camilo Sesto (Buenos Aires)

BELGIUM (Dutch)

LOCATION: Brussels

This Week

1. DEO, A MOUTH—MacNeil/Le Minor
2. LA MORT DE NOSS—Wolfgang Amadeus Mozart (Brussels)
3. DIE & BRAID—Léo Lion (Brussels)
4. LET'S DANCE—Johnny Cash (Brussels)
5. BUDDY JOE—Edmunds (Brussels)
6. FREEDOM—Mac & Katie Kissoon (Brussels)
7. SUNG SONG BLUE—Neil Diamond (Brussels)
8. KISS ME—J. Jerome (Brussels)
9. ELA-ELA—Benny Goodman Band (Brussels)
10. LIEFSTE MEISJE—Robben Martin (Brussels)

BRITAIN

LOCATION: London

This Week

1. VINCENZ—Don McLean
2. METAL GURU—T. Rex
3. TAKE THE WALDORF—Ray Conniff
4. AT THE CLUB/SATURDAY NIGHT—The Monkees
5. ROYAL BLUE—The Seekers
6. LADY FROM THE SOUTH—Louis Armstrong
7. CALIFORNIA MAN—Maurice Reeves
8. OH BABY BABY WHAT WOULD YOU SAY—Smash Hits
9. NEW ART—New Art
10. MARY AND THE LITTLE LAMB—Bob Dylan
11. ROCKET MAN—Elton John
12. DOODLEBUG—Rodney Crowther
13. WHAT'S YOUR NAME—Leslie Bricusse
14. COULD IT BE FOREVER—David Cassidy
15. ISN'T LIFE STRANGE—Tony Curtis
16. MONG—Allan Down
17. LITTLE ME—The Shangri-Las
18. AMAZING GRACE—Royal Scots Guards
19. LA TANZA—Pierrot (Buenos Aires)
20. LITTLE GLAD—The Shadows

CANADA

LOCATION: Maple Leaf Sound

This Week

1. POOR LITTLE FOOL—Front Mills (Poland)
2. OLD MAN—Neil Young (Reprise)
3. BRIGHTON—Gordon Lightfoot (Reprise)
4. WILD EYES—Stampede (MWC)
5. MASQUERADE—Edward Bear (Capitol)
6. GUNS—Guns Guns Guns—Guess Who
7. WE CAME TOGETHER—Marty Butter
8. SUN GOR BY—Doctor Music
9. TAGS NEW SONG—R. Dean Taylor (RCA)
10. THE BOMBS—Robbie McDougall (Nimba)

FRANCE

LOCATION: Centre d'information et de documentation musicales

This Week

1. QUI SAI—Mike Brass (CBS)
2. KISS ME—Ed Westwick (Philips)
3. APRES TOI—Vicky Leandros (Philips)
4. LES PIRATES DEMOES—Charly (Polydor)
5. IL Y A DU SOLEIL SUR LA FRANCE—The Hollies (Dinodia)
6. BONJOUR—Gerard Cnem (CBS)
7. HELLO, HELLO—Michel Polnareff (Disques Filaire)
8. ELLE, JE NE VUEUX QUE—Ringo Starr (Ariola)
9. ROSIE—Christian Delage
10. LA MUSICA—P. Javel (Bacal)

FOREIGN LANGUAGE

This Week

1. IL ETAIT UNE FOIS LA REVOLUTION—Ettore Morricone (RCA)
2. SAMSON AND DELILAH—Middle of the Road (RCA)
3. HOW DO YOU DO—Mouth and MacKay (Atlantic)
4. SON OF MY FATHER—Chico Buarque (CBS)
5. BEAUTIFUL DAY—Daniel Boone (CBS)
6. STICKIT—Shocking Blue (Disa/AD"
7. AMAZING GRACE—The Hollies (Geco)
8. I'VE FOUND MY FREEDOM—Western Union Band (United
9. THE FIRST TIME EVER I SAW A ROSE—The Stock Yard Band
10. HANG ON IN THERE—Rolling Stones (Rolling Stones)

JAPAN

LOCATION: Music Box, Shibuya, Inc.

This Week

1. SETO NO HANAYOME—Tatsuro Tominaga
2. MOKO—Atsuhide Funakoshi
3. OOH-AH—Fonda Productions (RCA)
4. COCONUT—Rosa (CBS)
5. TRAGEDY—Argent
6. WALKING IN THE RAIN—Lesley, Lady
7. JUST WALK IN MY SHOES—Koizumi, Ken and the Pipe
8. MEINBERGER—Towering
9. TAKE A LOOK AROUND—Tempation
10. SUNG SONG—Neil Diamond (RCA)

SINGAPORE

LOCATION: Lee Productions

This Week

1. BACK OFF BOOGALOO—Ringo Starr (Apple)
2. I HEART YOU—Neil Young (Reprise)
3. GOOD TIMES—Tommy James (Jawson)
4. HANG ON TO YOUR HEART—Ozzy Osbourne (MGM)
5. YOU'VE FOUND MY FREEDOM—Western Union Band
6. THE FIRST TIME I EVER SAW A ROSE—The Stock Yard Band
7. HANG ON IN THERE—Rolling Stones (Rolling Stones)

SOUTH AFRICA

LOCATION: Southern African Record

This Week

1. BEAUTIFUL SUNDAY—Daniel Boone (CBS)
2. ARMS OF LOVE—Bob Dylan (CBS)
3. AMAZING GRACE—The Hollies (Geco)
4. I'VE FOUND MY FREEDOM—Western Union Band (United
5. THE FIRST TIME EVER I SAW A ROSE—The Stock Yard Band
6. HANG ON IN THERE—Rolling Stones (Rolling Stones)

SWITZERLAND (German)

LOCATION: Radio der deutschen und westdeutschen Schweiz

This Week

1. APRES TOI—Vicky Leandros (Philips)
2. ONE WAY—The Cars (Polydor)
3. BEAUTIFUL DAY—Daniel Boone (CBS)
4. STIR IT UP—The Specials (Island)
5. I'VE FOUND MY FREEDOM—Western Union Band
6. THE FIRST TIME I EVER SAW A ROSE—The Stock Yard Band
7. THE ONE WAY—The Specials (Island)
8. I'VE FOUND MY FREEDOM—Western Union Band

WEST GERMANY

LOCATION: Der Musikmarkt

This Week

1. ES FAHRT EIN ZUG NACH NERGEN—Christian Anders (Elekter)
2. BEAUTIFUL SUNDAY—Daniel Boone (CBS)
3. SAMSON AND DELILAH—Middle of the Road (Polydor) RCA
4. HOW DO YOU DO—Wings (Apple)
5. AM TAG, ALS CONNY KRAMER—The Beatles (CBS)
6. THE FIRST TIME I EVER SAW A ROSE—The Stock Yard Band
7. I'VE FOUND MY FREEDOM—Western Union Band
8. THE ONE WAY—The Specials (Island)

WHEN IN LOS ANGELES YOU CAN BUY BILLBOARD AT THE HOLLYWOOD RANCH MARKET

IRV PACKER
1334 No. Vine St., Los Angeles, Calif. 90054

DRUGS, OBSCENE AND HEARD

WABC Radio, under the direction of program director Rick Sklar, set up a separate telephone program so listeners with problems could telephone in and broadcast in short segments the radio station's programming. To find out what the station was accomplishing contact Rick Sklar at WABC Radio.

Another in the Billboard "Billwhiners" series.
LONDON—Music for Pleasure is next month to mount a mammoth promotional campaign, “Summer Pop Festival,” centered around original pop material. It will be the first time the company has based a major promotion on albums by established artists. MFP has reached agreement with Fly for four albums, by T. Rex, Joe Cocker, the Move and Procol Harum. In addition the company has two albums of new material, with Jimi Hendrix and Don Fardon. Continuing the “Summer Pop Festival” will be an MFP production of “Jesus Christ Superstar.”

The company is providing dealers with a specially designed selling unit, equipped to hold a maximum of 75 albums, together with a wraparound to convert existing MFP spin-kits into “Summer Pop Festival” units as well as easel tops, posters and a complete sleeve set.

To qualify for the promotional material, dealers are required to order a minimum of 50 albums—MFP has prepared specially selected material for the cam- paign. The first 14 July and con- tinuing each following week.

MFP has devised a dealer in- crease competition, in which prizes of five portable television sets and five recording systems are offered to photograph their window or in- store displays of the Summer Pop Festival.

Memphis Links Prize Winners

MEMPHIS—An assortment of players won prizes at the first tournament of the annual Memphis Music Invitational golf tournament here.

Chairman Don Burt awarded the prizes at a cocktail party following the tournament at the Audubon Club. The winners were: Low net, Tony Thomas: Differential Co.: Low gross, Steve Cavithorn, Memphis State U.; guest of David Porter: Long drive, Carl McGreg- ger, Warner Brothers; lowest team score, Al and Betty Grove, Joe Thomas—Long man, XERB, Los Angeles, Joe Fisher, Atlantic Records, and Cavithorn—closest to the hole, Bill Williams, Billings.

For the future, the company plans to trail-blaze to matched sets of golf clubs to phonographs and television sets.

U.K. Budget Line Prepares Summer Series

LONDON—Music for Pleasure is next month to mount a mammoth promotional campaign, “Summer Pop Festival,” centered around original pop material. It will be the first time the company has based a major promotion on albums by established artists. MFP has reached agreement with Fly for four albums, by T. Rex, Joe Cocker, the Move and Procol Harum. In addition the company has two albums of new material, with Jimi Hendrix and Don Fardon. Continuing the “Summer Pop Festival” will be an MFP production of “Jesus Christ Superstar.”

The company is providing dealers with a specially designed selling unit, equipped to hold a maximum of 75 albums, together with a wraparound to convert existing MFP spin-kits into “Summer Pop Festival” units as well as easel tops, posters and a complete sleeve set.

To qualify for the promotional material, dealers are required to order a minimum of 50 albums—MFP has prepared specially selected material for the cam- paign. The first 14 July and con- tinuing each following week.

MFP has devised a dealer in- crease competition, in which prizes of five portable television sets and five recording systems are offered to photograph their window or in- store displays of the Summer Pop Festival.

Memphis Links Prize Winners

MEMPHIS—An assortment of players won prizes at the first tournament of the annual Memphis Music Invitational golf tournament here.

Chairman Don Burt awarded the prizes at a cocktail party following the tournament at the Audubon Club. The winners were: Low net, Tony Thomas: Differential Co.: Low gross, Steve Cavithorn, Memphis State U.; guest of David Porter: Long drive, Carl McGreg- ger, Warner Brothers; lowest team score, Al and Betty Grove, Joe Thomas—Long man, XERB, Los Angeles, Joe Fisher, Atlantic Records, and Cavithorn—closest to the hole, Bill Williams, Billings.

For the future, the company plans to trail-blaze to matched sets of golf clubs to phonographs and television sets.

ERIC ANDERSEN, “Blue River,” Columbia

ARGENT, “All Together Now,” Epic

THE ASSOCIATION, “Water Beds in Colorado,” A&M
Cuts: All. Station: WPLO-FM

BOONE’S FARM, “Boone’s Farm,” Columbia
Cuts: All. Station: WVS-FM

DAVID BOWIE, “The Rise & Fall of Ziggy Stardust,” RCA
Cuts: All. Station: WMMS-FM

RANDY BROOK, “One More Highway,” DEVI

THE BUNCH, “The Bunch,” A&M
Cuts: All. Station: WCRN-FM

WALTER CARLOS, “Clockwork Orange,” Columbia
Cuts: All. Station: KBEL-FM, KINK-FM

WALTER CARLOS, “Soundscions,” Columbia
Cuts: All. Station: KINK-FM

MILTON CARROLL, "Milton Chesley Carroll," A&M
Cuts: "Don’t Cry My Lady," "Love of the Tornado People." Station: WBRU-FM

CHEECH AND CHONG, “Big Bambu,” A&M

Cuts: All. Stations: KNAC-FM, WPHO-FM, WCFM-FM

JIM CROCE, “Don’t Mess Around,” ABC

CURVED AIR, “Phantasmagoria,” Warner Bros. (Import)
Cuts: All. Station: WCRN-FM

CHARLIE DANIELS, “Charlie Daniels, Te John, Grease & Wolfman,” Lauren, Kama Sutra
Cuts: "Drinking Wine." Station: WCRN-FM, KWFN-FM

JUNE 24, 1972, BILLBOARD
Eric Andersen — Blue River

Andersen's success is long overdue and will be revealed on this smartly packaged collection of his own material and material penned by others. There's hardly a cut that is not strong for programming with high points being, "It Really Lovin All," "Flamenco!," "Word and Sand," and "Blue River." In which he is joined by Bud Mitullah. Poignant, meaningful material.

Sarah Vaughan, Michel Legrand — SHANA

Sarah Vaughan, of course, is the wife of Streik Woods, but her talent is independent and unique, both as a writer and performer. Her debut album is a blockbuster showcase for her talents. Songs like "leaves," "dynamo," "strong," and "dynamite" include Neil Diamond's "Sweet Caroline," "Brass Book," "And I Love," and "Smokin' What Love Has Joined Together," "To Know You Is To Love You," and "Happiness" are also standards.

Van Dyke Parks — Van Dyke Parks has a Conceptual richly rewarding album that is a marvelous synthesis of several sounds and moods. Every cut is at the same time a record of personal experience. Each one has its own distinctive style, mood, and atmosphere, and each one is equally strong. This release of the idea included with an LP is nothing short of inspired. The tracks themselves are written such as "Exploration," "FDR in Toadstool," "O-Man Reverie," and who can ever forget the stirring strains of "Old Country Love."
"FIND"
HOW TO TURN NOTHING INTO A $2.38 PROFIT

IT'S AS EASY AS ONE-TWO-THREE.

Become an active FIND dealer.
(It won't cost you a dime.)

Send us your special order request. (Well fill the order and send it back the same day we get it.)

Send us an order for an LP that lists for $5.98. You pay just $3.35.*
The difference is a cool $2.38 profit.

FIND...THERE IS A DIFFERENCE.
*(add 25¢ for postage and handling charges on each item ordered under 25 items).

Fill in the FIND Dealer Application Below...Mail It Today!

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

1. I have checked below the type of outlet with which 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

   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-Stop
      □ Serviced by Rack Merchandiser

   6. I subscribe to Billboard. Yes _______ No _______

   Store Name: _______________ Individual: _______________ Owner: _______________
   Telephone: _______________ Manager: _______________
   Address: _______________ City, State, Zip: _______________

   BB 6/2472

www.americanradiohistory.com
Dear FIND Dealers:

Now that FIND has been in operation six months, it is apparent certain things will have to be changed to enable us to make a profit and at the same time speed up our service to you.

Effective immediately:

1. Our shipping and handling charge policy is being revised as follows:
   a. Up to 24 units in a dealer order, the charge will be a flat $2.50 per unit (instead of our present $1.50 per unit and $1.00 for each additional unit).
   b. Orders of 25 units or more will simply be sold at "F.O.B. Terre Haute.' In other words, you will be paying exactly shipping charges only, no handling charge.

2. On any unordered orders received where you do not indicate the FIND ordering number; (i.e., number in bold type in the FIND Catalog) there will be a charge of $2.50 per unit. This, of course, also applies to any special orders you are ordering outside the FIND Catalog.

We find it necessary to make this charge as the expenses of the lookups our staff must make in Phonoguide, etc. to locate your order, we are ordering outside the FIND Catalog and on separate procurement of special products from manufacturers just isn't covered under our present 'returning to you on these items.'

PLACEMENT OF THE FIND ORDERING NUMBER ON YOUR DEALER'S INVOICE WILL SPEED PRODUCTION TO YOU. THANKS AGAIN FOR YOUR SUPPORT. THE FIND CATALOG FOR MAY IS ON THE WAY TO YOU.

FIND Service International
P.O. Box 725
Terre Haute, Indiana 47803
A.C. 812-466-1283

FIND Service International
Suite 415
Staten Island, N.Y.
Los Angeles, California 90069

Candy Tusken

SONY IN SUIT VS. SONIDISC

NEW YORK—Sony Corp. has filed suit in U.S. District Court here against Sonidisc International Recordings, Inc., alleging the latter's use of a unique, distinctive sound, which charges trademark infringement and unfair competition.

In the suit, filed on June 5, 1972, Sony states that it owns over 80 U.S. trademark registrations for its trademark "Sony." On information and belief, the action states, "defendant Sonidisc has been using, since about April 1972, the term 'Sonidisc' in connection with marketing its products, namely, phonograph discs, phonographs, magnetic tapes, pre-recorded magnetic tapes, phonograph recorders, which products, correspond essentially substantially to products of plaintiff Sony sold under the term 'Sony.'" Sony also charges that products which have been sold, distributed or otherwise marketed in New York City within the jurisdiction of this Court.

Responding to the suit in action are the attorneys Curtis, Morris & Sallford.

Three of Nashville's most talented combined forces to produce the theme song for the 20th Century-Fox film, "Ace Eli and Rodger of the Skies." Nashville Soundtracks studiol. Don Tweedy, left, did the arrangements; Bobby Goldsboro, center, wrote and recorded the lyric, and Bob Montgomery produced.

EVELYN TAYLOR

SPECIAL MERIT PICKS

CLASSICAL

BALLET MUSIC FROM "AIR" AND "FAUST--
The Ballet Orchestra (Dorothy). Columbia L21728

Ravel's ballet music as heard on Records and in the Philadelphia Orchestra, recorded with typical verve and lush sound.

BEETHOVEN/P.C. RACHMANOVICH--TWO SLIDE ETUDES AND HARP ETUDES--"Jungbauer-Coburn-Three-Waldos."

Columbia N-2120

A fine, lovely recording of one of the most charming instrumental compositions associated with a master artist.

VAUGHAN WILLIAMS, PASTORAL SYMPHONY. TONDO CASTELLI PESSONE & P.O. RENAISANCE SYMΦHONY.

HMV 5-152

A stunning, lovely recording of one of the most charming orchestral works of this century. Flawlessly performed by an all-star artist.

LOW PRICE COUNTRY

JERRY ROBINS--"Green Acres". Harmony KH-152

Jerry Robbins, one of the last of the country scene's waltzmen, has just completed an album for RCA Victor with a 10-inch LP which should have a sizable audience and then some.

BLUES ★★★★★

JOHN LEE HOOKER--"Johnny Lee Green". CBS CBS-3310 (Fame)

Studio Track

A Quadrophenia Sound Stew in Prince Charming has been working with producer David Briggs and Gemini track engineers. Gene Eichberger engineering the whole thing for the film, "The Great Speckled Bird," a religious-oriented Western for "Little Red Riding Hood."
And the eyes of the music industry are looking back!

Because in typical Texas fashion there's something BIG happening in music from Dallas to San Antonio. That's why Billboard's August 12th issue places the spotlight on Texas and its music. This is the first complete story on the Texas music scene and Billboard is providing in-depth reporting of this booming music industry with stories on:

- The Publishers.
- The Songwriters.
- The Music Conglomerates.
- The Pressing Plants.

Highlighted in this issue is the emergence of Chicano music in Texas: its beginnings and where it's going.

Billboard's Texas spotlight will also touch on the recording studios, the unusual story of distribution in Texas and the radio stations where records break out.

It's all in Billboard's August 12th issue. Everything from the involvement of Texas millionaires to the growing industry of movies and sound tracks.

It's the issue you'll be proud to be a part of. It's an issue that's so big the yellow rose of Texas would turn green with envy.

Time is short. If you're a part of the Texas music success story, then it's about time you showed the entire industry what you're doing.

**AD DEADLINE: JULY 28**

**ISSUE DATE: AUGUST 12**

Remember the eyes of Texas... they're looking for you in Billboard's Texas Spotlight.

**Contact a Billboard Sales Representative... pronto!**

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

**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

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

www.americanradiohistory.com
Want to see something that's really put together?

See Billboard's International Buyer's Guide coming September 16.

When we say that Billboard's International Buyer's Guide is really put together, we mean just that. No other directory can piece together the amount of influence that the Buyer's Guide has in that vast international market of music industry leaders.


Billboard's International Buyer's Guide is the most complete one-stop directory that is used constantly by over 35,000 music industry leaders. If you want to reach them, put it all together in Billboard's International Buyer's Guide.

Ad deadline: August 18 / Issue date: September 30
Contact a Billboard sales representative at any of the following offices:

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

CHICAGO
150 North Wacker Drive
Chicago, Ill. 60606
312/664-6910

LOS ANGELES
9000 Sunset Blvd., Suite 415
Los Angeles, Ca 90069
213/273-7440

NASHVILLE
1719 West End Avenue
Nashville, Tenn 37203
615/359-3805

LONDON
7 Carnaby Street
London W.1, England
437-8290

TOKYO
Shin-Nihbo Building
2-1, 1-chome, Sarugaku-cho
Chiyoda-ku, Tokyo Japan
294-76-22

MILAN
Billboard Gruppo srl
Piazza Loreto 9, Italy
28-29-158

Billboard's 13th annual International Buyer's Guide. We Make the pieces fit.
1970's **Rock Now** caused a sensation in the music industry when it introduced the first fold-out of a nude TUSA, which left nothing to the imagination. However, many people claimed they used **Rock Now** for its superior editorial content, not for the purpose of seeing a nude TUSA, which they claimed was air-brushed anyway.

**Rock Impresario** Waldo Farnsworth threatened to leap from a building if he did not get his copy of **Rock Now**, which kept him up to date on the ever-changing rock scene. Oddly enough, the crowd did not yell for him to jump. They did, however, demand that he set himself on fire!

**Professional Groupie** Suzy Grundage had the entire 1972 **Rock Now** special tattooed all over her body, explaining that it was the only way she was noticed by music people. When asked if this affected her relationship with men, Suzy quipped "Yes, especially the guys who like to read in bed."

**Rock Now** is the most respected journal of its kind. Read about the metamorphosis of today's rock music scene in Billboard's 3rd Annual **Rock Now** special. The rock issue that gets results.

**Our Advertisers believe it. Our readers believe it. We believe it.**

**Issue Date:** July 22  
**Ad Deadline:** June 30

---

**New York**  
Billboard Group, 567 1st Ave., New York, N.Y. 10016  
(212) 644-2800

**Chicago**  
Billboard Group, 150 North Wacker Dr., Chicago, Ill. 60606  
(312) 264-9118

**Los Angeles**  
Billboard Group, 900 Sunset Blvd., Los Angeles, Calif. 90069  
(213) 278-7040

**Nashville**  
Billboard Group, 701 West 4th Ave., Nashville, Tenn. 37203  
(615) 229-3928

**United Kingdom**  
Billboard Group, 7, Garraway Street, London W.1, England  
(01) 427-8900

**France**  
Olivier Zameczkowski  
16 Rue Singer, Paris 16

**Japan**  
Hirosi Tsutsui  
1-2-1 Sanyawakcho  
Chiyoda, Tokyo 101  
(312) 293-7200

**Italy**  
Gerardo Ruggito  
Billboard Group, Piazza Loreto 8, Milan

**Spain**  
Rafael Revert  
Ponzano 26, Barcelona

**Benelux**  
Johan Hoogenhout  
Sparred 38, Rotterdam 8, The Netherlands

**Mexico**  
Enrique Ortiz  
Radio Editorial, Blvd. Los Angeles, 464, 20, Mexico City
Jukebox Programming

Servomation Customizes Programming

By JAY EHLER

In many respects, jukebox operating is different in Southern California. In this first of two articles, executives of Superior Music of California (super programming, and route service. Next week, the future of the two-for-a-quarter play, income totalizers, new locations.)

WESTMINSTER, Calif.—Top

noted company officials say that individual location is central to the programming and route service of Jim Wood, president. “If we pro-

program a box well, then we are going to be able to lengthen the percentage of our customers,” he said.

“We don’t have to ever please everybody,” continued Wood, “but a well-programmed box will come very close to exciting our customers. We don’t want to lose any sales because we are not playing the music.

“We have to treat each location like an entity alone. We program according to the specifications of each of our 600 boxes. If we were to look at a dozen different locations, we would find fifteen varying programs.”

Superior-Matic grew from a merger, a few years back, of Super-

ior Music Amusement Company and the Mutualistic Company. Today, some thirty employees work under the auspices of Superior-

Matic which forms one half of the local servomotion operation. The other half of the business is the Twentieth Century-Fox cigarette vending operation.

Present for the interview were Wood and Norm Niederhelm who is operation manager in charge of internal controls such as the accounts of the routemen in both operations. George Hudson who manages the San Diego branch of Superior-Matic, also sat in.

“Our jukebox business is bigger, more healthy today than five years ago. Wood. The juke-

box business reflects the economy of the nation. California is somewhat of an economic recession. Our business has not fallen off because people don’t have the money to spend on juke-

boxes, however, our sales probably aren’t as big now than it’s ever been.”

Niederhelm has the majority of his boxes in beer taverns where there are middle age customers who are interested in older music and country oldies but goodies and Southern Rock.

The topless—bottomless go-clubs which are now featuring primarily rock and/or soul music have their own sales because of girls dancing con-

tinuously to the music.

Niederhelm said that, overall, rock music seemed to be dwindling in jukebox competition as country music was coming on strong. “Cocktail lounges who would never before allow a country and western jukebox have started allowing them because of the demand for country music. Ballads seem to be the most popular.

The programming has been large re-

quests by club owners and patrons for the old ballads,” continued Wood. “Not only records from the Glen Miller, Tommy Dorsey and Crosby bands were popular in the ‘50s and early ‘60s.”

Hudson added that one specific location in his area has a box with just about all of ‘50s hits. “It’s doing a fantastic job and has increased the revenue over earlier periods many times over.” Hudson estimated the age of the listening audience here to be between 35-45 years old. Hudson noted the cyclical movement of the juke-

box business whereby, periodically, one can observe the return in taste standards to older, favored records.

In programming a new box for a new location, Niederhelm re-

iterates Wood’s earlier statements: “We have various programs depending on the type of atmosphere the location owner wants to generate. Go-go music and usually will want rock on their machines, and so forth.”

“Usually owners tell us how they want their boxes programmed. If they are in doubt, then we will look at the location ourselves and determine where the heaviest musi-

cal influence lies.”

Wood went on, “Our entire service all juke-

boxes every two weeks. In supply-

ware, it is left to the record librarian who is in charge of the Superior-Matic library which is believed to be the largest in the nation, with over 60,000 records. Wood is the new librarian. Part of his programming responsibilities in-

clude maintaining cross-reference sheets as to what new records, keeping a tally of what requests come in and how frequently. If we receive the records certain location requests. She also files the incoming records in the library and sells excess, or unwanted old records back to the one-stop operator.

At present, she buys from one stop owner, Donald Senate, who operates Music Operators Record Company here, as well as from his former employers with California Music.

In many obvious instances Robin-

son keeps tabs on popular, in-

demand records. He also locates oldie requests and adds them to the current programming, as well as in researching oldie requests. This is generally an important, perhaps the most important, aspect of our programming, he added.

As standard operating procedure, every week Robinson recommends to Superior-Matic four new records plus any particular requests each operator makes. Only five of any one record are kept on file in the library at one given location. The library is supplied every week to all operators.

Hudson said he doesn’t see any trend at Superior-Matic for every week checking of their boxes. “The trend would be more toward the other direction — checking every third or fourth week. Such a practice would reduce our operat-

ing costs,” Niederhelm added.

Hudson added, “The only major advantage we would lose every week was less budgeting. The over-all interest in the increased labor costs would kill us. Ninety five percent of our present records are boxes every two weeks. We prefer this method.”

Presumably, the percentage of bargain-basement is difficult to estimate but, generally, Hudson said that in the worst season we had for break-

ing-in boxes, one percent of the customers is because of income tax. Whenever you have a time when money is tight, that one percent hits you. If you have other high risk time is Christmas. The peak time for jukebox business is as a whole.” Wood con-

cluded.

One prevention method presently included as a protection service for box owners is the installation of Superior-Matic is burglary alarms which are wired to the building that is on charge, in the jukeboxes.

Our programming gives the location owners “request” of Superior-

Matic, comments Wood, include home owners who are having problems with their stereo sound systems. “We give bonuses if people do the right thing by not playing the records for a period of time,” added Hudson.

“We are like a compromise agree-

ment.” Wood went on, “most of our busi-

ness is from referrals by our pres-

ent customers. We have a two-for-a-quarter standing service job for our customers, the word gets out.”

U.K. Labels May ‘Plug’ 45’s on 1,000 Jukeboxes

By RICHARD ROSSON

Staff Member, Music Week

LONDON — A NEW promosi-

on scheme for record companies and independent producers, through which selected releases are given concentrated exposure on 1,000 jukeboxes throughout the country, has been devised by the Dickie Rees Company, distributors of ‘Wurlitzer’ jukeboxes.

The scheme is known as the Jukebox Power Plan and will go into operation later this month. Dickie Rees, which is the sole UK distributor for Wurlitzer jukeboxes, is offering companies the opportu-

nity to have new single releases plugged at 1,000 prime juke box sites. A special indicator on the top panel of each box will denote “This Week’s Power Plug.” Dickie Rees also guarantees that each record will remain in the highlighted spot for a minimum of two weeks after which they will stay on the box for a further two-week period. The plan is therefore a fortnight, although not as the Power Plug.

The cost of the service to com-

panies is 100 pounds, which Dicki-

e Rees says is to cover service charges, postage and the production of title cards, plus the cost of pres-

aging.

However, Dickie Rees will be sel-

lying only one Power Plug rec-

ord in each of the 1,000 jukebox-

es. This method is to ensure that Dickie Rees’ power plug is the only choice from new releases sent in for consideration.

Dickie Rees’ chairman, Ray Brown, a music programming manager, who has devised the scheme, told Billboard that the initial reaction to the idea has been “quite encouraging.” He said he believed the plan would be successful and that Dickie Rees’ power plug would be the only choice for new releases. “But we think is probably a unique and very exciting new form of promo-

tion and exposure for new re-

leases. A Power Plug record could be in the course of two weeks pos-

sible be brought to the attention of over 100,000 people.”

N.C. MEETING

MOA Alert on Jukebox Copyright Bill

By RUTH CASTELLBERY

CHARLOTTE, N.C. — Juke-

box businessmen here are concerned about the long-stalled copyright revision legislation and were en-

couraged to be alert by Music Operators Association of North Carolina executive vice president Fred Granger, Chicago, during the first meeting in four years of the North Caro-

olina Coin Operators Association.

Another related meeting resulted in licensing to companies related to a licensing commission and advice on work on the project.

Granger stressed the importance of state associations in helping MOA, which is now working on new labor amendments.

The bill has been before the group, “but the fact that associa-

tions exist is also very important when a problem on the national level arises. That is why we need for state association, MOA to come to Washington to find solutions.”

“MOA has made a good im-

pression with Congress in our fight against programme,” he added.

Earlier, Granger reviewed a pro-

gram aired on a Chicago station that dealt with the jukebox indus-

try in the favorable way and pointed out the importance of public publicity at every opportunity.

He also cited several newspaper articles that have appeared as ex-

amples of favorable publicity. One was based on the Los Montooth Phonograph Service operation in Chicago, Ill. “I can’t imagine you enough how valuable a tool our booklet ‘The Jukebox Story’ has been and can be in dealing with the public.”

“It has been used by our associa-

tion attorney who distributed it to coin operators and has received very favorable mention from them.”

He said MOA routinely sends them to their newspapers and other media which request infor-

mation.

“Our is an industry that des-

erves a fine reputation,” he con-

cluded.

Informally, Granger suggested local operators here make an effort to see their representatives in Con-

gress or their senators on the copyright bill known to the law-

makers.

Officers elected: Julius Nelson, Venaco Music, Fayetteville, presi-

dent; Mrs. Bernice Wolff, secre-

tary-treasurer; Dexter Joyner, vice-

president; directors Nelson, Gar-

Chances are you know people who think their places are too classy for a coin-operated phonograph.

They think the flashing lights and rainbow colors would destroy the kind of atmosphere they've paid a decorator thousands to create.

We think they're right.

That's why we created the Rock-Ola 447 Console Deluxe.

Simply stated, it's beautiful furniture that makes music.

The 447 fits comfortably into the most sophisticated restaurant or club.

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

On the inside, Rock-Ola parts. The same maintenance-free reliability you're used to.

As for the outside, just look at it.

Better still, show it to someone who swore he'd never have a jukebox in the joint.

Show this to people who swore they'd never have a jukebox in the joint.
Unlicensed Duplicators' CES Activity Halted By Injunction

CHICAGO — A temporary injunction was obtained by Atlantic Records in Circuit Court here against three tape manufacturers, resulting in six individual suits as a result of a class action instituted Thursday.

Charged with manufacturing and selling tapes by artists on Atlantic without the consent of the label were: Eastern Tapes, doing business as Super Pits, Jetro Peterson, Tony Chuck and Staff Braun; Carollin Dist., Ray Peterson and Gary Ziemer; and Magnitour, Inc., and Buddy Warner.

The injunction restrained the defendants from advertising, selling and dupliying tapes and held the defendants from taking any of their products, forms or other collateral marketing materials from the firm.

Record Industry Association of America (RIA) investigators had placed orders for merchandise from sample catalogs and in which the defendants were doing business at a local motel here during the CES Show, said Attorney Claude Friedman of Arvey, Hodes & Man- thurday, local attorney, and had been active in legal action against unlicensed duplicators (Billboard, May 27).

A hearing will be held in Circuit Court here Thursday (22).

Hansen Issues 3 Big Folios

MIAMI — Hansen is releasing three of his own's songbooks, plus three historical publications, in a 3-cover Gold — Vol. 1 is an 88-page book, containing all 25 of his hits, released thus far, plus an eight-page full-

Executive Turntable

Unlicensed Duplicators' CES Activity Halted By Injunction

CHICAGO — A temporary injunction was obtained by Atlantic Records in Circuit Court here against three tape man-

ufacturers, resulting in six individual suits as a result of a class action instituted Thursday.

Charged with manufacturing and selling tapes by artists on Atlantic without the consent of the label were: Eastern Tapes, doing business as Super Pits, Jetro Peterson, Tony Chuck and Staff Braun; Carollin Dist., Ray Peterson and Gary Ziemer; and Magnitour, Inc., and Buddy Warner.

The injunction restrained the defendants from advertising, selling and dupliying tapes and held the defendants from taking any of their products, forms or other collateral marketing materials from the firm.

Record Industry Association of America (RIA) investigators had placed orders for merchandise from sample catalogs and in which the defendants were doing business at a local motel here during the CES Show, said Attorney Claude Friedman of Arvey, Hodes & Man-
thurday, local attorney, and had been active in legal action against unlicensed duplicators (Billboard, May 27).

A hearing will be held in Circuit Court here Thursday (22).

Hansen Issues 3 Big Folios

MIAMI — Hansen is releasing three of his own's songbooks, plus three historical publications, in a 3-cover Gold — Vol. 1 is an 88-page book, containing all 25 of his hits, released thus far, plus an eight-page full-

color section, listing for $2.95.

"Songwriter's Hall of Fame," done in conjunction with that or-
ganization, features over 40 outstanding standard writers, contains over 500 songs, and sells for $3.95.

"The Sentimental Years" is a 27-page musical chronological taking the individual years from 1933 to 1965, resting them musically and historically. Containing over 90 songs, the reference work car-
ries a special introductory list of 500 songs, with regular price thereafter of $7.95.

Viewlex Sales Office in L.A.

NEW YORK — Viewlex, Inc. has opened a sales office in Los Angeles.

Frank Nunnery, national director of sales, said that the new office is part of a corporate reorganiza-
tion of subsidiaries in record pressing, tape duplication and packaging under the Viewlex, Inc. Custom Services Division.

Publishers Give Awards On Graphic Excellence

NEW YORK — During its annual membership meeting, at the Hotel, the Music Publishers' Association, announced the winners of the 1972 Paul Revere Awards, which are based on the basis of "graphic excellence in music publishing." Grand prize went to "The Doors — Other Voices," published by Warner Bros. Publications, designed by Asterisk Associates, Inc.

In the Folio A (Pop) category, first, second and third prize went, respectively, to "Carly Simon — "Breakfast in America" (Jeeves); "Estonian John — "Mad- muson Across the Water" (Warner Bros. — Asterisk)

The Folio B category awarded first, second and third prizes to "Organ Partita" (Chantry Music Press); "Complete Study of Tren-
edo for the Classic Guitar" (Bel-

Born-Wills); and "Sonata for Wor-
hop, No. 6" (Shawnere Press, Inc. — Harland Flammers."

First, second and third prizes in Octavo Sheet Music went to "In Bethlehem A Wonder" (Concord Publishers) "Power to Rise" (Marks Music, and "Forever, O

Lord, Thy Word Is Settled" (Chan-try Press)

In Orchestral, the prizes went to "Portrait for Band" (Theodore Presser); "Irish Suite" (Shaw-ner Press, Inc. — MCA Music)." Quarto Sheet Music prizes went to "The Reformation Cornet Collection" (Charles Wurtenker); music engraving (C. Peters Cornet Collection) (Carl Fischer); "Lullaby/Play for the Young/Children;" Theodore Presser (Merion Music, and "Estableh a House" (Other Music Press)." Council president for the meeting were Ray Stephenson, chairman of the Canadian Publishers Assoca- tion, and Edward M. Cramer, president of BMI, whose talk dealt with "The Role of the Publisher in the Music Industry." Cramer's address focused on the need for music publishers to expand their horizons beyond the print medium and incorporate other areas of communications technology, including cable TV and microfilm. He also noted that publishers that failed to recognize changes in the industry and in society would eventually lose prominence. Effective coordination of concert and recording deals with publish-

(Continued on page 70)
OSMONDS—HOLD HER TIGHT (3:07) (prod: Don Reid & Michael (Lanny) Boyd) (writer: Don Reid-Donny Osmond) RKO, BMI: No info available. MGM 14403


TEMPATIONS—FUNKY MUSIC SHOUFF TURNS ME ON/MOTHER NATURE (2:57)/2:59 (prod: N. Shalit) (writer: Shalit-Strong/Seaweed) (Philadelphia) BMI: No info available. MGM 44380

JIM CROCE—YOU DON'T MESS AROUND WITH ME (3:00) (prod: Terry Cashman & Tommy Meat) (writer: (Brendalee/Wing) ASCAP) BMI: No info available. A cut from a LP, an L.A. break-out.

RADIO ACTION: KSD (St. Louis), KBJ (Salt Lake City), KDDJ (St. Louis)

JORGE ROJAS—MY HEART (2:38) (prod: Johnny Duthie) (writer: (Faithful-Virtue, Inc.)/Remington) BMI: No info available. MGM 44386


BUFFY SAINT-MARIE—HE'S AN INDIAN IN THE RODEO (2:05) (prod: Buffalo-Saint-Marie & Mutzy Putnam) (writer: Buffy Saint-Marie) (Chicago) BMI: No info available. VAN GARDEN 35156


RADIO ACTION: WWIN (Baltimore), KULA (San Francisco), WVON (Chicago); WOR (Chicago); WMCA (Washington)


RADIO ACTION: KSD (St. Louis), KBJ (Salt Lake City), KDDJ (St. Louis)

JIM CROCE—YOU DON'T MESS AROUND WITH ME (3:00) (prod: Terry Cashman & Tommy Meat) (writer: (Brendalee/Wing) ASCAP) BMI: No info available. A cut from a LP, an L.A. break-out.

JUNE 24, 1972, BILLBOARD
**Stevie Wonder is now rolling with the Stones.**

<table>
<thead>
<tr>
<th>Date</th>
<th>City</th>
<th>Venue</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 19</td>
<td>Chicago</td>
<td>Amphitheater International</td>
</tr>
<tr>
<td>June 20</td>
<td>Chicago</td>
<td>Amphitheater International</td>
</tr>
<tr>
<td>June 22</td>
<td>Kansas City</td>
<td>Municipal Auditorium</td>
</tr>
<tr>
<td>June 24</td>
<td>Ft. Worth</td>
<td>Tarrant County</td>
</tr>
<tr>
<td>June 25</td>
<td>Houston</td>
<td>Hoffheinz Pavillion</td>
</tr>
<tr>
<td>June 27</td>
<td>Mobile</td>
<td>Auditorium</td>
</tr>
<tr>
<td>June 28</td>
<td>Tuscaloosa</td>
<td>University of Alabama</td>
</tr>
<tr>
<td>June 29</td>
<td>Nashville</td>
<td>Municipal Auditorium</td>
</tr>
<tr>
<td>July 5</td>
<td>Norfolk, Va.</td>
<td>Scope</td>
</tr>
<tr>
<td>July 6</td>
<td>Charlotte, N.C.</td>
<td>Coliseum</td>
</tr>
<tr>
<td>July 7</td>
<td>Knoxville</td>
<td>Civic Arena</td>
</tr>
<tr>
<td>July 9</td>
<td>St. Louis</td>
<td>Kiel Auditorium</td>
</tr>
<tr>
<td>July 11</td>
<td>Akron, Ohio</td>
<td>Rubber Bowl</td>
</tr>
<tr>
<td>July 12</td>
<td>Indianapolis</td>
<td>Convention Center</td>
</tr>
<tr>
<td>July 13</td>
<td>Detroit</td>
<td>Cobo Hall</td>
</tr>
<tr>
<td>July 14</td>
<td>Detroit</td>
<td>Cobo Hall</td>
</tr>
<tr>
<td>July 15</td>
<td>Toronto</td>
<td>Maple Leaf Gardens</td>
</tr>
<tr>
<td>July 17</td>
<td>Montreal</td>
<td>Forum</td>
</tr>
<tr>
<td>July 18</td>
<td>Boston</td>
<td>Garden</td>
</tr>
<tr>
<td>July 19</td>
<td>Boston</td>
<td>Garden</td>
</tr>
<tr>
<td>July 20</td>
<td>Philadelphia</td>
<td>The Spectrum</td>
</tr>
<tr>
<td>July 21</td>
<td>Philadelphia</td>
<td>The Spectrum</td>
</tr>
<tr>
<td>July 22</td>
<td>Pittsburgh</td>
<td>Civic Arena</td>
</tr>
<tr>
<td>July 24</td>
<td>New York</td>
<td>Madison Square Garden</td>
</tr>
<tr>
<td>July 25</td>
<td>New York</td>
<td>Madison Square Garden</td>
</tr>
<tr>
<td>July 26</td>
<td>New York</td>
<td>Madison Square Garden</td>
</tr>
</tbody>
</table>

Stevie Wonder is now spreading himself all across the country, in live concert with the Rolling Stones. And what he's spreading is the new sound of his smash single "Super Woman." Out of the incredible new album, "Music Of My Mind." All from one incredible man—Stevie Wonder.
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>Track</th>
<th>Label</th>
<th>Sales</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>JETHRO TULL</td>
<td>Thick As A Brick</td>
<td>Decca</td>
<td>38</td>
<td>2</td>
</tr>
<tr>
<td>BREAD</td>
<td>First Take</td>
<td>Columbia</td>
<td>23</td>
<td>8</td>
</tr>
<tr>
<td>JANIS JOPLIN</td>
<td>A Song For You</td>
<td>Atlantic</td>
<td>26</td>
<td>11</td>
</tr>
<tr>
<td>CHI-LITES</td>
<td>A Love Man</td>
<td>Brunswick</td>
<td>30</td>
<td>17</td>
</tr>
<tr>
<td>ROBERTA FLACK &amp; DONNY HATHAWAY</td>
<td>Theme For An Unknown Champion</td>
<td>Fantasy</td>
<td>32</td>
<td>23</td>
</tr>
<tr>
<td>HISTORY OF ERIC CLAPTON</td>
<td>All Along The Watchtower</td>
<td>ABC</td>
<td>33</td>
<td>27</td>
</tr>
<tr>
<td>STEPHEN STELLIS / MANASAS</td>
<td>Mantra</td>
<td>Atlantic</td>
<td>35</td>
<td>32</td>
</tr>
<tr>
<td>KEIL YOUNG</td>
<td>Only One</td>
<td>Reprise</td>
<td>37</td>
<td>35</td>
</tr>
<tr>
<td>PROCOL HARUM</td>
<td>A Whiter Shade Of Pale</td>
<td>Atlantic</td>
<td>38</td>
<td>37</td>
</tr>
<tr>
<td>DONNY OSMOND</td>
<td>Portrait Of My Heart</td>
<td>MCA</td>
<td>40</td>
<td>40</td>
</tr>
<tr>
<td>ALLMAN BROTHERS</td>
<td>Eat A Peach</td>
<td>Capitol</td>
<td>41</td>
<td>42</td>
</tr>
<tr>
<td>GRAMMY HALL / DAVID CROSBY</td>
<td>Live In Concert With The Edmonton Symphony Orchestra</td>
<td>Atlantic</td>
<td>43</td>
<td>45</td>
</tr>
<tr>
<td>AMERICA</td>
<td>All The Things We Do</td>
<td>Atlantic</td>
<td>44</td>
<td>47</td>
</tr>
<tr>
<td>A.L. GREEN</td>
<td>Let's Stay Together</td>
<td>Warner Bros</td>
<td>45</td>
<td>48</td>
</tr>
<tr>
<td>CAROLE KING</td>
<td>Walking In Memphis</td>
<td>CBS</td>
<td>46</td>
<td>48</td>
</tr>
<tr>
<td>GRAND BATHROOM</td>
<td>Live In Concert With The Edmonton Symphony Orchestra</td>
<td>Atlantic</td>
<td>47</td>
<td>48</td>
</tr>
<tr>
<td>THE OSMONDS</td>
<td>Live</td>
<td>Warner Bros</td>
<td>48</td>
<td>48</td>
</tr>
<tr>
<td>CHOICE</td>
<td>Feeling Of Love</td>
<td>Columbia</td>
<td>49</td>
<td>49</td>
</tr>
<tr>
<td>JACKSON 5</td>
<td>Looking Through The Windows</td>
<td>Mottown</td>
<td>51</td>
<td>51</td>
</tr>
<tr>
<td>SAMMY DAVIS, JR.</td>
<td>Nothing But You</td>
<td>United Artists</td>
<td>52</td>
<td>52</td>
</tr>
<tr>
<td>JEFF BECK GROUP</td>
<td>Epic EPC 3131 (Columbia)</td>
<td></td>
<td>53</td>
<td>53</td>
</tr>
<tr>
<td>GODFATHER</td>
<td>Soundtrack</td>
<td>Epic EPC 3113 (Columbia)</td>
<td>55</td>
<td>55</td>
</tr>
<tr>
<td>BILL WITHERS</td>
<td>SSB</td>
<td>CBS</td>
<td>57</td>
<td>57</td>
</tr>
<tr>
<td>WILLIAM SHIRLEY</td>
<td>Live</td>
<td>ABC 2064</td>
<td>58</td>
<td>58</td>
</tr>
<tr>
<td>CHRISTIAN SCOTT / DON giovanni ON HIS LOST PLANET AIRSHIP</td>
<td>Lost In The OpenSpace (United Artists)</td>
<td>59</td>
<td>59</td>
<td></td>
</tr>
<tr>
<td>BEACH BOYS</td>
<td>Pet Sounds/Call &amp; The Passions!</td>
<td>United Artists</td>
<td>60</td>
<td>60</td>
</tr>
<tr>
<td>ANDY WILLIAMS</td>
<td>Love Theme From &quot;The Godfather&quot;</td>
<td>Reprise</td>
<td>61</td>
<td>61</td>
</tr>
<tr>
<td>STEVE WUNDER</td>
<td>Music Of My Mind</td>
<td>United Artists</td>
<td>62</td>
<td>62</td>
</tr>
<tr>
<td>JERRY HALL</td>
<td>The People</td>
<td>Atlantic</td>
<td>63</td>
<td>63</td>
</tr>
<tr>
<td>DON McCLEAN</td>
<td>United Artists</td>
<td>Columbia</td>
<td>64</td>
<td>64</td>
</tr>
<tr>
<td>FURTHER DIMENSION</td>
<td>Personally &amp; Collectively</td>
<td>Atlantic</td>
<td>65</td>
<td>65</td>
</tr>
<tr>
<td>EDGAR WINTER'S WHITE TRASH</td>
<td>Roadtrip</td>
<td>Epic EPC 3114 (Columbia)</td>
<td>66</td>
<td>66</td>
</tr>
<tr>
<td>FLIP Wilson</td>
<td>Superfly</td>
<td>United Artists</td>
<td>67</td>
<td>67</td>
</tr>
<tr>
<td>SHAYT</td>
<td>Soundtrack/Isaac Hayes</td>
<td>United Artists/EMI</td>
<td>68</td>
<td>68</td>
</tr>
<tr>
<td>REACH BOYS</td>
<td>Pet Sounds/Call &amp; The Passions!</td>
<td>United Artists</td>
<td>69</td>
<td>69</td>
</tr>
<tr>
<td>ANDY WILLIAMS</td>
<td>Love Theme From &quot;The Godfather&quot;</td>
<td>Reprise</td>
<td>70</td>
<td>70</td>
</tr>
<tr>
<td>REACHING FOR THE SKIES</td>
<td>The Road Goes Ever On</td>
<td>United Artists</td>
<td>71</td>
<td>71</td>
</tr>
<tr>
<td>GEORGE CARLIN</td>
<td>I'm Your Mother</td>
<td>Capitol</td>
<td>72</td>
<td>72</td>
</tr>
<tr>
<td>GENE KRANTZ / JOHNNY DODGE</td>
<td>1-2-3</td>
<td>A&amp;M</td>
<td>73</td>
<td>73</td>
</tr>
<tr>
<td>ROD STEWART / DANNY ZANEY</td>
<td>It's Just Begun</td>
<td>A&amp;M</td>
<td>74</td>
<td>74</td>
</tr>
<tr>
<td>DEEP PURPLE</td>
<td>Machine Head</td>
<td>Warner Bros</td>
<td>75</td>
<td>75</td>
</tr>
<tr>
<td>BERNIE &amp; THE DOMINOS</td>
<td>Let Me Love You</td>
<td>Atlantic</td>
<td>76</td>
<td>76</td>
</tr>
<tr>
<td>YES</td>
<td>Free</td>
<td>Atlantic</td>
<td>77</td>
<td>77</td>
</tr>
<tr>
<td>JETHRO TULL</td>
<td>Theme For An Unknown Champion</td>
<td>Fantasy</td>
<td>78</td>
<td>78</td>
</tr>
<tr>
<td>JERRY HALL</td>
<td>The People</td>
<td>Atlantic</td>
<td>79</td>
<td>79</td>
</tr>
<tr>
<td>JOHN MAYAL</td>
<td>Jazz Blues Fusion</td>
<td>United Artists</td>
<td>80</td>
<td>80</td>
</tr>
<tr>
<td>JACKSON 5</td>
<td>Greatest Hits</td>
<td>Mottown</td>
<td>81</td>
<td>81</td>
</tr>
<tr>
<td>KENNY LOGGINS / JIM MESSINA</td>
<td>Honey I'm Good</td>
<td>Columbia</td>
<td>82</td>
<td>82</td>
</tr>
<tr>
<td>WEEK</td>
<td>ARTIST</td>
<td>TITLE</td>
<td>LABEL</td>
<td>VOLUME</td>
</tr>
<tr>
<td>------</td>
<td>--------</td>
<td>-------</td>
<td>-------</td>
<td>--------</td>
</tr>
<tr>
<td>120</td>
<td>CMSN</td>
<td>Tidbit</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>121</td>
<td>D S</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>122</td>
<td>E M</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>123</td>
<td>ER</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>124</td>
<td>ES</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>125</td>
<td>EU</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>126</td>
<td>F H</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>127</td>
<td>G P</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>128</td>
<td>H J</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>129</td>
<td>I T</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>130</td>
<td>J K</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>131</td>
<td>K L</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>132</td>
<td>L M</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>133</td>
<td>M N</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>134</td>
<td>N O</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>135</td>
<td>O P</td>
<td>Title</td>
<td>NA</td>
<td>NA</td>
</tr>
</tbody>
</table>

Compiled from National Retail Buyers by the Music Popularity Chart Department of the National Retail Merchandising Assn. of New York. The term 'NA' indicates not available.
Unlicensed Duplicator Starts Cutlass Records

- Continued from page 1

the East, will shortly open a marketing office in Nashville, according to Mr. Schan-

hett, Schaffer said. Carr said that Cutlass has made distribution agreements through independent distributors, most of whom have been visiting Sound City studio in recent weeks.

Cutlass will be a general reper-

tory label, Schaffer stated. Artists under contract include: Screamers; Jay Hawkins, Jack Lee and Ray Wylie Hubbard. Winter's company acts are: Justin Chandler, who has recorded with Johnny Cash, Kline, The Lightnings, Mac Duckums. Cutting a deal with Capitol Records, Jesse, the Country Cowboys, Doyle Holly, Danny Mac and Los Fantast, the group had previously been hired as Nashville staff arranger.

Jim Starfield will handle four Schaffer publishing firms, including: Standard Music Corp., ASCAP; and Krowbar and Little Dealer Music, BMI. Paul Marshall Associates will handle for Sound City publishing and recording activity.

Nashville recording will be done at various studios. Jamboree Records will cut at Schaffer's International recording studios, which has 16-track capability. Lowell Dorn operations will be based in Austin.

Carr said that he has just com-
pleted a production deal with Allen Toussaint and Marshall Schaffer and has already cut tapes in New Orleans. When Carr pulls music from those sessions, he will blend in material from other producers, including Harrison. He said the firm is also negotiating with a major New York City record executive who had been with him in previous years and will be in Nashville for some time.

Sound City has signed up into the recording industry when he made tape. Schaffer said his main concerns are the field of artist involvement with groups such as the industry, and creating an effective and attractive format.

Ry Philips, manager of the Nashville branch of the publisher, added: "Mr. Schaffer's agreement of these artists (with) a company (in) his own right is a significant milestone. It is not a show for product innovations. However, Sunnye Elan.

Sues Frankwood

- Continued from page 64

individual members thereof, collect-

iving interest, and in the . . . com-

position of the identical three musical compositions in the joint names of Tunes, Frazier, Sherman, and John Sparrow, all of said musical compositions, the defendants have been and are still performing, printing, selling, distributing and otherwise ex-

ploring the compositions and au-

thorizing others to do the same.

The complaint maintains that "Tunes plaintiff sells and assigns all rights in composition rights jointly with Tunes, "pursuant to an agreement between defendants and companies to release and authorize distribution of the secretions of the world (Columbia's) and "Continued.

Project 7 Acquires Globe Music and GLO P. Co.

NEW YORK — (The Globe Mu-

sic Corp. and its GLO Publishing subsidiary, the largest publisher in the business, have, in a comprehensive deal, agreed to..."

the world (Columbia's)

project.

Continued from page 1

budget of cut and cut-out tapes, and is committed four-4 channel equipment sales.

Continued from page 1

the East, will shortly open a mar-

ketig office in Nashville, according to Mr. Schan-

hett, Schaffer said. Carr said that Cutlass has made distribution agreements through independent distributors, most of whom have been visiting Sound City studio in recent weeks.

Cutlass will be a general reper-

tory label, Schaffer stated. Artists under contract include: Screamers; Jay Hawkins, Jack Lee and Ray Wylie Hubbard. Winter's company acts are: Justin Chandler, who has recorded with Johnny Cash, Kline, The Lightnings, Mac Duckums. Cutting a deal with Capitol Records, Jesse, the Country Cowboys, Doyle Holly, Danny Mac and Los Fantast, the group had previously been hired as Nashville staff arranger.

Jim Starfield will handle four Schaffer publishing firms, including: Standard Music Corp., ASCAP; and Krowbar and Little Dealer Music, BMI. Paul Marshall Associates will handle for Sound City publishing and recording activity.

Nashville recording will be done at various studios. Jamboree Records will cut at Schaffer's International recording studios, which has 16-track capability. Lowell Dorn operations will be based in Austin.

Carr said that he has just com-
pleted a production deal with Allen Toussaint and Marshall Schaffer and has already cut tapes in New Orleans. When Carr pulls music from those sessions, he will blend in material from other producers, including Harrison. He said the firm is also negotiating with a major New York City record executive who had been with him in previous years and will be in Nashville for some time.

Sound City has signed up into the recording industry when he made tape. Schaffer said his main concerns are the field of artist involvement with groups such as the industry, and creating an effective and attractive format.

Ry Philips, manager of the Nashville branch of the publisher, added: "Mr. Schaffer's agreement of these artists (with) a company (in) his own right is a significant milestone. It is not a show for product innovations. However, Sunnye Elan.

Sues Frankwood

- Continued from page 64

individual members thereof, collect-

iving interest, and in the . . . com-

position of the identical three musical compositions in the joint names of Tunes, Frazier, Sherman, and John Sparrow, all of said musical compositions, the defendants have been and are still performing, printing, selling, distributing and otherwise ex-

ploring the compositions and au-

thorizing others to do the same.

The complaint maintains that "Tunes plaintiff sells and assigns all rights in composition rights jointly with Tunes, "pursuant to an agreement between defendants and companies to release and authorize distribution of the secretions of the world (Columbia's)

project.

Continued from page 1

budget of cut and cut-out tapes, and is committed four-4 channel equipment sales.

Continued from page 1

the East, will shortly open a mar-

ketig office in Nashville, according to Mr. Schan-

hett, Schaffer said. Carr said that Cutlass has made distribution agreements through independent distributors, most of whom have been visiting Sound City studio in recent weeks.

Cutlass will be a general reper-

tory label, Schaffer stated. Artists under contract include: Screamers; Jay Hawkins, Jack Lee and Ray Wylie Hubbard. Winter's company acts are: Justin Chandler, who has recorded with Johnny Cash, Kline, The Lightnings, Mac Duckums. Cutting a deal with Capitol Records, Jesse, the Country Cowboys, Doyle Holly, Danny Mac and Los Fantast, the group had previously been hired as Nashville staff arranger.

Jim Starfield will handle four Schaffer publishing firms, including: Standard Music Corp., ASCAP; and Krowbar and Little Dealer Music, BMI. Paul Marshall Associates will handle for Sound City publishing and recording activity.

Nashville recording will be done at various studios. Jamboree Records will cut at Schaffer's International recording studios, which has 16-track capability. Lowell Dorn operations will be based in Austin.

Carr said that he has just com-
pleted a production deal with Allen Toussaint and Marshall Schaffer and has already cut tapes in New Orleans. When Carr pulls music from those sessions, he will blend in material from other producers, including Harrison. He said the firm is also negotiating with a major New York City record executive who had been with him in previous years and will be in Nashville for some time.

Sound City has signed up into the recording industry when he made tape. Schaffer said his main concerns are the field of artist involvement with groups such as the industry, and creating an effective and attractive format.

Ry Philips, manager of the Nashville branch of the publisher, added: "Mr. Schaffer's agreement of these artists (with) a company (in) his own right is a significant milestone. It is not a show for product innovations. However, Sunnye Elan.

Sues Frankwood

- Continued from page 64

individual members thereof, collect-

iving interest, and in the . . . com-

position of the identical three musical compositions in the joint names of Tunes, Frazier, Sherman, and John Sparrow, all of said musical compositions, the defendants have been and are still performing, printing, selling, distributing and otherwise ex-

ploring the compositions and au-

thorizing others to do the same.

The complaint maintains that "Tunes plaintiff sells and assigns all rights in composition rights jointly with Tunes, "pursuant to an agreement between defendants and companies to release and authorize distribution of the secretions of the world (Columbia's)

SONNY & CHÉR
WHEN YOU SAY LOVE

A New Single
On Kapp Records

Produced by Snuff Garrett
For Garrett Music Enterprises
Arranged by Al Capps
We pressed 700,000 records, yesterday.

So go ahead and enjoy your game.

Pressing 400,000 12" discs and 300,000 7" discs on an average day is nothing unusual for Capitol. Our four, fully automated factories make us one of the largest record manufacturers in the world and enable us to guarantee on time delivery, every time. Regardless of quantity or destination. And at a significant cost savings. One phone call does it all. We take it from there—from your master to delivery of finished goods. (We also duplicate tapes in a big way.) Just tell us what you need—then relax.

Custom Services Division: Hollywood 1750 N. Vine St., (213) 462-6252; Chicago (Niles Ill.) 6401 Gross Point Rd., (312) 647-5338; New York 570 Avenue of the Americas, (212) 597-7470