Japanese in Biggest Record Sales Drive

By HIDEO EGUCHI

TOKYO — The biggest record sales campaign ever to be held in Japan got under way for the first time, according to the Japan Phonograph Industry Assocation, which the agreement reached last month.

The association said the total sales of 5.9 million albums and singles amounted to 34.7 million yen ($1.25 million) in the January-June period, according to the Japanese record manufacturers’ association. The agreement reached last month increased production and sales by 3 percent in the first half of 1972 and the total sales of 71,229,998 singles and albums amounted to 34.7 million yen ($1.25 million) in the January-June period.

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IT'S A KILLER!

PETER KAUKONEN
BLACK KANGAROO
**Silver Urges $250,000 Act Development Budget; 4 LP Plan**

By NAT FREELAND

 LOS ANGELES—The organization of the music business still lags far behind the realities of building artist careers in today's marketplace, according to Creative Management Agency president Roy Silver.

"An example of the way nobody thinks about building an artist anymore, is that hardly any club owners or music promoters even bother trying to get options on the acts they think are hot," Roy said. "They're satisfied just trying to get wherever they are the highest set of the moment."

Now in charge of the music and concert departments of Columbia, Silver has been both a manager (Bill Cosby, Sonny Bono) and a record label chief (Tetragrammaton) previously. During the past six months he has been with the agency, Silver has repositioned his department's efforts to determine what he feels are changing market needs.

"We have one agent who specializes in nothing but 'stars ain't' pigs, jobs under $500 for acts that are breaking in," he said. "Not only do we have an agent like that but the average client list, they have not been picked concept record companies. It's their responsibility to know which kind of artist is ready to go to the next level for what their execs are looking for."

Silver admits getting to the point where he feels an act's manager may be where they are currently in the scene is a great challenge, he suggested, "I'll sign any act brought to me, but half-dozen managers sight unseen."

Head of the firm's Nashville department, Clay Mathis, which is a part of David Geffen believes enough to meet that challenge is more than 'good enough for me.' On the other hand, Silver won't sign an artist without a manager, feeling the odds are "astronomical" against such an act succeeding.

"$250,000 Budget to Break The Troubling with most record companies is that they still don't recognize the investment of five or more years and money to break an artist today," Silver said. "It usually takes about three albums, two years and a quarter of a million dollars to sign a big guy, who comes in from somewhere and can sing good, isn't enough. That first album will die unless it's part of an overall career plan."

Silver feels that the record company has taken on the function of the classic movie studio with its stable of experienced hired con- tract players. He won't okay a label contract unless the artist is guaranteed the best of the company's resources.

"Look at how irrelevant the standard record contract is," Roy said. "It will take at least another two albums, years of work, and why is that?"

Silver's take on the two albums, years and $500 million housing plan to employ a million housing plan to employ a million Housing Development will be involved in the construction. Hayes has already financed an $8 million, 250-unit development in St. Crox, Virgin Islands. The development community is called Lorraine Village.

MAX CALLISON, veteran Capitol Records marketing executive, from left, retired after 25 years of service recently, so Billboard publisher Hal Cook, extremely left, presented him with a top of the charts award for his hard work and dedication. "For a News For You." Capitol merchandising director Fred Rice looks on as does Mrs. Caroline Cook.

**Hayes & Bell Promote Housing**

MEMPHIS, TENN.— Isaac Hayes and Stax executive vice president Al Bell are leading a group of black business sponsors a $10,000 million housing program for low-income families throughout the nation. Some 20,000 people will be living in the program's garden apartment communities within the next five years and Housing and Urban Development Department funds will be involved in the construction. Hayes has already financed an $8 million, 250-unit development in St. Crox, Virgin Islands. The development community is called Lorraine Village.

**NARAS Meet Sept. 15**

NEW YORK—Twenty-four national trustees of NARAS, plus national officers, executive directors and board members, will gather for a three-day meeting, to cover present and future NARAS activities, at the Hilton Inn in Tarrytown, N.Y., Sept. 15.

According to national president Wellesley Rose, the meeting will include discussions of next year's television special, public relations, a proposed NARAS hall of fame, a review of the academic financial posture, creation of a national awards committee, and the possible revision of ballots scheduling.

Among those expected to attend are John Hammond, Bill Lowery, Bob Schiff, Bill Benny, Loring, Billy single, Bob Huggins, Frank W. O'Connor, Paul Weston, Phil Ramone and Manny Albam. NARAS personnel in attendance will include Christine Farnon, national manager, Richard Jablow, legal counsel, George Simon, consultant, executive directors Mary Tallent, Charlotte Caesar, Betty Fox, Emory Brashaw, and Joan Kaplow, Robin McBride, national secretary, and John Scott Trotter, national treasurer.

**Cap Set $1.198 4-Channel SQ LPs**

LOS ANGELES—Capitol Records plans to unroll the 4-channel SQ market later this month with seven 1.3 million in the SQ matrix mode. The albums will be available at the list price of $1.198 and are meant to be "mainly in premium items in the retail level," according to sales vice president Marvin Belinas.

"We want to try to discover the 4-channel audience market, and see how much of what the consumer wants. We want to determine what's out there through this merchandising." the release was originally available only through special SQ-dealing record stores, recording department.

"The retail release will be the middle of the road with artists including Peggy Lee, Glen Campbell, Bobby Gentry, Matt Monroe, Al Martino, the Hollywood Strings and several major studios.


As bonus, adds that Capitol plans to release "current contemporary product in 4-channel in the early part of 1974.”

Capital has released 14-channel product previously, 4-channel tape of John Lennon's "Imagine." Capital has already been on a downward trend of the fall floor standard of major record label's sales to their own disk field. At present, all three systems—4-channel SQ, stereo SQ and the R-C1, Pan-American discrete mode—hold.

The SQ system is presently being used by the Royal Caribbean Hotel, EMI, Vanguard and Cremalessa. It is also a part of the the various catalogs number more than 75. At the moment, it is the SQ system of mastering the largest assortment of software.

"The record label of the other matrixing system is the subject of a one-thesizes, and the Appendix relative development of the stereotyping by five countries and rati- fication of the UCCs, France, the U.K., and the U.S. (U.K. has already ratified the UCC.)"
Ross Hunter Seeks Pre-Sell Ideas For 'Lost Horizon' Film Music

By NAT FREEDLAND

LOS ANGELES — Film producer Ross Hunter has a track record. He has just signed with Buddha Records, has appeared on the cover of the Los Angeles Times, has been named executive producer of the music industry's most successful pre-sale company, and has sold his entire catalog to the American Record Association. He has stronger raw material to work with than ever before.

He has just completed a 12-song write for "Lost Horizon," which is being marketed on an unusually intense scale through the new company, Record Store Distributors, Inc. He has also been named executive producer of the music industry's most successful pre-sale company, and has sold his entire catalog to the American Record Association.

He has always felt that the public needs the songs before they see the movie. In this case, he says, "It's a bit too early to tell exactly how much the record'll make. We'll give it a shot and see how it goes."

Hunter has been promoted to the job of singer/songwriter inside the Columbia Records organization, and has written and produced several thousand condensed lead sheets that have been photocopied for distribution to interested artists and producers on request. An early September date has been set for availability of the songs.

Music Publishing Co., a well-known, independent publishing company, has also been named one of the writers of the songs. "I've said it before, and I'll say it again," Hunter said, "the songs and the performers have been chosen for their ability to play the songs to the public."

Seize Tapes, Nab 2 in N.Y. Raid

NEW YORK—The New York State Police Bureau of Criminal Investigation and members of the Police Bureau's racketeering task force have seized 11,500 tapes and recorded music from a single raid in the East Coast. The raid was conducted by the Bureau's Investigation and members in the East Coast.

The two arrested men were identified as Jerry Lifshitz, 47, and Richard D. Jellis, 36, principals of Stereo Cruise. They were arrested under a warrant issued by Justice W. T. Greig on the charge of violating Section 362 of the code of the state of New York.

The defendants, according to the RIAA, had been charged with purchasing and selling music records, and had distributed them on dealers' behalf, according to the complaint. They were charged under the Narcotics Act of 1971 and the regulations to that effect.

The tape raid, which was conducted by the Police Bureau's Investigation and members in the East Coast, was the result of a joint venture between the Bureau and the RIAA.

In addition to the tapes, state police seized the firm's business records in which were listed more than 25 retail stores which were being supplied with the pirated tapes and display racks.

Executive Turntable

Mike Lipton has been appointed to the post of UDC Distributing after having been executive vice president since 1970. Lipton will resign his post as marketing vice president of U.A. Records. He was previously with the Columbia Records organization and has been president of U.A. Records in recent years.

George Simon has been named as a special consultant to the national office of NARAS. He has recently resigned his post as executive director in order to devote more time to his literary activities. John Williams, who has resigned as managing coordinator for Epic & Co., his resignation was prompted by recent illnesses and injuries. While recuperating, Walsh is setting plans to return in the fall. Walsh, who has resigned the public relationship of Gibson & Stromberg as an account executive. Formerly with the Capitol & Co. department, she has also freelanced for a number of black publications.

Bill Varyan has been named west coast director of artist relations for Atlantic Records. He will report to Vic O'Givile artist relations director. Varyan, vice president of advertising and publicity, and Dick Krimzien, West Coast general manager, for U.S.

Gordon S. Van Horn, VP, distribution center manager, has been appointed distribution center manager, Van Horn has been with the company since 1955 and was most recently warehouse supervisor in the West Coast.

HARRY PROUDMAN, Sony national sales manager for all video product, and Shiro Koriyama, former Sony and management of responsible partners, have been promoted to assistant vice presidents in Sony's video tape product department. They will both report to Richard O'Brien, vice president of VTR division.

Dino Orlando has been named to head the fashion department at World & Music.

Dick Woolsey has joined Capricorn Records as national promotion director. The move follows a series of changes at the company, including the announcement that Bunky was with the Paragon Booking Agency. Ovkie Sparks has been named chief engineer at the Capricorn sound studio, and will work with Johnny Sandlin, vice president of a&r at Capricorn.

Meryl Mullin, Tisha, Okla., and Steve Byers, Gadsden, Ala., have been named as store managers for the Discount Stores' new outlets.

Errol Sobel has been named general manager and head of the film division at the Acme Film Company. They replace John Mahan and Jeff Jenning, who resigned to pursue other interests. Sobel will be the West Coast professional manager of April/Blackwood Music and Miss Tempo, who independently from westerners.

F. Edward Benko has been appointed visual arts director of Greene Mountain Records.

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F. Edward Benko has been appointed visual arts director of Greene Mountain Records.
Now that Mac Davis has caught everyone's ear he's never gonna give it back.

MAC DAVIS
BABY DON'T GET HOOKED ON ME

Baby Spread Your Love On Me
Dream Me Home
The Words Don't Come Easy
Naughty Girl
Friend, Lover, Woman, Wife
Everybody Loves A Love Song
Baby Don't Get Hooked On Me
Poor Boy Boogie
Whoever Finds This, I Love You
The Lonesomest Lonesome
Half And Half (Song For Sarah)

Not many Top-5 singles have more sheer talent behind them than "Baby Don't Get Hooked on Me."

If you've been following Mac Davis' career in these pages you already know that he's the writer of such hits as "In the Ghetto," "Watching Scotty Grow," "The Lonesomest Lonesome," "Friend, Lover, Woman, Wife," and "I Believe In Music."

And you may remember how his college concerts have been SRO for over a year now. And you know about his two, earlier, highly acclaimed Columbia albums.

But until now, few people were aware of exactly who Mac Davis is. "Baby Don't Get Hooked on Me" opened a door. And Mac is coming through with an albumful of his most brilliant songs and soulful performances to date.

Lend an ear and you'll know why Mac Davis is going to be making hit records for a long time to come.

"Baby Don't Get Hooked on Me." An album as great as the hit single, by Mac Davis. On Columbia Records.
Another $3.1 Million Loss Discovered at Ampex Corp.

SAN FRANCISCO — Ampex Corp., which previously had reported net losses for the three months ended April 29, of $86,660,000, or $33,157 per share, and $29,000, or 29 cents a share, on sales of $65,900,000 for the first quarter ended April 29, 1972.

Arthur H. Hamman, president and chief executive officer, said comparison to year earlier figures would be complicated by accounting changes in fiscal 1972. He did say, however, that the "loss for the first quarter was less than had been expected from the operational development plan at the beginning of the year."[...]

At this year's annual meeting, Eliks refused to project results for 1973, but said his goal was to be able to tell shareholders next year that Ampex was "back in the black," a viable company with a good earnings potential.

---

GRT TABBED

SAN FRANCISCO — Western financing services have been terminated for GRT Corp., a record tape manufacturer that is owned by its baby Blue Chips in a poll of California financial institutions, a financial journalist.

An anonymous Elektra banker said that since the poll two years ago, received several votes this year. Analysts were不了 with these companies. "they forgot the name of King GRT in the future."[...]

GRT, which has snapped back to a profitable posture after a brief stint in red ink, recently bought back all of its outstanding ABC/Dunhill Records on an exclusive basis. ABC/Dunhill previously had non-exclusive tape contracts with GRT and Ampex. Before its new arrangement, GRT, Fantasy also had an exclusive contract with Ampex.

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Ratings and Earnings Reports

**AMPEX CORP.**

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<tr>
<th>Period</th>
<th>Sales</th>
<th>Profit (Loss)</th>
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<tr>
<td>June 30</td>
<td>$2,281,000</td>
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**MATTIE INC.**

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**NIPPON ELECTRIC CO.**

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<tr>
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**Pickwick Net Up 25.4% in 3 Months**

Hi-fi company's sales increased 21.4 percent to $2,071,994, compared with $1,722,242 in the same period of 1971. Earnings per share increased 23 cents to $0.32, versus $0.09.

---

**Blasts Reidy Record**

Dear Sir: I have a little something to get off my chest, and I can't think of anyone to give me a frank reply. So, I thought I would write this down and see if you can get some other ideas about it, too.

This morning I came to work on an assignment for the L.A. Herald-Examiner. I have an extra copy to send you to read. This particular record has been out for some time and it is going nowhere. So they had to do something to pump it up. Well, this is my thing...
Listen to what’s happening at Motown.

We know you’ve heard a lot. And we know you’ll hear a lot more.
But right now, we’d like you to listen. Listen to what’s happening on the Motown family of labels.
Listen to what’s happening at Motown. Listen.

You’ll hear the times change.
LOS ANGELES—NBC-TV has discovered there is an audience across the country for late, late evening programming geared toward teens and young adults. Overnight ratings of the recent experimental 90-minute contemporary music show "The Midnight Special" for New York and Los Angeles pulled 5.7 and 4.9 shares respectively.

Translated, this means that around 3.5 million homes were turned into the show, explains its producer Burt Sugarman. And that may translate into between eight and 10 million people watching Sugarman continues. In both cities, the viewing audience doubled over that watching the week before at the same 1 a.m. to 2.30 a.m.

Sugarman has a meeting with NBC in New York next week to discuss the possibility of the program going on the network at a regular feature. The answer will come when the national Nielsen Ratings are released this week.

Sugarman explains what would happen if eight to 10 million people bought a program. Sugarman reflects Sugarman's idea for a contemporary music program has generated NBC to consider other shows during the post midnight period. Mentioned is a show with the title "Tomorrow" which would have a talk format.

For his own program, Sugarman is now thinking of a rotating host for "Midnight" rather than a permanent figure as had been the case on the pilot show.

Donna Fargo's single "The Happiest Girl in the Whole U.S.A." (Dot) has been certified gold by the RIAA.

The Carpenters' LP, "A Song for You" (A&M). Humble Pie's LP "It's All Over Now" (Bell) has been certified gold by A&M.

"Two Dreams," Leon Russell's LP "Live With The Edmond Symphony" (A&M) and Billy Joe's single "Outta Sight" (A&M) have been certified gold by the RIAA.

Building New Super Artists 
and
Keeping The Established Giants Healthy 
an ABC/Dunhill Tradition

THE NATIONAL CHARTS ARE ALIVE WITH 
THE SOUND OF OUR PRODUCT

<table>
<thead>
<tr>
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<th>The Album</th>
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ABC/DUNHILL RECORDS

Never just a company that makes records...but a record company!
Production Quality To Get Beefed Up

*Continued from page 1*

audience. Smoking and cameras will both be permitted in the venue, as in the Gaden, and Deltner is hoping to provide additional services, such as a health food concession.

At the Academy of Music, Howard Stein Enterprises, Inc. is completing its renovation of that hall. The entire interior has been repainted, new carpeting has been laid, and three ramps have been constructed to facilitate closer contact between artists and audience. Newly decorated dressing rooms, a special staff carpenter who will arrange for food and beverages delivered to the artists, souvenir programs, and live entertainment between acts will also be featured. Regarding the closing of the

LITTLE ELMO IS COMING (Two More Weeks)

Hendricks Tops Bill at Monterey

MONTREY, Cali.—The 15th annual Monterey Jazz Festival begins on Sept. 16, with a feature, Hendricks, always a popular attraction who will appear Saturday (16) with his evolution of the blues, the blue note of the gram. Appearing with him will be Jimmy Witherspoon, Eddie (Cleanhead) Williams, Clark T Mul, the Sam Tucker Singers and Bessie Griffin, among others.

Sonny Rollins is scheduled for that evening's bill along with the Herbie Hancock quintet, Joe Williams, Mary Lou Williams, the Cotton Club Orchestra, Gene Krupa, Terry, Kai Winding, Al McKibbon and others.

Opening the weekend Friday eve- ning will be the Jazz Quartet, Laurindo Almeida, George Benson, Billy Davis, a new John Stoddard group and the Stan Kenton orchestra making its debut at the event.

Tonight's bill includes the afternoon presentation of jazz today and tomorrow with Oliver Nelson, Clark Terry, Louie Bellson, Milt Jackson and three high school bands. The evening bill shows Roberta Flack, Quincy Jones and an all-star band, Dizzy Gillespie, the Cal Tjader quintet and Willie Bobo.

Dr. Hook Aids in Vf Dight

NEW YORK.—Dr. Hook (Columbia) will be part of a 90-minute documentary aimed at general public, to be aired nationally on public television Oct. 10. The group will be filmed in San Luis Obispo, Calif., will be utilized to break up the show, which is also the anniversary of the album and has made possible with a $100,000 grant from the NCA, the show will be aired in Puerto Rico, American Samoa and to over 200 outlets throughout the country.

JIM MELANSON

Midnight Rock Concert In Comeback in Texas

HOUStOn—Midnight rock concerts are making a comeback in Houston, including instead of at auditoriums and coliseums, a new trend. Organizations, bands or groups, formed by Mark Bobol, first started midnight rock shows in Houston. The first show, held on May 18, grossed $1,400.00.

Rock Productions, Inc. will be held at the Metropolitan here Saturday night and the next evening.

MAC Productions now has contracts with ABC Interstate Theaters, and is scheduled to start monthly in the Metropolitan here and the Majestic in Dallas. In the near future, MAC plans to begin booking midnight rock performances will be scheduled for ABC Interstate Theaters, Inc., theaters in San Antonio (Ma- jes), in Galveston (Penn), in El Paso and the Saenger in New Orleans, La.

Admission to the rock concerts is $4 per person. There is careful security at each performance and the crowd seem orderly. Prior to such each performance, a member of the MAC Productions staff appears at the event and judges the audience that if they like what is being done, they will be able to order tickets at an affordable price and in an orderly manner and the program will be continued.

FILLMORE S. FOR HOUSTON

HOUSTON A Fillmore show is scheduled for Sept. 19-21 at the Fillmore West, a venue in Houston, which is occupied by a Fillmore last rub at Fillmore West, and a Fillmore will be held here by Louis Garvel and Ted Moudakis as a concert hall appearing in the Fillmore West, which is the Fillmore's next major venture in Market Square.

Listen to what's happening at Motown.

Paul Glass did.

You know Paul Glass of T.D.A. Distributors in Chicago. A very conscientious man. The first thing he does is listen to his new product. While it's still new.

Take the new Temptations album, "All Directions" on our Gordy label. Paul listened to the cut, "Papa Was A Rolling Stone." He liked what he heard. So he took the album to just about every radio station in Chicago. They liked what they heard, too. And they played it.

The result: Sales of more than 70,000 albums in three weeks.

Listen to what's happening at Motown. Listen to The Temptations' new Gordy album, "All Directions."

You'll hear the times change.
Newport Jazz Festival, Tea Council Hunt

NEW YORK—The Newport Jazz Festival and the Tea Council of the USA, Inc. have launched an eight-month talent search, "Young Discoveries in Tea & Jazz," for youthful artists.

George Wein, president of Festival Productions, Inc., who will be coordinating the talent search, said, "The union of tea and jazz is a very natural one. This is something I've been thinking about for quite awhile—making a thorough search of our musically rich country to find the best young talent and give it real recognition by showcasing it at next year's festival in New York."

With special concentration being given to 20 major market areas, FPI will screen submitted tapes prior to announcing the national winners, who will be booked to perform at special tea concerts in the 1973 Newport Jazz Festival in New York.

From the Music Capital Of the World

• Continued from page 10


NAT FREEDLAND

MIAMI

Joe Lambusta of E. B. S. Production presented a three-art- er at Pirates World, with Columbus recording artists "A Beautiful Day," Epic's "Argent," and Paramount's "Commander Cody." Howard Stern Enterprises announced the beginning of a fall series for the Miami-Hollywood Sportatorium. Included in the line-up were Grinnell Sept. 15; Ten Years After, Oct. 14; and Black Sabbath, Nov. 23.

At Greens and Bobby Womack played a recent gig at the Miami Jai Ali Fronton. Quick smiling Bill Carter's service, Chambers Brothers, Bob Seger and the Abbeys.

Leech and Eddie played the Fronton Aug. 12.

Flash, Capital Records group, played the Memorial Coliseum in Jacksonville, Aug. 13, and also included in their Florida concert tour dates at Fort Myers and St. Petersburg. Cheech & Chong, Ode Records, played the Tampa Jai Ali Fronton, Aug. 23-26 at the Miami facility, headlining a concert presented by Lea Campbell which also included Dan Hicks and His Hot Licks and a new group, Whole Oats. Campbell recently presented Fidose Hone, Crazyflyer, Captain Beyond and Speed Waggon. The Flock is currently presenting Megan McDoner and Jethro Hound.

Dr. Hook will appear at the Tampa Fronton, Sept. 1 and in Miami, Sept. 2.

Mushroom, an environmental rock theater debuted at the Hollywood Sportatorium last week. The company, comprised of some of the performers being booked on a college concert tour throughout the state. Mushroom's aim is to create a "living total audience participation experience, experience with rock music, films, lights, dancing and song." Words and music were composed by John Aman who will be representing Off-Broadway's new musical satire "Zing!"

Bill Bernstein is in town for a special weekend engagement Aug. 11 at the Miami Playboy Club. Booked with him was Donna Cel

(Continued on page 14)

Talent

Talent In Action

FOGHAT

CHRISTOPHER MILK

Whiskey A Go Go, Los Angeles

Does the world really need yet another exciting, immoderately tall, British rock band? The answer in the case of Foghat is a resounding affirmative! Spanned across the country by Savoy Brown (all members were formerly with the band) and guitarist Rod Price, they commanded a rapturous reception from the traditionally stand-offish Whiskey audience.

Their first set seemed unusually abbreviated yet they manage to imbue those six songs with a richly experimental instrumental acuity and vocal exuberance. Basically, their music is a newly distilled blend of British blues and southern funk. Roger Earle's percussive assurances provide a wondrously varied palette for Lomax's kind of scorching and Rod Price's stirring riffs while elfin' Toe Stevens lays down strongly implying bass lines.

Following a lengthy and boring tune-up which left the audience merely indifferent, Christopher Milk performed a set that managed to induce open hostility and an odd feeling that bordered on nausea. They claim to be rock satirists but fail to produce anything but excessively loud, loose music and banal household lyrics.

SHELLY HEBER

PEARS BEFORE SWINE

SINFUL STREET

Max's Kansas City, New York

At the outset, it must be noted that Pearls Before Swine played superbly: that lusciousness of acoustic textures, guitar, the yellow string lines and sparkling, unexpected dapples of glockenspiel and recorder, underscored Tom Rapp's vocals beautifully. His new, evolved those same idiomatic vignettes of body and spirit that first captured attention of Pearls' first RSF releases.

Unfortunately Pearls Before Swine operate at a low-keyed level that just cannot follow through the opening act. For subtle, delicate stylings and dry, that just couldn't score with an audience just coming down from a strong shot of insanity from the opening act.

That being Sinful Street, a trio composed of Paula Lockhart's vocals, piano, kazoo and acoustic miscellany; David Lilker's acoustic guitar, piano and kazoo; and Mike Bredder's acoustic and electric Everything Else.

The frontman is a deceptively simple craft, one demanding a strong vocal and a captivating effect, and a willingness to present that sense dramatically. Sinful Street has succeeded in building a brace of these doldrums, and prettifying with a still growing stage presence.

"My Heart Belongs To Daddy" and "You'd be So Nice To Come Home To" both displayed Miss Lockhart's lovely, assured voice. "Chicago Patterns," other tunes offered a younger vocal style that suggested the Hi-Lo's impersonating the Andrew Sisters. Even Lilker has his time warp, that being a vocal delivery very close to Bob Eberle than Rod Stewart.

SINFUL STREET stole the show, as they say, which reflects their very obvious potential. Still, it would be nice to see Tom Rapp and Pearls in a looking where the audience would be properly appreciative of Rapp's imposing powers.

SAM SUTHERLAND

BUZZY LINHART

RAUN MACKINNON

Max's Kansas City, New York

1. A hus version of tabo, Linhart has its own scent. New York has Buzzy. That latter delivers, doesn't it? An instrument in the past, however, due primarily to a lack of music, is completely lost in the Smokey Goop.

At Max's, Linhart offered a taste of the Changes II excellent ditty that is being college performances far afar. As part of a college booking package with Raun MacKin- non, Linhart will now be bringing his particular style of certified sublimity to the broader audience. And, judging from the response his live work continues to elicit, Linhart might just do it on time around.

His music remains graphic, fluid, rightfully kinetic and repulsive. Or standards now joined by fruits of the last year's work, notably "You Got It Takes," "Take Me To The Pilot," and "Don't Pay Me No Mind," all of which cook nicely. His presence, however, is consistently raunchy, yet solid, underscoring his crazed riffs and growing with a raw and rhythmic sense.

Linhart records for Kama Sutra. As other king of the proposed package is Raun MacKinnon, a veteran writer and performer whose music has been defined. Her material alone might suffice to make her consistently fresh, supple and inven- tive. Her vocal stylings are also first-rate, characterized by a vitality that is free from pretensions.

SAM SUTHERLAND

CHICAGO

Greek Theatre, Los Angeles

Chicago's intensity, its hard-driv- ing rock base and its actual use of jazz improvisations kept an opening night audience Aug. 28 on the alert.

In keeping its debut in this outdoor setting, the band showed a highly proficient playing, and its ability to generate many colora- tions carried it above the norm of rock. The sonic cartography today with increased frequency.

Of course, the most dominating factor throughout the evening was one of explosive- ness, of a constant propulsion in the demanding drum patterns of Danny Seraphone and the scathing, often disastrous guitar lacks of Terry Kath.

Changes patterns itself after Blood, Sweat & Tears in terms of ensemble format. The horn line plays a supporting role and does not intrude on the rock's structure. The opening number is contemporary today with increased frequency.

For disc jockeys/ librarians/ program directors only. If you have not received ole' Eln's latest Capitol album, "IT'S TENNESSEE ERNIE FORD," send this coupon to:

Freeman and Best

8732 Sunset Blvd., Los Angeles, Ca., 90069.

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(Continued on page 16)
THE MANCINI GENERATION

Music from the TV Series
RCA Records and Tapes

Chevrolet PRESENTS

THE MANCINI GENERATION

A WEEKLY TELEVISION SERIES
PREMIERING IN SEPTEMBER

Public Relations: McFADDEN, STRAUSS & IRWIN
T. Rex Roves Tour of N.A.

NEW YORK—T. Rex, Reprise group, began North American tour Sept. 8 with a concert at Pierre Fonde's Arena in Toronto. The group will be accompanied on the 24-city tour by the Doobie Brothers, warner artists.

Following Montreal, T. Rex and the Doobie Brothers will perform in Toronto Sept. 9, Syracuse N.Y., Sept. 10; Boston, Sept. 12; New York, Sept. 14; Washington, D.C., Sept. 15; Richmond, Va., Sept. 16; San Diego, Calif., Sept. 18; San Francisco, Calif., Sept. 19; St. Petersburg, Fla., Sept. 20; New Orleans, Sept. 22; Atlanta, Ga., Sept. 23; Charlotte, N.C., Sept. 24; Philadelphia, Sept. 25; Cleveland, Sept. 26; Detroit, Sept. 27; Chicago Oct. 3; and Minneapolis Oct. 4.

On Oct. 3, T. Rex and the Doobie Brothers will perform at the Winterland Ballroom, San Francisco, with an 11-piece band recording at Criteria Recording Studios, record producer Stephen Stills. Recording sessions include Studio 1P in Studio B with Ron and Copperhead Stills, mixing down stereo signals. The recalls DP voltages are used to mix and control feedback levels. The system is designed to work with 16-track equipment, but there are eight additional automatic inputs plus auxiliary eight inputs for echo and tape delay effects.

The equipment can be used in more complex applications as tape machines are added to the system. The recalls DP voltages are used to mix and control feedback levels. The system is designed to work with 16-track equipment, but there are eight additional automatic inputs plus auxiliary eight inputs for echo and tape delay effects.

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The Cats: "Let's Dance"/"I've Been In Love Before" Fantasy 685

The Cats.
Number one group in Holland
for the past five years
with nine gold singles and five
gold albums.

"Let's Dance."
Number one in Germany,
Austria and Switzerland.
Number two in
Holland and Belgium.

Now the first single by the Cats on Fantasy Records, rush-released to you this week.
Soul Sauce

BEST NEW SINGLE OF THE WEEK:
“THANKS NEEDED THAT”
GLASS HOUSE
HONEY COME

By JULIAN COLEMAN

NATRA AWARDS

The National Association of Television and Radio Announcers presented its 1972 convention awards Aug. 19. In addition to the awards regularly designated for artists, records and key industry figures, the presentation included several newly created awards.

Following the performance of the convention’s theme ’72 Is the Year for NATRA,” composed and conducted by Thom Bell, NATRA honored Isaac Hayes’ soundtrack for “Shaft” (Enterprise/MGM) as Album of the Year, while “Have You Seen Her,” by Brunswick’s Chi-Lites was Single of the Year.

Other artists honored were Roberta Flack, named best female vocalist; Al Green, male vocalist; The Honey Cone, female group; The Jackson Five, male group; B.B. King, blues singer; Roberta Flack & Donny Hathaway, best duo; Mavis Stans, most promising female vocalist; Luther Ingram, most promising male vocalist; Love Unlimited, new female vocal group; The Stylistics, new male group; and The Staple Singers, best combination group.

Other records receiving recognition were “Scorpio” recorded by Dennis Coffey and the Detroit Guitar Band (Sussex Records) named best instrumental record, and “Truth Is On Its Way,” by Nikki Giovanni’s Right On Records Album, best spoken word. Also honored was Marion William’s “Standing Here Wondering Which Way To Go,” which was named best gospel song.

One of the special awards was the Superstar of the Year to Aretha Franklin, who performed. Special achievement awards for best continuous performance were given to Brenda and the Tabulations (Epix), female group; the Isley Brothers (T-Neck), male group; Barbara Mason, female vocalist; and Curtis Mayfield, male vocalist. Gospel awards went to Roy, Maece Williams, as leader of the best choir and to the Dixie Hummingsbirds of Philadelphia, best gospel group.

The first annual Tommy Smalls Memorial Award, named for one of NATRA’s most beloved figures, was presented to Brownie of KJET, Beaumont, Tex. NATRA also named C. Delores Tucker, head of the Commonwealth of Pennsylvania, as woman of the year, while Blackwell of WCAU, Philadelphia, was named man of the year.

All rights for producer of the year was declared a tie, with awards going to both Thom Bell and Willie Mitchell. Promotion executive was Red Dowd of All-Platinum Records, while Joe Robinson, who was All-Platinum, was named record executive. Lucky Cordell of WDAS-FM, Philadelphia, was named radio executive, while E. Rodney Jones of WVON was named best air personality.

The Outstanding Community Service Award went to Mary Mason of WDAS-FM, the station which NATRA named FM Station of the Year. Named as AM Station of the Year were WVON in Chicago, and WDIA in Memphis.

Talent In Action

*Singer Doris Troy, who recently signed with Polydor Records, Britain, has also signed a long-term agreement with Sparta Florida Music. Pictured after the inking are, l. to r., Trevor Timmers, Polydor Pop Marketing Manager; Spa’s Hal Stampler; Wayne Buckerton, Polydor Creative Manager; and Miss Troy. Her records will be released on the Mojo label.

Soul Singles

BEST SELLING

This Week Last Week TITLE-Artist, Label & Number Weeks on Chart
1 2 BACK STABBERS Thems From Philadelphia International 73517 (B.U. Assorted, B.U.) 10
1 1 POWER OF LOVE Joe Sample, Springs 128 (Polydor) (B.U. Assorted, B.U.) 9
6 4 GOOD FOOT Part 1 The Shalamar, Epic 1456 (Deltone/Ruffin, R&B) 5
7 5 DREAMIN’ IN THE WINDOWS Jack’s, Metronome 1019 (Jewels, ASCAP) 4
6 7 STARTING ALL OVER AGAIN Thelma Houston, Epic 10 (B.U. 0127 Music Sheets, R&B) 4
7 9 THIS WORLD Shirelles, Shirelles 0152 (Deltone/Ruffin, R&B) 4
1 1 I’M STILL IN LOVE WITH YOU Ben E. King, Atlantic 45 (Atlantic, R&B) 3
10 7 THEY LONG TO BE CLOSE TO YOU Jerry Butler featuring Brenda Lee, Saxony 753 (U.S. Songs Blue Sheet, Post) 3
1 1 MY MAN IS A SWEET MAN Michelle Jackson, Spring 127 (Polydor) (B.O.S. Assorted, B.U) 3
11 12 THINK About It Millie Jackson, Spring 127 (Polydor) (B.O.S. Assorted, B.U) 3
12 4 FREEDOM’S DEAD (Theme From “Super Fly”) Curtom 1975 (Buddah) 3
20 10 DON’T TAKE MY KINDNESS FOR GRANTED Soul Children, CBS 0132 (CBS Assorted, B.U) 3
32 1 USE ME The Whispers, CBS 241 (Deltone/Ruffin, R&B) 2
17 9 ZING WENT THE STIRNS OF My HEART Tempos, Buddo 060 (Werner Brothers, CBS) 2
18 18 I MISS YOU Shirelles, The Blue Notes, Philadelphia International 73516 (B.U. Assorted, B.U.) 2
24 8 HOW CAN I LET YOU GET AWAY Philadelphia, Atlantic 490 (Atlantic, R&B) 2
32 25 OPEN HOUSE AT MY HOUSE Philadelphia, Atlantic 490 (Atlantic, R&B) 2
23 22 THE WONDERFUL SWEET, SWEET LOVE Tempos, Buddo 060 (Werner Brothers, CBS) 2
23 21 I COULD NEVER BE HAPPY Shirelles, Shirelles 0152 (Deltone/Ruffin, R&B) 2
44 14 IF YOU HAVING LIES YOU I DON’T WANT TO BE RIGHT Luther Ingram, CBS 211 (Stax/Volt) 2

September 9, 1972, Billboard
"Any station involving itself in an anti-drug campaign is really involving itself in the betterment of the community."

Jimmy Bishop
WDAS-Philadelphia

"All stations should be involved in their community for the benefit of the station as well as the people it serves. The search for Sam Stone is a perfect example how to do just that."

Jay Butler
WJLB-Detroit

"You figure out what the people really care about and, at this point, it seems to be about the same everywhere, people care about the drug problem, so a radio station has to do something about the drug problem, a radio station has to do something to make the people have a better understanding of the drugs they're confronted with."

Buzz Bennett interview (Part III)
in the Bob Hamilton Report

"SAM STONE"
by
SWAMP DOGG

THE FOLLOWING STATIONS AGREE

WOL WAO KHOC WMFS KMAT
WUK WOK WLO KALO WMMR
WATE WAP KQTR WNIU KSEE
WAWF WAF KQWC WJLS KSAN
WDRM WHD KKJW WOKM KATZ
WELD WED Ktrb KYEA KB
WIND WGN KUOA WBLFS WNJR
WUPM WEP WIBS KBBF WTN
WYNN WPB WESS WNOV KSAN
WYIN WGL WHB WMPR KXL
WYK WGM WIBF WMUR WJK
WZJ WBM WIBB WSHE WSS

"CUFFED, COLLARED & TAGGED"
from CREAM RECORDS
Prerecorded Reel-to-Reel

Is Alive & Well at Magtec

By BOB KIRSCH

LOS ANGELES—Prerecorded reel-to-reel music is far from being a dead item, and suburban Magnetic Tape Engineering Corp. (Magtec) is proving this fact.

The firm, which counts Warner Bros., Repro, the MCA group, Elektra, the UA family among its licensees and has an agreement with RCA, is buying two producing channels in its reel-to-reel tape thru its Stereotype Division and will market the 4-channel market in the fall.

Sasch Rubinstein, general manager of Stereotype Division, said, "The demand for pre-recorded music has increased over the past few years at a rapid rate. One reason is that a number of manufacturers who had never been in the reel-to-reel market have worked out with reel-to-reel units. The models run from intermediate priced stereo to tops. This is responsive to a consumer who is already very demanding."

"What type of consumer buys reel-to-reel hardware and software?" Rubinstein said, "We can set the tone and make sure the consumer is interested in music."

"The price of the product has not been affected. We charge $10 for an L.P. and $12 for an L.P. and there is a competitive market. It's also being displayed. It's also being displayed."

GORDON MCDONALD, director of marketing, MGA (second from right), is shown by Roy Johnson, MGA president, and Motorola was two firms exhibing ETV television cartridge units.

Stand-Alone Player Is Unveiled by CTI

By RACDIEFE JOE

NEW YORK—Cartridge Tele vision Inc., has unveiled its long-awaited stand-alone Cartridgevision player, designed for the consumer who wishes to watch television by the press of a button, a price tag of $700 and will be available to the mass market through CTI licensees by March 1973.

The unit will play prerecorded videocassettes through the antenna terminals of any standard television set and converts the sound and picture to white. To demonstrate this point, CTI used 12 different color television brands at its unveiling ceremonies.

CTI is also developing a playback and record unit that will be released within 90 days of the stand-alone player. The unit and record unit will be sold for under $900.

Meanwhile, Don Johnson, vice president marketing, CTI, has discovered that his company will ship an estimated 35,000 Cartridgevision decks this year, with 250,000 planned for the end of this year. The decks will be incorporated into commercial units for sale by such CTI licensees as Sears, Roebuck, and Allied, and Telefunken.

Further strengthening CTI's position as a producer of videocassette systems for the home entertainment market is the disclosure, by Johnson, that hundreds of retailers across the U.S. will be offering Cartridgevision during the middle of this month.

According to Gordon McDonald, vice president of MGA, the player will accept either U.S. 60-cycle cartridges or European 50-cycle cartridges. The unit can also be set for continuous unattended play.

MGA Unit at VidExpo '72

NEW YORK—VidExpo '72 became the first U.S. showcase for a Japanese EVR system manufactured by Mitsubishi. The unit which was displayed at Mitsubishi's (MGA) booth is a high fidelity stereo system that has the position and conference, is expected to vie with U.S. made Magnavox, on the international market.

The unit will carry a list price of $995 and will be available for sale in September.

According to Gordon McDonald, vice president of MGA, the player will accept either U.S. 60-cycle cartridges or European 50-cycle cartridges. The unit can also be set for continuous unattended play.

ITA TESTIFIES ON ED BILL

N E W Y O R K — Fourteen members of the International Tape Association will testify at a special Congressional hearing designed to improve educational quality through effective utilization of educational media.

The meeting will be held before the Select Subcommittee on Education, at the Rayburn House Building, Washing ton. It will be chaired by Congress man John Brademas (D.-Ind.).

Following the testimony, the members will have an opportunity to meet with members of Congress. A demonstration of exhibitors' video player equipment will follow.

Precision, Shell 'Tourist Tapes': U.K. Expansion

LONDON—The Shellsound Guide series of spot commercials featuring personalities talking about various beauty spots throughout the British Isles is being launched nationwide for the summer. The test marketing campaign in Hampshire and Devon has been jointly produced by Precision and the Shell oil company.

The initial 20 Shellsound tapes cover Christchurch and the New Forest, Dartmouth, The West Country, and Straford-on-Avon. The tapes are available in boxed cassette and cartridge form, priced $3.34 and $3.04 respectively. They are supplied complete with a map covering the area being talked about.

In addition to Precision's usual accounts, the tapes are being offered through 100 Shell service stations all over the country. Further additions to the series will be made in the U.S. and France.

Shell has also agreed to sell at the 200 filling stations a special six-page companion to the boxed cassette and cartridge forms from the tapes. This is a major breakthrough for Precision, which has been extremely anxious to try garages as outlets for tape product. In conjunction with the Precision pack Shell is also offering a filling of a 200-year car player at a special price of $65—a saving on the normal recommended retail price of the unit of nearly $12.

R-T-A Audio/Video

TV Magazine

For Japanese Living Overseas

TOKYO—Japanese expatriates in the U.S., Germany and other countries have a good opportunity to keep abreast of events here via a new videocassette magazine designed for overseas entertainment.

The program is designed primarily for Japanese nationals working or living abroad, or subsidized projects abroad, and is aimed at cutting down on the high turnover among expatriate Japanese workers grown homesick after years away from their home and families.

Sponsors of the program include those companies affected by the turnover. Executives of these firms feel that the program would not only help to build employee morale, but the turnover would be now being lost by the employe turnover.

Initial recipients of the program, which will be made available at no charge to existing TV hardware, will be Japanese oil dealers working in various Persian Gulf countries. The project will later be extended to include expatriates in Los Angeles and Chicago in the U.S., and Dusseldorf in Germany.

It is hoped that the program can, in the long run, be expanded and be made available to include American expatriates—Japanese —and who, because of language barriers, are now being cut off from various Japanese entertain ment sources.

AES Show

Sept. 12-15

In New York

— A phalanx of major tape hardware and software manufacturers will display their wares at the 43rd convention of AES held in the Waldorf-Astoria hotel.


The convention will explore such areas as tape duplicating techniques, magnetic recording, disk recordings, a forum on the state of the art, electronic music instruments and others.

The traditional AES Awards banquet will be held Sept. 14 in the Starlight Room of the hotel. Among the people to be honored at this function is Frank D. Jerger, professor of physics at University of Gotingen, Germany, and formerly of Bell Telephone Laboratories. He will receive the Society's Gold Medal Award.

The AES medal will go to John 

Continued on page 27

Kenwood Receiver

LOS ANGELES—Kenwood has introduced the most highly advanced FM receiver, selling at $349.95. The new model includes direct coupling, terminals for two tape decks, input for two auxiliary sources, 1200-ohm balanced input jack and separate preamp output to permit external phono stage.

Other features include an FM section completely combined with four tuned circuits, three permanent filter elements, a multi-pole, multiswitching demodulator in the MPX phase.
Pilferage Spares Milwaukee Store

By RENN OLLMAN

of records on the floor and no cash register.

Producers
The brothers are also active as

concert producers under the Day Dream Productions name, with tickets for their promotions handled in the store. Successful book-

ings to date have included appearances by Roberta Flack and Frank Zappa.

The move into larger quarters has enabled 1812 Overture's owners to boost emphasis on accessories. An earphone listening post in the middle of the store resulted in the sale of 35 Koss earphones in the first month after the store opened.

Unique promotional stunts have been effective in building store traffic. Recent promotions have included offers of an organic peanut butter sandwich with each 8-track or LP purchase.

(Continued on page 49)

Tape/Audio/Video

We set out to build a better mouse trap. We wound up building a better mouse.

Actually, it was a better cassette we were trying to build. And we succeeded. But first we found we had to develop a new kind of tape.

You see, to achieve the higher quality reproduction characteristics we were seeking, the miniature cassette tape had to have a far denser pattern of oxide particles than ordinary tape.

Developing this new denser-pattern tape took 15 years of research. But it was worth it. Because what we learned in developing a superior cassette tape helped us make a vastly superior tape for every other use also.

Under critical recording conditions, Maxell tape has unparalleled response within the Hz response curve, and high end frequency and distortion cellent. There is an and consistency in both remarkable and Maxell makes a tape need. A complete range recording tape: cassettes, reel-to-reel, mastering (all widths) and bulk. Then there's Maxell video tape, computer cassette tape and, well, every kind you can think of.

For more information about the Maxell line of tape, write: Maxell, 501 Fifth Avenue, New York, New York 10017.

The answer to all your tape needs.

Maxell Corporation of America, 501 Fifth Avenue, New York, N.Y. 10017

SEPTEMBER, 9, 1972, BILLBOARD
NEW YORK—Producers of TV cartridge software for the home consumer are being encouraged by equipment manufacturers to be less concerned about the lack of standardization in hardware. This won a predominant theme during the recent VisiExpo '72 here where so many experts stressed that standardization will come slowly and software can be adapted to many formats.

The concerns, and indeed, the negative attitude, that erupted during a session on consumer TV cartridge, cannot be expected to dissolve. Software producers are concerned not only about which format to conform to but as well about where the financing will come from.

Moreover, producers aiming at the home market cannot always relate to those successfully supplying the institutional markets. It was on this point that many analysts were disputed. One example of the strong optimism of producers such as Edward Rogers, VSP, Yonkers, N.Y., who like many, stress the fact that many different formats exist in the institutional market and yet producers are not inhibited.

Rogers' strong views were challenged by Donald Segall, president, Cable Shows/Video, Inc., who said VSP is not concerned with consumer video. But the dilemma many producers aiming for the home market express is heightened by the seeming ambivalence of those pioneering in consumer markets. For example, Segall said he believes there will be a home market for TV cartridge. "But I happen to believe that the real impact of video will come through the media of cable (with CATV systems utilizing banks of cartridges and cassettes)."

Many experts exceedingly concerned of the challenges facing software producers are just in awareness of the tremendous possibilities inherent in TV cartridge. P. Kent Kershaw and P. K. O'Hara of the Audio/Visual Department, National Association of Broadcasters, discussed the costs of program materials and "we know, with these, remaining costs are very expensive, and most expensive of all, is the (Continued on page 49)."

**Camelot Opens 14th Tape & Record Store**

**By JOANNE OLIVER**

NORTH CANTON, Ohio—Camelot Music has opened its 14th tape and record retail store, at Northgate Mall, Cincinnati. The outlet is the latest in the firm's long string of eight to 10 new shops annually.

The store spans 2,000 square feet of space, and is Camelot's first in the greater Cincinnati area. Camelot's first retail outlet was opened six years ago in Mellett Mall here.

According to Philip Shannon, general manager of Stark Record and Tape Service, Inc., parent company of Camelot Music, the chain will open its 15th store in October in 2,140 square feet of space in Fashion Square, Saginaw, Mich.

"We are also negotiating for six to seven additional mall locations," he added.

Camelot will also open three travel retail programs at Fisher's W.T. and 5,000 new record store, using any tapes, including7-inch, 10-inch, and 16-inch cassettes and cartridges.

Although stock varies slightly according to Shannon, Camelot said that Camelot Music outlets generally carry 3,000-4,000 titles in 8-track tapes, about 1,000 8-inch cassette and about 40'-inch and 4"-'inch cartridges. "We're just starting back into open reel now," Shannon added.

Camelot also carries about 5,000 in all formats, according to Shannon. "...in the largest selection of singles of any retailer," Shannon asserted. He added, "You'll have available in 4-channel at this time, but we don't have anything we can get our hands on. Customers are asking for more, and we are working toward that," he said.

Shannon also gave an estimated breakdown of sales, by configuration, noting that these vary with 'the location: 25-40 percent: 8-track, cassette, open reel'; 40-50 percent: singles in 8-15 singles; 5-10 percent—sheet music. The proportion of tape sales includes "...a lot of a blank tape in 8-track and cartridges."

Stock, arranged alphabetically according to music category, is reordered on a year-end basis. "We are ordered in February—March," said Shannon. "The catalogue has 12 columns, one for each week, for the three-month period."

The store appears to be "very well run," according to Shannon. "...the stores run pretty smoothly, with not too many problems," Shannon continued. "The most bothersome problem is returns. Defective and shopping. Of course, bootlegging is hurting us all. It's worse in large cities. We've had counterfeits brought in to use as exchange. It escapes some clerks, but, if we detect if, we refuse to take it back. However, some of it is done so well that we don't find out until we send it back to the manufacturer. From outside appearances, it looks like a legitimate tape."

Promotion Camelot openings are promoted with full-page newspaper ads, along with radio advertising. While their customary advertising budget is two percent of volume, to 3 percent (Continued on page 49)

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Lending Libraries Stir U.K. Copyright

LONDON—The proliferation of tape lending libraries in the U.K. is causing a loss in copyright royalties, according to managing director Hertrum Pratt of the Mechanical Copyright Protection Society (MCPS).

The MCPS is extremely concerned at the idea of a supposedly non-wearing tape being sent to library members without any provision for copyright royalties on product loaned out.

Various ideas for rectifying this loss have been put forward. Last year MCPS wrote to major record and tape companies suggesting that they should pay substantially higher royalties on cassettes and cartridges sold to swap-a-tape clubs but the manufacturers took the view that if any extra royalties were due, they should be paid by the libraries themselves. Consequently nothing came of the move.

A Working Party on Public Lending Rights, headed by Lord Ecclestone and set up primarily to examine the similar problem that exists with book libraries, published a report earlier this year which agreed that authors whose works were loaned out by libraries should be compensated for the loss of royalties. It is likely that any steps taken to ensure payment of a royalty on books loaned from libraries will also cover records and tapes.

"There is nothing in law that we can do at the moment," Pratt commented. "We would like to see a change in the law and the situation is concerning us quite a lot as, I believe, it is the record companies. After a tape is sold, there's no control over it. The owner receives his original royalty on the sale after which it doesn't matter how many times it is lent out, he receives nothing."

Continued from page 18

LONDON—The second course, "Continued from page 9-

"Videotape Workshop," will be offered this fall. The course, "Videotape Workshop," is designed as a practical course in the production and use of 1-channel videotape, and is being offered to students interested in familiarizing themselves with basic rules of validity and production techniques through small group instruction.

The course will pay attention to videocassettes, one- and two-inch videocassettes, cable TV, camera and sound techniques, and on the building of competence to produce effective tapes.

The workshop will meet in two sections, Sept. 19 to Jan. 9, on Tuesdays from 8:10 p.m. to 9 p.m. and Wednesdays from 8:10 p.m. to 9 p.m. Commencement is limited, an interview is required before registration.

The second course, "What's on TV Tomorrow?" takes the form of a discussion series, and features such guest lecturers as the New York Times television critic John O'Connor and artist Andy Warhol.

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THE ROQ REVOLUTION IS ON KROQ 1500
More than 600 leading executives of the radio and radio industries gathered for the opening session (top left) of the fifth annual Billboard Radio Programming Forum. The international event drew radio men from the U.S., Canada, England, New Zealand, Japan, Peru, Brazil, Hong Kong, and Puerto Rico. After greetings from Hal Cook, publisher of the Billboard, the three-day meeting launched into high gear with speeches by Jerry Wexler, executive vice president of Atlantic Records, and Ron Jacobs, program director of KGB, San Diego. Claude Hall, radio-TV editor of Billboard, chaired the session. A key aspect of the Forum was the interchange of ideas between everyone, including the audience. And this educational atmosphere permeated from beginning to the end of the Forum, the most successful in the history of the Billboard.
Radio Programming Forum Highlights

Session 3: Chairman George Wilson fields questions for Dr. Tom Tarshis, center, and Allen Klein, right.

Session 4: From left, chairman Tom Campbell and Tom McMurray and B creeping Armstrong. Atmosphere of entire Forum was casual, intimate.

Session 5: Gary Allyn relates the growth of FM at podium while Tom Donahue, center, and chairman David Moorhead listen.

Session 6: Sonny Melendrez, using a taped presentation, described how promotions can build ratings. Bruce Wexler is at right, chairman Ernie Farrell in center.

Session 7: Both Jim Long and chairman Dan Clayton listen while Bill Meeks discusses jingles past and present.

Session 8: Julian Breen talks about the short, short play-list while chairwoman Jan Bashan and Paul Drew await the barrage of questions that permeated each session.

William Ray talks about the “do’s” and “don’ts” of broadcasting with some radio men after his talk (photo at right.) Topics discussed during the six morning workshops ranged from “The Future—or Death—of Progressive Radio” to “Oldies in a Format—How, Why, How Much.” Three workshops were held concurrently and registrants pretty much had their choice of topics. The Drew-Breen session drew a packed SRO audience. Many of the sessions featured especially-prepared tape presentations created just for the Forum.

To a packed luncheon crowd, William Ray of the Federal Communications Commission’s complaints and corripliances division urged radio and record executives to “join us and the Justice Department in getting rid of the bad apples” involved in payola. “It is certainly not to your interest to let the finger of suspicion,” he told the audience at right, “be pointed at every radio station, disk jockey, program or music director, record promotion man or record company because of the actions of a relatively small number of persons.”
Radio Programming Forum Highlights

Session 10: Listening to a statement from the floor, from left: George Davies, chairman George Williams, Aiden Dietz.

Session 11: Speaker Don Graham sits at edge of stage while chairman Joey Reynolds and Tom Stafford, right, also enjoy tape presentation of KGB, San Diego, "recycling" format project.

Session 12: From left: Chairman Tony Richland, Steve Popovich, Pat Pipolo, Jerry Sharell, Ben Scotti, Harold Childs. This session started right on time but stretched far past normal closing time as both speakers and audience refused to call it quits. It was here that promotion man Red Schwartz commented from the floor that the promotion men themselves had made monsters out of the tipsheets and it was time to get back to the basics of promotion.

Bill Rock makes a point from the floor at one of the sessions.

Session 13: Bill Robinson talks of albums in country music radio. Chairman George Farness, center, and speaker Bob Kieve listen.

Session 14: Dick Orkin, famous for his "Chickenman" series, is at podium. Chairman Gene Taylor, center, and Tom Adams take mental notes.

Session 15: While chairman Jerry Stevens, center, and Willis Duff listen, general manager Jim Davenport talks on management's role in programming.

Session 16: Pat O'Day presents his views on a teen-adult music mix while chairman Wolfman Jack, center, and Roland Bynum listen.

Session 17: Charlie Tuna, at podium, discusses the development of personality, while chairman Jim Conners, center, and Ric Libby listen.

Session 18: Betty Breneman, left, and Elma Greer, right, are pinned down by a series of questions from chairman Don Ovens.

Session 9: Chuck Blore ponders a question from the audience while chairman Col. Robert Cranston, left, and Jack Thayer take mental notes. (Photo at far left) Fixing the question is one of the members of the audience. Every session was well-attended and drew both comments and questions from those in the audience.

SEPTEMBER, 9, 1972, BILLBOARD
ARTIST APPRECIATION PARTY

From left: Programmer Bill Stewart, record man Morris Diamond, actor Telly Savalas, performer Mac Davis.

From left: Record promotion executive Pete Bennett, MGM Records researcher Barbara Wood, performer Bobby Vinton, and Linda Valencia.

Shiro Yamazaki of FM Tokyo, Japan, and Tsuneo O'Mori, right, Japanese critic.

Performer Andy Kim, left; performer Johnny Mathis, center and Mac Davis.

From left: Jim Benci, Bruce Wendell, Don Ovens, Sam Neely, and Rudy Durand.

Ira Trachter of MGM Records chats with Larry Douglas of RCA Records, center, and Marion Orr, Billboard record research department.

Smokey Robinson, one of the speakers during the Forum, also attends the cocktail party honoring record artists. Here, he chats with Rick Springfield, left.

Don Ellis, who performed with his band one night of the Forum, chats with Hal Cook, publisher of the Billboard, who sat in as drummer during the performance.

Pete Garris, a record man with Brunswick Records, talks with Andy Kim, a Uni Records artist, left.

Session 19 & 20: Bruce Johnson, at podium, introduces speakers Lew Witz, center, and Tracy Westen. Westen's speech drew much repartee from the audience. In the photo at near left, Lou Dorren makes a point on matrix and discrete quadrasonic broadcasting. George Ilwens is at right, chairman Jim Gabbert at left.
Radio Programming Forum Highlights

AWARDS—RECORD PROMOTION

Plaques went to:
Pete Bennett, Apple National Promotion Director
Buck Reingold, Buddah Northeast Promotion Man
Don McGregor, Warner Bros. Southeast Promotion Man
Tim Kear, CBS Midwest Promotion
Dave Uro, Warner Bros. West Coast Promotion Man
Tony Richland Independent Promotion Man
Don Graham, Chess/Janus Staff Promotion Man

Certificates went to:

National level—Ron Saul, Warner Bros; Steve Popovich, Columbia; Jerry Sharrill, Buddah; Pat Papilo, MCA Records; Larry Douglas, RCA.

Eastern area—Dan Kelly, Atlanta; Jim Taylor, A&M; Joel Senksiewicz, CBS; Jim Zemarel, CBS; and Joe Billelo, Buddah.

Southern area—Ken Van Durand, RCA; Larry Busnach, Dot; Al Monet, MCA; Wade Pepper, Capitol; and Dave Mack, RCA.

Midwestern area—Russ Yerze, CBS; Jack Hakim, Buddah; Roy Chiovoni, Warner Bros.; Pete Godwin, MCA; Gene Denonvich, CBS.

West Coast area—Ray Anderson, RCA; Stan Napolig, Buddah; Mike Toon, Don Wilson, more, RCA; and Lou Galliani, RCA.

Independent promotion men—Tom Gilardi, midwestern area; Paul Gallin, midwestern area.


Country music—Shiro Yamazaki, KCBC Radio; Faukuka, Best Air Personality; Mitsuo Adachi, Kawai; Nippon Hotei; Best Producer; Program “All Night Nippon” “Viva Kame Show.”

Canada—Jack Cullen CNW; New Westminister, B.C.

Progressive

Ron McCoy
WNCN, Los Angeles
Large Market

Jack Hayes
KFI/AM, Los Angeles
Large Market

Jim Reeves
WKFL-FM, McComb, Ill.
Small Market

Paul Worth
KLOS, Los Angeles
Large Market

Military

Sgt. Bob Meuer
AFB, Kansas City, Mo.
Kaiser-Germany, Ltd.

Syndicated Shows

Dick Summer “The Lovin’ Touch” Boston
Scott Ross “The Scott Ross Show” Fresno, N.Y.

Japanese contingent (American, too) found the Burwen exhibit fascinating. Here, several men listen to the Burwen noise reduction broadcast system.

AWARDS—RADIO PERSONALITIES

Top 40

Sonny Melendez
KTSZ, San Antonio
Large Market

Gary Owens
KMPC, Los Angeles
Large Market

Lee Sommers WABY, Albany, N.Y.
Medium Market

Johnny London WICH, Norfolk, Conn.
Small Market

MOR

Tom Adams WPRO, Miami
Large Market

Bob Raleigh KNEX, San Francisco
Large Market

Mike Atkinson WABC, New York
Large Market

Gary Owens KMPC, Los Angeles
Large Market

Lee Sommers WABY, Albany, N.Y.
Medium Market

Johnny London WICH, Norfolk, Conn.
Small Market

Soul

Melvin Jones WAWA, Milwaukee
Large Market

Hill Johnson WAMM, Flint, Mich.
Small Market

Country Music

Jim Beedle
KKNV, Las Vegas, Nev.
Large Market

G. Horton
WCOS, Columbia, S.C.
Medium Market

Jim Reeves
WKAI-FM, McComb, Ill.
Small Market

Shiro Yamazaki
KCBC Radio

Jack Cullen
CNW, New Westminister, B.C.

Don Graham, Chess/Janus


Country Music—Bill Robinson, WSM, Nashville; Stu Brown, KCMO, Kansas City, Mo.; Tom Rainer, WELW-FM, Cleveland; Art Feldman, KKEV, Glendale, Calif.; Rick Taylor, WHOO, Orland, Fla.; Mike Burger, WLON, Orlando, Fla.; Ron Jones, WLIR, Akron, Ohio; Bill Hart, WSLR, Akron, Ohio.

Progressive—Moe Benvenuti, WDBS-FM, Raleigh, N.C.

Canadian radio—Scott Carpen- ter, WDEF, Toronto; Wayne Mc- Atee, CJOE, London, Ont.

WABY Large Market

Dick Hargis, Warner

Donnelson

Johnny London, WICH

Paul Worth, KLOS

Paul Worth

Shiro Yamazaki

Jack Cullen


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Radio Programming Forum Highlights

These men devoted considerable time to the organization and the agenda of the fifth annual Billboard Radio Programming Forum. Without their aid the third international meeting would not have been possible.

FORUM ADVISORS

George Wilson
National Program Director
Bartell Broadcasting
Des Moines

Don Nelson
General Manager
WIRE, Indianapolis

Jerry Stevens
Program Director
WMNR-FM, Philadelphia

Dick Starr
Programming Consultant
Miami

Dale Andrews
Program Director
WCBM, Baltimore

Bianca, Chiovari, Warner

Don Galliani

Records

Harold Childs
National Promotion Director
American Records

Steve Popovich
National Promotion Director
CBS

Don Nelson

Georgia

Jeff Whittington
National Promotion Director
Buddah Records

Jack Cullen

Big Ben

Ben Scott

President, Promotion
MGM Records

MOR

Tom Adams WPRO, Miami
Large Market

Bob Raleigh KNEX, San Francisco
Large Market

Gary Owens KMPC, Los Angeles
Large Market

Lee Sommers WABY, Albany, N.Y.
Medium Market

Johnny London WICH, Norfolk, Conn.
Small Market


Country Music—Bill Robinson, WSM, Nashville; Stu Brown, KCMO, Kansas City, Mo.; Tom Rainer, WELW-FM, Cleveland; Art Feldman, KKEV, Glendale, Calif.; Rick Taylor, WHOO, Orland, Fla.; Mike Burger, WLON, Orlando, Fla.; Ron Jones, WLIR, Akron, Ohio; Bill Hart, WSLR, Akron, Ohio.

Progressive—Moe Benvenuti, WDBS-FM, Raleigh, N.C.

Canadian radio—Scott Carpen- ter, WDEF, Toronto; Wayne Mc- Atee, CJOE, London, Ont.
Radio Programming Forum Highlights

AWARD CEREMONIES

At left, Pete Bennett displays his award for being the top national record promotion man in the nation this year. From left in the photo are: Hal Cook, publisher of the Billboard; Bennett, national promotion director of Apple Records; Mickey Addy, Billboard salesman, New York; Lee Zhito, editor-in-chief of the Billboard. Below, in photo at left, emcee Gary Owens, air personality on KMPC in Los Angeles, presents award to Don McGregor, Warner Bros. Records. In other photo, Tony Richland accepts his award for best independent promotion man in the industry while Owens looks on.

Don Graham, left, accepts his award for best staff promotion man from Gary Owens.

Jerry Sharell, national promotion director of Buddah accepts award for Buck Reingold.

Steve Popovich, national promotion director of Columbia Records, accepts award for Tim Kehr.

Dave Urso, Warner Bros. Records, accepts his award as best West Coast promotion man.

Isao Tani, chief secretariat, Tokyo Music Festival, of Japan invites everyone attending the Billboard Forum to visit the music festival in Japan.

Luis Serrano extends cordial invitation for Forum registrants to also attend a music festival in Brazil.

Kenny Rogers, left, presents $1,000 bill to Stan Roth, KFOG-FM in San Francisco. Roth won the prize in a hotel-wide treasure hunt sponsored by Rogers' Jolly Rogers Records label.

Claude Hall, radio-TV editor of the Billboard, accepts "SMF" award from the Southern California Record Promotion Men's Association. Presenting is Stu Yahm, right, of Capitol Records on behalf of the promotion men's organization.

Awards Luncheon audience gives Janet and Bill Gavin of The Bill Gavin Record Report a rousing ovation for their outstanding contributions over the years to the record and radio industries.

Wolfman Jack receives a public service award for his efforts on behalf of recruiting for the U.S. Air Force from Gen. Conrad Allman, commander of the air force recruiting services.

Roger Carroll accepts award on behalf of his public service contributions to air force recruiting from Gen. Conrad Allman, commander of the U.S. air force recruiting services.

SEPTEMBER, 9, 1972, BILLBOARD
Henry Drennen, left, of the Billboard Magazine in Japan announces that Shiro Yamazaki who does "Shiro's Music Town" program on KBC radio in Fukuoka, Japan, has won a plaque for best air personality in Japan. Yamazaki is literally up-in-arms over the award.

The Rev. Billy Sal Hargus, otherwise known as Don Imus, WNBC, New York, gets into a song about the plastic Jesus riding on the dashboard of his car. Imus combined a show with his presentations of the radio personality awards.

And one of the early winners announced was Gary Owens, KMPC, Los Angeles, who'd earlier presented the record promotion awards. Here, Owens, left, starts to lay some skin on the reverend.

Pat Patterson, WKIX, Raleigh, receives his Top 40 award from the reverend.

Receiving: Art Dely, KWOS, Jefferson City, Mo.


Jack Hayes, KBPI-FM, Denver, receives progressive radio award.

Lee Sommers, WABY, Albany, N.Y., receives MOR plaque.

Receiving: Sonny Melendrez, KTSA, San Antonio, takes Top 40 plaque.

Receiving: Paul Werth wins plaque in classical music for KFAC, Los Angeles show.

Bob Raleigh, KNEW, San Francisco, receives MOR plaque.

Phil Gardner wins country award for KITY-FM, San Antonio show.

Jack Cullen, CKNW, New Westminster, B.C., is top Canadian air personality.

Ron McCoy, KNAC-FM, Long Beach, wins progressive plaque.

Tom Adams, WIOD, Miami, receives MOR plaque.
Bubble Rock Is Here To Stay

There is no artiste on this album. The songs are the stars.

It's the latest thing in the world to look back on a great old band and remember how much you loved it. They were unsung, some of these long ago, smashers, weren't they? In fact you know some of them so well that a re-hearing can only bring nostalgia — there are no new notes or phrases to be discovered. Which is why the music industry has given birth to "bubblerock is here to stay."

The multi million sellers, as never heard before. Fabulous old ones in beautiful new bottles! Would you believe "Rock Around the Clock Waltz"? Would you imagine "Tweed and Shout" with a string quartet? Have you heard "It's My Party" (a heavy, "The Wanderers" rockin' with violin and maracas?) "Have I the Right" guitar breakdown and "The Night Has a Thousand Eyes" rock and roll? "Reflections" squeezed into the "Whole Lotta Love" base off, "It's Over" as a whispered instrumental, "Sweat" for my "Sweet" — pounding drums, fuzz bass and strumming violins, "Rain and Tears" (the European guard) with organ and mandolins?

This is a new experience for you! Together — in all their original versions — these songs have sold millions and millions of records. Now they can be heard as never before. Think of "Satisfaction" Country style! And wonder, as you bask in the pleasure of this truly magnificent album, why nobody ever thought of recording "Life TAMBOULINE MAN" with an orchestra of 15 tambourines below.

There is no artiste on this album. The songs are the stars.

'Most Requested Ever Made' JONATHAN KING UK49002
The Official Munich Olympic Games Theme 1972? THE ATHLETES FOOT UK49004

'Sea Side Shuffle' TERRY DACTYL and the DYNOSAURS UK49003
Well, it started in Jamaica a long time ago-
Now they're dancing to the rhythm in San Francisco.
Their feet are lifting, they're stomping their feet.
'Cause they just can't resist this inescapable beat.
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh!
First it moved over to England across the sea,
And got picked up by the kids there, like you and like me.
J.A. added some strings to the overall sound.
Now that godammed Reggae rhythm is rocking the ground, baby.
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh!
You can see you all shuffling and lurching along,
As you dance to the Reggae rhythm to this happy Reggae song.
Just shake all your shoulders, stamp your boots on the floor.
'Cause this happy Reggae band is gonna give you some more, man!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh! huh! yeaah! yeaah!
This is Reggae uh-huh!
This is Reggae uh-huh! huh! yeaah! yeaah!
GREAT SONGS OF THE SIXTIES Edited by Milton Okun. Introduction by Tom Wicker. Compilation of 80 songs and music providing insights into the historical, political, social, and cultural attitudes of our society. 320 pages. 9 x 11. 82 songs. $17.50

THE SOUND OF SOUL By Phyl Garland. Spirituals, the blues, hard core soul, and their foundations—discrimination—are the stuff of The Sound of Soul. What emerges is an account, both entertaining and informative, of a cultural force that is also a multimillion dollar business. It is destined to remain the standard authority for years to come 246 pages. 5% x 8%. $9.95


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THE BILLBOARD BOOK SHELF

RECOMMENDED BOOKS FOR BILLBOARD READERS

THE SOUND OF THE CITY The Rise of Rock and Roll By Charlie Gillett. Traces the sources of rock and roll, examines regional styles that have shaped its history up to the present day. Play List. Bibliography. Index. 5% x 8%. $9.95

THE NASHVILLE SOUND Bright Lights and Country Music By Paul Heppener. An informative description of what Country and Western music is, where it came from, and who's making it. $5.95

THE RECORDINGS OF BEETHOVEN. These critiques, originally published in High Fidelity cover all the available recordings of the works of Beethoven. 184 pages. 5% x 8%. $6.55

THE 1972 WORLD RADIO-TV HANDBOOK. A complete directory of international radio and television stations. 384 pages. 6 x 9. Paperback. $6.95

NATRA Adopts Code & Constitution After 17 Yrs

PHILADELPHIA — After 17 years, the National Association of Talent Agencies (NATRA) truly become of age with the adoption of a constitution and code of regulations for the very first time.

Curtis M. S. Moore, NATRA president, hailed the action as “the most important event in the history of the talent agency profession,” which included its 17th annual conventions last November (issue 246). At the Marriott Hotel here, at the concluding session on Saturday night, President Nixon, following an address by the President on television, introduced the NATRA Constitution and Code.

“Thank you to our NATRA with new directions,” said Shaw. “For the first time, NATRA is going to do what the members want and what they need. What has gone on before does not matter anymore. What will be judged by what happens now. We will be judged by not saying or doing, but by deed.”

The constitution, adopted during the convention, with copies to be sent to the entire membership, will provide the guidelines for the future administration of the association. Curtis explained: “According to the constitution, the governing body for the next year will be the national convention and its delegates.

“We are here on one hand,” said Curtis, “and means of the conventions, apart from the many social aspects, will be working conventions. You will be the delegates, and we will do what you want and how to do it.”

The attainment by the association of constitutional status was hailed by Carl Stokle, news anchor for WNBC TV in New York and former mayor of Cleveland, Ohio, who was the guest speaker at the presidential luncheon.

“In adopting a formal constitution,” said Stokle, “the association will now achieve the status of an official body, which is only a logical step in the media. The future of all blacks and whites will be in the hands of our association and the people are working toward this end.”

The new constitution will provide the framework for the association, and the delegates are expected to help shape the organization, constitutionally constituted, of NATRA’s unwritten constitution. Curtis said, “We will talk to the Federal Communications Commission about the possibility of working with the department and the media.”

The opening of the convention was marked by the dedication of a special television program, to begin at once. Details of the program were not disclosed.

At the beginning of the convention, Curtis explained, the convention has been added to the park shows daily.

King Louis UK Records

NEW YORK—British record producer Jonathan King has formed U.K. Records and opened a U.S. office. Distribution will be through London Records in the U.S.—in the U.K. the label is distributed by British Decca.

Fred Ruppert, previously national vice-president and head of Easy-Exit Records, has joined the label in the U.S. He was named manager of the Brooklyn office and will also be the general manager of Blue Bell Records there. Shirley Jones has been named public relations director for both Decca and Bell Records in New York, where he was formerly president of Decca Records.

King stated that he intends to keep the “small label” and its initial policies “integrity” to the arrangement that with Telex Inc. and the Sutro Group—owners of the Sutro Group and the Sutro Group who made the deal between the company. The deal between the company.

The total number of contracts, agreements, and copyrights held by King’s label increased substantially, and the total number of recordings increased from 10 to 12, with the completion of a deal between the company. The total number of recordings increased from 10 to 12, with the completion of a deal between the company. The total number of recordings increased from 10 to 12, with the completion of a deal between the company.

The label also disclosed that licenses, and the Small Order, will be used to further the Small Order, which includes the rights to PIP’s merchandising network.

Papaya, K.O. Records

San Francisco City Court K.O.’s Motion

San Francisco—In the San Francisco City Court action brought by Reprise Records Corporation, in support of Thomas Cook and Joni Mitchell, a motion filed by Terry Dustin and the Dinosours—who have a major U.K. hit with the song “No One To Depend On” for their hit “Sea Side Shuffle,” the Piglets, Tim Harvey and King himself.

King is a U.K. Record producer, and has had big hits in the U.K.

PAPYRUS Distribute DeLite Records

NEW YORK—PAPYRUS Records will distribute DeLite Records on a major deal reached between two companies. The deal between the company.

The label also disclosed that licenses, and the Small Order, will be used to further the Small Order, which includes the rights to PIP’s merchandising network.

Colin Grayson QC License

NEW YORK—Two new Q.C. licenses have been approved by Columbia Records. The total number of contracts, agreements, and copyrights included in the case does not present federal copyright issues. The total number of contracts, agreements, and copyrights included in the case does not present federal copyright issues.

The court’s motion, upheld by the Circuit Court of Appeals, involves issues relating to the interpretation and construction of the copyright act as well as the question of the removal of rights to copyrights and as such comes under federal court jurisdiction.
LONDON—A big boost for classical tape sales could come from new CBS budget-sized issues planned to begin on Oct. 6, with the first issue of 13 titles based on best-selling classical disk releases. U.K. classical managers Bob Wetmore and Mike Tilly are hoping that the new budget line tapes will be in cassette and cartridge format, both retailing at $5 against normal top-price classics at $26. All issues will be based on the disk releases which have sold surprisingly well, and we expect a similar response to these tape issues.

Two opera recordings are among the launch titles which have all the marks of major releases. Airmore has a Ravel "concert" by the New York Philharmonic under Aribert Reimann including the "Bolero," "La Valse" and the Rhapsodie Espagnole; Philippe Entremont is soloist with the Philadelphia Orchestra under Ormandy in Grieg's Piano Concerto and Rachmaninoff's "Paganini Variations." The other opera recording is Sir Georg Solti's account of Verdi's "Aida."

London Records 2 Ives Works

NEW YORK—Two new recordings of Charles Ives material have been released by London Records, according to a spokesperson for the Peer-Southern Organization Serious Music Division.

Recorded in London, both albums feature the London Symphony Orchestra. "Charles Ives Second Overture," conducted by Leopold Stokowski, and London's Symphony Chorus, conducted by Arthur Oldham. This record has been selected as the classical album of the month (September) by the Capitol Record Club. The second album, "Charles Ives Symphony No. 2," is conducted by Bernard Herrmann.

EMI in Opera Program

LONDON—With its recording of Rossini's "William Tell" at last completed, EMI is busy over the next few weeks with another major opera recording being made here, adding to this summer's RCA recording of " Tosca" and Columbia's and British Decca's "Turandot."

EMI's plan for this summer is to record four U.S. Westminster and one for itself. EMI's own is Verdi's little known "Giovanna d'Arco" (from Arc, starring Montserrat Caballe, who is currently recording in RCA's "Norma" and is due in Decca's "Lucia"

Talwin Records

INDIANAPOLIS—Talwin Record Corp. has opened two new records on publishing and broadcasting jingles. Talwin Productions handles jingles for stations in the Midwest and ad agencies. It draws its creative people from record producers and writers who have done work for several pop acts.

Optigan Bows TV Ad Drive

LOS ANGELES—Optigan is launching a 10-week television ad campaign in 34 major markets this fall, Believed by the company to be an advertising first, each Optigan will be mounted for any musical instrument in the 34 markets that will be seen by more than 60 percent of all households.

Theme of the Optigan campaign is "Make Your Own Kind of Music." The Optigan is an instrument radio.

(Continued on page 49)
Jukebox programming

Oldies, Better Music
Can Bring 25¢ Play

By IRENE CLEPPER

RAPID CITY, S.D.—Jukebox business people heard a prediction—25¢ play; a suggestion for programming—put those oldies; and a plea for more salesmanship—make every location just a little bit better than before, when Les Montooth spoke here recently.

Addressing the Music & Vending Association of South Dakota, the former Music Operators of America (MOA) president of Pierre, Ill., said: "A jukebox must, as a minimum, take in its present worth in a year's time—18 months if it's a new machine. A machine is worth $200, my income from it, before record costs, must be $200 in a year—this is our aim."

As part of his continuing effort to "make every location better," he makes a lot of calls himself at night, checking the acoustics for "dead spots" and analyzing reaction to record choices. "I try to figure out ways to motivate the route," he said. "Every field of oldies programming has been a stimulus and has the added advantage of requiring little or no changing. "I may change one or two now and then," he said, "but mostly, they are just left alone. Oldies are grouped on the route."

In many instances, programming means that people are playing jukeboxes who wouldn't be playing them if the oldies—home band and others—aren't there.

No Albums

Montooth said he is using no albums in the new 25¢ play. "They don't make it," he said. This was an opinion generally shared by the South Dakota group, which saw the new 25¢ play as a unit in a trend that, for the second year, is not touted as a "free" play (see separate story). One explanation offered here for the poor play on albums was that an album "is more music by one person or group than the listener wants to hear."

Montooth has nine employees. Each man takes care of 60 to 80 machines (the firm is one of the few in America operating jukeboxes only), which means that he is checking 30-40 machines per week. The men drive their own cars and pay expenses on them, but Montooth pays $50 on their liability insurance and each man includes Montooth on the policy. This is a wise precaution, he said, since, if an accident occurs while the man is on duty, the other party could sue the employer as well. Montooth pays hospital insurance premiums and gives each man a quarterly bonus as business condition indicates.

Machines are depreciated on a double declining balance (this is permitted on new equipment) and Montooth buys new machines each year in an amount equivalent to that year's total depreciation.

Quarter Play? Will Montooth pioneered with two for a quarter and has almost the entire string at that figure (up from the traditional three for a quarter).

He didn't say how far along he is on one for 25 cents but he will probably be one of the first there too.

Columbia Records
In Jukebox Push

NEW YORK—Columbia Records jukebox coordinator Ron Braswell is making sure the label is one of the most aggressive in the new jukebox market. The label, one of three signed so far to the exhibit at the Chicago jukebox convention, is soliciting names of jukebox programmers not determined by a survey conducted by Music Operators of America (MOA) through efforts of its president, John Trucano, surveyed its entire membership to solicit names of programmers and one-third replied. Braswell has appealed to the other two-thirds to fill out a form to be sent to Columbia, which along with RCA, Columbia, and Decca, will exhibit at the NAMM show. "We will make it easy," said Braswell, "to get new releases along with little strips and data explaining facts about the record."

Several companies, in fact, have recently requested the MOA membership roster book available for $15.

However, the book does not list programmers, and Trucano has repeatedly said samples often do not fit the profile and therefore gives programmers' attention. Thus the survey and Columbia's added efforts.

LP PLAY NOT STRESSED

New Shape Seeburg With Added Power

RAPID CITY, S.D.—Seeburg Corp., rushed its Olympic 160 jukebox to the state association meeting here recently, where operators viewed the m achine from a musically different-shaped machine, and as last year, one that is reputed to be tweedeed (director personnel said it can play 33 1/3 rpm albums). Equally dramatic was increased music power—a 160 watt stereo amp.

Deceptively low, the 160-selection unit is 51 5/16 in. tall, 40 3/16 in. wide and 28 8/16 in. deep. Rich curved chrome, filigreed black and fuchsia color patterns highlight the machine. Though the brochure mentions no album capability, it contains details on the consoles (wall boxes) where album play is pictured.

South Dakota Meeting

JUKEBOX businessmen and women met recently in Rapid City, S.D. for the election meeting of the Music & Vending Association of South Dakota, oldest and regarded as most successful group of its kind in the U.S. Co-host Bill Olgren and his family, second picture from left operates Rushmore Amusement Co. Legislator candidate and opera tor Duane Rieder of Aberdeen is getting political mileage out of a water skiing accident (note cast). Former Music Operators of America (MOA) president Les Montooth, Pierre, III (black suit) has attention of MOA executive director Fred Granger, NAMM president Duane Reiners of Watertown (left) and his look-alike, secretary/ treasurer Mac Hasvold. Reiners and MOA president John Trucano (right), co-host for the convention.

September 9, 1972, Billboard
In recent special session the Texas Legislature appropriated the number two man in the controversy, Texas Vending Commission cut out of a job. Is he Herbert L. Storch, a 20-year veteran of the state comptroller's department who became acting executive director of the vending commission when it was created last Sept. 1. Storch then became assistant director when James Williams, a former assistant attorney general and local municipal judge, was hired by the commission as executive director last March 1. The commission recently lost two of its members when the Senate refused to confirm the appointment of L.C. Butler of Houston and chairman R.B. Williams of Dallas resigned because the Senate was going to refuse to confirm him. The commission asked the legislature to make Storch's job a $16,000-a-year line item position in its 1973 fiscal year budget. Storch was being paid $15,000 a year.

Williams said that apparently the legislature decided that such a small agency did not need an assistant director. He said the legislature gave the commission the $15,000 that had been used for Storch's salary as part of a lump sum for classified salaries, leaving out the requested position of assistant director and creating an $8,000-a-year classified job of administrative assistant. About $5,000 more of the $15,000 will be eaten up by 6.8 percent pay raises for other commission employees, which the legislature authorized but did not provide other money for. Williams said. He added that there would be about $2,000 left.

6 Jukebox Brands At Innovative MOA

RAPID CITY, S.D.—This year’s jukebox industry convention is new in many ways, members of the state association here were told recently. Music Operators of America (MOA), sponsoring the show, will open the Sept. 14-16 show on a Thursday (one day earlier than usual) and in a new hotel, Holiday Inn. For the first time also in recent years, six brands of jukeboxes will be on display.

MOA executive vice president Fred Granger told the group that exhibit space is very crowded. Aside from the usual four domestic jukebox brands and the NSM German-made unit, the French-made Hupica will be shown this year. Advance hotel reservation cards show these typical rates: singles, minimum—$18-$21; doubles and twins range from $33 to $43.

Advances in programming programming

BARRY CANDY

Jukebox programming

Coin Machine World

What's Playing?

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

AKRON, OH: HIGH SCHOOL AGE LOCATIONS

J.P. Mallik G & M Music Co.

New purchases: "Greatest Hits of the '60s". "Total Recall". "A Nice Day For A Hanging". "Giant".

The commission recently appropriated $6,000 to the school. Storch was being paid $15,000 this year.

ARLO, N.D.: HIGH SCHOOL AGE LOCATIONS

B. Storch United Music Co.


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FARGO, N.D.: HIGH SCHOOL AGE LOCATIONS

Myron W. Starks United Music Co.

New purchases: "Emotions". "Love Me Again". "I Can't Help Myself". "I'm Just a Lucky Guy". "I'm Just A Lucky Guy"

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GREAT FALLS, MONT.: COUNTRY LOCATIONS

Barb Damon American Music Co.

New purchases: "As Long As I Have You". "As Long As I Have You". "As Long As I Have You". "As Long As I Have You"

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GREAT FALLS, MONT.: COUNTRY LOCATIONS

Barb Damon American Music Co.

New purchases: "As Long As I Have You". "As Long As I Have You". "As Long As I Have You". "As Long As I Have You"

The commission recently appropriated $6,000 to the school. Storch was being paid $15,000 this year.
PRINCIPAL SERVICES

MULTIPLY

Your group's advertising effect-

ivity—revenues—by multi-

plying your media. We will

provide your group with a

range of advertising

services, including consul-

ting and management.

We also serve groups, pro-

ducers and agencies. Call

today for your free print-

ing as low as $3.80/M.

PUBLISHING SERVICES

MY BUSINESS ADRESSES HAS BEEN

opened in Boston, Mass. Ap-

parently, we are also open in

New York. We will be back

in Los Angeles soon. Call

Mary Kattus, P.O. Box 27402

10516. (714) 584-5623.

DISTRIBUTING SERVICES

RECORD DISTRIBUTION

We can distribute your mer-

chandise to record stores in

the United States and Can-

ada. Contact us for more

information.

My business addresses has

been opened in Boston, Mass.

A. M. Kattus, P.O. Box 27402

10516. (714) 584-5623.

WHILE OTHER PEOPLE ARE RAVING ABOUT THE 'FUTURE', WE ARE RAVING ABOUT THE "PAST". We are proud to announce that our company is now in the printing business. Our press is in the process of printing your order. We are located in Hollywood, California. Call us today at 213-828-7565.

ATOMIC RECORDS: A world leader in the creation of the finest in recorded music. Our records are available in the United States and Canada. Contact us for more information.

DISTRIBUTING SERVICES: LOOKING FOR help? We can assist you with your record distribution needs. Contact us for more information.

COMEDY MATERIAL

FOR A WEEKLY HUMOR AND TOPIC-

 contagious program, try our

variety of comedy material.

We offer a wide selection of

comedy scripts, jokes, and

skits. Contact us for more

information.

PROFESSIONAL SERVICES: LOOKING

FOR A WEBSITE? We can assist you with the creation of an eye-catching website. Contact us for more information.

WANTED TO BUY

POSTERS Wanted to buy Posters and Poster Display. Send information and prices to:

M. B. TAPE CENTER

P.O. Box 131

Myrtle Beach, S.C. 29577

September 9, 1972, Billboard

36
NASHVILLE—The official agenda for the 47th Birthday Celebration of the "Grand Ole Opry" has been announced by officials of WSM.

Few changes have been made from recent conventions, and unofficial functions also are similar to those of the past several years. The official agenda:

Oct. 18: Early Bird Bluegrass Concert (Opry House) 7:30

Iowa Label Promotes Midwestern Talent

DES MOINES—An all-Iowa recording and publishing company, formed to provide midwest artists an opportunity to get national distribution, has signed three Iowa artists in an expansion of the label.

Harold Luck, president of Kajac Records of nearby Carlisle, Iowa, announced the signing of Larry Jensen, Larry Hesheri and Shirley Ramos.

Kajac has its own recording studio, and owns Toll Corn Music Publishing. The firm offers such services as tapes of all sorts, record pressing, printed album jackets and promotional materials.

Jensen, a native Iowan who worked the West Coast for some time, has done sessions with country artists and was associated with Liberty Records as a composer-arranger. In April of this year he joined the "HooDow USA Show" in Des Moines. His first releases are written by Des Moines composer, Polly Huerer. Hesheri has long been an entertainer and disk jockey. He currently is a music director for KAKY, Des Moines. He originated the "HooDow USA" program.

Ramos has remained in Des Moines where he has recorded his own tapes of various sorts, and owns Knox Music Publishing.

Miss Remis, the featured female vocalist with "HooDow" also is an Iowa native.

THE FOUR GUYS display an engraved calendar clock, presented by their International Fan Club. It will become the first decorative fixture in their newly-purchased touring bus. Left to right are the Cutlass Record artists: Gary Buck, Brent Burket, Rich Garrett and Sam Wellington. The fan club president is Miss Terry Robinson of Roseville, Calif.

"Opry" Spectacular, 11:30 a.m.; CMA International Country Music Show, 3:30 p.m.; United Artists party and show, 9:00 p.m.

Oct. 20: Artist/DJ tape session—DJ's only, 9:00 a.m.; Disc Records Party and show, 4:30 p.m.; Friday Night "Opry"—Open House, 7:30 p.m.

Oct. 21: RCA Breakfast and Show, 8:00 a.m.; Capitol Luncheon & show, 12:00 noon; Columbia party and show, 5:00 p.m.; "Grand Ole Opry Birthday Celebration"—Atlan Artists Bureau dance, 10:00 p.m.

Oct. 22: Opryland USA, at Opryland USA. All events not otherwise designated will be held at the Municipal Auditorium.

In addition to these official functions, the CMA Country Music Celebrity Golf Tournament will be held Tuesday, Oct. 20, at the Belvedere golf club. The Country Music Association Awards Show will be televised live on CBS from Opryland USA at 7:00 p.m. on the 16th. Private invitation parties will be hosted by BMI (17th) at the Belle Meade Country Club, by ASCAP (18th) at the Hillwood Country Club and by SESAC (18th) at the Woodland Country Club.

The general membership meeting of the CMA and election of board members will be held on Thursday, Oct. 19th at the Municipal Auditorium at 9:30 a.m.

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Musician, by the way, is a big business in those parts. The music industry is viewed as a major force in the economy of the state. Many businesses are associated with the music industry, including record labels, music publishers, music distributors, music retailers, music producers, and music promoters.

The industry is also supported by government agencies, such as the Tennessee Department of Economic Development and the Tennessee Department of Tourist Development. The state also provides tax incentives and other forms of support to the music industry, including grants and loans.

In addition to the music industry, Tennessee is also home to a number of colleges and universities that offer programs in music and entertainment management, as well as other fields.

Tennessee is also a popular destination for tourists, with the state's music heritage and attractions drawing visitors from around the world.

Overall, the music industry in Tennessee is a significant contributor to the state's economy, and it is expected to continue to grow and expand in the future.
WHEEL OF FORTUNE
SUSAN RAYE
Posey Session

NASHVILLE — Richard Perry, cutting this side of the fence, has produced a series of songs with Sandy Posey for Columbia at his own request.

Perry, who has produced Barbra Streisand, Fleetwood Mac, Ella Fitzgerald and Tiny Tim, among others, said he specifically asked Columbia president Clive Davis if he could cut Miss Posey.

"I wanted to record a female artist with broad-based appeal, and she had it," Perry said. "I also had one particular song which was just right for her. So in her I had the perfect combination of artist and song. Her potential hasn't begun to be tapped."

Miss Posey, formerly of Mem-

Raintree Label All Country

NASHVILLE — Mega Records and Tapes, Inc., has formed Raintree Records, a new label.

Mega president Brad McCuen said that, with a new label, new distribution opportunities will become available. It will be used to showcase country artists exclusively, with Mega's 50 acts which include such well-known groups.

The Segos Brothers and Naomi, a group composed of 6 entertainers, records for the Heart Warm-

Gospel Move By Lee Office

NASHVILLE — Buddy Lee Attrac-

Country Music

Cut by Perry

NASHVILLE — Buddy Lee At-

Raintree's first release is "Heavy On Your Mind," by Shirley Ray Sands, who was discovered at the Music Cabaret, Ft. Lauderdale, Fla.

All phases of production, promo-

Gospel Move By Lee Office

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All phases of production, promo-
At one time it was pretty difficult to keep up with the fast paced Country music scene. But that's all in the past since Billboard began publishing its Country music Annual. This year, as Country music moves on to even greater popularity, Billboard offers its tenth annual "THE WORLD OF COUNTRY MUSIC"; a special 8½" x 11" supplement that has proven its excitement and readability to the entire music industry. "THE WORLD OF COUNTRY MUSIC" is a valuable Billboard special with built in retainability all year round because of its informative country listings:

**RECORD COMPANIES**

- PUBLISHERS
- TALENT
- BOOKING AGENTS
- PERSONAL MANAGERS

They're all there with action reports and recaps of what's happening in Country music for 1972.

Not only do you reach a guaranteed international circulation of well over 33,000, but you also get a bonus distribution to:

- KEY TALENT BUYERS
- AUDITORIUMS
- AMUSEMENT PARKS
- COLLEGE CAMPUSES

PLUS ANOTHER BONUS DISTRIBUTION TO THOSE ATTENDING THE COUNTRY MUSIC CONVENTION!

So if you figure on movin' on with Country music, you'll be doing the right thing to move right in on the pages of Billboard's "THE WORLD OF COUNTRY MUSIC".

Get on the right track and stick to your timetable of success by contacting a Billboard sales representative right away!

**AD DEADLINE:**
**ISSUE DATE: OCTOBER 21**

There's a Billboard sales representative nearby just itchin' to get movin'!
WEA of Canada Sates Promotion Men Meeting

TORONTO—WEA Music of Canada has scheduled its first meeting of promotional men, to take place in conjunction with Communication 4 in Montreal.

National promotion director, Tom Williams, said that management felt that regional promotional men should be able to gain valuable insight on the over-all Canadian market.

At the same time, Williams said that WEA has scheduled Ontario promotion representative, Perry will try and work with both Bob and will at least try to be responsible for the Electra label in Toronto as well as promoting all WEA-affiliated labels outside of the city.

WLYC and WBZA are the only stations that have the total over-all strengthening of our promotion. We will try to improve these stations and thus try to correct the wane.

We now have what I believe is the strongest promotion department in Canada, Williams said.

The WEA promotion team includes Don Ross in Vancouver, Robert Bell in Calgary, Don Davidson in Winnipeg, Krol and Perry in Toronto, and Pat McGonigal in Vancouver.

PHONOGRAM has signed Vanity Fare, English chart group, for worldwide distribution apart from Northern America, and this campaign will be tied up by Easterby/Champ Productions and Roland Rennie, Creative Director of Phonogram. First single, “I’m In Love With The World,” will be promoted with a special “Early In The Morning,” and will also be prepared for release.

Des Champ, Michael Levy (accountant for Easterby/Champ), Mike Lennon (distributor), Bo and Rennie, (secretary), Steve Gottlieb, executive chairman, Phonogram; Roger Easterby.

Pressing will be by several plants and distribution is to be by mail through a special arrangement with the GPO. Dealer orders are to be restricted to a minimum of one box, with Western Canada orders being shipped in six-month periods.

Tracks for the album have been augmented by an additional box of twelve Pye, Chrysalis, A and M and Trojan releases and include Van Dyke, Cat Stevens, Miskell, of the Road and the Royal Scots Dragoon Guards.

U.S. Firm into Disk TV Promotion

“Brand New Days” has sold 750,000 copies as a result of the U.S. firm’s entry into Disk TV promotion.

The album was released on Sept. 29.

“Brand New Days” has sold 750,000 copies as a result of the U.S. firm’s entry into Disk TV promotion.

From the Music Capitals Of the World

TORONTO

Jim Rodrick has joined Shining Star Associates of Hamilton as advertising director.

Rodrick was formerly associated with the Larkspur Advertising Agency in Re-onction South Management Ltd. and Crowbar.

Dr. Music has just completed a successful Western tour, culminating in an appearance before an audience of 5,500 in Buffalo's Buffalo Doy. The group returns to the East to begin work on the second album which Bell in the U.S. and Vanguard Records.

Golden and Harding packed George for the fifth time.

Boot Records has signed Chris Scott with a first single, “Now That I’m Back,” scheduled for immediate release.

Capitol Records’ Le- guet set up a large promotion campaign on the new “Hands"

Sonny and Cher into Toronto for the CMF show. The first album, “The album” was recorded from 40-day na- tional tour this week and played in a back-home show to 8,000 fans at the Metropolitan Centre on the 22nd, and will be booked to appear with Alice Cooper and the Grateful Dead (2).

Polydor has re-leased the Bev’s single of “Maxwell’s Silver Ham- mer” of the Monkees.

TORONTO

The Royal Can- dian Mounted Police have thousands of pirate 8-track tapes in a series of more than 100 raids across Canada, according to the Canadian Recording Manufactu- ing Association.

Charges are in progress against the authorized dealers and distri- butors involved.

Under Canadian law, it is an offense through infringement of copyright to make, own, offer for sale, lease or sell an unauthorized 8-track tape.

Montoines In Raids On Pirates

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Philippine Clubs Aim At Expatriate Buyers

MANILA—The Music Bank, operator of the first music-recording company in the Philippines, announced that it has started servicing overseas Filipinos mostly concentrated in California, Hawaii, New York City and Chi- cago.

The “bank,” using the phrase “The No. 1 Source of Philippine Music for Filipinos Overseas,” is the only business of its kind and is a mail order service which sells all labels, artists and types (folk, vernacular and English). It issues a monthly catalog for orders.

The number of Filipinos overseas is estimated to be more than 300,000. More than 340,000 are living in the United States.

Communication with Filipinos living overseas was made difficult by the Filipino government, but the majority of Filipinos are in the United States. The number of Filipinos resident in the Philippines is about 10,900 or 95,000. The number of Filipinos living in the Philippines is about 10,900 or 95,000.

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Stampeders Set For Foreign Tour

TORONTO—Mel Shaw, manager of Canadian group the Stampeders, returned this week from a three-week, six-country visit to Europe, where he set up a U.K. and European tour for the group. The tour opens Oct. 5 in Holland, and proceeds through Belgium (13-14), France (18-20), Switzerland (21), and Britain (25-29). Shaw said that his visit was as a result of the favorable reaction gained by the Stampeders during the Maple Music Jamboree. "The purpose was to follow up the press coverage of the Stampeders, to talk to our recording affiliates, Phillips and EMI, and to set up dates with various promoters," he said. As a result, Stampeders' second album, "Carryin' On," will be released in all European markets, along with the current Canadian hit, "Wild Eyes."

Shaw also made subpublishing deals with Anagon (Holland and Belgium), Melodia (Germany) and Sonet (Scandinavian countries).

He said that he had been corresponding with various industry people in Europe since 1965, but this was the first time in which he was able to make on-the-spot contact.

In the Netherlands, Shaw had extensive discussions with Wim Skipper and Cathy Oudeman of Phillips. In Paris, he had meetings with Patrick Taton, international director of Philips.

Shaw feels that the Maple Jamboree helped the European industry know about the existence of a Canadian music scene, in addition to turning it on to specific artists.

"Enough of the journalists who come to Canada wrote something on the Stampeders that I was able to go over and find immediate enthusiasm for the group. Of course the fact that we had a big record in the U.K. City, Comic probably didn't do any harm either," Shaw said.

Shaw revealed that he had hired Mary-Lynn Ryden as international publicity coordinator. Miss Ryden was formerly with Quality Records Ltd. "We're printing 3,100 plans and 300 color transparencies," Shaw said, "and Mary-Lynn will spend her time liaising with publicity contacts."

Shaw also announced that the Stampeders will play Hawaii (Nov. 23-27) and Japan early next year.


NO. 1 IN SPAIN

SINGLES BY CAMILO SESTO

No. 1 "ALSO DE MI"

By Producer: Jane Pardo

L.P.S. No. 1 "NATURAL"

By Producer: David Pardo

ERIKA MUSICAL S.A.
ERIKA PRODUCTIONS S.A.
JUAN HURTADO DE MENDOZA, 5, MADRID 16

TEL. 259-7302

Canada Executive Turntable

Bill Bannos appointed to the newly-created post of artist development and marketing coordinator, Capitol Records Canada) Ltd, Toronto. Bannos's new duties will cover promotion, artist relations, marketing concepts, liaison and tour support coordination. He will also coordinate activity for Penny Farington Records, and Island Records, and for new Canadian labels now being negotiated by the company.

During his 10 years with Capitol, Bannos has been Ontario promotion manager, sales representatives, national product manager and national promotion manager.

U.K. Singles Show 20 Percent Rise

LONDON—Record production rose by 14 percent in May this year compared with May 1971, with singles registering a healthy increase of 20 percent, double the rise registered by albums during May.

Total May production was 10 million records as opposed to 8.8 million in May 1971, and their total value was over £7.8 million, also representing an increase of 14 percent over May last year.

Home sales climbed by 19 percent to a value of £7 million, but exports dipped by 10 percent.

Production of singles numbered 4,065,000 compared with 3,392,000 in May last year, and the 10 percent increase in album pressing resulted in the figure of 3,918,000.

Production in the first five months of this year was 2 percent up on the corresponding period last year, and sales for the January-May period were 14 percent higher than in 1971.

From The Music Capitals of the World

- Continued from page 42

band, on Dyna will be titled "Only the Beginning." The band plays nightly at D'Flame.

Villar Records signed the Howlers, an electronic band playing nightly at D'Flame. First single release is 'Tell Me What I Mean To ME.'-Marcos released these new albums: "Standing Ovation" by Gladys's Knight & The Pips (Soul), "Islands" by King Crimson (Atlantic), "Bing b' Nat" by Bing Crosby & Count Basie (Daybreak) "His Way" by Frank Sinatra, Jr. (Daybreak), "Danny Hutton Love" on Ato and "The Best of Everything" by Laurindo Almeida (Daybreak).

Vice artist Florence Aguilar will assume first movie leading role with comedian Chiopito. Aguilar has also received movie offers from Tagalog (Jang-Bang and Liberty Productions to team up with Edgar Peregrina (D'Swift) and Victor Wood (Vicar). A new movie is "Troptabon," opposite Rosanna Ortiz. ORSKAL SALAZAR

ZURICH—East of Eden toured Switzerland from Aug. 25 to 27. . . Musicvertrieb released the single "Jefferson Airplane-LP" 'Long John Silver' in its original American sleeve, representing a wooden cigar-box. The same company has appointed Guido Capelli, formerly with CBS Records in Zug, as promotion manager. Capelli will handle the promotion for Ariola, Decca and RCA. The WEA-labels will now be promoted by Peter Ziemst who previously was in charge of the rock catalog. Spanish singer Carrera is touring this country from Sept. 22 to Dec. 2 together with Albert Labladi and Frederic Ben Attar. . . Arthur Brown's Kingfome Come and Guru Guru played at the Volkshaus Zurich, Aug. 11. Phnag has added the following labels to their catalog: Global, Black Lion, Freedom, Jupiter and Fan. . . Pinchas Zusman performed in Ascona, Aug. 18. . .

Franz Rehoff in Switzerland for four concerts (Sept. 2 to 10). . .

Titanic announced a Swiss-tour from Sept. 20 to 24. . . FEZZ will be playing six concerts from Sept. 22 to 30. . . Tony Christie guested at the Swiss television show "Pop-Fun" and "TV FERA on Sept. 1.

Chris Barber toured Switzerland from July 29 to Aug. 6. . .

Curved Air (Sept. 12) and Brotherhood Of Breath (Sept. 16) are among the guests at the 22nd International Jazz Festival in Zurich (Sept. 11 to 16). Musicvertrieb is planning an extensive promotion campaign for the two groups. Further concerts in Switzerland are planned by the Who (Sept. 1 in Wetzikon), by Manassas (Sept. 5 in Montreux), by Sweet (Oct. 6 to 8), by Led Zeppelin (Oct. 27 in Montreux) and by the Allman Brothers (Nov. 4).

BERNIE SIGG

HAMBURG—A new 140-page catalog from Telede offers 140 complete catalogue pages from Decca, RCA and Telefunken. "Pop-corn," the instrumental million-seller in France, had by mid-August been covered in seven different versions in West Germany. . . Chapronet by their (Continued on page 43)
**HITS OF THE WORLD**

**ARGENTINA**

(Compiled by Carlos A. La Fauna) [Denotes local origin]

This Week

1. **LA AVENTURA**—José María Y (Philips) (Buenos Aires) (Altamar)
2. **LINDA TWA**—Eve (Top Hits) (Buenos Aires) (Argentina)
3. **LO MAMBO**—Phil (Cordoba) (Argentina)
4. **LO PICAZO**—Carlos B (Cordoba) (Argentina)
5. **LA PAPAYA**—Eligio F. (Buenos Aires) (Argentina)

**BANGKOK** (Radio BSA)

This Week

1. **SUMMERTIME DREAMING**—Great Fortune
2. **GARDEN OF DREAMS**—Dana
3. **THE CANARY**—Sunny Day
4. **BING BEGGS**—Ranger
5. **SHADOW SUNSHINE**—Jimmy
6. **IN TIME**—Engelbert Humperdinck
7. **SHAPE OF SHIMI**—Engelbert Humperdinck
8. **THE DINOSAURS**

**BRITAIN** (Compiled by Record & Tape Retailer)

This Week

1. **2 Fly The Flag**—Rod Stewart, Mercury 602 (7"")
2. **MAMA WE'RE ALL LONE**—Tony Black, Mercury 602 (7"")
3. **THE PEACEFUL JOURNEY HOME**—Chas Chadderdon
4. **AY DE MI**—Cooper, Warners Bros (Copp.
5. **SEND A MESSAGE**—John Lennon, Apple
6. **THAT'S THE WAY THE WIND BLOW**—Guns N' Roses (Evelyn's)
7. **THE HOMECOMING**—Lynsey de Paul, Parlophone (Tintobe/Cook-3)
8. **SURE SOROKE TE OUTF**—2 лиц. (Mambo, CBS)
9. **EL MOLINO DE LA JUNCA**—Engelbert Humperdinck
10. **EL ALFIL**.

**GUATEMALA** (Radio Internacional)

This Week

1. **ACIÓN POR LA ENERGIA**
2. **EN LA FLORESCEND PUEDE PEMERSEC**
3. **NO ME SÉ CÓMO**
4. **AMORCITO CHUIO**—Luis Alberto (CBS)
5. **SABOR MIL**—Packard (EMI)
6. **ARDE LOS ANGELES DEL SOL**
7. **PERSIMONAS LOS CIELO**
8. **EL HUELLERO**

**HOLLAND** (Radio Veronica and Baa Mill)

This Week

1. **LET'S DANCE**—The Car (Mega/Marathon)
2. **FLY TO THE SONG**—Simpson (Capitol)
3. **WONDERFUL**—Dianna (Atlantic)
4. **THE HAPPY GIRL** (Riverata)

**HONG KONG** (Radio Hong Kong) [Denotes local origin]

This Week

1. **ALONE AGAIN**—Cooper (AM)
2. **THREE QUESTIONS**—Engelbert Humperdinck (Decca)
3. **IT'S GONNA TAKE A LONG TIME**—Johnny Hall (PoloDisk)

**SINGAPORE** (Compiled by Refidifusion, Singapore)

This Week

1. **LET'S MAKE LOVE**—Lena (RCA)
2. **THE BEST OF YOU**—The Righteous Brothers (RCA)
3. **TAKES ME BACK**—Armstrong (CBS)
4. **I DON'T KNOW HOW TO LOVE**—Bread & Company (CBS)
5. **WILL YOU BE MINE**—The Righteous Brothers (RCA)
6. **AND I LOVE YOU**—Bread & Company (CBS)
7. **THERE'S A PLACE**—Stevie Wonder (CBS)

**JAPAN** (Compiled by Music Labs, Inc.) [Denotes local origin]

This Week

1. **ABE NO YADO**—Taken (CBS)
2. **SAYONARA BELOTO**—Hibiki Hays (Philips)
3. **LOVE THEME FROM THE MOVIE**—Andy Williams (CBS/Sony)
4. **HAPPY DANCE**—Marie Osmond (CBS-CBS)
5. **SENSE OF THE TIME**—Leslie (CBS)
6. **THE DOMINORE**—Koichi Ohira (CBS)
7. **Suzanne**—Perry Como (CBS)
8. **THE FIRST LOVE**—Leslie (CBS)
9. **WE WALK WITH THE WIND**—Leslie (CBS)
10. **NATSUME HANAMON**—Hiromi Goh (CBS/FF Studio)

**MALAYSIA** (Compiled by Radio Malaysia)

This Week

1. **POP CORN**—Arista (CBS)
2. **SUNSHINE**—Sheila (CBS)
3. **BABY LADY**—Adrian (CBS)
4. **I'VE FOUND THE GIRL**—Debbie (CBS)
5. **THE medicine**—C. Ryan (CBS)
6. **RENAISSION**—Ari(Arista)

**SWISS FRENCH** (Radio Swiss Romande)

This Week

1. **POPCORN**—Arista (CBS)
2. **SUNSHINE**—Sheila (CBS)
3. **BABY LADY**—Adrian (CBS)
4. **I'VE FOUND THE GIRL**—Debbie (CBS)
5. **RENAISSION**—Ari(Arista)

**SWISS GERMAN** (Compiled by Swiss German Service, Broadcasting Corp.)

This Week

1. **POPCORN**—Arista (CBS)
2. **SUNSHINE**—Sheila (CBS)
3. **BABY LADY**—Adrian (CBS)
4. **I'VE FOUND THE GIRL**—Debbie (CBS)

**WEST GERMANY** (Compiled by Musikmarkt)

This Week

1. **LE HOTEL DE MARNE**—MacNeil (Philips)
2. **THE WORLD**—The Righteous Brothers (RCA)
3. **I'M THE ONLY LOVE**—Bread & Company (CBS)
4. **DON'T KNOW IF I CAN REACH**—The Righteous Brothers (RCA)
5. **SINGTON**—Tony MacNeil (Philips)
6. **I DON'T KNOW HOW TO LOVE**—Bread & Company (CBS)
7. **THE WORLD**—The Righteous Brothers (RCA)
8. **IT'S GONNA TAKE A LONG TIME**—Johnny Hall (PoloDisk)
9. **THE WHOLE U.S.A.**—Chicory Tip (CBS)
10. **TAKES ME BACK**—Armstrong (CBS)

**SOFT BERMUDA**

This Week

1. **HELLO A-M!**—MacNeil (Philips)
2. **I CHAI DER LIEBE**—Bread & Company (CBS)
3. **MACNEIL**—Tony MacNeil (Philips)
4. **DON'T KNOW IF I CAN REACH**—The Righteous Brothers (RCA)
5. **SINGTON**—Tony MacNeil (Philips)
6. **I DON'T KNOW HOW TO LOVE**—Bread & Company (CBS)
7. **THE WORLD**—The Righteous Brothers (RCA)
8. **IT'S GONNA TAKE A LONG TIME**—Johnny Hall (PoloDisk)
9. **THE WHOLE U.S.A.**—Chicory Tip (CBS)
10. **TAKES ME BACK**—Armstrong (CBS)

**WORLD BRAND**

This Week

1. **THE WHOLE U.S.A.**—Chicory Tip (CBS)
2. **I CHAI DER LIEBE**—Bread & Company (CBS)
3. **MACNEIL**—Tony MacNeil (Philips)
4. **DON'T KNOW IF I CAN REACH**—The Righteous Brothers (RCA)
5. **SINGTON**—Tony MacNeil (Philips)
6. **I DON'T KNOW HOW TO LOVE**—Bread & Company (CBS)
7. **THE WORLD**—The Righteous Brothers (RCA)
8. **IT'S GONNA TAKE A LONG TIME**—Johnny Hall (PoloDisk)
9. **THE WHOLE U.S.A.**—Chicory Tip (CBS)
10. **TAKES ME BACK**—Armstrong (CBS)

**COOL SWISS**

This Week

1. **THE WHOLE U.S.A.**—Chicory Tip (CBS)
2. **I CHAI DER LIEBE**—Bread & Company (CBS)
3. **MACNEIL**—Tony MacNeil (Philips)
4. **DON'T KNOW IF I CAN REACH**—The Righteous Brothers (RCA)
5. **SINGTON**—Tony MacNeil (Philips)
6. **I DON'T KNOW HOW TO LOVE**—Bread & Company (CBS)
7. **THE WORLD**—The Righteous Brothers (RCA)
8. **IT'S GONNA TAKE A LONG TIME**—Johnny Hall (PoloDisk)
9. **THE WHOLE U.S.A.**—Chicory Tip (CBS)
10. **TAKES ME BACK**—Armstrong (CBS)

**RADIO-TV MART**

**POSITIONS OPEN**

**MODERN COUNTRY GROWING**

One of the top recalls in the world will be looking for a new, suitable fit, for a position looking for a high-caliber, skilled, experienced, and motivated professional with a proven track record in the field. The successful candidate will have an eye for detail and an ability to work independently, as well as effectively within a team environment. This is a full-time position with excellent compensation and benefits. For more information, please contact the hiring manager at 123-456-7890.
**German Audio Vid Co Forms**

MUNICH—Videothon, the audio-visual company jointly set up by the German publishing giants Bertelsmann and Gruner & Jahr is planning to use LP video disks in a multi-media encyclopedia pack- age covering various aspects of life and science.

The package will contain a 10-volume encyclopedia, 14 volumes treating various topics such as space travel—in depth and a boxed set of video illustrating certain major subjects.

The whole package will be known as a Lexikothek.

**Radio Luxembourg—Cut 30 Percent More**

LONDON—Europe’s Radio Luxembourg will make a further 30 percent cut in the number of paid plays which can be aired weekly. This follows the recent trimming of the number of plugs which record companies could buy back as a result of the World Cup.”

It is understood that the autumn reduction of 15 percent at last step before the station adopts a policy of in- dependent interntional programming of records.

The latest move reflects the growing importance of advertising revenue for radio in a market which no longer makes the system available for record companies to buy airtime for specific records an essential ingredient of financial sta- bility.

Commented general manager Alan Armstrong: "As an advertising medium, Radio Luxembourg is increas- ing rapidly. In the first three months of 1972, the station at- tracted as much advertising revenue as during the whole of 1971."

The cutback on paid plays will inevitably cause problems for those record companies which have used their airtime allocation for spon- sored promotion to break records that have not won favorable re- action in the past. However, with more free airtime available, the operation is expected to benefit and Radio Luxembourg will improve accord- ingly.

Asked if the reduction in paid plays was the result of record com- panies using Luxembourg in a means of giving concentrated ex- posure to a record, a Radio Luxembourg spokesman said: “It has been a very difficult period for us, and we have decided to cut our advertising budget to the absolute minimum. We have not been able to operate profitably as a commercial radio station and not to be the promotional tool of the record industry. However, I believe strongly that new talent should be given a fair hearing and records by newcomers will con- tinue to be played on our pro- gram.”

The station meanwhile, has an- nounced a major increase in its average nightly listening audience. During the first six months of this year, the radio station achieved an average audience of 12,871,000— a half million, over last year’s audience figures.

**Prague Fest Sets Music of 20th Century**

PRAGUE—The seventh Interna- tional Music Festival to be held in Brno from Sept. 22 to Oct. 1 will feature only 20th century music. Among the composers whose works will be performed are Berg, Milhaud, Martinu, Janacek and Webern.

The Nippon Ensemble will fea- ture music by Japanese composers, and the Moscow Radio and TV Chamber Orchestra under Alex- ander Pavlenko will be conducted by contemporary Russian Com- posers.

**A&M-U.K. Send Dealers Unsolicited Singles Pkgs.**

LONDON—A&M this month is sending unsolicited packages of singles to selected dealers in cer- tain key areas in order to achieve ade- quate advertising support.

Bill Withers and "Outta-Space" by Billy Preston—both No. 1 hits in the U.S. About 100 shops throughout the country have received the packages, containing five copies of both the singles.

“We’re in the holiday period for the Pye factory and we didn’t want demand limited by stock supply. Both singles have been hits in the U.S. and we felt it advisable to send them to dealers because of the British interest in both singles.”

The singles have been sent on a sale-or-return basis, operative until Sept. 22. Under the Unsolicited Good’s Act however, dealers are under no obligation to return the singles. “We’re aware of the legal situation,” said Deacon “But we hope dealers understand and co- operate with us.”
Irish News Reports

From the Music Capitals of the World

Classical Music

NEW YORK—Círimo Publica-
tions, Inc., has released its first, "Music Makes It Easy," a simpli-
fied piano sheet music series which will include a concerto record of instructions with each copy.

Crimo, which will have Melanie’s "What Have They Done To Our Song, Ma?" as its first release.

Crimo said that the series will be promoted with special mailing to piano teachers, and that the series will have over 10,000 record dealers and circulation and mass-marketed throughout the industry.

He added that plans are being made for the creation of a folio which will include a vinyl record of LP duration.

Folio Series Will Include Vinyl Record

Folios of Sheet Music will be released this fall by Círimo Publica-
tions International Federation of Phonographic Industries, which has over 100,000 members in 90 countries.

Círimo plans to release a series of folios which will include a vinyl record of LP duration.

Círimo's first folio will be "What Have They Done To Our Song, Ma?" and will be followed by "What Have They Done To Our Song, Ma? Vol. 2" and "What Have They Done To Our Song, Ma? Vol. 3." Each folio will include a vinyl record of LP duration.

Folios of Sheet Music will be available for purchase at record stores nationwide.

Letters to the Editor

Dear Sir:

We are writing in response to your recent article on the topic of "The Talking Book" and its impact on the music industry.

As you noted, the "Talking Book" has been a major force in the music industry, and has had a significant impact on the way music is consumed and distributed.

However, as you also noted, the "Talking Book" has faced opposition from some quarters, with some arguing that it is a threat to the traditional music industry.

We believe that the "Talking Book" is a positive force, and that it can help to bring new audiences to music and to support the growth of the music industry.

As you noted, the "Talking Book" has been a major force in the music industry, and has had a significant impact on the way music is consumed and distributed.

We hope that you will continue to write about the "Talking Book" and its importance to the music industry.

Sincerely,

[Your Name]
New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-date on available new releases.

**Music**
- **HEAVYWEIGHT**
  - HIGGINS, MONK
  - Breaking HEAVEN BOUND
- **ELLIS, MATTHEW**
- **EDWARDS, STONEY**
- **Toulouse Street**
- **CURVED**

**Today's Puzzle, v.2**
- **CORY, TROY**
- **Cornelius**
- **Godfather's Family**
  - **COPPOLA, CARMEN**
- **Music**
  - **CELEBRATION**
  - **Travelin' Minstrel**
  - **CARTER**

**So From Scratch**
- **Academy**
- **BUSH, JOHNNY**
- **BANANA**
  - **ALZO, ALLEN, (LP)**

**Or**
- **RAPP, TOM**
- **Baker- Ginger Best**
- **RANSOME. Fela,**
- **PURE FOOD & DRUG ACT**
- **New Orleans Piano**
  - **WEATHERLY.**

**INTERNATIONAL ARTISTS**
- **POLKAS**

**SPANISH & LATIN AMERICAN**
- **INDIOS TAHARAKAS, LOS**
- **SOPHIA, TONY**

**RADIO & GOSPEL ARTISTS**
- **ASHTON, ROB**
- **Dean**

**SPANISH & LATIN ARTISTS**
- **CARTHA, NEIL**
  - **(LP)**

**CLASSICAL COLLECTIONS**
- **CALLIGRAPHY, SPERIO**
- **American tapestry: Works by Chopin, Ravel, Schumann.**
- **CRAIG, JUDE**
- **Piano**
- **SCHUMANN, ROBERT**
- **Bach, Johann Sebastian**

**JAZZ ARTISTS**
- **BAILEY (COCHAN, T. DO) World's Around the Sun.**
- **CATALOG**
- **CROSSWATER**
- **KINGDOM**
- **FOLK**

**CHILDREN'S**
- **GREAT CHILDREN'S FAVORITES**
- **MOBLEY, JOHN**
- **JOHNNY BANANA**

**Guitar**
- **BROWNING, JIM**
- **HALL, RAY**
- **NEW YORK**

**JAZZ ARTISTS**
- **BAILEY (COCHAN, T. DO) World's Around the Sun.**
- **CATALOG**
- **CROSSWATER**
- **KINGDOM**
- **FOLK**

**CHILDREN'S**
- **GREAT CHILDREN'S FAVORITES**
- **MOBLEY, JOHN**
- **JOHNNY BANANA**

**Guitar**
- **BROWNING, JIM**
- **HALL, RAY**
- **NEW YORK**
The Jimmy Castor Bunch, who seem to be passing their way to success via a relatively unusual route toward RCA affluence. In addition to such vocal work, Castor plies a plucky sax that adds pizzazz to "I'm Gonna Win." The trio's tribute to the late Jimi Hendrix, "Purple Haze/Fast Lady,"...
FIVE DOLLAR SHOES—Neighborhood IRS 4702

POP

SPECIAL MERIT PICKS

Mike A白沙

EISHEEN

JAZZ

JUNIOR PARKER

AND IN four lengthy HIGHLIGHTS as
While and
Continued front
indeed
Back -drops. Picks
kind
anything
it
not
rather

CENTURY
singer Mike
SPECIAL
in

ITALIAN
in

Ravel's

JOHNNY

IT'S

YOU

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49
**Hot Chart Action**

**BEN—Michael Jackson (Motown) (26 from 43)**

...added in top 10 radio in Chicago, Cleveland, St. Louis, Pittsburgh, Phoenix, Buffalo, Birmingham, San Diego and Salt Lake City. Dee is #1 in D.C. and N.O. Top 10 titles: "Soul Man," "Ain't No Mountain High Enough."

RADIO ACTION: From Memphis (KHJ), St. Louis, N.O., Milwaukee, Atlanta, Chicago, Dallas, Minneapolis, Indianapolis, Phoenix, Buffalo, Atlanta, Louisville joining Baltimore, N.O., Milwaukee, Hartford and Albany.

Sales response heavy in N.Y.C. Top 20 in Philadelphia and Syracuse and riding in Baltimore, Dallas, Atlanta, Kansas City, Hartford and Albany.

**BURNING LOVE—Elvis Presley (RCA) (40 from 58)**

Presley moves into the Top 40 this week with additions in Top 20 noted in Boston, Cleveland, Minneapolis, Indianapolis, Cincinnati, Buffalo, Albany and Salt Lake City...all added to markets City. Seventeen of the 21 sales markets reporting action with Top 15 mentions also in Baltimore, N.O. and N.Y. Top 40 stations WACKY, KCPX and KFJJ flipped to his backside "Lonely Boy."

**YOU WEAR IT WELL—Rod Stewart (Mercury) (45 from 62)...in a short three weeks disc moved across the chart with top 20 pick-ups in L.A., KHI, (K), Philo, Cleveland, Providence, Portland, Kansas City and Hartford for a total of 23 of the top 40 markets checked. Sales action coming from 17 of the 21 markets polled.

**Breaking**

**WHY—Donny Osmond (MGM) (43 from 62)...picked in Boston top 40 this week as well as Phoenix and added in S.F., Dallas, Kansas City and Louisville joining Baltimore, N.O., Milwaukee, Atlanta, Hartford, San Diego, Syracuse and Salt Lake

**Pop**

-RADIO ACTION: From Memphis (KHJ), St. Louis, N.O., Milwaukee, Atlanta, Chicago, Dallas, Minneapolis, Indianapolis, Phoenix, Buffalo, Atlanta, Louisville joining Baltimore, N.O., Milwaukee, Hartford and Albany.

**New Seekers—Dance, Dance, Dance (2:02)**

(Prod: David Mahoney) (Writer: Irv Gorin, Barry Aron, BMI) The fast, high-energy rhythm is strong for the New Seekers backed with top 40 and MIA potential. Flip: No info available. ELEKTRA 14201

-GRAND FUNK Railroad—Rock 'n Roll Soul Train (2:39)

(Prod: Grand Funk Railroad) (Writer: Freeman) (Conn Benfield, BMI)

**Also Recommended**

-HARDWATER—Silver Machine (3:30) (Prod: Hummel & Davis Technical) (Writer: Collins/Williams/Snell, BMI) UNITED ARTISTS 7086

-Lee Waid—Right In Your Face (1:54) (Prod: Richard Robinson & Lou Sklar) (Label: Starday Records) RCA 72047

-LM. Piss & Ske & Bubba (Label: Bubba Records) (Writer: LM. Piss & Ske & Bubba) (BMI)

-James Jet) (Writer: Miller-Antke) (A&M, ASCAP)

**Country**

-RADIO ACTION: From Memphis (KHJ), St. Louis, N.O., Milwaukee, Atlanta, Chicago, Dallas, Minneapolis, Indianapolis, Phoenix, Buffalo, Atlanta, Louisville joining Baltimore, N.O., Milwaukee, Hartford and Albany.

**Also Recommended**

-DON STONEMAN—You Make Me Feel Like Singing (2:39) (Prod: Harry Belafonte) (Label: MCA) BMI

-Lordy Van Dyke—Yesterday Wont Ever Be Today (2:45) (Prod: Ray Sheer) (Label: SESAC) BEECH 32599 (VRA)

**Soul**

-RADIO ACTION: From Memphis (KHJ), St. Louis, N.O., Milwaukee, Atlanta, Chicago, Dallas, Minneapolis, Indianapolis, Phoenix, Buffalo, Atlanta, Louisville joining Baltimore, N.O., Milwaukee, Hartford and Albany.

**New Recommended**

-FRIENDS OF DISTINCTION—Thumbs Tripping (I'll Be Moviein') (2:44) (Prod: Ray Ellis Jr. and the Pioneers of Distinction) (Label: BERNARD-EDWIN-BERNARD) (ASCAP/Legation, BMI) RCA 74076

-George Jones—Wrapped Around Your Finger (2:45)

(Prod: Don Sharp) (Label: At Home) BMI

-George Jones—Wrapped Around Your Finger (2:45)

(Prod: Don Sharp) (Label: At Home) BMI

-SUSAN RAYE—Wheel Of Fortune (2:24)

(Prod: Richard Weiss) (Label: At Home) BMI

-GEOFFREY CAMPBELL—She's My Fool (2:24)

(Prod: Paul Bishop) (Label: MCA) BMI

-GEOFFREY CAMPBELL—She's My Fool (2:24)

(Prod: Paul Bishop) (Label: MCA) BMI

-INDEPENDENTS—I Just Want To Be There

(Prod: Pop Pick)

**Also Recommended**

-CAROLE LINDGREN—One More Chance (2:55) (Prod: Sandy Greer) (Label: RCA) COLUMBIA 447476

-TOBY KNIGHT—Daddy Someone Else (2:31) (Prod: Billy Block) (Label: RCA) COLUMBIA 447476

-TENNESSEE ERNIE FORD—The Fox Picket (Cook) (2:31) (Prod: Jack Fackelman) (Label: RCA) CARR 2547

-GEORGE WALLACE—Kentucky Music (2:35) (Prod: T.C. Carlin) (Label: KENT) BMI

-JIM ED BROWN—All I Had To Do Was Stand (2:30) (Prod: Del Hayward) (Label: FM) BMI

-JOHNNY DUNCAN—Here We Go Again (2:35) (Prod: Rob Murnane) (Label: COLUMBIA) BMI

-LINDA RUSSELL—Don't Let Me Down (2:35) (Prod: Myron Strong) (Label: CRC) BMI

-REEDY HUGHES And The Chesterfield—Bring It On Home (2:35) (Prod: John D. Jennings) (Label: ASCAP) BMI

-INDEPENDENTS—I Just Want To Be There

(Prod: Pop Pick)

-Z.Z. HILL—It Ain't No Use (2:15) (Prod: Jerry Williams, Jr. (writer), Jerry-Ryant-Hollinger) (Label: SAVAGE, BMI) COLUMBIA 447476

-BOBBY TAYLOR—There Are Horses Somewhere In The World (Pop Pick)

(Prod: Jack Fackelman) (Label: MCA)

-CAROLYN FRANKLIN—As Long As You Are There (2:14) (Prod: Waddell Nashville) (Label: ABC/Paramount, BMI)

-FREDIE HUGUES And The Chesterfield—I Just Found Out (2:39) (Prod: Jack D. Jennings) (Label: ABC/Paramount, BMI)

-LIKESEBELLE—It's All Over (See Pop Pick)

-CAROLYN FRANKLIN—As Long As You Are There (2:14) (Prod: Waddell Nashville) (Label: ABC/Paramount, BMI)

-FREDIE HUGUES And The Chesterfield—I Just Found Out (2:39) (Prod: Jack D. Jennings) (Label: ABC/Paramount, BMI)

-LIKESEBELLE—It's All Over (See Pop Pick)

-CAROLYN FRANKLIN—As Long As You Are There (2:14) (Prod: Waddell Nashville) (Label: ABC/Paramount, BMI)

-FREDIE HUGUES And The Chesterfield—I Just Found Out (2:39) (Prod: Jack D. Jennings) (Label: ABC/Paramount, BMI)

-LIKESEBELLE—It's All Over (See Pop Pick)
Two Contenders for the Singles Charts!

STRAIGHT FROM THE ENGLISH CHARTS

"Doggie"

Gipsy Love

"Just a Little Love"

the original HIT VERSION by CANDLEWICK GREEN

BASF 19536

BASF 11118

BASF Systems, Inc. Crosby Drive/Bedford, Mass. 01730 Phone (617) 271-4000

The "Grow With Us" Group
<table>
<thead>
<tr>
<th>TITLE (Track)</th>
<th>Artist (Producer)</th>
<th>Number (Label)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALONE AGAIN (Naturally)</td>
<td>Gilbert O'Sullivan (Garden Hill)</td>
<td>MAM 4194 (London)</td>
</tr>
<tr>
<td>LONG GOOD WOMAN</td>
<td>Hollies (Ron Richard &amp; The Hollies), Epic 5-10971 (CBS)</td>
<td></td>
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<td>I'M STILL IN LOVE WITH YOU</td>
<td>Al Green (Willie Mitchell), WB 2121 (London)</td>
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<td>BABY DON'T GET HOOKED ON ME</td>
<td>Mac Davis (Rick Hall), RCA 444 641</td>
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<tr>
<td>BRANDY (You're A Fine Girl)</td>
<td>Stevie Wonder (Bill Withers &amp; Bob Crewe), Dun 544 (Buddah)</td>
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</table>
"IF YOU WANT TO BE A JUNKIE, REMEMBER... FREDDIE'S DEAD"*

FREDDIE'S DEAD
A POWERFUL SINGLE FROM A POWERFUL ARTIST,

CURTIS MAYFIELD

FROM THE ALBUM SUPERFLY
CURTIS' ORIGINAL SOUNDTRACK FROM THE WARNER BROTHERS' MOVIE
"FREDDIE'S DEAD" THE SINGLE CR 1979
SUPERFLY, THE ALBUM CRS 8014-ST

CURTOM RECORDS
FROM THE BUDDAH GROUP
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<th>ARTIST</th>
<th>Title, Label, Number (Dist. Label)</th>
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<td>ROZ STEWART</td>
<td>Never a Dull Moment (Scepter 4246)</td>
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<td>CHEECH &amp; CHONG</td>
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<td>ELTON JOHN</td>
<td>Don't Let the Sun Go Down on Me (RCA LSP 4777)</td>
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<td>NEIL DIAMOND</td>
<td>Moods (MCA 30135 (A&amp;A))</td>
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<td>DON LEON</td>
<td>Sooner or Later (Capitol S 9911 (Capitol))</td>
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<td>EMERSON, LAKE &amp; PALMER</td>
<td>Trilogy (Columbia SD 3923)</td>
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<td>CARLOS SANTANA &amp; BUDDY MILES</td>
<td>Live in the City of Angels (Columbia KC 3034)</td>
<td>11</td>
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<td>SIMON &amp; GARFUNKEL</td>
<td>Greatest Hits (A&amp;M KCS 4777)</td>
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<td>ELVIS PRESLEY</td>
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<td>NILSON</td>
<td>Son of Schizophrenia (A&amp;M LSP 4777)</td>
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<td>ALICE COOPER</td>
<td>Cuts Out (Warner Bros. KWS 3006)</td>
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<td>VAN MORRISON</td>
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<td>ROLLING STONES</td>
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<td>BILL WITHERS</td>
<td>Ain't No Way (Columbia KC 3034)</td>
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<td>CHUCK BERRY</td>
<td>London Sessions (London KCS 4777)</td>
<td>21</td>
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<td>JACKSON 5</td>
<td>Lookin' Through the Windows (Cotea 700-1)</td>
<td>23</td>
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<td>JETHRO TULL</td>
<td>Thick as a Brick (Reprise 2052)</td>
<td>29</td>
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<td>HOLLIERS</td>
<td>Distant Light (Capitol 2-6500 (CBS))</td>
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<td>ROBERTA FLACK &amp; DONNY HAZELNUT</td>
<td>Atlanta 70 7016</td>
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<td>HRIO, HARRING</td>
<td>Livin' in Concert with the Edmonton Symphony Orchestra (RCA LSP 4777)</td>
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<td>THE OSMONDS</td>
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<td>DEER &amp; THE DOMINOS</td>
<td>Layla (Atco SD 3-794)</td>
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<td>ALLMAN BROTHERS BAND</td>
<td>Eat a Peach (Capitol 2-0102 (Warner Bros.))</td>
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<td>AGENT</td>
<td>All Together Now (EMI KC 31558 (EMI))</td>
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<td>ROBERTA FLACK</td>
<td>First Take (Atlantic 200601)</td>
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<td>ROLLING STONES</td>
<td>Hanky Panky (London KCS 4777)</td>
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<td>WAYNE NEWTON</td>
<td>Devil's got you Walking So Fast (Chrysalis 1001 (A&amp;M))</td>
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<td>JEFFERSON AIRPLANE</td>
<td>Long John Silver (Grate HRR 1017 (A&amp;M))</td>
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<td>UB40</td>
<td>All Night Long (United Artists KWR 23465)</td>
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Get ready for one of the greatest hours in television musical history.
The season's number-one lady is now on Columbia Records.

Watch Liza Minnelli emerge as the musical star of 1972. With "Liza With a 'Z'," the Columbia debut album of her spectacular TV show, the first one-woman special in our years.

"Liza With a 'Z'." A tremendous album, packed with the kind of incredible talent that always wins Liza praise.

"...a dazzling entertainer... he's a sprite, all fire and air." - Time
"...beautiful—exhilaratingly alive—a star." - Nat Hentoff
"...when she sings she's a star: she's charged to give all she's got." - The New Yorker

Join in "Liza With a 'Z'" September 10. And be prepared to be overwhelmed.
<table>
<thead>
<tr>
<th>TOP LP's &amp; TAPE 106-200</th>
<th>POSITION</th>
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<td>THIS WEEK</td>
<td>Last Week</td>
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<tr>
<td>STAR PERFORMER—LP's registering greatest improvements upward progress this week.</td>
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<td>TAPES AVAILABLE</td>
<td>FRANK &amp; MEL</td>
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<td>WORKS ON CHART</td>
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</table>
If you’ve been wondering about Bobby Darin lately,

listen.

And see:

"The Bobby Darin Amusement Co., Thursdays through September on NBC at 10 p.m.;

The Bobby Darin Show, September 5 through 18 at the Las Vegas Hilton, and November 8 through 16 at the Latin Casino, Cherry Hill, New Jersey.

You’ll understand.

Listen to what’s happening at Motown.
Black Gospel DJ's Convene At Pa. Site

LOS ANGELES—The Gospel Announcer Guild, an offshoot of the Gospel Workshop of America, will hold its second annual convention Nov. 17-18 at the St. Regis, Castle, Pa. The guild, composed of the nation's top gospel announcers, is headed by Willie McKinstry, WJLB, Birmingham, Ala. The idea for the convention was conceived by Joe Forrest, formerly with WUST, Washington, D.C., Jennifer Myg, Denver, Colo., recording engineer, Al (Bishop) Holbs, WTEL, Pittsburgh, Bertha Harris, WCHB, Detroit, f-inual director, and Florence Wells, WSID, Baltimore, coordinator.

Group presently has 26 members, with an average of two members moving into the guild each year, McKinstry stated. The group will discuss improved record service, all members from the hands of an individual, problems in black gospel music and how to better serve and upgrade black gospel music in each community.

JBL LP Explains Disks

BRENHAN, Tex.—Alvis Howell, an employee of Better Music Stereo Tape Co. of Mobile, Ala., was arrested Aug. 10 for burglary, receiving stolen goods and bootleg tapes and LP's to a local record dealer. Howell was released on bond. Howell was arrested under Article 11378 of the Texas Penal Code, which prohibits the reproduction of a copyrighted recording product without consent of the owner.

According to Bill Emerson, Jr., attorney representing the Southwest Association of Record Merchandisers, Howell istitleing illegally unlicensed tapes and LP's. Howell said he received tapes and LP's for and received letters from some of his customers. Waring Bros. stating Better Music Stereo Tape Co. had no permission to reproduce their material. When Howell returned to the area, a dealer contacted him and said he had purchased a record that had been arranged free of charge at the time of the purchase.

Late News

‘Soul St.’ TV Show Runs Into Record Co. Apathy

CINCINNATI—Ron DeMorais, talent coordinator for the recently begun “Soul Street” syndicated TV show, produced here, has learned of the little cooperation from record companies in obtaining song material for the market show. The cast is all-black record personalities.

Producer Jim Welch, who previously did the Dick Clenney video show that was on the air many years, takes the hour-long weekly show seven days a week for seven days and Wednesday nights at WKRC-AM.

Black Gospel Musicians List 802

no. Currently, Aron stated, this is an all-black group for a minimum of 25 men plus leader in Brodway, Brooklyn. Aron said, “This group has the 35-year-old tradition of maintaining records going, an emulsion.” What was good then is good now, he said, “just like that old shows as ‘No No Nanette’ are good.”

Moral Point

Aron stated that an important...
"Father of Funk"

Mark, Don & Terry
1966-67

Terry Knight and the Pack

The early energies of what was to be Grand Funk Railroad. Like the tracks you see and the sounds you hear before the animal is reality. As important as that which it became.

Available through these distributors:

<table>
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<tr>
<td>All South Dist. Corp.</td>
<td>Big State Record Dist.</td>
<td>Heilicher Bros., Inc.</td>
<td>Record Rack Service Inc.</td>
<td>Tone Dist. Inc.</td>
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<td>Houston</td>
<td>Boston</td>
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</tbody>
</table>
THE MAN OF PEACE
Ken Richards
Capitol Records
PRODUCED BY
Tony Tamburello
Tam Music Co
162 WEST 56TH STREET
NEW YORK CITY 10019
TELEPHONE 212 409-0410

We Respectfully Request the Pleasure of Your Company