Lack of Singles
Major Subject
For MOA Meet
By EARL PAIGE
CHICAGO—The growing number of artists who do not record singles, plus FM airplay exposure for tracks which are not available for jukebox programmers, are two of the controversial areas for discussion at the Music Operators of America convention here at the Conrad Hilton, Thursday through Sunday by Pacific time.
A comparison study of Billboard's "FM Action" listings and title strip tip sheets shows dramatically that jukebox operators have a diminishing influence on the product they ultimately need to make money.
"As an example, the four August "FM Action" listings comprising 212 LP's, show 14 Warner Bros. acts, only four of which, or 28 percent, with which jukebox operators made a record. For the entire year, according to Star Title Strip (Continued on page 27)

Recording Studios Face
Demands for Kickbacks
By ELIOT TIELG
LOS ANGELES—Recording studios in major markets are being confronted by kickback demands from many independent producers and independent producers/engineers.
This new concept in how to earn "Christmas bonus money" all year round, has been going on for some time, studio operators acknowledge.
This is how the bribe system works: the producer or engineer asks the studio to kick back a certain amount for every hour he brings in to business to that facility. When the company pays in bill, the kickback is either in the highest stack's hours or the more the likelihood for kickbacks," admits one studio head who prefers to remain anonymous.
The most money a producer has received is $45 per hour pooled on a $150 an hour rate, this executive notes.
And with studios not operating at 100 percent (Continued on page 4)

Caytronics to Handle
RCA Latin in U.S.
By JIM MELANSON
NEW YORK—Caytronics Corp. has signed a multimillion-dollar, exclusive U.S. distribution agreement with RCA Records for its Latin line and will open branch offices in Los Angeles, San Antonio, Chicago, Miami and New York.
The long-term agreement, according to a Caytronics spokesman, is the result of the firm's "strength," in terms of Spanish-speaking sales and promotion personnel, within the Latin market. He added that Caytronics, in operation for three years, can provide, with its sales and promotion, a "market" in sales and profitability for all its distributed labels.
Caytronics distributes Colum (Continued on page 61)

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Caytronics distributes Columbia (Continued on page 61)

Progressive Country Sound Gains Strength
By NAT FREEDLAND
LOS ANGELES—A new instrumental sound has spread to the point of near-predominance in contemporary record backgrounds during the past 24 months—without gaining enough notice to even win a title of its own.
The sound can most accurately be described as Progressive Country—Picking and Melody. This isn't intended as a catch phrase that will sweep the country, but rather as a full evaluation.
Probably the reason that this overall style hasn't gained the recognition its success deserves is that it has spilled over into so many different areas of today's hits. Progressive country picking appeared early and most dramatically in a series of soul smashers out of an obscure new recording center at Muscle Shoals, Ala.
Jerry Wexler, the Erteguns and their Atlantic Records somehow sensed that their high-voltage black artists like Aretha Franklin might be able to find a distinctive new total sound which would have a more instant appeal to the white majority audiences. This sound would harness the vocal intensity of great soul artists to the loose, fluent but uncluttered style of a new breed of Southern white musicians who had come of age influenced by the Beatles and Jimi Hendrix as well as Nashville standards.
It worked better than anyone could have hoped, though it must be remembered that at the start of the Muscle Shoals phenomenon, soul instrumentation—except for the Motown formula—hadn't yet exploded into the new golden age of sophistication epitomized by the incredible success of Isaac Hayes' "Shaft" theme.
However, the Aretha Franklin sessions, produced with Rick Hall of Muscle Shoals' Fame Studios gave the Queen of Soul her greatest impact ever, starting with classics like "I Never Loved a Man," "Think," and "Seesaw." And perhaps the perfect example of a Muscle Shoals hit with a black artist that crossed over to dominate the Hot 100 as well as the soul chart was R.B. Greaves' "Take a Letter, Maria."
The progressive country influence did not get any means, stop at Muscle Shoals or a strong new generation to broaden the appeal of black artists. The Osmonds, already, indigenous to the economy, Ragovoy's view is not shared by all of New York's (Continued on page 4)

Atlantic Plans
Country Entry;
Sets Division
By PAUL ACKERMAN
NEW YORK—Atlantic Records is planning to enter the country field and is aiming at an in-depth line of product. Jerry Wexler, Atlantic Records' executive vice-president, has been coming areas of the South and Southwest, and has begun to acquire artists and masters. He is also structuring a country division for Atlantic Recs. and has named Corky Mayberry coordinator.
An indication of Atlantic's targeting activity into country is that the label will be represented in strength at the annual Nashville country music convention in honor of Grand Ole Opry. Already booked for the October convention are Wexler, along with Atlantic's Jerry Greenberg, Dick Klein, Bob Rolontz, Doug Sahn (whom Wexler has signed to Atlantic), Mayberry and others.
A single which is already getting action in the country field is "Knoxville Station," a Bobby Austin master acquired by Atlantic. Another single coming out (Continued on page 62)

Jukebox Topics
Emphasized in the MOA Section

"Once There Was an Album That No One Seemed to Believe In"

"Except the Kids Who Are Buying It"

Bearsville, Via Warner Bros.
He's been named M.O.A. "artist of the year." So what else is new?

Charley Pride's new single. "She's Too Good To Be True."

74-0802
On the Air, In a Store, It's Wayne Promoting

CINCINNATI — WSAI had a problem. One of its personalities left recently for a job in New York. So the station began iniring new talent to fill the morning slot while it hunted up a replacement. On the first day, producer Jerry Floyd invited Wayne Newton to come on the air.

The result: Newton premiered his new Chelsea single "Can't You Hear the Voice" on 4:15 a.m. Saturday, and then announced that he would make personal appearances outside the station and at McAlpins department store. The result: crowds jammed both areas, and Newton reportedly took off nicely.

This incident has Chelsea executive Bud Wilburn thinking about similar promotions in other markets when he covered he can ad lib on the air with the ease of a professional disk jockey. . . . results in large crowds coming to meet Newton.

Retailer Defends Cutout As Halt to Bootlegging

By EARL PAGE

CHICAGO — Major retailer Merrill Rose here, who also operates a cutout wholesale business in records and tapes, takes strong exception to criticism from publishers about the growing sales of discontinued merchandise. Cutouts, Rose claims, serve legitimate purposes and are counterbootlegging as well.

Rose, who has a brother, Aaron, has grown in a business here since the late '30s, listed several benefits derived from advancing cutouts and especially dislikes the suggestion on that overstock in disks and tapes be destroyed (discussed Sept. 25).

Referring to a "clean and better day" when ethical manufacturers ground up cutouts, Mr. Ber- man, head of the Harry Fox Agency which represents publish- ers, said: "But this is rarely done, and apparently many people are motivated by greed and do not mind trading in schlock merchandine. It is a canonical situation when manufacturers fall on hard times and try to make a quick buck in this manner."

In a separate move, Berman re- ferred to rumors of a company dumping two-million albums. Rose said: "I know a label dumped four million, and maybe they were able to get some return of $1.5 million of their investments."

Rose claims, however, his business is no different from many others where excess merchandise may be squeezed. (Continued on page 55)

College Reps Find Fulltime Jobs at UA

LOS ANGELES — Three of the five student representatives who started the first year of United Artists Records' college promotion program are now full time promo- tion men for the label. UA is tripling the number of student reps in the second year of its col- lege program.

Martin Cerf of UA's creative services department is currently on the road, interviewing student applicants in Dallas, Atlanta, Washington, D.C., New York, Boston, Detroit, Pittsburgh, Seat- tle, Denver, San Francisco and Los Angeles. Some eight or nine applicants have sought each avail- able position.

Mentioned in Billboard's college page as well as UA's own college programming bulletin, have brought an exceptionally high quality of candidates for the rep positions, Cerf said.

The UA college representatives function as UA's spokesmen in publicity men on a professional level. They are supplied enough

TV Satellite Opens Era For Concert Show

By LAURA DENI

LOS ANGELES — Phonogram recording and cartridge television are two panel subjects slated for a special dealer's day, Sept. 28 prior to the opening of Expo Electronex, a home entertainment-electronics show at the downtown convention center.

Herman Platt of Platt Music will moderate both panels. Panelists include: David Miller of SelectaVision marketing director; Daniel Cohen of Teletelevision Inc. marketing vice presi- dent; Reynold Johnson, Sony reg- ional sales manager; Gerald Citron, president of Tele-Pak; and Stan Kaven of Columbia Records.

The show opens to the public the next day and runs through Oct. 1. An estimated 100 exhibitors are reporting to the four-day event for the West Coast consumer electronics show.

(Continued on page 62)

PANASONIC TAPS MONTENEGRO FOR 4-CHANNEL TALK

LOS ANGELES — Hugo Monten- negro will explain 4-channel re- cording at Panasonic's convention in New York Sept. 26-27 at the New York Hilton. Montenegro is RCAD's first stop to arrange and conduct music for the quad- raphonic show.

RCA, Panasonic and Japan Vic- tor are the triumvirate which has worked up the equipment for a compatible discrete disk system. Montenegro, "a "like Theme From the Godfather" album was world premiered just me at the fourth International Music Industry Con- ference in Acapulco. Montenegro in attendance at the IMIC gathering to discuss the art and technology of recording with world music industry execu- tives.

The LP has just been released by RCA for public sales following extensive recording in LA. Sales, balance equal to that of a regular disc.

On the heels of this, Montenegro will be going over his recording's techniques to RCA Reps. He has begun mapping out the entire project to his RCA team. "It won't be a gimmicky album," Montenegro said. "I'm trying to prove if something works or doesn't like I did on the first album." The LP is slated for a November release, which means Montenegro will probably go into the studio the first week in October.

He is currently writing the music for the Partridge Family TV series and has completed an original score for an ABC-TV Wednesday night special, "This Is How We Say Goodbye to Magie Cole" which airs Sept. 27.

Dusty Springfield sings the main title song "Learn to Say Goodbye" Montenegro plans to record it as an RCA single within the next few weeks.

In doing the quadrophonic album, Montenegro did his own independ- ent research into the subject of psychoacoustics to discern how the brain and ears isolate sound sources. In some he has gained a vast amount of knowledge into the science of hearing, and the bearing by Panasonic of his first public appearance since IMIC.

September 16, 1972, Billboard
**Recording Studios**

**B’way Theaters Opening Doors**

A little David artist, distributed by Atlantic Records, and has received a warm welcome.

**NY Studios**

NY Studio heads, Joe Schick, a relative newcomer to the industry as an owner, told the story of the original recording studio's opening.

Brewer, Melvin Schacher, John the average freelance engineer can earn $10 an hour for 24 hours a week.

One reported instance is a studio paying a producer a $3,000 in kickbacks.

Kickbacks have resulted in a studio losing business to another which would not pay kickbacks.

The rate of money being returned under the table runs from $5 to $10 an hour, 24 hours a week. Kickbacks to average freelance engineer can be as high as $25 an hour from this client for all services. And add under the table kickbacks to that, the rate of return is considerable.

According to lists which provide 10 to 15 percent discounts to companies doing lots of business, but only 2 to 3 percent discounts to companies doing nothing but the legwork, is one way business is lost.

One studio head feels that record companies should carefully scrutinize this situation before going into business.

If "the record companies knew about this situation, they might stop it," states one studio executive. "But they won't look for it until it's too late and a song is out the door for the ceiling.

All the newer studios came into existence under the guise of discounting and were very successful. The discounting was a lie.

The second part of the story is that the studios are going to be unable to compete with the economic pressures facing them.

"It all revolves around the себіоен of the studio's books.

"There is no other operators when he states: "It isn't something that has just developed," noting that the record companies have been doing this for many years.

Where kicksbacks most frequently occur is in the royalty system. Joe Schick, a freelance engineer, is involved in the royalty system.

"It's a kind of real estate deal. But no desk, no royalty. There's an out and out bribe and I don't appreciate it."

Freelance producers and freelance engineers know there are studios seeking for business and they take advantage of this time availability condition. Word about the studio head's royalty status spreads through the studio community. But the main reason why studios take kickbacks and are reluctant to work through engineering is to make sure they have a protected means of doing business and there are no forces it work trying to straighten it out.

**WEA Moves to 2-Story Office With an Aviary**

Los Angeles—Warner-Eletra-Atlantic Distributing has moved into its own two-story building in Burbank, the Warner Bros. Records. The move will reunite Warner Bros. Records, the Burbank-based recording studio in the new corporation, and the Burbank-based record studio. The Burbank headquarters. Completion of the permanent WB headquarters is due in 18 to 24 months.

Friedman, president of WEA Distributing, said: "The present studio isn't on the Burbank lot. Didn't have enough room to get all the sessions in, and if we want to extend the recording facilities, it's important that we have our accounting and credit offices right in the studio building."

"It's not just a question of staying alive, and the recording studio must have a sense of assurance that it can keep going, what can you expect?"

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**In This Issue**

**Sam Phillips**

**Western Union**

This week's recording is the first released by Phillips Recordings. It is a 15 minute counter-statement from the United States Federal Court for the Southern District of New York in the 1973 slander and libel cases.

**Executive Turntable**

LeBaron Taylor has joined Atlantic Records as a d&d record. His new appointment is to be an independent producer, writer and general manager of station WDNY, station manager for WDNY, and vice president of administration for Janus Records. Prior to joining the firm, he was an account manager with S.D. Liedeshof & Co. In his new position, he will be Janus' top financial and marketing executive. He will also be responsible for all of the company's studio facilities.

Ray Paret has been promoted to vice president of engineering for the World Pop. Records. He leaves Intermedia Systems where he was vice president and director of Intermedia Productions.

Marty Klein has been appointed director of Carnival Enterprises, a new company which will handle all phases of entertainment promotion. He previously headed the concert department at CMA.

Dave and Steve Brothers, a father and son team, have been appointed as factory sales representatives for Robbins Industries Corporation s consumer products division for the Midwest, the District of Columbia and Virginia.

Don Ryser has been appointed national sales manager for Webcor Electronics. He will be responsible for the sale of this firm's communications electronics products throughout the U.S. market. He will retain the title of vice president of sales.

Christian James has been named as personal assistant and advisor to Leon Jones, president of Invincible/Tahiti Records.

Tom Gantz has joined Snuff Garrett as co-producer for Snuff Garrett Productions for a cooperative venture with various groups.

Alex Leslie of Island Artists has been appointed overseas agent for Grand Rail Funplank.

Vince Corgrave has been appointed vice president in charge of sales for MCA Records; his earlier title had been that of director of national sales for the firm, which he joined in 1970 with the Kapp Records label.

Philips Bows Color TV Disk: Norelco Eyes Unit for U.S.

NEW YORK—Philips of Hol-

loween and in its video disk player system, that plays through the antenna terminals of the living-room set of the special Netherlands press release issued by the Interme-

Zi-Phi-lips Corp. (Norelco) here which will demonstrate to the consumer the system for the United States markets.

The showing of the system, which had been under wraps dur-

ing its developmental period, fol-

ows announcements by the MCA Corp. of a rival disk player system in this country, that they will demon-

strate to the consumer the sys-


The Philips video disk system, developed by the Intermedia Corp. (Alternate Line System), utilizes a laser beam to scan the disk or record. The rec-

ord itself will store between 40 and 50 minutes of information.

The Intermedia RCA video disk sys-

tem, which is reported to be using conventional radio techniques for information playback, the Philips disk has no

grooves, but utilizes a number of microchips in order to direct the laser beam. The result, according to Philips official, is a family electronic lifeline.

The system has still a frame capability, and up to 60,000 pic-

s can be recorded on one side of the disk. By utilizing a digita-

l recording of the lines, instant repeat are also possible. The disk can also be used to carry up to 16 hours of music video without music on a single side.

RCA disk video disk system, which is expected to be ready for the consumer market by the end of the year, is expected to cost about as much as record albums. The software will be in the $15 per disk, which is reasonable.

Other companies involved in the recording video disk systems are MCA, which is also reported to be using a laser beam system for decoding of information; Tel-

dec, whose system picks up sig-

nals by pressure on a flexible la-

der; the Zenith Corp.; The Minin- diaram of the J.M. Co. Thomas, GSF of Japan, Matisunawa; and the General Corp. of Japan.
Andy Williams' new album, "Alone Again (Naturally)." Billboard couldn't have picked a better Top 11.

"Alone Again (Naturally)," The new Andy Williams album that looks like a chart of the best songs of 1972. Three Number-One songs including the title song, plus "The First Time Ever (I Saw Your Face)," and "Song Sung Blue."

Other chart toppers like "Where Is the Love," "I Need You," "Amazing Grace" and "Day by Day."

Eleven great songs in all. With today's best-selling male vocalist singing them, Andy Williams. You couldn't have picked a better combination.

"Alone Again (Naturally)," The great follow-up album to "The Godfather." On Columbia Records and Tapes
Analysts Take A Second Peek At Audio Area

LOS ANGELES — Some Wall Street analysts are investigating the health of the entire industry, and some are beginning to get the idea that a bullish posture on the industry is warranted.

Christopher C. Stavrou, analyst for Gordon & Co., is one of the analysts who are looking at the outlook for home audio equipment and getting the idea that it may be a good time to buy into the industry.

In a report on the audio industry, Stavrou said that the overall health of the industry is impressive, and that the outlook for home audio equipment appears to be promising as it is today.

The report goes on to say that over the past 10 years, sales of home audio equipment grew 171% from $726 million in 1961 to $1.2 billion in 1972. In the terms of company-by-company, sales for the year advance 126% to $13.1 billion.

The Electronic Industry Association has estimated that sales of phonographs, tape equipment, radio, hi-fi components and transistors grew 22% over the past 10 years.

Stavrou believes consumers are responding favorably to the advances in equipment technology, notably improvements in accessibility, and the rationalization of symbols and components and parts.

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takes great pride in announcing the signing of MARJOE

We’re currently recording his first album to meet the demand brought by the hottest box office discovery of the decade!

"Chelsea is more than a new label. It’s a new record company." — Wes Farrell

Produced by Wes Farrell

Manufactured and Distributed by RCA Records
Chelsea Records Corp.
**Free Jazz This Fall**

**Los Angeles**

Twelve concerts are scheduled for the fall series of free jazz shows at the Pigpen Theatre, Launching the program Sept. 3 is the Bill Tole orchestra. The Sunday afternoon bash is sponsored by the Los Angeles County board of supervisors, the parks department and local 47 of the musicians union.

Other musicians appearing include the George Shearing quintet, Charles Kynard, the Night Blooming Jazzmen, Tom Scott, sextet, Herb Ellis/Yes Pac quartet, Claire Fisher organ quintet, Dennis Dotson's elastic band, Wane Marsh quintet, Bill Crossby's quartet, Frank Rosolinski and the Les De Mer De Sextet.

**New York**

El Cestah, having gone totally Latin, will feature Johnny Ventura and Willard White Sept. 6. Joe Cuba, Tony Papon and La Protesita (15), Vincente Valdes, Machito and Crescend (16), Larry Harlow and Ismael Miranda, with their orchestras, open with Andy Montez and Johnny Pacheco (22). Justo Rondon and his sextet, El Chuboy (23), Ray Barretto and Willie Colon (20), El Gran Combo, Johnny Pacheco and La Protesita (29) and Tito Rodriguez and Edi- Palmsi (30).

*Chore & Chong* will make their only appearance in N.Y. this season at Kleiner's. Auditions will be held Sept. 24. The Persuasions will join them on the fall bill. Barbara Carroll has been held over indefinitely following her three-week engagement at Michael's Pub...

**John Mayall's** upcoming two-night appearance at the Onondaga West, Meg, Morial, Syracuse, N.Y. Oct. 7, the Palace Theater, Albany, N.Y. (8), the Palace Theater, Providence, R.I. (14), the Aquarius Theater, Boston, Mass. (18), the Academy of Music, N.Y. (20), the Capital Theater, East Orange, N.J. (21) and the Constitutional Hall, Washington, D.C. (22).

**El Madison** and his orchestra will be featured at a Delta airline party aboard the cruise ship Mayseville Sept. 19.

**Bill Withers** will be performing at the Winter Garden Theater, N.Y. Oct. 6. Bill-Withers opens his fall season at Carnegie Hall Oct. 6.

**Joel Sharretts** has signed with Atlantic Records. El Madison opens his fall season at Carnegie Hall Oct. 6. English rockers RMS will open his fall season at Carnegie Hall Oct. 6. English rockers RMS will open his fall season at Carnegie Hall Oct. 6.

**Phil Keen** has signed with Atlantic Records. El Madison opens his fall season at Carnegie Hall Oct. 6. English rockers RMS will open his fall season at Carnegie Hall Oct. 6.

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FROM THREE CORNERS OF THE WORLD,
NEW MICKIE MOST PRODUCTIONS ON RAK.

FROM DETROIT:

Susie Quatro. She’s the unique singer, songwriter, bass guitarist who knocked out Mickie Most during a recent stopover at the Motown studios. Her powerful first single is called, “Rolling Stone.”

FROM AUSTRALIA:

The Aztecs. They attract crowds of up to 200,000 and they play what Rolling Stone called “totally gut-level” rock and roll. They’re the biggest thing ever to hit Australia, and their first worldwide hit single, “Most People I Know Think That I’m Crazy” is on its way to America. (It was Number-One for five weeks in Australia.)

FROM ENGLAND:

Julie Felix. One of the most innovative and respected artists in England presents her multi-textured new album to America. Julie Felix is ready to happen internationally with this, her greatest album.

CCS. Innovative rock from the group led by Alexis Korner, the daddy of the whole British blues/folk/jazz scene. Their first album gave us the instrumental hit, “Whole Lotta Love.” Their second is filled with potential international hit singles.

Duncan Browne. Though still in his early twenties, Duncan Browne has built up a reputation and a following few British singer/songwriters can match. His first album is considered an underground classic. His forthcoming Mickie Most-produced single, “Journey” (currently Top 20 in England) should make everyone aware of his incredible talents.

ON RAK RECORDS
Distributed by Columbia Records
series of concerts by Stan Kenton, and, with the facility reaching full operating ability, along with a four-track remote van, Indianapolis should see increased studio action.

Mike Serby, president of Artcraft Recording Studio, notes that Brooklyn will now have something other than Bobby Fischer's chess finess: Serby's Brooklyn facility is being equipped for 16-track quadrophonic work.

Serby notes that Hamilton Brosius of Auditechniques in Stamford, Conn., is installing MCI equipment. With a new 16-track console and tape machine in operation, Serby is looking forward to full operation after the work is completed on Sept. 20.

The facility, a division of Taurus Records, has what Serby describes as a "make-yourself-at-home" atmosphere, which apparently includes home cooking: the studio includes a dining room and kitchen where artists can feed themselves in all their soul.

Recent sessions have included the Five Discs, recording for Laurie Records; Bobby Robinson's production of his own work; and Sammy Gordon and the Hip-Huggers.

Meanwhile, this week's secret super session award goes to Robin Hood Brian, who reported yet another mysterious date at Brian's Recording Studios in Tyler, Tex. Chief engineer Brian cooly noted that Jerry Wexler and (Sir) Douglass Salim "snaked in" for three days of "preliminary work" on a project as yet undisclosed, but apparently involving a band of Texans (not the Rangers, either).

On the more conventional level, Brian's will be producing and engineering the second album by Gladstone for Dunhill.

From the Nashville Cats: At The Sound Shop, Ernie Winfrey has been engineering a clutch of sessions ranging from country to blues and back. Buddy Killen is producing Doug Kershaw's next Warner Bros. sides there, as well as Joe Tex's sessions for Dial Records, while Bob Montgomery is producing Bobby Goldsboro's next single there for United Artists.

Also in for UA is George Gerdes, working on his second album and again produced by Nick Venet.

At Quadrophonic Sound Studios, Gene Eicheller, now an independent engineer, has completed the remix of Grand Funk Railroad's next Capitol album. "Phoe- nix," Eicheller has also been working on Kris Kristofferson's Monument Records sessions there, as well as with the Adirondack Brothers, recording an album for Columbia Records.

DOMESTIC

MEMPHIS

Jerry Lee Lewis entered a local hospital to undergo treatment for exhaustion, cancelling dates at the Iowa State Fair and Mississippi State Fair. High octane soul and pop shows have been scheduled back-to-back Saturday (18) and Sunday (17). Even in the face of the Memphis State-Ole Miss football opener Saturday, stylist Billy Preston will topline a show in the Auditorium. The next night the Mid-South Coliseum will have a soul extravaganza, all five acts of which are represented on records near the top of the charts. Artists in attendance include Tim, Main Ingredient, Millie Jackson and the Intruders.

Jethro Tull, English rock group, will be here Oct. 22 and England's answer to Alice Cooper, the flamboyant David Bowie, is pegged for a Sept. 24 show at the Auditorium. Newest venture into the club field is Elephant Ear, backed by Steve Cropper and Donald Duck Dunn of Booker T. and the MG's, and the MG's, to be run by Larry Wood, Dikete, Steve and Duck, no live entertainment is planned. . . . Joey Dee and the Starlighters have opened an engagement at the Lafayette Music Room and Ronnie Milian is playing at the Thunderbird.

On the recording front, Stax has released a single by Little Milton, an album, this month, by a group on Ardent by Big Star, a single by Eddie Bond and an album by the Bar-Kays on Volt, an album by Johnnie Taylor and the Shelter, and an album by Rev. Albert and the St. James Gospel Choir.

David Mayo has been working on an LP at TMI, while Washburn also is at work on a album. Willie Mitchell is producing the Box Top in a single at Hi. At Sounds of Memphis, the Ovations have an album expected to ready for release soon. James Mank has a single, and the Minks also have a single.

Billy Adams, president of Coleman-Dorothy Records, pandemic on record, is looking for saxophonist Joe Arnold. D.B. McLinton took part in the recent American Cancer Society fund raiser and Isaac Hayes has also appeared at the convention of the National Council of Negro Women at Holiday-Inn Resort Saturday (16). Fred Williams, of 'The Legend of Jimmy Clanton,' has a single on the Wax Productions label, distributed by Stax.

LAS VEGAS

Landmark's Bobby Gentry concentrated her four-week engagement at the hotel by breaking the attendance record previously held by RCA's Jimmy Dean... The Sahara has signed Billie Joe Royal for four weeks beginning Jan. 10. Lou Rawls who has sold over 10 million records opened a 17-day engagement with Frank Gorshin at the Sahara. Rawls has also signed for MGM.

Bill Porter who heads the recording division of Vegas Music International has been nominated to the Board of Directors as Director at Large of the Country Music Association. Elections will take place during the annual DJ convention in November. . . . Gladys Knight and the Pips recorded COKE commercials at United Recording.

VMI signed Swiss folk band a group which puts special emphasis on acoustic guitar. Hal Frazier has dates in the Cotillion promotion and contact with VMI... VMI's Benny Hess has had his first album "Fire" released.

Sands Hotel Executive Al Freeman, 48, died Aug. 29 of an apparent heart attack. Freeman was the hotel's advertising and promotion director. He joined the hotel in its opening in December, 1952.

Local resident Tanya Tucker is touring Texas promoting her current hit single "Delta Dawn" with the same name. The R&B act is on tour in (Continued on page 61)

23 A&M Acts Touring U.S.—An All-Time Peak

LOS ANGELES—Scene 23 A&M acts will be on U.S. tours from now through November, an all-time high for the label. A&M will be involved in supporting each tour with promotion and advertising, and vice versa.

Among the top chart artists scheduled for full tours are Cat Stevens, Joe Cocker and Humble Pie. Never touring artists include Shawn Phillips, Michael D'Albo and Sandy Dennis.

MOR stalwarts Sergio Mendes and Burt Bacharach have dates set. Jazzmen Charles Lloyd, Jim Weisenberg and Gerry Mulligan are touring. Groucho Marx has several comedy concerts.

Prococ Harum is embarking on a 1,000-mile tour of Canada. Donny Osmond, Joan Baez, Bill Medley and Rita Coolidge. Billy Preston, the group's other four and Sandy Baron is starring in the road company of "Lennon," Mimi Farino and Gary Wright will also be traveling.

Professional engineering in a 16-track studio. Create in a pleasant, relaxed atmosphere.
New Releases from Atlantic

MAR Y SOL/The First International Puerto Rico Pop Festival
A Two-Record Set
ATCO SD 2-705

O'KEEFE
Danny O'Keefe
SIGNPOST 6404

LIKE A SEED
Kenny Rankin
LITTLE DAVID LD 1003

JACK BAKER
Ginger Baker
ATCO SD 7013
(Coming soon)

TALK TO THE PEOPLE
Les McCann
ATLANTIC SD 1619

STRAVARIOUS
Ginger Baker
ATCO SD 7015
(Coming soon)

DAVID ELLIOTT
David Elliott
ATLANTIC SD 7222

'OT 'N' SWEATY/The New Cactus Band On Stage in Puerto Rico and in the Studio
ATCO SD 7011

VINER G JOE
Vinerg Joe
ATCO SD 7007

THE BEST OF OTIS REDDING
A Two-Record Set
ATCO SD 2-801

MACONDO
Macondo
ATLANTIC SD 7234

THE TWO OF US
Sonny & Cher
A Two-Record Set
ATCO SD 2-604

BUDDY GUY & JUNIOR WELLS
Play the Blues
Buddy Guy & Junior Wells
ATCO SD 33-364

NEW ORLEANS PIANO—Blues Originals Vol. 2
Professor Longhair
ATLANTIC SD 7225

THE MANY FACES OF RAGTIME
Turk Murphy Jazz Band
ATLANTIC SD 1613

RAMATAM
ATLANTIC SD 7236

BLACK HEAT
Black Heat
ATLANTIC SD 7237
(Coming soon)

Atlantic Records.
It all started here—and it's not stopping.
And Billboard Lights the Fuse with a Regular Latin Music Section Beginning in the September 30 Issue.

Beginning September 30 Billboard Magazine will unveil a regular Latin music section with a 3-column special titled "THE LATIN EXPLOSION".

"THE LATIN EXPLOSION" special will be the foundation for a regular Billboard section on Latin music that will feature THE HIT LATIN MUSIC CHARTS and REGULAR COVERAGE OF THE 6 KEY LATIN MUSIC MARKETS WITHIN THE UNITED STATES.

"THE LATIN EXPLOSION" will focus on the sounds that are popular in these markets and what's popular in the United States as a whole. You'll get firsthand knowledge on how Latin music is recorded, produced and marketed, as well as valuable information on:

- The Latin radio scene
- The Latin ballroom scene
- TV as a breakout medium for Latin music

The popularity explosion of Latin music is spreading rapidly across the United States and Billboard's 33,000 readers will be right on top of it.

With that kind of readership, you can't afford to pass up this opportunity to let the industry know what you're doing.

AD DEADLINE: SEPTEMBER 20
ISSUE DATE: SEPTEMBER 30
Contact a Billboard sales representative at any of the following locations.

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212/757-2800

CHICAGO
130 North Wacker Drive
Chicago, Ill. 60606
312/642-9618

LOS ANGELES
9000 Sunset Blvd., Suite 413
Los Angeles, Cal. 90069
213/273-7040

NASHVILLE
1119 West End Avenue
Nashville, Tenn. 37203
615/329-3925
**Campus News**

**What's Happening**

**Talent In Action**

---

**BY SAM SUTHERLAND**

**Service Station:** There's new blood for college radio in the south, as evidenced by the addition of two new college stations. First, at the University of South Alabama, a 10-watt FM station, WUGF-FM, has been established and is currently building up its service. Chuck Fisher is a member of the station committee and should be consulted regarding service. He may be reached c/o the Student Government Association at the school, which is in Mobile. At the University of Alabama, a format change is occurring from its new studios in Memorial Hall. WUGF-FM is scheduled to be on the air by October 16, and the station director, John A. Dole, indicates that the staff includes veterans of college and professional radio. Ed Dunbar, Jr. will be station manager, and, with his associates, will help the station program blocks of various musical styles ranging from soul to classical. There will also be extensive news coverage, with a possible link-up to a major national network.

WUGF-FM initially broadcast in mono, but stereo operation is anticipated. All questions should be directed to Allen at (406) 237-857 in Atlanta, prior to Sept. 15. After that, he may be reached at the station, Box 2065, Memorial Hall, University of Georgia, Athens, Ga. 30601.

---

**MIDWEST—Michigan—WCHP, Central Michigan University, Mt. Pleasant, has expanded its schedule to include the 4:00-5:00 p.m. slot, with Don chairman of the committee, and should be consulted regarding service. He may be reached c/o the Student Government Association at the school, which is in Mt. Pleasant. At the University of Minnesota, Minnesota, Minn., JimBeaver,Paramount),Jim(LP),Columbia;"John David Souther, "Western Michigan Paper," Gladstone, Michigan. Link-up to a classical. Chuck Holtz as anticipated. WUOG-FM Service Station: cut, Stratavarious), Pleasant, Doug Jones reporting: "My Ding from Campus the staff includes veterans of Jerry...* * *

**PATRIOTIC MATERIALS WANTED**

**NEWS OF THE WEEK**

---

**GENE TRACY**

---

**GREEN TO REOPEN COPA SPT. 21**

---

**JACKSON BROWNE AND DAVID BLUE**

---

**LITTLE ELOIS COMING**

---

**JAN DOVE**

---

**JACKSON BROWNE AND DAVID BLUE**

---

**GENE TRACY**

"Missionary in the Truck Stop Series"

**1 TRUCK STOP IS THE BEST PLACE TO EAT**

**69 MILES TO GENE TRACY'S TRUCK STOP 2**

**3 GENE TRACY Serves You**

**4 NIGHT OUT WITH GENE TRACY'S TRUCK STOP 3**

**5 GENE TRACY'S TRUCK STOP'S NO. 5 IN ENGLAND**

---

**SAM SUTHERLAND**

---

**ROD STEWART and MERCURY are happy partners these days. His "Never a Dull Moment" LP has been certified as an RIAA gold LP and he has just signed a long-term renewal with the label. The LP was simultaneously released in North America, England and Europe by Mercury and its parent Phonogram. Stewart and Irwin Stengel (center), Mercury's president, are shown celebrating the success of the LP, along with Billy Gaff, Stewart's manager.**
Develop Black Owners, Operators—Carl Stokes

P H I L A D E L P H I A—While blacks are not in an economic position just yet to be a power in the broadcasting industry, steps are being taken in that direction to develop black ownership and operation of the media, particularly radio, according to Carl Stokes, former mayor of Cleveland, Ohio, and now news anchor-man at stations WNBC-TV, New York City.

"A lot of broadcast stations," Stokes told Billboard, "won't be able to meet Federal Communications Commission (FCC) regulations, and you can expect to see the black community ready to apply for and take over the call letters."

"Thanks to the FCC rulings, there is a consciousness in America today that accepts the black today as a news reporter and as a news commentator and as an integral part of the communications media. However, many stations have not lived up to the FCC, rulings, not only in respect to employment and employment opportunities, but also in serving the needs of the black community in their area.

"The FCC will be faced with petitions from forces in the black community, and in the face of the facts will just have to revoke some broadcast licenses. Steps have already been taken in this direction, and you're going to see more of it in the foreseeable future."

Earlier, Stokes, who came to address the closing luncheon session of the National Association of Television and Radio Announcers (NATRA) last Sunday (August 20) at the Marriott Hotel, pointed out (Continued on page 61)

McGrew Sets Artist Chats

LOS ANGELES—Rod McGrew is sprinkling his mid-morning McGrew Express, with one-hour interviews with personalities "so when you listen to an artist you have some knowledge of where he's from."

McGrew has been on from 10 a.m. to 2 p.m. with "The Jackson Five" and others. Recently he began tapping conversations with artists he was playing. To tell: Bob, Leslie Uggams and David Porter and Bobbie Rountree of "Shief" fame.

Following the Hayes interview McGrew solicited 1,200 requests for copies of the conversations from listeners. This initial interview started him off with others, but after a flash of in-person discussions, he has backed off to where he plans on interviews flowing every two weeks.

"People know who they're listening to," McGrew explains. Normally the interview runs for 60 minutes, but Hayes ran 90. Within that span he shoots for coverage of the artist's material and his future plans. Appropriate from LP's are interspersed with dialogue.

Having proved to himself that he can handle on-the-air interviews, McGrew is putting up a schedule which includes Gene Russell, owner of the Black Jazz label, O.C. Smith, Lou Rawls and Quincy Jones.

Syndication Show Activity

LOS ANGELES—Activity along the syndication route includes the following:

"The British Are Coming" has lined up a number of stations around the world. Produced by the Radio Services Division of Film House in England, the show features top British import music of the 1960's.

Nine stations are using the new "Super Service" air checks of two top 30 market major stations plus an interview with a top disk star. Deals are being made for distribution, and the show features top import music from across the Atlantic.

Automated Broadcast Programming of Chattanooga, is offering a modern daily package at $200 a month, involving a weekly updating of the disk library. Arbitron tape shows and the automated disk changeover, introducing and out-going musical selections and assistance in preparing logs, developing spot-light LP features. There are additional charges for the automated equipment and personnel required to set up the system.

Habile Enterprises of Dayton is offering a six-hour documentary on Frank Sinatra and Peter, Paul and Mary. Available in mono or stereo; rates available from the company at PO Box 4004.

Dylan on KSFO

SAN FRANCISCO—KSFO, which has been offering the "Pop Chronicles" as a Sunday evening feature to its listeners, introduced "Bob Dylan Day" as its Labor Day weekend feature. The program highlighted Bob Dylan's first Nashville album, "Blonde on Blonde," with additional comments from the author along with verbiage from Bob Johnston, John macro, Sam Simon and Jose Feliciano.

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At last, AMERICAN TOP 40's three hours of dynamite programming will soon be produced in three L.P. discs and will be great on FM-stereo compatible stereo. Our weekly package of dynamite programming will be great as ever on AM stations and double stations that carry the show. Nearly 30 of our FM stations are carrying the show in their FM programming. And for stereo.

AM or FM, you'll be getting the same fast-paced, entertaining countdown of the 40 biggest records in the nation. You'll be getting Casey Kasem's fact-filled bios and stories. And you’ll be getting all the extra special countdown shows like the up-coming "40 Biggest Artists of the Past Five Years."

If you've never heard AMERICAN TOP 40 before, send in the coupon. We'll send you a demo, our new 8-page brochure and other stuff to help you sell the show in your market. If you've heard the show coupon anyway. You might say AMERICAN TOP 40 sounds twice as good as ever.

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Dear Sirs: AMERICAN TOP 40 is not programmed in my market yet. Please rush me your latest demo and complete sales package.

NAME
TITLE
STATION
ADDRESS
CITY STATE ZIP

Watermark, Inc. Executive Producer: Tom Rounds; Marketing Director: George Savage; Sales Coordinator: Steve Aitken.
Hot Action Albums
THE BAND, "Rock of Ages," Capitol

BLOOD, SWEAT & TEARS, "So Long Dixie," Columbia
Stations: CHUM-FM, WVUD-FM

ROY BUCHANON, "Roy Buchanan," Polydor
Cuts: All
Stations: KRMH-FM, KWMF-FM, WMMS-FM, WVUD-FM

CACTUS, "Oh 'n Sweety," Atco
Cuts: All
Stations: WTKR-FM, WVVS-FM, WMC-FM

CARAVAN, "Waterloo Lily," London
Cuts: "Songs and Signs," "Anacolythia," "The Love in Your Eyes"
Stations: WBRU-FM, WBUS-FM, KWMF-FM

BOBBY CHARLES, "Bobby Charles," Bearsville
Stations: CHUM-FM, WVUS-FM, WVUD-FM

DOUG CLIFFORD, "Cosmo," Fantasy
Cuts: All
Stations: WVUS-FM, KZAP-FM

TODD COCHRAN, "Worlds Around the Sun," Prestige
Cuts: All
Stations: WBRU-FM, KWMF-FM

JOE COCKER, "Midnight Rider," A&M
Cuts: All
Stations: WRNO-FM, WBRU-FM, WVBR-FM

FRANK DAVID SELECTION, "The suits and electronics," BASS
Cuts: All
Stations: WMC-FM

EVERLY BROTHERS, "Rocky Mountain High," RCA
Cuts: "Rocky Mountain High," "Mother Nature's Son"
Stations: WVUS-FM, WBRU-FM, KWMF-FM

AMON DUUL, "Carnival in Babylon," UA
Cuts: "Tables Are Turned," "Hawkrose Harlequin"
Stations: WBRU-FM, KWMF-FM

JOHN FAHEY, "On Rivers and Reflections," Reprise
Cuts: All
Stations: KRMH-FM, WBRU-FM, WVUD-FM

BUDDY GUY & JUNIOR WELLS, "Play the Blues," Atco
Cuts: "Old Fool"
Stations: WDAG-FM, KZAP-FM, WBRU-FM

MICKEY HART, "Rolling Thunder," Warner Bros.
Cuts: All
Stations: WMC-FM

CHASE, "On Stage," Stormy Forest
Cuts: All
Stations: KZAP-FM, WVUS-FM

Also Recommended

AKID, "Askin," Mercury
Cuts: All
Station: WADAS-FM

HAROLD ALEXANDER, "Are You Ready," Flying Dutchman
Cuts: All
Station: WBUS-FM

ATOMIC ROOSTER, "Made in England," Elektra
Cuts: "All In Satan's Name," "Stand By Me," "Time Take My Life"
Stations: KWFM-FM, WBUS-FM

AUDIENCE, "Friends, Friends, Friends," Famous Charisma (Import)
Cuts: All
Station: WMC-FM

Cuts: All
Stations: WHCN-FM, WVUS-FM

JIMI HENDRIX, "War Heroes," Barclay
Cuts: All
Station: CHUM-FM

HUMBLE PIE, "Lost and Found," A&M
Cuts: All
Stations: WHCN-FM, WMC-FM

LUTHER INGRAM, "I Don't Want To Be Right," Koko
Cuts: All
Station: WDAS-FM, WADAS-FM

PYTHON LEE JACKSON, "In A Broken Dream," GNP
Cuts: All
Rod Stewart Cuts (3)
Stations: WHCN-FM, KZAP-FM

JAMES GANG, "Passin' Thru," ABC
Cuts: All
Stations: KWMF-FM, WADAS-FM

ELTON JOHN, "Empty Sky," DJM (Import)
Cuts: All
Stations: WMC-FM, KZAP-FM

ABC Boosts 4-Channel FM Medium
By ERIOT TIEGEL

LOUISIANA—The interest and excitement about 4-channel sound is "at an all-time high and now is the time to get involved." That's the message being promoted by ABC-FM Spot Sales which hopes to interest all the 26 stations rock stations which represents getting involved with quadrosonic sound.

In a report prepared by Gerald Lebow, the ABC organization gives quadrosonic music a major boost, with the obvious intention of having FM stations develop advertisers interested parties in the 4-channel community.

Among ABC associated stations, WKTQ in Baltimore, KAUM in Houston and WRND in New Orleans have been the first FM's to begin broadcasting in 4-channel. According to Lebow, WKTQ broadcasts two to three hours of music per night of quadrosonic music. KAUM plays all 4-channel disks which fit its format and program itself. HCWR is the first and only quadrosonic station. WMC-FM also reported that it was broadcasting 4-channel 24 hours a day.

The ABC owned and operated stations may assume a profile similar to that of KAUM in Houston. Station reports, adding, he feels there will be more activity in this area in the weeks to come.

Lebow's report is titled "Everything You Always Wanted to Know About Quad But Were Afraid to Ask." In answering his own question he said a few things. Lebow states: "It certainly is not a new. Many manufacturers like Sansui, Pioneer, Harman-Kardon, Sony, Kenwood, Panasonic, etc., have made a financial and marketing commitment to quadrosonic sound by phasing 4-channel equipment into their line and as much as 50 to 75 percent of all the prod.

(Continued on page 22)
MISCELLANOUS


BILLBOARD IS ON MICROFILM:
Black copies of BILLBOARD are available on microfilm. Orders due from November 10, 1972 to December 1977. Weekly issues and/or any of these issues may be obtained from BILLBOARD. Charges begin at $1.50 per page up to 5 pages.

For all inquiries and further information, contact: Andy Tomko, General Services, BILLBOARD Publications, 145 W. 46th Street, New York, N.Y. 10036.

HIT-BOUND SOUND: (from sweet country best)
DRESS TO DUST
by Jim Dandy and the Sugar Beats
(With "Patsy's Pickle-patch Choir")
A Capitol Psychotic Release. Also hit-bound: MOVE IT AROUND HOT PANTS GIRL WARM UP

DJ'S & P.D.'S--For free promo copy write on your station to: Dedde Records, 311 E. Jefferson, Saginaw, Michigan 48601.

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Classical Music

18 Concerts
For Festival
In Warsaw

WARSAW—A program of 18 concerts is lined up for the 16th International Festival of Modern Music, the Warsaw Autumn, to be held from Sept. 16 to 24 here. Opening the series will be the National Philharmonic Choir and Orchestra, conducted by Mario Di Bonaventura and Witold Lutoslawski.

Foreign artists taking part: The Radio Brussels Symphonic Orchestra, directed by Irvin Hoffman; the Leipzig Radio Symphonic Orchestra, conducted by Gerald Moore; the Alex Ensemble from Madrid, directed by Jose Uralde; the Mozarteum Orchestra from Salzburg, directed by Charles Brock.

Among the solo artists are British pianist John Ogden; soprano Josephine Felicia Blumenfeld; and cellist Alexander Chesnoff of the New York Philharmonic. Descriptions of and programmes for the concerts will be presented for the first time at this festival.

Old & New Works
At Kennedy Center

WASHINGTON—"Brass Cactus," an electronic work by composer Robert Moog, will open the second season of the Kennedy Center's Festival of Contemporary Music world premiered in the Chamber Room of the Concert Hall as part of a 12-day festival in which 31 concerts will be given. The festival this year opening event was "The Odd and the New" and among the composers represented were works by Milion Bobbi, Peter Maxwell Davies, John Cage, and in the second period the event was members of the Music Council of America which held its annual conference concurrent with the opening.

Leinsdorf, Vienna
W. Germany Tour

VIENNA—The Vienna Symphony Orchestra under conductor Erich Leinsdorf has signed a contract for a tour in 1973 through the United States. The tour stars in Bremen and the orchestra will give concerts in Munich, Hamburg, Berlin and Munich.

The ensemble will feature the pianist Simeon Goldberg with soloist Andre Watts and also the Vienna Symphony Orchestra will participate in the Brahms Festival.

Greene M't. Plans
Radio-Phone Net

LOS ANGELES—Greene Mountain Records, the radio network best known for its live broadcast New England concerts, directed by Charles Greene when his company went into a dispute with Famous Music, will now be handled by independents. A full list of distributors will be set next week.

In an unusual wrinkle, Greene Mountain's independent promotion men will handle the records in the case radio-teletext which cost $3,000.00 per unit. Some 10 to 15 promotion men will be carrying these briefcase phones, so that information about airplay breaks can be transmitted cross-country with no delays.

SAL BONA FEDE left, and Billy Fields, right, of the Management III of fice, congratulate Peter Nero after his recent opening night performance at the Garden State Arts Center, Holmdel, N. J., where Nero conducted the American Symphony Orchestra.

Philly Pact Is 'Still Up in Air

PHILADELPHIA—While rehearsals for the Philadelphia Orchestra for the new season are slated to start Monday (18), there's a matter of a new contract to be settled first. While Park Dilks, attorney for the Orchestra Association, is optimistic, many of the musicians are expressing fears that there will be a strike.

Negotiations on a new contract have been going on since last Feb-

Van Ginneken Dies at 58

NEW YORK—Jaap van Ginneken, producer of classical repertory for Phonogram International B.V. in Baarn, Netherlands, died at the age of 58, following a long illness.

Soviet Gold to Polish Group

NEW YORK—Polish recording group No To Co have received a Russian gold record for their hit album, "No To Co Na Tyrne." The group has also completed a successful concert in the Soviet Union.

No To Co, managed in this country by the Memnon Talent Corp., is a popular group for a nationwide concert tour.

Cleveland Tour Set of
Australia, New Zealand

NEW YORK—The Cleveland Orchestra will tour Australia and New Zealand in September and October 1973 and becomes the first American orchestra in 13

years to play in that part of the world (The Boston Symphony, the only other U.S. Orchestra to play there, toured Australia in 1960). The visit is sponsored by the Australian Broadcasting Commission (part of the three-month celebra tion marking the opening of the new Opera House in Sydney) and by the New Zealand Broadcasting Corporation. The Cleveland Orches tra becomes the second orchestra to play in the new Sydney auditor ium (on Oct. 1), the Sydney Symphony opening night on Sept. 29.

The orchestra plays 18 concerts in a four-week period, two of which will be in Melbourne, three in New Zealand and 11 in Aus tralia.

The tour will be conducted by three conductors, present music di rector Lorin Maazel, former music director Erich Leinsdorf, and a third conductor to be announced at a later date. Maazel joins the orchestra in Sydney for four concerts, coming from Berlin, where he will conduct a new production for the opening of the Deutsche Oper season. Leinsdorf joins the orchestra on the West Coast for seven concerts, coming from con ducting engagements in London, according to Michael Maxwell, general manager of the Cleveland Orchestra.

M-O-R
AIN'T WHAT IT USED TO BE!

The Music Director Playlist of 45's and LP's published each week, is where TODAY'S M-O-R is at.

For information, and a FREE SAMPLE playlist, write:

"THE MUSIC DIRECTOR" P.O. Box 177, Chestnut Hill, Mass. 02167.
### Billboard Special Survey for Week Ending 9/16/72

<table>
<thead>
<tr>
<th>Title/Artist</th>
<th>Label &amp; Number</th>
<th>Weeks on Chart</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>&quot;Good Foot, Part 1&quot;</td>
<td>Atlantic 14297 (Atlantic, BMI)</td>
<td>6</td>
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<tr>
<td>2</td>
<td>&quot;Everybody Plays the Fool&quot;</td>
<td>Motown 742093 (Motown Enterprise, BMI)</td>
<td>10</td>
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<td>3</td>
<td>&quot;Somebody's on Your Case&quot;</td>
<td>Atlantic 2241 (Atlantic, BMI)</td>
<td>8</td>
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<td>4</td>
<td>&quot;Power of Love&quot;</td>
<td>Hot Chocolate 71075 (Hot Chocolate, BMI)</td>
<td>10</td>
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<tr>
<td>5</td>
<td>&quot;Starting All Over Again&quot;</td>
<td>Alligator 510 (Alligator, BMI)</td>
<td>11</td>
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<tr>
<td>6</td>
<td>&quot;This World&quot;</td>
<td>John Cale 0107 (Sire, BMI)</td>
<td>7</td>
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<tr>
<td>7</td>
<td>&quot;Looking Through the Windows&quot;</td>
<td>Motown 742093 (Motown Enterprise, BMI)</td>
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<td>&quot;(They Long To Be) Close to You&quot;</td>
<td>CBS 78529 (CBS, BMI)</td>
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<td>&quot;My Man Is a Sweet Man&quot;</td>
<td>Capitol 4032 (Capitol, BMI)</td>
<td>7</td>
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<td>10</td>
<td>&quot;Freddie's Dead&quot; (Theme From &quot;Super Fly&quot;)</td>
<td>Columbia 33448 (Columbia, BMI)</td>
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<td>&quot;Think (Part 1)&quot;</td>
<td>Motown 742093 (Motown Enterprise, BMI)</td>
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<td>&quot;I'm Still In Love With You&quot;</td>
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<td>13</td>
<td>&quot;You Can Get Away&quot;</td>
<td>Epic 5072 (Epic, BMI)</td>
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<td>14</td>
<td>&quot;As Long As I Can See Her&quot;</td>
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<td>16</td>
<td>&quot;Ben&quot;</td>
<td>Philadelphia International 1207 (Philadelphia International, BMI)</td>
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<td>17</td>
<td>&quot;(Smokey Part 1)&quot;</td>
<td>Blue Note 54478 (Blue Note, BMI)</td>
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<tr>
<td>18</td>
<td>&quot;14 Coldest Days of My Life&quot;</td>
<td>Motown 742093 (Motown Enterprise, BMI)</td>
<td>9</td>
</tr>
<tr>
<td>19</td>
<td>&quot;Win, Place or Show&quot;</td>
<td>Epic 5072 (Epic, BMI)</td>
<td>5</td>
</tr>
<tr>
<td>20</td>
<td>&quot;Let's Do It Again&quot;</td>
<td>Motown 742093 (Motown Enterprise, BMI)</td>
<td>10</td>
</tr>
<tr>
<td>21</td>
<td>&quot;Open House at My House&quot;</td>
<td>Columbia 33448 (Columbia, BMI)</td>
<td>6</td>
</tr>
<tr>
<td>22</td>
<td>&quot;Thank God I'm a Woman&quot;</td>
<td>Epic 5072 (Epic, BMI)</td>
<td>6</td>
</tr>
<tr>
<td>23</td>
<td>&quot;I Miss You&quot;</td>
<td>Polydor 720 (Polydor, BMI)</td>
<td>14</td>
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### Soul Sauce

**Best New Single of the Week:**

"I Just Want to Be There" by The Independents

**Best New Album of the Week:**

"Greatest Hits on Earth" by Wand (Bell)

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*Vox Jox*

*Continued from page 14*

founder, recently let all his many friends know of his bout with throat cancer. We belatedly wish him quickest possible recovery and hope that he will personally be hosting his 1972 edition of the Vox Jox. Neiman's, 2200 E. Olive Ave., Santa Ana, Calif. 92705, is open from 9 a.m. to 9 p.m., Tommy Harper, 9 to 2 p.m.; Tom Duren, 2 to 6; Mike Rums, 6 to 9, and Barry till 6 a.m., Thom's, 7221 Maple Ave., Rockville, Md., 24 to 29, and Jim (Top Banana) Clark has joined KBIL, Kansas City, Missouri, for another morning slot... DJ-KX, Davenport, Iowa, has started a contemporary "adult rock" stereo programming, with steady play of oldies... Hunter Hancock, onetime oil man from L.A., is in retirement selling advertising space on bowling lanes calendar in the southern California area.

Bill Kessury has been hired as the program director of KCBS-FM, Los Angeles, from KYYE, effective Wednesday, September 6, according to John Kekalo... Kip Anderson, WIDU, the air to WEDU, is in Seattle, looking for a gig in the R&B market. He can call Kip at home at 206-253-8294.... The following are all-hoc bookings for work with Top 40 rockers: They are Ted Zieglen- busch, formerly with KXEN, San Bernardino. He was music director there for five years. Call (714) 862-4819; Peter Nadtel, who is also interested in programming, at (912) 625-3574; and Pat Martin currently at WIFE in Indianapolis. His number is (309) 742-9146; Fred Christiansen (714) 628-5974. Lee Fishman is the new General Sales Manager of WONK radio in Milwaukee. Christiansen, according to Ralph Barnes, the station's general manager, Dolnick is replacing Joseph K. Goyette, who was transferred to their sister station, KCRW, in St. Louis. Bruce Johnson, Vice President and General Manager of WONK, has been appointed Art Mandelbaum, who is the executive assistant to begin immediately. Mr. Mandelbaum has previously been a creative consultant/writer-producer in many of the aspects of the communications field. Steve Lauder, formerly with KGUD, Santa Barbara, (Continued on page 22)

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By JULIAN COLEMAN

The 1st Annual Soul and Blues Awards presented recently at a special banquet held at the Beverly Hilton Hotel, Los Angeles positioned Stax Records as leaders in the field of rhythm and blues and the Memphis label, its artists and executives won nine out of 26 categories presented by Cinema West Productions of Hollywood—more honors than any other company. Cinema West Productions is a TV production company headed by Chuck Mann. Blues singer B.B. King won down beat Magazine's 29th annual International Critics Poll as 1972's "No. 1 Blues Artist of the Year," marking the third consecutive year he has won the poll. The ABC record artist was also presented "Most Popular Guitarist" citation by Guitar Player magazine.

**BITS AND PIECES**

Allen Toussaint's new single on Warner Bros. "Soul Sister," is getting good FM air play in Philadelphia while also picking up soul radio play in Washington, D.C. and Los Angeles. Supporting the promotion of the disc is a "Soul Sister"-tee shirt. Check it out... Gladys Knight and The Pips opens a six day stay at the Latin Casino, Cherry Hill, N.J. Sept. 18... Jerry Peters who has just been held in Chicago for Distinctive as well as writing and arranging for the Friends, Mere Clayton, Carol King and David T. Walker makes his debut as vocalist with a great solo album on Mercury, called "Blueprint for Discovery... The Persuasions new single on Capitol is "The Ten Commandments of Love." Certified gold by the RIAA, Curtis Mayfield's "Superfly" soundtrack album on Custom and Bill Wither's "Still Bill" lp on Sussex Records. Both artists are part of the Buddah group... Ramsey Lewis' itinerary includes an Oct. 29 date at the University of Illinois... Keep an eye on "My Dream" by The Soft-Tones, an exciting new group out of Baltimore on the Aceo Embassy label... Artists expected to appear at WIBG Sept. 22 to be held in Chicago Sept. 27-Oct. 1 include the Jackson 5, Roberta Flack, Quincy Jones, The Staple Singers, The Temptations, The Supremes, Luther (Continued on page 12)
Hard to beat performances of Neil Diamond's "Song\nshould prove recent sales\nRCA LSP 1

I Soul Dimension's hits from the begin-

"High\nCan't Wake Up Love This Morning," "Shed That Rain," and their recent chart item, "Breaking Up is Hard To Do."

The line-up features the work of Terence Mann, the late Broadway actor (also star of the soundtrack) and his co-stars. The album includes new versions of classic songs from past Broadway shows and it is released on a Verve/MGM label.

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Hot Chart Action

EVERYBODY PLAYS THE FOOL—Main In-
gredient (RCA) (‘16 from 22) . . . moved into the 
Top 20 this week with its new top 40 radio listings noted in New York, (WABC), Chicago, Boston, 
Providence and Oklahoma City for a total of all 40 
markets checked on the disc with the exception of 
San Diego and Fargo. Dealer sales activity reflected in 
all 21 markets checked. The song is mentioned 
in 15 of the 21 sales markets.

IF YOU LEAVE ME TONIGHT I’LL CRY— 

40 radio markets. Listings noted in L.A. (KHD), 
Philly, Boston, Cleveland, Baltimore, Dallas, Ft. 
Worth, Nashville, Atlanta, Providence, Hartford, 
and Syracuse. Fargo, Des Moines and Salt 
Lake City. Sales activity coming from Chicago, 
L.A., Philly, Boston, S.F., Cleveland, Baltimore, 
D.C., Miami, Milwaukee, Nashville, Atlanta, Houston, 
Indianapolis, Charlotte, Birmingham, Syracuse, Des Moines and 
Omaha. Dealer sales action in L.A., Boston, Cleveland, 
Dallas, Seattle, Atlanta and nine other sales markets.

THUNDER AND LIGHTNING—Chic Costrance 
(Columbia) (‘54 from 68) . . . record went Top 10 
in Boston and now spreads through 15 of the Top

10 radio markets. Listings noted in L.A. (KHD), 
Philly, Boston, Cleveland, Baltimore, Dallas, Ft. 
Worth, Nashville, Atlanta, Providence, Hartford, 
and Syracuse. Fargo, Des Moines and Salt 
Lake City. Sales activity coming from Chicago, 
L.A., Philly, Boston, S.F., Cleveland, Baltimore, 
D.C., Miami, Milwaukee, Nashville, Atlanta, Houston, 
Indianapolis, Charlotte, Birmingham, Syracuse, Des Moines and 
Omaha. Dealer sales action in L.A., Boston, Cleveland, 
Dallas, Seattle, Atlanta and nine other sales markets.

John Denver—HARD LIFE, HARD TIMES 
(Prisoners) (2:38) (prod: Wilbert Mosley) 
'(2:38) (produced by Wilbert Mosley) 
WRB 14026 (Chicago)

Radio Action: WNBK-FM (Chicago)

Barbara Streisand—SING A SONG/MAKE 
YOUR OWN KIND OF MUSIC (4:15) 
(produced by Richard Perry) (writers: Aileen Rose- 
Gold/Barry Mann) (Columbia, BMI) Flip: No info available. 
COLUMBIA 45s/45s

Also Recommended

Pipes and Drums and Military Band of the 
Royal Scots Dragoon Guards The Day is 
 Ended (You This Time God Led It) (End 
 o’days) (2:50) (prod: Pete Kelly) (writers: 
 Staff Band/Ed. Setton/Myles/Robertson) 
 RCA 74979

Potliquids—Waltz for Me at River (2:44) 
 (prod: Jim Brown & C Franks) (writers: 
 Kellachan/Flanagan/Hayward) (JANUS) 195

Al Cooper—Sam Stone (4:43) (prod: Al Kooper) (writers: 
 Prine/Collins) (writer: Prine) (COLUMBIA 444-454)

DEEP PURPLE—Highway Star (2:58) (Deep Purple) 
(Blackmore/Stanion/ Löfven/Fairey) (BMG) WARNER 7604

Country

BILLY WALKER—SING ME A LOVE SONG 
TO BABY (2:45) (produced by Doolittle) 
(Columbia, BMI) (writer: Doolittle) (Columbia) 
Flip: No info available. COLUMBIA 45s/45s

Also Recommended

Soul

CHILITEES—THE MAN AND THE WOMAN 
(THREE TIME THE BOY & THE GIRL/A LONELY 
MAN) (See Pop Pick)

Also Recommended

Pop

WAYNE NEWTOWN—CAN’T YOU HEAR 
THE SONG (3:38) (produced by Wee Farrell) (writers: Arnold Martin-Marquess) (James) 
Flip: Follows to the Top 10 writer “Daddy Don’t You Wish You Was Lost” (2:59) 
Flip: No info available. CHESSA 78-0105 (RCA)

DOORS—THE MOSQUITO (2:47) 
(produced by the Doors) (writers: Kindahl-Demarza-Demo) (Achilles, ASCAP) (the most popular hit of the week of the week is this most popular hit of the week) Little bit lost them — a wild one for Top 40 and NK8. Flip: It’s 
SIMILARLY (2:41) (Achilles, ASCAP) ELEKTRA 4807

CHILITEES—THE MAN & THE WOMAN 
(THREE TIME THE BOY & THE GIRL/A LONELY 
MAN) (4:02/6:22) 
(produced by Eugene Record) (writers: Record/record/Hastwell) (Julio-Brian, BMI) 
RAMBLING 205

Radio Action: WCKY (Chicago)

Barbara Streisand—SING A SONG/MAKE 
YOUR OWN KIND OF MUSIC (4:15) 
(produced by Richard Perry) (writers: Aileen Rose- 
Gold/Barry Mann) (Columbia, BMI) Flip: No info available. 
COLUMBIA 45s/45s

Also Recommended

PIES AND DRUMS AND MILITARY BAND OF THE 
ROYAL SCOTS 

DEAGON GUARDS—The Day is 
Ended (You This Time God Led It) (End 
O’days) (2:50) (prod: Pete Kelly) (writers: 
Staff Band/Ed. Setton/Myles/Robertson) 
RCA 74979

Potliquids—Waltz for Me at River (2:44) 
(prod: Jim Brown & C Franks) (writers: 
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DEEP PURPLE—Highway Star (2:58) (Deep Purple) 
(Blackmore/Stanion/ Löfven/Fairey) (BMG) WARNER 7604

Also Recommended

TOMMY OVERSTREET—HEAVEN IS MY WOMAN’S 
LOVE (2:41) (produced by Doolittle) (writers: Doolittle) (Columbia, BMI) (writer: 
Doolittle) (Columbia) Flip: No info available. COLUMBIA 45s/45s

DICKIE LEE—BABY, BYE BYE (2:23) 
(produced by Doolittle) (writers: Doolittle) (Columbia, BMI) Flip: No info available. 
COLUMBIA 45s/45s

KENNY PRICE—I’M A HILLBILLIE (2:58) 
(produced by Doolittle) (writers: Doolittle) (Columbia, BMI) Flip: No info available. 
COLUMBIA 45s/45s

Denny Whitehead—Hey Baby My Heart (2:34) (produced by Doolittle) (writers: 
Doolittle) (Columbia, BMI) Flip: No info available. COLUMBIA 45s/45s

LES SEEVERS—The Purest Pearl (2:33) (prod: Glen Reeves & Jim

EDWIN STARR—who is the Leader of the 
COLUMBIA 45s/45s

Also Recommended

CHILITEES—THE MAN AND THE WOMAN 
(THREE TIME THE BOY & THE GIRL/A LONELY 
MAN) (See Pop Pick)

Also Recommended

Soul

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CHILITEES—THE MAN AND THE WOMAN 
(THREE TIME THE BOY & THE GIRL/A LONELY 
MAN) (See Pop Pick)
CHICAGO—The jukebox will be promoted and publicized as never before as part of Music Operators of America’s (MOA) 1973 annual 25th anniversary celebration. The big push, including the distribution of radio-TV scripts and print media kits, will be kicked off at the House Copyrights Subcommittee hearing this week, already assured of being OA’s best exposition.

Within the industry, MOA’s success hardly needs recounting. It rebuffed two major legislation proposals which had been fought 5,000 to a point recently where its assets have been reported at well over 20 times that amount. Most member firms pay in the highest brackets of the Copyrights Subcommittee. This growth surge has outgrown two hotels (the Rock and Sheraton).

Fred Granger, Jr., MOA executive vice president, and universally credited with turning the business group around, said the show at the Conrad Hilton here Thursday (14) is comprised of the most enthusiastic exhibitors he has encountered in the nine previous events he’s organized for MOA.

Six different firms are showing jukeboxes but it is probably the same portion that boosts the event the most. Some games manufacturers, Bally Corp., most notably, have shown phenomenal growth at late. Bally, now publicly owned, is known to have astonished some stock market analysts.

Exhibitors

As usual, because MOA is management oriented and does not attract the programmers who are back home on the routes, few labels are exhibiting, though some are shown in booths. The executive convention will be at the Star, and Bernie Yudkofsky, Goldstar’s vice-president, is staging one of the biggest jukebox exhibits ever. A number of new jukeboxes will be represented via Country Music Association’s booth.

Total exhibitors are up from 55 during 12 booths last year to 60 using 135 booths. Total space is 28,990 square feet.

The jukebox business people will convene in Chicago’s giant Conrad Hilton Hotel (background) this week in what Music Operators of America’s (MOA) executive vice president Fred Granger (seated here outside hotel) believes will be the largest he ever organized since he joined MOA in January, 1964.

Jukebox businesspeople are the ones that attract the attention of the public, not so much because they are the ones that sell the jukeboxes but because of the profit they can make by being there. The profit makers are the jukebox manufacturers, who are back home on the routes, and the jukebox manufacturers.

The second feature of the MOA is the new jukeboxes that will be on exhibit.

New Jukeboxes

CHICAGO—There will be a wider array of jukebox hardware at Music Operators of America (MOA) this week than any time in the organization’s 25-year-history, not in terms of exhibitors but in numbers of multiple models and advances in design and technology.

Although the full impact will not be apparent at MOA, the jukebox industry is entering a period of marketing and technological evolution (Billboard, July 28). (Continued on page 28)

MOA Features New Jukeboxes

The revision bill also repeals traditional jukebox exemption from performance royalty payment on copyright music. The fees would be $1.50 per year per box recorded on royalty to be paid to manufacturers, and $5 per box to be paid music licensees (ASCAP, BMI, et al.) for the years of the record’s availability.

The latter rate came out of the House-passed version of 1967. The House-passed bill did not include a record royalty, but did give recordings copyright protection against unauthorized duplication.

The Senate bill, which was approved by the full Senate Judiciary Committee, was followed by a Senate floor vote, before it goes to the House: the Senate bill was vetoed over the controversial cable TV (CATV) royalty issue. Although a compromise finally resolved the years-long deadlock of copyright owners, broadcasters and CATV interests over regulations and copyright liability, the question of rates has never been agreed on, and could cause trouble.

No further copyright hearings on the revision will be held on the Senate side, but the House Copyrights Subcommittee will hold possibly lengthy hearings on aspects not covered in the 1967 House-passed bill. If the performance royalty for records used for profit survives in the Senate bill, the House will hear arguments against it from jukebox operators and radio broadcasters who are bitterly opposed to the record royalty. The House Copyrights Subcommittee would also hold hearings on the Cable TV provisions, since they were deleted from the 1967 bill during a furious floor fight.

The House subcommittee will also review the hurriedly passed Antipiracy bill of 1971 which gave recordsmakers made on or after Feb. 15, 1972, protection against unauthorized duplication under federal law. The Antipiracy bill did not include any performance royalty for commercial play of records.

The terms of this bill are complicated in that the Copyrights Subcommittee chairman John Robert W. Kastenmeier (D., Wis.) had some misgivings about possible monetary effects on the Antipiracy bill as worded, and a three-year limit was put on the bill. But it became law as of Jan. 1, 1974, giving Congress time to see the effect of the Antipiracy bill on record copyright terms in the Senate.

The elections in November will play a big part in determining the copyright legislation by the 93rd congress. If the democrats hold their majority in the Senate, Sen. McCollum (who expects to win his Arkansas election easily) will continue as chairman of the copyrights subcommittee, but probably only until the bill is finally passed.

Jukebox programming

Year-Long Jukebox Push to Herald MOA’s 25th Anniversary Business Assn Set For Largest Show

SEPTEMBER 16, 1972, BILLBOARD

MOA to Mull VAT: A Reality in U.K.

By STAN BRITT

LONDON—The value added tax (VAT) is a factor American operators will be discussing at Music Operators of America (MOA) this week but it is already a reality here. The introduction of VAT next year, which will mean more paperwork for the operators, is the only really serious problem facing U.K. jukebox industry at the moment. The operators and manufacturers alike are buoyant and continually expanding.

The present growth rate of the industry in this country is much the same as that of the American firms, and the VAT. But it is difficult to make forecasts because an additional burden to the industry, like VAT, will obviously slow down this rate of progress. And it is hard to foretell additional burdens and operators' profit margins—always difficult to assess in the U.K. anyway—as a consequence of the introduction of the new tax in 1973.

Why these additional burdens? VAT is a national tax and the provision of music by a way of a jukebox is regarded as being a VAT-able service, plus VAT. The background to the public house or cafe or some other location, and made available for customers to insert coins, the proprietor should charge the customer not only for actually playing the jukebox, but also an additional 10 percent VAT charge as well. This extra charge represents, in effect, what the proprietor must pay to the Government.

In practice, of course, it would not be feasible to charge customers 10p (24% for three records—and then ask them to pay an additional 10p what would amount to a 20p "VAT "charge." Therefore, the option for paying VAT will fall either on the occupier of the site which has jukeboxes installed or on the jukebox operator, who is using a location owned by someone else.

This will mean, of course, that profit margins on the machines will inevitably be less.

Commented Arthur Willis, secretary of both the Amusement Interest Federation and the Phonograph Operators' Association: "It's a problem for the future, rather than for the immediate time—although the operator is going to have to think of ways to absorb what amounts to a 9 percent increased cost to the consumer."

"But at least it's something we now know about because Parliament has just finished all its deliberations about VAT. We have been able to show the government the facts and months to persuade the Government to change their thinking. Otherwise, jukeboxes machines may be exempt from the VAT altogether. It could have been levied on the takings from the box itself."

"So far, the Government has refused to give way. As a result, I suspect that this extra charge and try to do something about it.

One Less Tax

What does the industry think about this subject at present? Said Willis; "Naturally, (Continued on page 18)
MOA: Largest Array of New Jukeboxes

**By Jay Ehlert**

Mr. Moynihan, chairman of the Coin Machine Technical Association, heads up the club's annual trade meeting, which is being held in Las Vegas, Nev., this week. The industry is gathering to listen to the latest news from the manufacturers and vendors, as well as to make orders and deals for the new year.

The MOA has a strong tradition of providing a forum for the industry to come together and discuss important issues. This year's meeting is no exception, with a number of topics on the agenda.

One of the key issues being discussed is the future of coin-operated machines. With the rise of digital technology and the increasing popularity of mobile payment options, some are wondering whether these machines will continue to be a viable business model. The MOA is working to ensure that the industry remains competitive and relevant in the face of these changes.

Another important topic is the issue of piracy and copyright infringement. The MOA is pushing for stronger protections to ensure that creators are fairly compensated for their work.

Overall, the MOA's annual trade meeting is a vital event for the coin-operated industry. It provides a platform for sharing ideas, making connections, and working towards a brighter future for all.

**Jukebox Copyright Fight To Extend Well Into 1974**

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The Works.

You’re gonna get it. At the Music Operators of America Convention. The Works will be working in Parlor 8.
See 6,000 More Finland Spots Via New Jukeboxes

By KARI HELIOLATI

HELSINKI — New jukeboxes capable of playing mini-LPs and cassette tapes could mean the opening of 6,000 potentially new locations, experts here believe. It could mean the first expansion of the industry since it peaked in the late 50s.

The Finnish jukebox industry is small but stable, with around 3,100 jukeboxes in operation and all but 1,000 of them owned and installed by the government-controlled Raha-automatismin. The remainder are owned by operators or rented to operators by importers and special rental companies.

The peak of jukebox expansion in Finland really occurred in the late 50's when the 45 rpm disk was also enjoying peak popularity. Since then the growth rate has declined steadily and something between 100 and 200 new jukebox locations are opened each year —depending on the number of new cafes and restaurants completed annually. However there could be a new boost for operators if current promotional activity, aimed at 6,000 potential new locations gets a sympathetic response.

Finland has never given a warm welcome to new developments in the jukebox industry. The LP jukebox, for example, was trashed in public, while the 45 rpm disk was generally cold-shouldered by the industry and public alike. No up-to-date material was available in mini-LP form and the Finnish record industry did nothing to help solve the problem. At that time there were only 2,000 conventional jukeboxes in operation so the record industry argued that it was hardly worthwhile producing special mini-LPs. Whether the record industry has softened a little now is uncertain since the subject has been widely discussed. It could be that operators, at least, are more ready to accept the mini-LP norm.

The future of the cassette jukebox is still uncertain. Some experts believe they keyGemco, the Finnish representative of Wurlitzer, and by Raha-automatismin. There have been technical troubles with cassettes, the quality of which has been suspect. On the other hand, cassette jukeboxes seem ideal for top locations such as grill rooms and restaurants where they can serve as a source of easy listening—as opposed to the Top 40 format of the conventional box.

Four-channel is not expected to break in Finland for some years to come because the Finns have only just entered the stereo era.

Jukebox programming

Greek Jukebox Industry Set for Rapid Expansion

By LEFTY KONALIDES

ATHENS—Jukebox operators here are doing better than the traditional 50/50 commission arrangement in the U.S. and the industry is expanding. There are more than 10,000 jukeboxes operating in Greece at present and business is likely to increase because of the growth in the tourist industry here.

Most of the boxes to be seen in Athens and Thessaloniki are AMI, Wurlitzer, Rock-Ola and Seeburg models costing from $333 to $2,800 but most cafes, clubs and restaurants rent them from operators who also carry out maintenance and cleaning.

The usual basis is that the operator gets 55 percent of the take and the location owner 45 percent. A single player draws (little over three cents) and six plays cost 5 drachmas (under 1 cent)—fantastically cheap by U.S. standards.

In the U.S. machines used in Greece use singles and usually take up to 100 selections.

Because of the promotion given to singles through jukeboxes, the record companies sell the records to the operators at between 15 and 20 percent less than the normal retail price.

The price of singles was increased to 3 drachmas ($1.30) more than a year ago but this did not affect record sales to jukebox operators who always keep to keep up with the public taste. Jukebox hits usually lasts from four to six months.

The jukebox market could be even more prosperous in Greece if leading importers invested more in publicity, if operators were supported by good and fast-working maintenance crews, and if there were better co-operations from the record companies, experts contend.

BIG EVENT FOR LADIES

CHICAGO—Music Operators of America (MOA) expects the largest attendance ever of ladies at the luncheon and fashion show 12 noon, Thursday (14) in the Conrad Hilton Hotel, Conrad Hilton Room, the opening day of the MOA convention. TV fashion adviser and author Ilene ("It's So Easy To Cover Shoes," and "Ilene Hints and Tips" on sewing, beauty and cleaning will demonstrate new fashions and as well as how to combine accessories, pin them, drape them, tie them. She will show how to drape six yards of fabric for an evening Surri that will stay put, as part of her fast-paced, hour show.

Coin Machine World

Rock-Ola Adds Seattle Dist.

Northwest Sales Co., Seattle, will distribute Rock-Ola hot and cold drink vending machines as well as its regular Al Lombardi Systems, in Alaska, Montana and most of Idaho.

Montana Games?

Whether Montana will allow certain forms of gambling machines and games in the state was still undecided as Coin Machine Operators Association met here recently. The question of gambling machines in the state is being handled down before this meeting, so we would know what to do, said Elmo Bayer of Missoula, Mont.

During the last election Montana voters cast 3,500 favorable ballots over and above the needed figure of pasing the constitutional change. A dispute questioned if some ballots had been properly counted. Thus a recount was held resulting in 2,400 favorable ballots and above the necessary figure for passage.

The argument precedent to the state Supreme Court and a decision is expected within eight to ten days.

If the decision is favorable, Montana will not immediately have gambling. What the new constitution will say, according to the legislators hands,” said Robert Walker. “In time they might legalize gambling like bingo and pinball machines. The term gambling is misleading,” stressed Walk-er.

Dorothy Christensen explained that under the new constitution, gambling couldn’t be wide open but such things as bingo, baseball pools, pinballs and punchboards could then be legally allowed by vote in the state.

Boyce said “as operators we’re looking for anything that would help. Any time there is that type of an operation it is an asset not a liability, and the money is in the cream. Presumably coin operated pinball machines will involve all operators.”

LAURA DENI

MOA: 2000+

CHICAGO—Advance regis- tration is now being made for record Music Operators of America (MOA) attendance, pring last year (not counting 635 exhibitors). At least 900 are expected for the banquet and minimum 365 exhibiters. The last year, 206 foreign delegates attended and this figure is expected to be exceeded as well.
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- quick return on investment!
- puck actually floats on cushion of air—travels at incredible speeds
- players set the action of each game

Brunswick

For information, write to Bob Nixon, Sales Manager, Coin Operated Products One Brunswick Plaza, Skokie, Illinois 60076
Jukebox programming

FM Building Artists Via LP, Not Single

* Continued from page 27

diameter “Little LP’s,” except that producers of jukebox mini albums enable customers to take a shot on new artists who may not take a shot on new artists (the two major jukebox LP producers are not even exhibiting at MOA this year). Usually jukebox LP concept is still speculative and controversial.

Even the jukeboxes available from actors recording LP’s almost never again will be a focus on LP’s. This fact is shown in many cases are unable to expand the exposure of many albums (of the 65 acts listed August 5, albums by 40 of them were being aired in their entirety.

The popularity of lengthy cut singles is being driven away from the jukebox operators for LP’s and even shorter length recordings (MOA director Wayne Hensch, expected to be the panel discussing programming here, has worked out a formula showing how much money jukebox finance because of lengthy singles.

Many of the “FM Action” artists are under contract and 8-track tapes; even if the tape jukeboxes have yet to catch on widely (on MOA is expected to show one), benzines are not yet to the tape jukebox as another form of programming. "FM Action" fans, naturally, are convinced that the artists are playing the entire album, whereas LP’s are not.

For the benefit of jukebox programmers and one-stop buyers, T. Rex’s single in “Metal Guru/Lady”; dooby Bro’s. to the Music/ Toulouse St.; Glass Harp’s in “David & Gala’s La De Da”. The two were released in the Aug. 5. "FM Action." This “FM Action” is well ahead of "FM Action," but just as the singles in "FM Action," this is simply a misprint.

The Aug. 5 "FM Action" listing shows four cuts also appearing on the "FM Action" bill that week. The four acts out of 65 were Bee Gees and "McGarvey’s Get Hooked on Me.” Michael Murphy’s "Geromini’s Cadillac" and Rick Nelson’s "Garden Party." The Aug. 12 "FM Action" listing shows no more than 100 correlation; there are two in the Aug. 19 listing (both, curiously enough, are singles) and the Aug. 26 listing shows no other (both from Bill Preston L.P.’s).

No Singles

Labels showing up consistently in "FM Action" listings during August and the acts with no singles listed by Star include:

| Bick, John | Cane, Curved Air | Bick, John |
| Bobby Keys | La Belle, Swamp | Bobby Keys |
| Allen Toussaint | Jimmy Web | Allen Toussaint |
| Atlantic | Michael Perilich, David Edmunds | Atlantic |
| S.C.A. | Jackie DeShannon | S.C.A. |
| Decca | Wishbone Ash | Decca |
| David Axelrod | Sally Kellerman | David Axelrod |
| Alan Parker | RCA | Alan Parker |
| R&W | Plush Regal | R&W |
| Schwall, Patchen, Uza Major | Surprise; Tom Rapp, John Rait- | Schwall, Patchen, Uza Major |
| barns, Mark Volman, Tom Pax- | tions; Columbus: Podhoub, Fab- | barns, Mark Volman, Tom Pax- |
| tum; Columbia: Podhoub, Fab- | baugh & Korn, High Voltage; | tum; Columbia: Podhoub, Fab-
| baugh & Korn, High Voltage | Jan | baugh & Korn, High Voltage |
| Sylvia, Support: Danny O’Keefe | John | Sylvia, Support: Danny O’Keefe |
| South; Cobblestone: Cataly, Pat Martino, Gary Mc- | South; Cobblestone: Cataly, Pat | McFarland |
| Farland | Gary McFarland |

An indication that AM demand, and possible jukebox action also, is being felt may be seen in the more recent releases of singles by "FM Action" artists. "FM Action" released singles by Sam Nett, Nitz- ing and Sky, the latest in late August: Nitzinger, "Louisiana Cock Fight/ L.A. Texas Boy"; Sky- lark, "What Could I Do Without You, You & Me"; Sky- lark.

Others of the few with singles on Star include RCA’s Gua- "FM Action" and April, Electra’s Doors with singles in May and August; Signpost’s Lon- gues in May and August as well; and Asylum’s Jackson Browne with singles in February and July.

Asked specifically if PM progressive stations are appealing to a distinct listener, there is: "FM Action." Stevens said: "Yes and no. We do nothing, but we do generally establish new art- ists that have singles.

He said, not last week releases by such acts as Nitzinger, Skylark, Dooby Bro’s., Dooby Bro’s., Jackson Browne, Bones and others showing in "FM Action" are a perfect singles of PM progressive radio is forcing new product.

Whether this is fast enough to benefit from jukebox programing and just how jukebox can be part of this, if the new product is being among the uppers of programming discussed at MOA this week.

7-in. Jukebox Album Still Subject of Debate

* Continued from page 27

initiated their own album promotion campaigns. Notable among them: ABC/Paramount Record One-Stop, Portland, Ore. Selecting a list of 15 or 16 best-selling jukebox LP’s. Also, Widltab, primarily to promote their new record machine, has joined forces with Prutting’s, New York, who will help Nuth- owned branches stock the title.

But now, more than ever, juke- box programmers say they are not sure the public wants to hear extended segments of music by one artist. This opinion raised at the recent Music & Vending Association of South Dakota meeting (Billboard, Selecting a record promotion was "Fast Action"

Yet another area of negativity exists as related to jukebox Need, programmer in Newport News, Va., said albums were ideal during the transition from three for a quarter to two for a quarter (the three sides on an LP repre- sented a bargain at 25 cents). Now, that many operators are switched over to buy singles for a

quarter, the album has less clout. said. FM Material

Others have simply reported that albums don’t earn money. Whether this is related to repertoire or not is something not yet determined. Actually, most jukebox operators use a wide array of product, though programming and price have home much more influence than expected. Prutting said recently he will attempt to come up with more "soul jazz".

The likelyhood exists that a growing number of bars and lounge patrons who are list- ening to FM progressive radio sense that they will not "hear music on a more FM progressive radio, the ideal of FM, with albums that develop a whole concept from cut to cut, is not adaptable to juke- boxes, which are aimed at people content (see separate story). In this respect, the recent re- lease of United Artists’ 7-in. albums is significant. Martin C. U.A. promotion execs, said the label uses mini LP’s to test the reaction to new groups, particularly those who are not "single groups." C. U.A. obtained the MOA's membership roster and is offering U.A min- i albums to jukebox operators.

Meanwhile, Prutting and Yud- koffsky cannot gamble on new ar- tists because labels do not offer re- turn privileges on jukebox albums, labels have never.

At the same time, there is a growing gap between the reperto- rie jukeboxes can offer the pub- lic in terms of what is available in stores and on FM radio and what is available in jukeboxes. The jukebox album should fill the gap, though ultimately jukeboxes will play tapes and not discs at all, some operators have noted. Still, the jukebox industry is not act- ing yet here.

The annual MOA show, which this year is being held in St. Louis, drew 3,600 jukebox operators and dealers.

Add Hart, Gary

CHICAGO.—RCA artist John Gary and Capitol country star who recently were added to the Music Operators of America (MOA) latest show roster at prime time, that will receive an award as well.

Foreign Interest

CHICAGO—International interest in Music Operators of America (MOA) this year is heightened by exhibitions from Canada, the home of the U.S. importer of 2 French-made jukeboxes with a large, special large delegation of foreign visitors.

More Jukebox News

On Page 53

JUKEBOX BUSINESSEWOMEN AND WIVES OF OPERATORS WILL BE EN- TERTAINED TUESDAY (14) AT Music Operators of America (MOA) by Louise Abrains, noted fashion expert.

SEPTEMBER 16, 1972, BILLBOARD
Come aboard at M.O.A. Booth 115
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Country Music

Wilburns Welcomed at Arkansas Benefit Show

HARDY, Ark.—This town of 667 population drew a crowd of "several thousand" for a benefit show in honor of the Wilburn Brothers, who are natives here.

Proceeds from the program were to be used to help pay for a pediatric hospital, and to start work on a museum and music amphitheater.

Doyle and Teddy Wilburn were the featured act, and they were given a standing ovation by the townspeople. Helping to draw the massive crowd were Tex Ritter and The Kendalls.

Leslie and Lester Wilburn, older brothers of the Decca act, opened the performance, and then brought on the others. Among those in the audience were the Wilburns' mother, and their sister, Geraldine.

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Legal Hangups Delay Reunion

DALLAS—Due to "legal difficulties" that couldn't be straightened out in time, the second Drippin' Springs Reunion tentatively set for Sept. 9 was cancelled.

The word came from Mike McFarland, one of the original reunion promoters of the event that has been described as "an artistic success but a financial disaster."

Left with a deficit of $100,000 from the country music festival held near Austin in the spring, McFarland now is hopeful he can get the finances straightened out in time for a second target date, Sept. 30.

(Continued on page 49)

Vandy Hosts Bluegrass Fete

NASHVILLE—The second annual Bluegrass-Country show assembled by the Don Light Talent Agency will be presented to students, faculty and general public at Vanderbilt University Saturday (23).

Waylon Jennings, The Osborne Brothers, Doc Watson, Jim & Jesse and the II Generation will perform on campus, at Alumni Lawn.

Bluegrass and country, once taboo on most campuses, has made a strong resurgence. Now, as one student described it, "it is a move toward things that are more natural."

James Sandlin, dean of students.

(Continued on page 49)

Capitol Expanding In Promotion Move

ATLANTA—Capitol Records has increased the size of its promotional force to keep pace with added emphasis on country product.

Wade Pepper, vice president in charge of country promotion for the label, said Joe Deters had been added to the force, along with veterans Mike Stanglin and Ed Keely, working exclusively in the country end. Deters will headquarter here and concentrate on the Southeast. Stanglin, in Dallas, will work the southwest, and Keely in Chicago.

will continue to handle the midwest.

Pepper said the utilization of three men was vital for purposes of total promotion and keeping in touch with the sales force.

"These men will create new interests at the sales level. They will be active in merchandising, and will be calling on the one-stops." Pepper said.

Pepper will maintain his offices here, and will be totally involved with the merchandising of product. He has been instrumental in building an "artist's development fund," used for both established and new artists to get out and make new contacts through promotional appearances and the like.

(Continued on page 41)

Combine to Run First Generation

NASHVILLE—Combine Music, headed by Bob Beckham, has taken over administration of First Generation Music, owned by Dottie West.

Aside from Miss West, First Generation's best-known writer is newcomer Larry Gatlin, who in a short period of time has had songs cut by Johnny Cash, Conway Twitty, Ken Kristofferson, Dottie West and Jim Ed Brown. Cash is using three of Gatlin's tunes in a movie. Gatlin is part of the family group, The Gatlin's, recording on Monument.

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Country-Soul: That's the only way to describe Charlie Rich's unique, fast-bulleting new single, "I Take It On Home." And it seems like the whole country is listening, too: 64 out of 74 major country stations have been playing the song. Consistently.

Charlie Rich: he's making the country sound better than ever.

His time has come.
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Country Music

Nashville Scene

1. Continued from page 38
Front Royal, Va., Fair all last week despite rain showers, with country entertainment featured for all but one night. "Country Road" featuring Donna Meade appeared first, then Teenie Cheena & the Country Rockers. The last country act was the Lynn Stewart Show. "Country Road" then appeared at the Wise, Va., Fair with Susan Raye. Larry Pinion of Dallas has just finished 10 days at the Carousel in Nashville, taking over for Ronnie Prophet while that gifted entertainer was on tour.

Reunion Delayed
2. Continued from page 34
For the Sept. 9 reunion, McFarland had signed Ray Price and Tex Ritter, and had a "tentative agreement" with Willie Nelson, Sammi Smith, Bobby Bare, Billy Joe Shaver, Red Lane and Red Steagall.

The cast for the later date, if the legal problems can be circumvented, has not yet been announced. McFarland said he had "talked to Price," but he hasn't signed anything yet.

2nd Bluegrass Show
3. Continued from page 34
stated: "I feel the authenticity of this music has had a great deal to do with the enthusiasm and interest it has aroused on our campus." He said he hoped the event "will be established as a tradition." Last year's first show drew a capacity crowd.

The Light agency has set similar shows this fall at Florida State, Tallahassee; Emory University, Atlanta; Western Illinois State, Macomb; Tennessee Wesleyan, Athens; Guilford College, Greensboro, N.C., and Pfeiffer College, Misenheimer, N.C.

TWO NEW SINGLES
4. From the Great Album: RCA #74-0761
"AS IT ANY WONDER THAT I LOVE YOU"
RCA #LS/B-7473

"IF IT TOOK A LONG TIME"
By Shirley Ramos
Kajac 507
Dist. by Sounds of Music
DJ's Write
LITTLE RICHIE JOHNSON
Belen, New Mexico

Published by:
CEDARWOOD PUBLISHING CO.
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RCA RECORDS

DON LIGHT, of the Don Light Talent agency; James Sandlin, dean of students at Vanderbilt, and Ralph Emery discuss plans for the Country/Bluegrass Festival to be held on campus Sept. 23. Emery will be master of ceremonies.
Reeves Signs UA Pact; To Head October Shows

NASHVILLE — Ending considerable debate and speculation, Del Reeves has signed an exclusive long-term contract with United Artists Records.

UA immediately announced that Reeves would headline the label's country show here Oct. 19th during the "Grand Ole Opry Birthday Celebration."

UA also signaled an expansion in its country department with the signing of Chuck Stewart, one-timer guitarist with Hank Locklin, Wyatt Webb and Henson Cargill.

Stewart was "discovered" here by Marijohn Wilkin, one of the outstanding songwriters in the field, and was signed to the label by Nick Venet. He will be produced by Miss Wilkin.

UA has promised several major surprises at the October gathering, with the show being put together by Reba Herston and Biff Collie.

Due for immediate release is a new Reeves single, "Before Goodbye," reuniting Reeves with Herston, who produced his earlier hits.

Roundtable for CMA Writers

NASHVILLE—A special round table discussion involving all songwriters will be held here Wednesday (14) at RCA, in an effort to establish a close working relationship with the Country Music Association.

Hosted by Ted Harris and Tom T. Hall, the concept of the meeting stems from the need of utilizing the creativity of the writers to the advantage of the entire industry.

Harris and Hall represent the songwriters on the CMA board of directors, and are pulling the roundtable together in an effort to air suggestions, questions and the likes. CMA is seeking to learn how better it can serve the industry.

Joining Hall and Harris from CMA will be Joe Talbot, Walt Heaney, Jerry Bradley, Leroy Van Dyke and Tompall Glaser, each of whom is a CMA director or officer.

The meeting is not closed to CMA membership. Any writer who has had at least one song recorded is invited to attend.

Capitol Promotion

• Continued from page 34

Capitol has recently sponsored trips to various markets by Doug Burnette, Bobbi Roy, and Tony Booth.

The country emphasis received special attention when Joe Allison was named to head the Nashville A&R department two weeks ago. He already has added new artists, and is exploiting those already on the label.

General Mills and Show Biz Gift CMA

NASHVILLE—A 260 part disk library has been donated to the Country Music Foundation Library and Media Center by General Mills, Inc., in cooperation with Show Biz, Inc.

The 12-inch records represent the entire first-year series of the syndicated "Ralph Emery Show." Each disk contains a separate one-hour production, including interviews with country music artists. Among those in the collection are Lynn Anderson, Marty Robbins, Bobby Goldshoroo, Conway Twitty, Porter Wagoner, Dolly Parton, Tammy Wynette, Jerry Reed, Glen Campbell, Loretta Lynn, Ray Stevens, Tammi Smith, Merle Haggard, Chet Atkins and Kris Kristofferson.

In accepting the donation, CMF executive director William Ivey noted that General Mills will retain commercial rights to the collection. The material is being held in trust. This will make the show's contents available to researchers and scholars.

CMF has received other valuable donations for this purpose, but this is the largest single package given.

LIZ MADISON, first artist on the M.G.B. label, talks over her initial release, "Too Many Playthings" with writer Jack Moran, left, Bobby Fisher, promotion man for M.G.B., and producer Ricci Marenco.

a new single from

Kenny Price

Exclusively on RCA Records

'Sea Of Heartbreak'

"YOU ALMOST SLIPPED MY MIND"

Latest Album:
RCA #LSP-4763

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There's a Billboard sales representative nearby just itchin' to get movin'.

MOVING ON!
Merle Haggard says:

"IT'S NOT LOVE (But It's Not Bad)"

Sales Figures say:

IT'S A SMASH!

#3419
Available from Capitol Records

Writers: Hank Cochran & Glenn Martin

Publisher: TREE PUBLISHING CO., INC./BMI

b/w "MY WOMAN KEEPS LOVIN' HER MAN" writer: Merle Haggard
EMI to Launch Motown in the U.K. With Big Promo Splash

LONDON — EMI will launch Tamla Motown’s new Motown label in the U.K., under its own logo in November. Motown will be used as product for originating from the recently opened office in London. The label will be SWG and MWS, and MWS for albums. The launch of the label will be backed up by an extensive advertising campaign, and the EMI win- dow dressing team will secure win- dow displays in key dealer stores to coincide with the launch.

The artists recording for Motown will include Thelma Houston, Femi Fani Valla and the Four Seasons. To start, Stevie Wonder’s wife, Syreeta Wright, Lesley Gore, Odessa, a rock band featuring local session musicians and Binky. The initial release will consist of singles and albums by Syreeta Wright and the Four Seasons. Fur- ther Motown product will be re- leased in January and will include an album by Tamia Houston, also scheduled to be released with the Four Tops in their new tour, which opens at the Rainbow theater on October 6, and an album by Odesea.

In October, EMI will release the seventh volume in the successful Motown Chartbusters series. Diana Ross, among others, will be included in this album, which will be released in November. The album will be distributed by the EMI record label in the U.K. for the year 1972/73.

CBS France Outlines Plans, Goals for 73

LUXEMBOURG—Continued di- vision of development of local product and a vital involvement in the audiovisual field were key features of the plans outlined for CBS France at an EMI conference held at the group’s annual conference this week.

In Held in Luxembourg “to mark our French operation.”: the conference was attended by more than 200 delegates and in the absence of EMI’s U.S. president, Jacques Souplet, said that recording industry is beginning to rival in Europe the two major American companies—Polygram and Matrix.

In one of the television fields CBS France was planning intensive in- volve in “since we attach a great deal of importance to this development and have already created a CBS Sounds and Images depart- ment.” Souplet said that the French CBS group had recorded an increase in sales of 15 per cent and 55 per cent in 1971/72 and the gross income for the year was 627 million FF.

Highlights of the year were the rapid growth of the independent division distribution, DPI, the distribution of the new U.S. label featuring major French artists, and the release of new singles and albums on the French market.

DPI, which is responsible for the label called Minneoka, described as a jazz-stampede.

Among the new artists signed to release in France, including the debut album of Michel Giraft, a new LP by the rock n’ roll revival act, and a new LP by Prodi- ced by Guy Warren. The show will be premiered on 30- 000 copies of the Apple Bandage Concert set and now handled by the German label of Led Zeppelin, and an album by the Gliahsian music band.

Burm also spotlighted some new compilation LPs, including an LP re- leased on Paramount in the shape of the Dave’s Flyer, a solo album by Mark Rasdale.

Golf Drive

EMI is putting the finishing touches to a special compilation LP around the Harvest label. The pro- gram will revolve around a tour called Harvest Mobile which will feature the bands of Eric Von Ely, Spontaneous Combustion, a new band Babe and East of Eden.

The tour will take place in Oc-tober, and is still to be finalized — and the formula remains the same. Harvest mobile truck. The tour will (Continued on page 49)

CBS Holds Follow-Up to Its U.K. Parley in July

LONDON—CBS’s annual sales conference was held in Croydon’s Solicitors’ Hall in July.

One of the main points of the meeting was the introduction of the new U.K. Parley in July.

The concept of the convention was to present to the usual annual event which, in its first year, this parley, was to follow up on a local level the plans outlined at the Columebium International World of the Music Conference held in London during July.

Manuscript of the parley was given to Rick Asher, in his first annual convention speech, was keen to impress upon delegates the need that the various people in their own roles in the future of the company were present at the beginning of the meeting.

He assured them that they had not heard the last of that size, did some practical work, the U.K. convention was a very im- portant meeting for the future of the company’s worldwide operation. He noted that he had seen the growth of Chirpy, Chirpy and Leslie Dun- can among whose achieve- ments CBS had every right to be proud of.

In terms of sales effort also noted that the company, for example, twiced as much volume as most

Columbia branch offices in Ameri- ca and three times as much as some.

There were also opening speeches from deputy managing director in Music, Michael Oberstein, and sales manager Jack Florey which were well received by the delegates.

The first of these focused on upcoming singles releases and was followed by seminars on the sales figures for the recent hits, and the presentation of the various schemes and incentives. CBS is keeping these very much under wraps and the sales force has been informed of the plans. Additional sales from CBS-distributed com- panies Bruce, Youngblood and Disney followed by an a and r forum and further sales talks.

Dinner and cabaret were held at Statham’s Car’s Whisks on Monday evening.

Sound Postcards Get New Owners in Warsaw

WARSAW — There are few single, yet significant events in the Polish record industry today. The sole state recording firm, Polskie Nagrania, believes the production of "sound postcards", or "postcards" as they are known, is being damaged. One postcard with a picture of a popular album as postcards 12 czełtow (about 50 cents).

Bluenose in Pact with 2 Foreign Cos.

TORONTO—Bluenose Music, a division of September Productions, has announced a sub- publishing agreement with two European companies.

In France, Les Editions Claude Prat, one of the country’s top pub- lishing companies, will now repre- sent Bluenose for its entire catalogue. The company holds the original copy- right to "The Sound Postcards," including "Love Is Blue" and "Mammy Blue." The company in the U.K. will now publish the Fergus single, "Heard That Rumor Before." Carlin Music has been voted England’s leading publisher for the last several years. The company has the Bluenose Music/Blieze Park Mu- sic companies are well represented on Canadian charts with Thunder- bound, The Bees and Dave’s "Can’t You Do It Now." September Productions is managed...
New York City
September 12—15, 1972
Room No. 5V, Fifth Floor
Waldorf Astoria

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Both the Encoder and Decoder incorporate the complete, original technology of Sansui's QS Regular Matrix System. Yet now both also incorporate the totally new "Vario-Matrix" technique which delivers maximum stability, musicality and separation. Real four-channel separation.

So today you can produce four-channel sources the likes of which you've never heard before. You can rest assured that four-channel "bugs" are gone. You can tool up with our encoder and decoder, and start at the top of the four-channel line.
Our special AES demonstration offer is a good one. We want you to test these revolutionary components for yourself. And that's what we're going to let you do.

Drop by our display room. Check out the QSE-4 and QSD-4. You can make your own demo four-channel cassette tape, and take it home with you.

The best way to get to know us is to use us for yourself.

Which is why we'd like you to try us first at our expense.

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Demo Booth: Room No. 5V, 5th floor

Hours:
- Sept. 12 5 p.m.—10 p.m.
- Sept. 13 11 a.m.—10 p.m.
- Sept. 14 11 a.m.—5 p.m.
- Sept. 15 11 a.m.—5 p.m.
From The Music Capitals of the World

POLYDOR

Polydor's national promotion drive begins tomorrow with press officer Bill Horan, has inaugurated "The Motley Record Weekly Theater Tour," the opening issue of the new series of "rollin'-they perform Sweet City Woman" and "Devil You." The program features Ross Reynolds, on vacation this week, and Randy Newman and Jim Peders guest with Bill Withers on the last edition of the new series of "Rollin'- they perform Sweet City Woman" and "Devil You."

MOSCOW

Grizzly Film studio has released a television special, "Rero Recieving Grams" featuring successful Georgia group, Rero. Over 400 artists competed in a Russian folk rock/jazz/rock festival national promotion drive, held again this week. The concert featured Melodyia's recording artist, Saba Subotab, and singer Minna Milanova and rock group, Blue Bird. The concert melodies of Friends this year. USSR Tele- show was performed by an orchestra toured Japan. Octet De Mexico, visiting five cities, Soviet Culture were also featured from a concert tour of India.

TOKYO

Toriino was last month in Japan, where he attended the Coldwater of singer, "Make Me a Donkey." He was joined in the top five in Winnipeg, Hamilton and St. John's. In Canada, he was a guest on the CBC's national promotion drive, "The Motley Record Weekly Theater Tour." The concert featured Melodyia's recording artist, Saba Subotab, and singer Minna Milanova and rock group, Blue Bird. The concert melodies of Friends this year. USSR Tele- show was performed by an orchestra toured Japan. Octet De Mexico, visiting five cities, Soviet Culture were also featured from a concert tour of India.

MEXICO CITY

Lee Butten, general manager of Polydor SA returned from a European tour last week, attended a meeting of the president of AMPROFON (Mexican Phonographic Industry) and met with record producers. Luis San Martin, international s.a.r., and Sidney Davidovitch, manager of the national promotion for Orfeon records, left today for Canada on an inspection tour. In Mexico, Musrat and head the international promotion division.

Luis (Vivi) Hernandez has cut an album on the label, "Havana Nights," an album of Spanish, songs and a single, the Spanish version of the Sun Set Days hit, "Candy." Hernandez will appear at a concert of the international seminar in Weimar, East Germany. Twenty countries are participating. The concert booked 20 international groups, orchestras and jazz bands during the last week. The program included a Plata live of a pop concert tour, "Sunny Days." Greek singer Karel Goud (Supraphon) appeared in London, Moscow, and Mexico City, and "Sunny Days." Greek singer Karel Goud (Supraphon) appeared in London, Moscow, and Mexico City, and "Sunny Days." Greek singer Karel Goud (Supraphon) appeared in London, Moscow, and Mexico City, and "Sunny Days." Greek singer Karel Goud (Supraphon) appeared in London, Moscow, and Mexico City.
**European Elektra Launches Massive Promo Campaign**

LONDON — A massive European Elektra promotion campaign, designed to highlight the Japanese manufacturer's line of new 12-inch stereo discs produced in collaboration with the German WEA company, was launched at the company's sales conference at Selsdon Park, Croydon last week. The Japanese company is the third in a series of separate WEA promotion launches, and plans to publicize the identities of its three labels, Warner, Elektra and Asylum.

The centre-point of the campaign is a sampler, New Magic in a Dusty World, retailing at £2.40. The album, released throughout Europe on Oct. 6, features tracks from established Elektra artists, such as the Doors, Judy Collins and Bread, together with selections from the company's new talent, including Ian Bochert, Harpy Chapin and Artz Two-Step.

Special emphasis was given at the conference to the British band Plainsong and French artist Veronique Sanson, both of whom sampled the sampler. The two acts are the first from Europe to be signed by Elektra on a worldwide basis.

Elektra also included 15 albums from its back catalog in the campaign.

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**EMI to Launch Mostest in the U.K. With Big Promo Splash**

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**Canadian Retail Chain to Sponsor Cable TV Series**

TORONTO—In a unique form of music industry sponsorship, Sam Heindel, president of the Canadian TV chain, has agreed to sponsor a weekly half-hour radio show as a public service.

Canadian pop music has traditionally been broadcast on tube exposure, and even the gold CB network has gone on record saying that it doesn’t want “long hair on TV.”

Three weeks ago, a young broadcast graduate named Rick Deegan started a pop show called “Out of Space” which broadcast by Metro Cable and other Canadian TV chains in Toronto homes.

But the cable company’s management said it could not pay Deegan for his services. Deegan, however, had therefore terminated his contract with the company and had begun an for a three-month period while awaiting an offer of $12,500 from the CBC. As a result, Deegan was able to direct it to him at Metro Cable TV, at 550 Water Street, Don Mills, Canada.

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**EMI to Launch Mostest in the U.K. With Big Promo Splash**

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**Canadian Retail Chain to Sponsor Cable TV Series**
And now some choice words for women:

**Thelma Houston.**

"The hit maker of the 60s debuts on MoWest with a totally fresh, unique, meaningful approach as a composer-performer, and she's right up to date. This should prove a new career and following for her. With much sensitivity she has composed and performs some ballad beauties..."

*Billboard, August 5, 1972*

**Valerie Simpson.**

"The powerful, driving voice of Thelma Houston is at its best in this delightful debut album from MoWest. The artist's originality, coupled with the superb Joe Porter production, makes this package an instant winner."

*Billboard, August 12, 1972*

**Leslie Gore.**

"When Valerie Simpson walked onto the Troubadour stage this week to make her national club debut, there was a lot—both in her background and music—to remind you of Carole King's debut at the same club in 1970."


**Syreeta.**

"Syreeta is the wife of Stevie Wonder, but her talent is independent and unique, both as a writer and performer. Her debut album is a blockbuster showcase for her talents!"

— *Billboard, June 11, 1972*
AUSTRIAN JUKEBOX OPERATIONS DOUBLED DURING PAST 4 YEARS

By MANFRED SCHREIBER

VIENNA—The Austrian jukebox market has been expanding consistently over the last few years by between 5 and 10 percent a year. The number of jukeboxes in operation currently is 14,500, compared with only 7,300 in 1968.

All machines are imported—mainly from the U.S.A., West Germany, Belgium and France, since Austria has no jukebox manufacturing industry of its own.

At the present time only single records are used in jukeboxes here, a small proportion of them in stereo. Records are changed at the rate of between four and eight a month.

Jukebox operators have to pay their players to the performing right society (AKM—Staatliche Genenhmte Gesellschaft der Autoren, Komponisten und Musikverleger) and these are calculated on the size of the location, number of customers and so on. Fees range from $217,000 in 1970 to an estimated $352,000 last year. The increase is due both to an augmentation in the number of jukeboxes in use and a rise in taxes.

Although the jukebox market continues to grow, the big market is toward hi-fi's and football games.

'Routeeman,' And Programmer Finds Weekly Service Pays

By SARA LANE

MIAMI—"Routeeman" and programmer Mrs. Tina Bray here believes weekly record changes improve sales even though the Bray route is very small and not particularly prone to break-ins, the usual reason for frequent servicing.

Mrs. Bray merely finds that the boxes take in more money when they are programmed with the very latest records.

Mrs. Bray, who with husband Vic, operate Vic's Service Company in Miami, has about 20 jukeboxes on her route. She likes it that way and doesn't want her route to get any larger.

We call ourselves Vic and Tina, independent operators. I think only have to work two to three days a week, we're open one and small as ours. The rest of the time I can use for fishing—and that's good, too. I get to know my customers better. Learn their likes and dislikes, their ideas on music, help them out if they need a hand and I feel this helps me," she said.

All of her jukeboxes are priced for a quarter, five for fifty cent and 12 for a dollar. She buys weekly from South Atlantic, a one-stop, and changes records weekly; three for a "good" location, two for a "mediocre" spot.

"Maybe some operators don't change records enough. But I've made it my policy to do so because I feel it keeps our people's interest. Just like fertilizing your property, if you don't, the jukebox runs out, you aren't going to grow tomatoes."

Tina, who has spinal arthritis and is encumbered by a heavy steel brace, never lets her disability interfere with her work or her jolly outlook on life. She's a spryly woman in mid-'50's. She is the "routeeman" of the Tina and Vic duo while her husband takes care of all the mechanical work.

Tina has been in the industry for 40 years while Tina entered in 1957 when they moved to Florida from Tennessee. Since that year, Tina has never turned away a single record. Her garage storage room is crammed to the ceiling and "bursting its seams," she said.

The records are stacked in the boxes and most are labeled. She finds saving her old records is a great benefit when she wants to use oldies.

"We're using a tremendous amount of oldies in some locations and I could use a lot more if I couldn't get them. Some of the ones I want are out of print. I've got over 100,000 records in my garage. I reckon I'll pick out a few each week, put them in the boy's arm or the boxes and let them play awhile. But, I find some locations only want new records—they hear them being played on the radio every two minutes and are conditioned to hearing them.

Tina's locations vary from cocktail lounges, country bars, and soul strictly rock spots. She finds country the most difficult to program.

"There are a lot of hillbilly records that don't hit for us the way Tina claimed. "For instance, a new record that I can't seem to sell is a record in my other two locations. Mel Street's 'Borrowed Angel' has been out for almost three months, I'd say. When it first came out, I covered it throughout the stations. We didn't play it, but I thought it would catch on. Well, it never caught on. Now it's out local airplay and they all want it back, but back, this time. You see, it's usually different from the others. They don't want hit right away and are slow in starting. If the location owners don't give me titles and artists becomes difficult to know what to play. This week, I'm specializing with Hank Williams. It's 'Cajun Baby,' Ace Cannon's 'To Get to You,' Bonnie Guitar's 'Happy Everything' and Justin Tubbs' Dance Hall Girl.'"

Since she doesn't have time to listen to radio, Tina gets her leads from Billboard picks, 'which I study hard.' She takes advice from Paul Yes, an on-street manager, with whom she deals exclusively. I can't tell you how much I've made to tell me what everyone else is buying and what they buy to make money for my locations," Tina said.

With the help of her operators, Tina carefully supplies records to her customers. "Candy Man," Sammy Davis Jr., "Alone Again (Natural)," Gilbert O'Sullivan (which the boy covered with), B.B. King's "Guess Who," Frank Sinatra's "Wholly Holy," "It's A Man's World," Jacky's "Mexican Joe," "I Only Have Eyes For You," "The Sound Of Soul," by Phil Garland, Spirituals, the blues, hard rock, and their foundations—discrimination—these are the stuff of Tina's profession. 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.}

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LONDON — Lending libraries called swap-a-tape clubs are flourishing all over the country despite criticism that they stifle sales and bypass copyright provisions. Many swap-a-tape club proprietors claim the libraries stimulate sales and call attention to tape, thus enlarging the market. The Mechanical Copyright Protection Society (M.C.P.S.) has advanced several ideas, including the possibility of new laws to cover lending libraries (see separate story).

But despite the problems, the swap-a-tape clubs — often extensions of existing record libraries — are continuing to grow and even some municipal public libraries are now starting to loan out tapes. The Birmingham Central Library, for instance, is starting to build up a library of cassettes with titles ranging from the classics to Louis Armstrong. The annual subscription to the library is £1 after which members may borrow any cassettes for up to a period of 14 days.

One of the biggest and most successful swap-a-tape clubs is the Stereo Cassette Lending Library at Catterick which is run by a former schoolteacher, Tom Robinson, and is the only professionally run library in the country which deals exclusively with tapes. Robinson gave up his hot center because of the "enormous potential" he sees in tape, particularly cassette.

It was quite a deliberate move," said Robinson. "I took a bit of a gamble and bought some stock and then I spent a lot on advertising to try to get the thing going. I originally aimed at the pop end of the market and found a far better response to my advertising from the pop poppers rather than the hi-fi magazines."

"We started off quite modestly with just a few members but now they are flooding in. We have some local people who call in all day and talk to us — quite a few of them are schoolboys and college students — but the vast majority of our business is done by mail order."

The annual subscription to the SCLL is initially £5 and after the first year it is reduced to £2.50 per annum. Hire of cassettes is 7½ cents per day with a minimum of 30 cents per hiring. Robinson works hard to provide a "club feeling" and even puts members with similar musical tastes in touch with each other.

Robinson always keeps a wide range of cassettes in the library to cater for every taste — pop, jazz, middle-of-the-road, classical and spoken word. "We even have a Shakespeare play on cassette now," enthused Robinson. "I think that will go very well."

Tapes Sold

Although, as the name of the library implies, it deals mainly with cassettes, the SCLL also carries a stock of around 400 cassettes. Exclaimed Robinson: "I don't like cartridges personally — I think the mechanics are wrong for domestic use. We have had quite a few faulty cartridges and I'd be happy to drop them tomorrow but there has been quite a surge of interest in 8-track just recently — mainly from motorists. Local garages give our name to people when they buy units and in return we put our members on touch with the garages if they want a unit fitted in their cars."

All tapes loaned out by the SCLL are on permanent offer of sale to members — the price being reduced with each successive hiring. Each tape has its own index card which shows how many times it has been hired out. The library also offers a discount of up to 10 percent on all new tapes.

Typical of the record clubs that have started handling tapes as well as discs is Ivan March's Long Playing Record Library at Blackpool. Like the SCLL, the Long Playing Record Library also loans mainly cassettes rather than 8-track. The annual subscription fee is £5 and tapes are hired out at the rate of 7½ cents per day with a minimum hire period of 15 days.

Said March: "Our record library has been established since 1954 and is one of the biggest commercial record libraries in Britain. I think people are slowly beginning to realize that the tapes are here now and we are planning to extend this side of our business. In the next three years it is planned to publish our own index card and from then we will have a standard library. At the moment, we only lend classical and light music on cassette and cartridges."

No Sales Cut

March believes that tape libraries are now on an equal footing with any other small or no effort on normal retail sales — an accusation often levelled at swap-a-tape clubs. He believes that customers are providing extra business, not just trying to side-step normal channels. "We are now prepared to spend the money buying a tape although they are willing to hire one."

The Wilson Stereo Library in South Norwood developed out of the personal interest of William Wilson, a former schoolteacher who today runs one of the most flourishing swap-a-tape clubs in South London. Wilson, a stereo enthusiast, was among the first to appreciate the realism made possible by stereo sound.

He explained: "I'd been interested in stereo for some time before I ever started to think about a library. At that time — several years ago — there were a few very expensive pre-recorded open-reel stereo tapes around and I and a few friends used to share them between us."

Wilson continued: "Purely by accident, I was offered a selection of stereo tapes that a dealer had to dispose of and I made my first business venture and bought them. I sent a circular around telling people about the tapes that were available and then I realized that what had started as a hobby was growing into a business."

The Wilson Stereo Library in fact offers completely separate services — the swap-a-tape club which enables library members to buy pre-recorded open-reel records for considerably less than normal recommend retail prices, and another scheme through which members are offered the opportunity of buying library stock at up to 75 percent off the list price, a discount scheme on hardware and accessories, and a record library.

Expands Sales

The library only handles cassettes. Wilson tried to start a cartridge library before the present operation but found there was insufficient interest. An annual subscription to the club costs £6.25 and cassettes are hired out at for a minimum of six days for 7½ cents per day while open-reel titles, which Wilson imports from the U.S., cost 9 cents per day.

Like Ivan March, Wilson also thinks that the claims by critics of libraries that they discourage sales of tapes is unfounded. He said: "On the contrary, I think that libraries are saving sales. I think that the more people that handle tape albums and get used to the idea of having them, the more likely they are to buy any when they particularly want it."

"Nearly all our tapes are bought in the end by our members. Each time someone places an order it is offered for sale to the cleaner and the price is reduced with each successive hiring."

Undoubtedly, there is a demand for more such tape clubs. An article in the Music Week Tape Guide refers to the existence of a flood of enquiries from librarians and despite the copyright problems, manufacturers must be more than happy with the growth of the library market which quite apart from anything else, has all the help to spread the word about cassettes and cartridges.

Swap-A-Tape Clubs in U.K. Expanding, Creating Controversy

By RICHARD ROBSON

Staff Writer, Music Week

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Amberg File & Index Co., 1625 Duane Blvd., Kankakee, Illinois 609010
Marantz Will Sell in Japan

TOKYO—Home stereo equipment and phonographic products of Marantz, including full service facilities, are scheduled to be offered directly in Japan by the parent company, beginning on Oct. 1.

The U.S. parent company of Marantz Co., Inc., Sun Valley, Calif., is setting up Marantz Far East to commence operation next month. About a year ago, Superscope, Inc., the parent company of Marantz, acquired 50 percent of the corporate shares of Standard Audio Corporation, the Japanese OEM supplier of audio equipment to Marantz in the U.S.A.

At the 20th All Japan Audio Show, held in Tokyo Oct. 20-25, 1971, Standard exhibited some Marantz equipment along with home stereo products under its own brand.

However, in Japan today, the name of Marantz is most highly respected by audiophiles, while Standard is now closely associated with mobile transceivers, home audio equipment and combination portable transistor radios/cassette tape recorders.

GRT Adopts New Attitude; 'Q' Emphasis, New Package

By BOB KIRCH

SUNNYVALE, Calif. — GRT Corp is stepping out in many ways, according to company President Sonner who is exuding a change of attitude as the greatest difference in the company since the acquisition by the company's parent firm, Jasco, Inc., of Sunnyvale in a year ago.

Among the tangible changes this new attitude reflects is the greater emphasis on 4-channel, innovations in packaging and the stronger realization of the differences between products sold in the U.S. and the internationally respected company's products sold in other countries.

Four-channel is one only example of our stepping out process,” Sonner said.” We’ve got 33 titles now and another 50 available. But we won’t release all of these 50 because we know we can’t sell them in business yet, and we have to do this on an economically sound basis.

‘Q’ Titles

“We do plan to release between 10 and 20 titles for the Fall season,” Sonner said, “and we will base what we release on the popularity of the LP. Rock has shown surprising strength to us, but other formats have shown surprising strength to us, but other formats have shown weakness.”

The suggested list on GRT’s 4-channel 8-track will be $7.95, and the 4-channel 8-track singles will be $2.75 for the new release because Sonner feels both products will be more hardware on the market and this will help your software. We will need software once that hardware is available and we’ll be out to help ride the crest of that wave,” Sonner added.

The firm’s 4-channel tapes will be marked by a Q, with the center of each letter and number colored in.

In packs the firm is undergoing a number of changes. “Our changes on this area will be interesting way to illustrate the evolution that has gone on in this company within the last 18 or 20 months,” Sonner said.

“We were printing a relatively high-priced pack with graphics on the front, and we’ve added a postage stamp type graphic on the outer seal of the package, and we’ve added a package designer.”

“Packaging GRT now uses a blue slip cover sleeve for its 8-track, cassette and reel product. This gives a kind of family resemblance across the board, and I think it pops out well on the store shelf,” Sonner said.

“Our feeling is that the cover on a tape is not as important, and we use the same size on all tape configurations. Each tape includes a dealer price code, and we’ve cleaned up the package. We think of the sleeve as fundamentally a frame. What we are putting on the cover is the artist, the title, all selections, the time per program and total time. Total time is a legitimate piece of consumer information, so why not give it?”

On the problem of dead time on a tape, GRT will repeat a hit or add an extra sound sample to pick up the additional royalties.

The firm is also making other changes, including adding more information, including consumer hints on how to take care of their tape and what to do if the recorded tape. The warranty has also been removed. “There’s not the product trouble in 8-track that they used to be,” Sonner said. “There’s also no as much trouble with players, which I feel was one of the factors that contributed to negative merchandising.

“We are satisfied with our packages, and we’re happy with our blue and white color scheme now, but the white does not look as close to the recording blue as we like. We are putting across on the record side of the business and you concentrate on tape. And I think this philosophy is being adopted.

(Continued on page 57)

Admiral TVC Bows: 100 Chicago Stores

By ANNE DOUSTON

CHICAGO—Admiral Corporation will introduce its Cartrivision VTR Color TV to the consumer market in Chicago September 25, with demonstration units in over 100 dealer showrooms and wide newspaper and radio advertising.

The debut of the unit in ongoing presentations started in early September, according to Thomas R. Chadwick, vice-president, advertising.

Service training will also be available to dealers who have their own service centers, through Admiral’s Chicago service center.

“Programming will also be available to dealers who have the future is available now,” Chadwick said. From previous market experience, he expects customers for the 25-inch color TV with black and white conversion trip pricing at $1,795 to be among the more educated and affluent.

Chadwick stated that this first thrust into the consumer market is part of a $4 million programming.

Programs similar to Chicago’s are planned for later this year in Los Angeles and New York, but are dependent on increased programming and Admiral’s ability to satisfy demand in the Chicago market, according to Chadwick.

A wide range of prerecorded and blank tapes of various lengths for recording off the air and taking home movies will also be available through the selling dealer or Cartrivision distribution.

Needles Point Duotone to Diversification

By RALDICE JOFFE

MIAMI, Fla.—In the wave of innovative trends which has come to the recording industry in the more than 25 years since Dr. Peter Goldmark invented the disc, most people have all but forgotten the charming forerunners to today’s sophisticated quadraxial stereo and phonograph systems.

To the average man-in-the-street, the quaint hand driven phonograph with its exposed and unpretentious s e e k e r and scratched-and-rounded steel needle is more than a relic of a cobwebby and distant past.

However, even though the phonograph needle has changed, it may be as dead as the dodo bird. The lowly, scratching-and-rounded steel needle still lives.

And how? The old steel needles which, despite its flaws, brought your hand-driven phonograph to life years ago are still in use. The pins for rifles and hand guns used by the military during the war are coming off the production lines.

But are putting an end to the production of steel needles. Instead of pushing pins in army guns, the 30 year old company of GRT, one of the most highly respected in the industry, is putting them in a new and sophisticated new nylon needle for today’s quadraxial systems.

The Duotone catalog of phonograph needles, made of steel, onyx, sapphire and diamond, are available in monaural, stereo and quadraphonic forms. The needles come in on a push-down, slide-in, plug-in, crank type of shaft.

They are also putting a new line of needles which are putting out a lot of new ideas. slide-in, plug-in, or screw-in type shafts, and are custom made to fit the 50 different available brands of record players on the consumer market.

Stephen Nester started Duotone in New York City more than 30 years ago. His family has been in the business of improving the quality of phonograph needles for over 70 years.

The advanced technology used in developing the Duotone needle is immediately endorsed by a number of well known engineers.

(Continued on page 56)

Retailer Defends Cutsout As Halt to Bootlegging

He also said new artists and even established ones making a musical comeback are offered wider exposure when product is offered at special prices. He cited instances when cutout records and tapes of a particular artist cause a surge in sales and then the tape or record is at a discount.

But who with his brother, operate M.A. & Wholesale, as well as the two giant stores here on Madison and Wabash, said: “Artists should allow record companies to break even on some costs. In some past cases, artists should waive royalties, or at least make some kind of consideration, so that the manufacturer can cut their costs by 50 to 60-cent base costs.”

In the article Rose took exception to, Bows: “When we contract a company and find money disposed of. He mentioned the book, dress and electronics business, the latter being his entry into the music business.

Artists

"Manufacturers get a lot of product and hope every LP and tape will be a hit every one is not a hit. A large proportion of returns is about 10 percent. There is no good reason to destroy them. The manufacturers are entitled to realize some return on their mistakes.

Moreover, Rose believes that cutout merchandisers who help oil唱片 companies is a problem that requires few tentatives. Many labels who do not see the release of new product as a "100 percent gamble" when they know there will be some valuable salvage.

(Continued on page 61)

22-Year-Old W. Va. Retailer Opens Second Stereo Center In a Year

CHARLESTON, W. Va.—This largely uncharted market and also one uncovered in stereo is the focus of a year-old stereo business here run by film Smith, who is opening his second Charleston office.

Smith chartered Charleston store had its grand opening Aug. 28. The store sells stereo components, accessories and blank recording tapes only. Smith said however, that in time he may carry some disks. His main thrust is education the consumer to stereo and to stereo stereophonia and pro-
Sansui Expands N.Y. Facility

NEW YORK—Sansui Electronics Corp. has moved its combined American headquarters and East Coast distribution facility into 30,000 sq. feet of expanded floor space at Woodside, N.Y.

Sixth and ninth floors of the building will be available to the public. The rest will serve for warehouse, shipping, distribution facilities, conference rooms, demonstration rooms, and a showroom and an employee cafeteria.

The new facility, converted from an existing commercial space, was chosen for its convenient location, access to major highways, and its by distributors and customers.

Duotone Co. Spans Era Between 78rpm's and Q.

Duotone's complete line of accessories do their own telling.

Long time leader in the phonograph needle field, Duotone markets accessories for both phonos and tape users. Tape carrying cases... blank tapes... care & cleaning items... splicers... record cloths and adapters. With the purchase of pre-gapped, self-selling assortments, a free pegboard rack—floor stand is included.

PROFIT's Duotone accessory sales average a hefty 60%.

With audio fans needing all these accessories, Duotone is ready to serve them for everyday use, why not stock them for everyday sales?

Complete Catalog from:

DUOTONE

COMPANY

South Miami, Florida 33142

In Canada:

Capital Records Ltd. Milton, Ontario

BLANK CARTRIDGES

Best quality—lowest prices

1.8 Track cartridge, 264...
2.8 Track loaded, 752 up...
3.3 Track cartridge, 716 up...
4.8 Track loaded, 575 up...
5.8 Track cartridge, 539 up...

Write or call:

SG Cartridges

2709 Arno Way

Wichita Falls, Texas

(817) 767-1457

Do you need 8-track lubricated tape, cassette tape, C-O's or loaded cassettes?

Get in touch with EMPIRE MAGNETIC INDUSTRIES — the one stop for all your duplication or blank loading requirements at LOWEST PRICES.

H. MANN

EMPIRE MAGNETIC INDUSTRIES

545 Allen Rd., Elgin, Illinois 60120

Phone: 516-293-5496

Tape Standards Set by Japanese

TOKYO — The Japanese Magnetic Tape Industry Association has set two standards for Philips-type compact cassette sound tapes. The instructions, MTS-101 has been set for standard size (width and thickness), while its MTS-102 deals with standard method of testing, significant mainly because it does not allow for drop out or specify the minimum level of distortion at optimum output. The move by the association superseded a previous govern-

"WANTED:
Capitol Records
56 With audio fans needing all these
With the purchase
Of audio fans needing all these
Accessories
Profits
Self
South
Record cloths
Cases...

PLAYERS

4 Track cartridges

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GRT Aware of District Nature of Tape

Continued from page 55

a good many of our new contracts.

Tape vs. LP

What are the differences between tape and record promotion? "Records, as I see it," Sonner said, "have an exclusive distribution channel. Tape has a multiple distribution channel, so it's important to the licensor to get a good spread of his product. In addition, tape is not a hit oriented product like records. We will always lag the hit for early weeks and months of a release and always go ahead of the normal three to one record to tape ratio when the product becomes catalog.

These differences between tape and records lie in what Sonner terms "theory of selectivity in releasing tape product. "One thing we've done in the past year is analyze our break even point," Sonner added. "It doesn't take a great deal of tapes to break even but it does take some. This is why we are careful of what we release. We look at the royalty structure and we look at the charts, because a lot of the buyers we deal with buy directly from the charts. The charts are an indication and we don't want someone to buy something unless he thinks he can move it. You have to know your buyer."

Sonner offered some other comments on different phases of the tape business and the role GRT expects to play.

On budget product: "There's a market for it, probably around the $2.98 level, and we'll be in it. We've had a budget product but we have not promoted a budget line. We are not going to back and promote one. There's still a market for good product, or an intermediate line if you will, but it must be promoted.

On future 8-track growth! "The original 8-track tape buyer is now old. He probably has a home unit but he still wants to play his tapes in the car. I think it is with this second generation 8-track buyer that the home market lies. This area is going to see a lot of growth, especially as more intermediately priced hardware becomes available."

Bootlegging

On bootlegging and counterfeiting, "Most of the counterfeit product return we get is on catalog merchandise, not new releases. We send tip sheets to our retailers on how to spot counterfeits and bootlegs and this has helped some. As for the bootlegging and counterfeit programs, I am very impressed with SWARM in Texas, because I feel the most effective way to handle bootlegging is through the retailer. Another area that seems promising in combating this is the interest Internal Revenue has taken, and the ITA has been a good conduit for the various agencies."

In promotions, the firm is running its heaviest schedule ever, including a distributor incentive contest with a week in Rio as the prize, a number of point-of-purchase cards for retailers and several promotions within the company.

Second Major Chain Shows Sony TVC Unit

NEW YORK — Carson Pirie Scott & Co., has begun demonstrations of the Sony U-Matic video-cassette player at its Chicago retail outlets on State streets and the other suburban stores.

The chain has scheduled several three-hour demonstrations at each of the participating stores. No orders are being accepted at the demonstrations because of lack of product availability, but Carson officials feel that the showings would not only serve to increase the traffic builder for the chain, but would also prepare customers for the advent of the new technology.

Carson is the second major retail chain in the Chicago area to put the Sony U-Matic player on demonstration. Less than a month ago a similar series of demonstrations were mounted by Polk Bros. with what officials termed "encouraging customer response."

The shops are restricted from accepting customer orders at this time because of Sony's commitment to the educational and industrial markets. If Sony can get over its backlog of orders to these non-consumer areas, it may make the player available to the home entertainment market by 1973.

Chain Tests 'TV' Cassette Hotel Films

COLUMBUS, Ohio — Mike Fisher, front office manager, Sheraton-Columbus Motor Hotel here, said that the Sheraton-Columbus is one of 15 in the nationwide chain participating in an experiment to show movies in guest rooms.

A back-projection machine, manufactured by Zeis Ikon and similar in appearance to a television set, uses Panavision color cassettes from Creatograph, Inc. The machines have volume control and a stop function so if the films may be stopped for interruptions, enabling guests to view the entire movie without missing anything.

For a $4 charge, guests order a film of their choice from a list of ten. At a specified time, a bellman will roll in the TV-like machine and insert the cassette.

"The pilot project has been going very well. There are waiting lists for the 15 machines we now have and we put in a rush order for 45 additional machines and we even had guests watch as many as three films in a weekend," Fisher said.

Wollensak Unit Set for Japan

TOKYO — The 3M Wollensak cassette carter system, now being marketed in this country by Sumitomo 3M Ltd. This system but produces the model 6030A open reel or 2530A compact cassette master unit, and the model 2760AV cassette copier.

Sumitomo 3M is also selling the Scotch brand data cartridge drive, model DCD-3, and the DC 390A cartridge which uses 1/8 inch magnetic tape.

Confused about 4-channel records?...

Fidelitone gives you the facts

Playing 4-channel records on 2-channel stereo equipment

Fact: All 4-channel records (both matrix and discrete) can be played on conventional 2-channel stereo phonographs. Of course, you'll get standard 2-channel sound.

Suggestion: Use this compatibility to build a 4-channel record collection before you get 4-channel equipment. Protect the sound quality of those new 4-channel disks by replacing that old needle with a new Fidelitone diamond needle before you play them.

Playing 4-channel records to hear 4-channel sound

Fact: "Matrix" type records (Sony-Columbia SQ, Sansui QS, EV-Stereo-4, etc.) produce 4-channel sound when played with a conventional stereo cartridge through a decoder.

Suggestion: Replace that old needle with a new Fidelitone diamond needle to insure full-fidelity, 4-channel sound and prolong record life.

Fact: "Discrete" type records (JVC-RCA, Quadradisc) must be played on special equipment with 4-channel phono cartridge for 4-channel sound.

Suggestion: When it's time to replace your 4-channel needle, be sure of full original equipment performance by getting a Fidelitone diamond replacement needle.

Fidelitone is a prime supplier of needles to leading phonograph manufacturers. All Fidelitone needles are made to exactly replace original equipment needles with full original performance quality.
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<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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Exactly Different.

Hell yes. Why compare Billy Eckstine with Freddy Robinson with The Temprees.

They are each unique. In Senior Soul Mr. B takes the Memphis Sound and seasons it with a touch of Las Vegas. Freddy Robinson stars At The Drive-in in a double feature vocal/instrumental. And the soft harmonies of the Temprees as Lovemen let everyone know they are well-acquainted with the sentimental side of soul.

"Three ways to be different. All from Stax...where the difference is pure gold.

Freddie Robinson-"At The Drive-in" ENS-1025

The Temprees-"Lovemen" XPS-9901

Billy Eckstine-"Senior Soul" ENS-5004
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<td>2</td>
<td>19 BLACK OAK ARKANSAS</td>
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<td>24 GRAMAH NASH/DAVID CROSBY</td>
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<td>4</td>
<td>35 DAVID BOWIE</td>
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<tr>
<td>5</td>
<td>1 DEEP PURPLE</td>
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<td>6</td>
<td>1 JOHN MAYALL &amp; THE BROTHERS</td>
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<tr>
<td>7</td>
<td>12 GEORGE HARRISON</td>
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<td>19 ROBERTA FLACK</td>
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<td>33 FRANK SINATRA</td>
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**Top Artists:**

- Elton John
- Paul McCartney
- Bob Dylan
- Janis Joplin
- Chicago
- Led Zeppelin
- The Rolling Stones
- Fleetwood Mac
- Crosby, Stills & Nash

**Top Albums:**

- *Creedence Clearwater Revival* by Creedence Clearwater Revival
- *Beggars Banquet* by The Rolling Stones
- *Let It Bleed* by The Rolling Stones
- *Exile On Main Street* by The Rolling Stones
- *Led Zeppelin IV* by Led Zeppelin
- *Whitesnake* by Whitesnake
- *The Band* by The Band
- *The Last Waltz* by The Band
- *Nevermind* by Nirvana
- *In The Court Of The Crimson King* by King Crimson

**Top Singles:**

- "I Want To Hold Your Hand" by The Beatles
- "Hey Jude" by The Beatles
- "Let It Be" by The Beatles
- "Imagine" by John Lennon
- "Yesterday" by The Beatles
- "Hey Jude" by The Beatles
- "Let It Be" by The Beatles
- "Imagine" by John Lennon
- "Yesterday" by The Beatles
- "Hey Jude" by The Beatles
Young Retailer Bows Second Stereo Store Within a Year

- Continued from page 55

Fisher 201 AM/FM stereo tuner-amplifier (80 watts), a pair of Fisher XP-55B 2-way air suspension speaker systems, a Garrard 406 turntable and record changer and dust cover, and a Shure M3D stereo cartridge, for $199.50.

Representative operating prices on other equipment included a pair of Ampex air suspension speaker systems, $69.95; a Garrard 406 turntable and record changer and dust cover, and an Empire 999/TEX stereo cartridge, 599.95, and an Acoustic Research Professional turntable, with base and dust cover, and an Empire 999/TEX stereo cartridge, 399.95.

Retail sales.

Think the a and cassettes at $2.99 have caused royalties."

Continued from page 10

From the Music Capitals Of the World

Dear Editor:

I am in hearty agreement that this record, or any other, is not only criminal but destroys the hard work that went into its creation. However, however, it was produced and arranged by Grimmie Award Win-

ners, who had a special showcase debut at the Continental Stamps at master at Univel Recording Records, and with nationally known artists opened at Caesars Palace Sept. 7. Jazz great Pete Fountain head-

ing the Tropicana's Blue Room for three weeks. Popular rainy day as before.

THEREFORE, I am wondering what the most important thing will be to the retailers.

As a way of getting 4-channel into the stores that will accom-

company it, is planning Smig-

ning San-

nus's attempt to Friday the agree-

ment with a local FM station to broadcast its 4-channel sound system.

Sanson, Smith explains, wants to get a a stereo outlet for the region, strongly into neighboring Huntington-

ton and New York. A new strong Huntington station reach-

ing Charleston. These two cities were both interested in similar FM agreement in Pitts-

burgh with great success.

The technique of selling equipment mainly by its pretty shelf size, Smith intends to hook up for instant demonstration or repair if needed.

Custom Stereo will provide ser-

vice work on all components it carries, holding, maintaining service contracts and centering the repairs or repair will be done off-premises.

The store has a customer service agreement, free service to the companies and hopes to set up agree-

ments with the major credit card systems.

Business hours are 10 to 7, Monday through Friday and 10 to 5 on Saturday. There are three floor sales persons in the office-management section.

Develop Black Owners, Operators, Earl Stokes

- Continued from page 14

cost stations throughout the entire U. S. and Europe.

Local black leaders looking in that direction pointed to Ragen A. The New York Times of a newly-formed black cor-

promotion, Broadcasting. The broadcasting company, headed by Ronald R. Doverspike, dean of the promotional group, is involved in the $2 million pur-

chase of the station, WAMO in Pittsburgh, WILD in New York, and WYI in St. Lou-

is, Mo. They also point to the re-

cent organization of a local civic group, including some black leaders, which was formed to challenge the FCC for the WCAU-TV, local CBS station, on charges of ignoring the needs of the community.

Since very few blacks just yet own even a radio or TV set, the NATRA group that its future de-

pends on increasing their "greatest hope," he added, "is in the people's hands." He called for black re-

porters to point out to stories to say things and write things that will aid toward the will of the establishment." "Black communists," said Stokes.

Stokes added, "the radio and the TV have become a black of a way of life of which the white people are becoming aware of. When they walked into the newspaper in order to have as mayor of Cleveland, he encoun-

tered no black in his contacts. He came to his news conferences against black bosses wouldn't dare ask him any questions.

Stokes also, added a word for the black jazz musicians of NATRA. "You black deejays," said Stokes, "are in the same rip-off position as the whole-black community. You get as much money as the white

Curt Smith is still pursuing the promotional aspects of his store and added that the main source of the promotion is the its辅助, the promotion promotions carried out by its branches, freed up 5 percent of the amount of each record that garners. It is used to buy an outmoded advertising fund, to be used as the dealer's see fit.

The next Smith promotion will be to tailor colleges students, a graduate, a student and other sales, and to create a Student Stereo brand, which says he thinks the minimum cost is $15.00, and will be to about $350.

Cincinnati.

The O'Jays (Edic Laver, Walter Williams and William Powell for second place, one week at the Allee Theatre, Sept. 15, along with Don Cornelius, host of television's "Soul Train." Deejay Deepen Kay Orey, a disc jockey, to the station KIMN in Denver. He has been replaced here by Bobby Burren, who doesn't own a disc jockey cartridge, and will be among the networks.

Stereo Records will provide service work on all components it carries, holding, maintaining service contracts and centering the repairs or repair will be done off-premises.

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ments with the major credit card systems.

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KMPC Sets Acts For Oct. 8 Show

LOS ANGELES--Dionne War-

wick, Bobby Vinton, Brook Bent-

on, Joey Bishop, the New Christ-

Curb Congregation, David Clayton and David St. Louis, are among the entertain-

ers being booked for the upcoming "Show of the World" Oct. 8.

The event is used by the station as a major promotion with spots for all of its air personalities, who are being displayed in station personalities with show hostesses.

KMPC is a Golden West station and the leading progressive middle-die-

Electronics.

and Capitol 8-track blank recording tape (40 min. length), 4 for $3.99.

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Letters To The Editor

Music Two-Miami Meet

MIAMI-Music Two, distribut-

ing records to its branch, is the first get-together in Miami at the Muscular Dystrophy Guild to product to rock jockers, dealers and one-stop. The introduction was made by Fred Love, sales manager of the Miami office, and Charles Haro, regional manager from Atlanta.

RCA and subsidiary label's complete category was covered, high-

lighting pop, country, and classical and RCA's "This Is" series. Also featured were Capitol, RCA's classical budget line.

Heavy emphasis was placed on the RCA and subsidiary labels which included Skip Snow, Michael Baldwin, Weatherly, Black Kangaroo, Twilight, and Pilot.

College Reps at UA

- Continued from page 3

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NASHVILLE—Cutlass Records, the label started recently by Charley and Charisse Shaffer to create a new recording vehicle for the Tex-Mex sounds that they feel have been almost completely ignored by the recording industry, has just become a reality with the release of a 20-top-country-songs compact disc produced by the Car using vocalists and instrumentalists who include many of the Tex-Mex regulars currently. Every three months Cutlass will release the top 20 Tex-Mex songs plus an additional ten tracks and a two-sided 45 rpm single. For each of the three consecutive years, the label will release an identical album. The Cutlass imprints are considered the second instance of aning. Audifidelity Enterprises (ABC/Dunhill) has sold double budget tape at $1.69 through Ancorp. National Services, Inc., a prime-time weekend program (Billboard, Aug. 12).

**Price-Coded Packaging**

“Some 300 creators made to make enough to pay off. But not all new wave of producers, just more, a good one for an entire generation of writers who came to the beginning of their careers to find out what they were made of.”

**Cutlass Forms All-Soul Label, Buys Certron Catalog; Into Tape**

**Cutlass**

**Late News**

**Cutlass Forms All-Soul Label, Buys Certron Catalog; Into Tape**

**Cutlass**

**Late News**
a group of three associated or correlated deities, beings or powers. A chord of three notes, consisting of a given note with the third and fifth note above it; e.g. a common chord.

Triad: an album written, arranged and produced by Spontaneous Combustion... Gary Margetts, Tony Brock and Tris Margetts.
With Understandably Great Pride
ABC/Dunhill Records Proudly Welcomes To Our Family
The Four Tops