A Billboard Publication Seventy-Eighth Year

TAPE/AUDIO/VIDEO PAGE 24
TOP LP'S PAGES 55, 56

New $, Problems For Pubs: Feist

NEW YORK — Music Publishers in the years ahead will face new challenges and problems, while at the same time they will have the opportunity of tapping new avenues of profit, according to Leonard Feist, executive director of the National Music Publishers Association. Feist noted that in some areas of publishing, problems remain constant. To illustrate, he pointed out that at a meeting 30 years ago the publishers' trade organization had a membership of 200. Today, it has 1,500 members. (Continued on page 62)

FCC Seeks New Rules to Fight Payola Takers

WASHINGTON—A new kind of trap for disk jockeys who take payola, and a new way for the Federal Communications Commission to act directly against bribers of station programmers, may lurk in the commission's recent plans for heavier, and more uniform sanctions against violators of the Communications Act, in addition to those now covered.

The FCC has asked Congress to enact legislation authorizing them to impose far-reaching sanctions against all violators of FCC rules and laws, in addition to broadcast and common carrier and other licenses.

The FCC wants maximum fines against broadcast licensees for a single offense put at $20,000, and for each act of payola, $20,000, doubling the present amounts. It also wants more time to act, extending the limitations period for imposing sanctions against broadcasters for a year, or the current license term, whichever is greater.

The present antipayola section 317 of the Communications Act gives the commission itself the right to levy fines against station licensees, or penalize with short-term renewals, when the owner fails to practice "reasonable diligence" in controlling payola or conflict of interest situations on his station. The law requires that any kind of payment for program material aired must be announced, and the sponsor identified. The nonlicensee, the disk jockeys, the programmer, et al, are covered under Section 508, which requires "disclosure" to the licensee of any and all payment for airing records or other program material. Section 508 is a criminal statute and can be enforced by indictment.

London Promo Policy Change

By Paul Ackerman

NEW YORK — In a policy shuffle, London Records has re-shuffled its entire promotional wing with a series of personnel additions and changes affecting the branch, independent distributor and regional segments of the company.

EMI, Roulette In Latin Deal

By Jim Melanson

NEW YORK — Sabor Records, a newly formed firm, has signed a long-term licensing agreement with EMI Latin. The deal includes all manufacturing and distribution rights for EMI's Latin product in the U.S. and Puerto Rico.

(Continued on page 53)

Imported & Domestic LP Duplications Provide Collectors With a Dual Choice

By Bob Kirsch

LOS ANGELES — The real original album please stand up! This is the question facing many record buyers today. Do they want a domestic or imported version of an LP? The growing number of imported recordings now available in this country, running from rock to ethnic to classical and often amounting to exact duplications of domestic releases, is creating strong new markets for the retailer and buying opportunities for the record collector.

The imported recordings are not a new phenomena, particularly in the classical field. Deutsche Grammophon Gesellschaft is one example of a label that has been available for years with a strong classical catalog. But the label has been available for so long that it has a firm base in the marketplace.

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David Bowie on tour:
His first American performances

DAVID BOWIE CONCERT ITINERARY
- September 22 – Cleveland, Ohio, Music Hall
- September 24 – Memphis, Tennessee, Ellis Auditorium
- September 28 – New York, Carnegie Hall
- September 29 – Washington, D.C., JFK Center for the Performing Arts
- October 1 – Boston, Massachusetts, Music Hall
- October 7 – Chicago, Illinois, Chicago Auditorium
- October 8 – Detroit, Michigan, Fisher Theater
- October 20 – Santa Monica, California, Santa Monica Civic Auditorium
LOS ANGELES—Putting hardware and software under the same roof is providing a major boost for 4-channel disk and tape sales at Federated Electronics. “It’s a great help to the hardware and software together,” says record buyer Chuck Fishein, “particularly with a relatively new configuration such as 4-channel. When a consumer buys the hardware, he’s generally excited enough to want something to play on it right away. We work very well with this service.”

Fishein also feels that it’s important for the hardware’s outlet to handle a full line of systems “not just the top 20 and whatever else can be picked up. This is what we would like to aim for.”

“We started a record department several months ago up to see if people buying systems were interested in software at the same locations, and they seem to be. We’d like to make this a real record store within a hardware outlet, kind of a sound supermarket. We’re looking into this as an experiment and if the two match it will be great.”

“When you look at it,” he continues, “it’s kind of silly to have to buy hardware in one place and software in another if there is room in one location for both. Federated is finding that this theory is working particularly well in 4-channel.

“There’s a lot happening in 4-channel disks and tape now,” Fishein says. “We’re not in a lot of amount of material in both configurations, with middle of the road music showing the best results. People feel this trend reflects several things, primarily the musical available and the type of consumer purchasing 4-channel.

He added, however, that rock and classical music are doing well. Fishein also feels that a channel line is “here now,” and that there is no lack of enthusiasm to feel in obtaining satisfactory software and hardware. “There are four companies, and there are a lot of people involved,” he said, “and 4-channel equipment is producible at a quick rate.”

“I think you can sell 4-channel now because people want what we’re doing. We have a full array of all types of records, demos rooms for the equipment we advertise both in the newspaper. Telling things like let people know that the configuration is here.”

“We’re not afraid of spending money if they know what we’re doing.”

Fishein feels that many of his 4-channel consumers are those who are getting rid of standard stereo systems and want to become involved in the new configuration. These are the people buying compatible hardware. He finds it hard to pinpoint a specific age group, but feels that few teenagers are buying.

Federated plans to expand its 4-channel record and tape displays in the future, with records divided by artist and company. The store carries 4-channel disks in discrete and matrix.

Informal Country Meeting

ATLANTIC IS LINING up country acts for its entry into this market. Jerry Wexler, the label’s executive vice president (second from the right) has been responsible for finding the artists. He holds informal discussions in Austin, Tex., with Tony Jo White, Jim Franklin of the Armadillo (right), and Doug (Duke) Sahm, who has joined the roster as an artist and will also be producing.

Quaker City Jazz Fest

PHILADELPHIA—Fifth annual Quaker City Jazz Festival will bring together an impressive array of jazz instrumentalists. Lineup for the two nights (Sept. 23-24) at The Spectrum will be The Miles Davis, Maynard Ferguson, George Benson, Weather Report, Carmen McRae, Stan Getz, Ahmad Jamal and the Giants of Jazz including the contains informal discussions in Austin, Tex., with Tony Jo White, Jim Franklin of the Armadillo (right), and Doug (Duke) Sahm, who has joined the roster as an artist and will also be producing.

4 Tops Doing Own Writing

LOS ANGELES—The Four Tops, whose signing with ABC/Dunhill was officially announced only this week, have actually been in the studio with staff producers Dennis Lambert and Brian Potter for nearly two months. The ex-Motown stalwarts are recording a concept album dealing with urban ghetto tensions and, for the first time in their careers, have written the bulk of the songs themselves.

The Four Tops, who began making hits for Motown in 1965, are the first act to leave the label with all its original personnel.

Diamond to Broaden Media Scope

NEW YORK — Neil Diamond will release in the fall a television special, writing a Broadway play and the writing of an symphony, Diamond, here for a concert engagement at the Winter Garden Theater, stated that he’ll begin work on his latest album (the 12-month Sabbath) from live performances. The contract will enable him to devote his time to writing songs for his new Columb

MGM Readies Two Full-Length Albums

LOS ANGELES—Tony Bennett’s debut LP for MGM/Verve is titled “The Good Things in Life” and is scheduled to coincide with his Oct. 12 opening at the Fairmont in San Francisco. A single with the same title will precede the LP. Bennett cut the LP himself and MGM will promote his joining the family with a major promotion.”

Bennett’s joining MGM’s growing roster of name mame of the music business seems to coincide with Columbia, for whom he has always recorded. With this move, he adds to his recent LP singles and albums. A mon also feels that whatever is happening in the immediate sale report with the formation of the label’s executive vice president (second from the right) has been responsible for finding the artists. He holds informal discussions in Austin, Tex., with Tony Jo White, Jim Franklin of the Armadillo (right), and Doug (Duke) Sahm, who has joined the roster as an artist and will also be producing.

WB Lands Chrysalis U.S. Distribution

LOS ANGELES—England’s Chrysalis Records, with their latest single, “Harum Topping the roster, will be 1-thdated in the U.S. and Canada under a joint venture agreement with Warner Bros. The deal means that a second single will be released in America by A&M, after an upcoming release of the group’s first album, containing tracks that had originally been released by London Records.

The label, owned by Terry Ellis and Chris Wright, is five years old. It is distributed in England by Island and by various licensees throughout the world. The record company is an offshoot of Chrysalis Artists, one of the biggest music agencies in Europe, with other Ellis-Wright subsidiaries in France, Ireland, and the U.S. Chrysalis has been cutting records in Canada and Germany for a year. The company will focus on British and American artists for their roster, Chrysalis artists to be released by WEA in the U.S. through Ellery Ellis’ Steelye Saniir., Ti Nara Nog, Frank Zappa, the U.S. edition of UFO. “Chrysalis will open an office in the U.S.,” says Ellis, “and we’re booking a tour, working with all our artists, and going to all the top record stores.”

Decca-France Pressing Up

PARIS—The British Decca France pressing plant at Toulouse will increase its capacity to 20 million disks a year, John M. Balfour, presser, L.W. Pelgrims de Bigard, told the firm’s annual general meeting last year, “The industry is not quite as bad as it was, but it is not as good as it was.”

De Bigard revealed that Decca France’s turnover last year increased by 88 percent over 1970 and that the first six months of 1971 showed a 10 percent rise on the corresponding period in 1970. Autumn prospects, he said, were excellent, with such former artists as John Lennon, The Beatles, Roy Orbison, T. Dandy, Canadian performances, and Tom Jones.

He added “Now all our efforts must be turned to French product sales which remains the weak point in our catalogs.”

In fact, during the past year, Decca-France has sold off most of its French roster and has attempted to attract independent artists and producers to the company. New sales managers have also been appointed.

Bigard noted that the company’s continued growth in the classical area, particularly since the Grand Prix awards that were won by French opera star Regina Gourieron. Gue Boli, who will later this year conduct the Orchestra de Paris. Modifications have been made to prepare the orchestra to be able to perform on the highest quality classical discs, he said.
PART OF THE PANEL at the Sam Phillips testimonial in Memphis sponsored by the chapter of NARAS. Left to right, Billboard's Bill Williams, Phillips, Billboard's Paul Ackerman, Atlantic's Jerry Wexler, and Wesley Rowe, national president of NARAS.

FRANK JONES, (above) Columbia executive and president of the New York chapter of NARAS, presents a plaque of appreciation to Sam Phillips during a testimonial dinner for Phillips in Memphis.

SAM PHILIPS (left) displays the plaque which was given to him at a testimonial dinner in Memphis. He read: "To Sam Phillips, who persevered and planned and produced and pioneered and put his creativity to work and became a legend in his own right and times and turned his own name in music immortality, making it possible for other names to be carved as well." Paul Ackerman and Jerry Wexler look on.

KEMMONS WILSON, left, president of Holiday Inns, tells Sam Phillips stories at a NARAS testimonial for Phillips at the Rivermont in Memphis. Others are Bill Williams, Billboard, who wrote and produced the show; Phillips, and Billboard's Paul Ackerman, who also took part in the presentation.

MUSICAL ISLE PROMOTES OLDIES LP'S

SAN FRANCISCO—Musical Isle of Amsterdams and Art Laboe's Original Sound label have launched a saturated "Oldies But Goodies" album and tape product promotion throughout Northern California and Nevada running one month through October 8.

The "Oldies But Goodies" product push will encompass 12 original rock 'n' roll LP's and according to Musical Isle Vice president and general manager Vern Caples is the most concentrated and extensive in terms of promotion dollars ever initiated by the Northern California rock label.

All of Musical Isle's chain locations throughout this market will participate along with most of their independent outlets. Chain locations include all area Macy and Emporium stores, all Rhodes and Liberty Houses, all Longy's and Raley Drug Centers and all Gottschalk's Department stores. In addition, 45 Grand Auto stores will carry "Oldies But Goodies" 8-track and cassette tapes.

A heavy radio and TV time buy has been set to run concurrently with the month long promotion tie-in the record store interest in the rock 'n' roll music of the 50's and early 60's. Many of the radio stations were selected because of their regular programming of this type of product. All radio and TV advertising will feature the theme of "table of memories," a suggested dealer display merchandiser. All participating MIA accounts have been supplied with a large variety of in-depth and distinctive point-of-sale display material to be spotted throughout heavily trafficked areas. Special displays have already been set up on the main floors of the San Francisco Macy and Emporium stores and at the Rhodes store in Oakland. All "Oldies But Goodies" product included in the promotion will be offered at discount during the one month period. At the conclusion of the merchandising effort a gold record will be presented to the top stores.

Much of Original Sound's decision in selecting this Northern California MIA branch for their "Oldies But Goodies" product push was predicated on the growing sales demand that has been created for nostalgia rock as a result of the abundance of radio stations in this market now exposing this type of product.

AGENT SEES ROCK ARTISTS DEVELOPING THEATRICAL ACT

LOS ANGELES—"Rock is going back to show business because audiences are so appreciative of seeing musicians stand up and play their sets."

And, according to Marshall Renick of the Renick-Bernstein office, the public wants an "entire theatrical presentation, like they're beginning to get from artists like Alice Cooper or Neil Diamond."

Renick feels that with proper representation, any workmanlike music act should be able to tour for two years on the basis of one hit record.

The small agency recently booked Diamond four dates within 24 hours after the singer decided he wanted to keep working en route between Los Angeles and an upcoming Broadway stand.

According to Renick, a key factor in the agency's interest in obtaining the artist's business was the knowledge of clubs and audiences across the country. "If the physical factors aren't right—the climate, seating atmosphere, security and even ticket pricing—a act can feel disadvantageous or put on a bad show. And once an act has run out of cities to bomb in, that's the end of his career."

Renick and his partner Ben Bernstein both have 15 years experience in agency into their one-year-old firm. Their client roster includes Sam Neely, David Ackles, Jackie DeShannon, the Association and Diamond.

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THE SOUNDTRACK ALBUM OF THE YEAR. FROM THE TELEVISION SPECIAL OF THE YEAR.

"Sensational."
"Best Ever."
"Consummate Performer."
"Brilliant."
"Unforgettable."

"Liza With a\'Z,\" the best-reviewed television special in history.

And now, there\'s total and unsubsiding excitement over the album.

The soundtrack has already taken off because people all over the country are making "Liza With a\'Z\" the special record of the year.

"LIZA WITH A \'Z.\"
ON COLUMBIA RECORDS AND TAPES
Hurray for Women

Dear Editor:

It was interesting to note your September 2nd edition, which featured a front page story on the progress reports on the successful use of women as store managers.

There was a oversight during my speech at the luncheon that I feel badly about. I failed to mention the great job done by Jeff Bybon and Don Ovens of your staff. It was obvious they were the family folks. (We noticed this when they tried to sit down)

There was given me by your staff for our promotions. It was really heartwarming!

Thanks again. Please get in touch.

My congratulations for a very successful Billboard Convention.

My friend, Paul Flacks, will be here soon. Thank you and don't forget about the great radio industry.

Yours truly,

Paul Flacks

Dear Editor:

Upon reading the September 9th Billboard, I find that it has been misquoted.

On page 25 of that issue in the radio programming section 12 caption, it did not at any time make a statement pertaining to hip people as "monsters." My question on the floor was "Where are there people in the audience who had an opinion on this session?" That session was called "The Candidate." I was in the form of a question to stimulate some interest in the meeting, and, it did!

Sincerely,

Robert Schwartz

Dear Editor:

Stylistic quotes of the '65 soundtrack LP

In the September 9th issue of Billboard, the LP "The Candidate" was reviewed and quoted as "the LP for the new generation." I feel badly about this, as the LP is not my LP. It was the LP for the new generation.

My friends, Paul Flacks and Dave Knight, feel badly about this, as they are the new generation. They are the new generation of music producers.

Yours truly,

Paul Flacks

Dear: Editor:

I would like to request a review of the LP "The Candidate". It has been released by the new generation of music producers. It is, I believe, the LP for the new generation. The LP has been reviewed and quoted as "the LP for the new generation." I feel badly about this, as the LP is not my LP. It was the LP for the new generation.

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Yours truly,

Paul Flacks
We defy you to be unmoved... Turn the volume way up... blast yourself into a damn good time... -CASH BOX

Superhot British group should soon be equally popular in this country. -BILLBOARD

SLADE now find themselves in a position which could be parallel to that of the Rolling Stones in 1964.-Chris Charlesworth, MELODY MAKER

"Take Me Bak 'Ome," Slade really delivers with their dynamite new album, SLADE ALIVE! Pick up the album that’s bringing people to their feet all over the world. SLADE is outrageous. And so are the sales.

SLADE ALIVE! PD 5508

"New Slade ("Slade Alive") is a killer." —Jon Tiven, NEW HAVEN ROCK PRESS

"Guitarist Dave Hill maintains an insane grin on his face while jumping on and off his speaker cabinets and scattering silver confetti around at regular intervals... a natural festival band." —MELODY MAKER

"Going to see Slade live is like attending a drunken party. You can see what’s happening but you don’t believe it!" —Julie Webb, NEW MUSICAL EXPRESS

This is definitely the album of the year... The louder you play it, the better it sounds... You’ll know in the first three seconds as I did, when I found myself stomping and clapping along with the audience... —Lillian Roxon, N.Y. SUNDAY NEWS

"Slade... They’re fantastic performers and make very good records. They’re everything a group should be... Slade... take your choice from rambunctious, rollicking, rowdy, rude, rough." —Mike Chapman & Peter Jones, RECORD MIRROR

"Energy, Flash and Fun." —DISC

Polydor Records, Cassettes and 8-Track Stereo Cartridges are distributed in the USA by Polydor Incorporated; in Canada by Polydor Canada, Ltd.
moving? Please let us know 5 weeks in advance before changing your address.

To expedite service, place magazine address label here and your new address below.
MAKING IT!

STEVE & EYDIE

"WE CAN MAKE IT TOGETHER"

K-14383

THIS WEEK—BILLBOARD 89★!
LONDON—Studio musicians in the U.K. are to be paid an extra $2.50-$3 per hour for each hour of sound recording time under a new deal with the British Musicians' Union that was com-
pleted last week by the Musician's Union. Under the agreement, which is effective for the next year, musicians' rates per three-
hour session (maximum recording time, 20 minutes) will be increased from $20 to $35—the full amount the union was asking.

The rate for a two-hour session (maximum recording time, 10 min-
utes) has also been increased, from $22.50 to $31.25. A quarter-hour is $5.25-
for it to be raised to 30 per ses-
tion. Overtime rates also go up from $3.75 to $4.40 per 15 min-
utes.

General recording classifications ses-

LITTLE ELMO IS HERE

And he takes his crystal ball and looks through it, and lets his thoughts flow through as sunshine into his planet he speaks... the planet is coming next... so... for they have dis-
covered false gods and are ready to destroy them.

I hath been made to walk thy desert sands and my lips hath been parched and ye hath dehydrated me as I reach out ye hath poured it unto the sand, and in my thirst I have felt compassion and as ye have been taught to fear that which you do not understand and may measure me car-
y thy cross to thy hill where ye have seen thine own eyes and sample of thine own ignorance.

Of man or earth... in my offense to them that would thou again crucify he who bringeth the word of God and again saith, “In God We Trust,”

Then with His words I bringeth the mathematical formula to sub-solar powers.

Yes in lessons to come ye shall know that ye need not be afflicted as for every chemical structure there is but another to change it.

This is the dawning of the new age and I say unto thee—

—beginning he gave they as an act of his interwoven magent field the char-
pitates of kinetic energies bring-
ing identity to His image.

And as His current flows through and of time by times body seem but rivers of geo-

In Los Angeles—Benike has been signed to a long-term recording contract with Chelsea Records, according to his publicist, Mr. Arne Fal-
rell, president of Chelsea, who will produce Marjoe's first LP under the Chelsea label later this month. Following the re-

Production of the album, Castle studios, Marjoe will embark on a 20-city tour. "Whole Oats, with Daryl Hall and John Oates, has been signed to a long-term recording contract with Atlantic Records. The group Carper has been signed by Richard Williams and Studio One Records to record a contract. Their first album was campaigners for a new management policy.

The group Carper has been signed by Richard Williams and Studio One Records to record a contract. Their first album was planned for a mid-October release.
ALICE COOPER
ELECTED!

(WB 7631)

A shoo-in single, sez Warner Bros.
Service Station: Clinton Community College in Plattsburgh, N.Y. is increasing activity between stations. News of one excellent example will also be included that, while details for that operation are yet to be finalized, the station has already announced a staff including Greg Eccles as program director, Joe Matus as operations director. Further information about the station and its plans for the future may be obtained from Eccles and Burnell at the station. c/o Clinton Community College, Bluff Pkwy., Plattsburgh, N.Y. 12901. Neil Monastersky, general manager for WRC for Rockland Community College in Suffern, N.Y., notes that this activity in their service department has also led to a week Frank Shank of Columbia. While Shargo is now no longer handling campus for CBS, Monastersky would appreciate any news from other labels.

Campus Gold: Ray Caviano of London Records has offered news of one excellent example of the potential of campus radio. An entry was included a gold record for his role in breaking an important single for that label. The prigrammer is Jay Meyers of WKDU and WDUD-FM at Drexel University in Philadelphia. Meyers has been distributing his own tape sheet for some time, and one record that received continued support was "Alone Again (Naturally)," Gilbert O'Sullivan's million-selling single.

For his persistence, Meyers has received a gold record that certainly suggests that college support is indeed vital.

** Shapes of Things **

Campus folk are now returning to the playing fields of Elton Cambridge, Kalamazoo and, quite probably, Tierra del Fuego. That means increasing activity between stations and record companies, supporting the recent growth of the campus organized music business. The sample store: its distributors also supply the Campus Editor to note that Billboard's Campus News section will return to its expanded form with the new year.

At this point, it might be useful to note that some changes are in effect at this point. 


(Continued on page 22)

** Talent In Action **

On a high, bold New England mountain top, producers Harry Rice and Frank Shank spent many hours tackling one of the most unusual remote recording jobs: a multi-7" drum set. In a sculptural instrument Mc Cain had designed to create music on the wind while serving as a rugged work of art.

Bee and Shank now have that job behind them, with the first album from the Wind Harp already being distributed by United Artists, but, in keeping with their experiences in capturing the unique quality of that instrument, they offered a glimpse of one remote job that should make Heider, Location Recordings proud - and just about any other truck operator thankful indeed for those wheels.

When a Nagra had proven simply unworkable for the situation, Bee and Mc Cain elected to lug a massive wireless micro- phone, a variety of microphones, several hundred feet of assorted cables and leads, and a gas- powered generator to the top of the hill. Once a suitable location for the machine had been found, they were faced with a few very natural obstacles.

The trip had been placed atop that hill to provide exposure to the wind, but the wind itself represented quite a problem. wind during all phases of recording would be a constant threat to the placement, but, with wind speeds running at 20-25 miles an hour, there were certainly many days when recording was out of the question. Conventional wind screens were virtually useless, forcing them to record to such measures as socks pulled over the mic heads.

"We also discovered that white adipate socks are generally more effective than any other screen," Mc Cain said.

Months later, the duo had over heard the idea of recording while varying wind conditions at different times of the year. Those tapes were taken to Aegens Record Studio Framingham, Mass. for mixing.

The results: an album, and quite possibly, a new distinction for handling the most difficult task - consuming remote job conceivable.

From San Francisco, Criteria Recording Studios, we have a wrap-up of activities at that Miami facility. Ron and Howie Albert handled much of the lineup here, with Stephen Sills having engineered much of the work. Arthur Adams' Blue Thumb Sessions, with Kent Negroval assisting.

At Capricorn Studio in Macon, Ga., Mike Hyman has opened the facilities to a new brand new facility has a brand new chief engineer, Ovis Sparks, and, with him and his assistant, 10 weeks of sessions appears to being.

** Studio Track **

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At Capricorn Studio in Macon, Ga., Mike Hyman has opened the facilities to a new brand new facility has a brand new chief engineer, Ovis Sparks, and, with him and his assistant, 10 weeks of sessions appears to being.
MEMPHIS
Proceeds from a teen-age back-to-school dance held by WDEA went to the Memphis Police public relations department's Community Service Centers. On the program: Rufus Thomas and David Porter of Stax, Willie Mitchell of Hi, The Tempters, The Newcomers and Din Clay. A 90-minute special edition of WMC-TV's "Face to Face" zeroes in on the Memphis music industry. One topic discussed was the Memphis Music Hall of Fame, which continues to be that potential but unbuilt big tourist attraction. On the panel were Squire Billy Ray Schilling, Mrs. Gawn Armstead of the city council and Jim Stewart, president of Stax. Comedianette Jackie (Mama) Mabey cut an album at Stax before an invited audience; one of the few non-musical releases the company has had. Also at work at Stax is Albert King, who stayed over following a gig at Club Paradise. Trans Visual Productions, Inc., a firm recently formed to promote and syndicate television shows, has named Ronnie Stoops director of creative arts and Ewell Russell director of marketing. Jerry Hart, president of TML, heads the company. Singer John Gary appeared as guest artist with the Memphis Symphony Orchestra. Leon Russell put on his "Rock and Roll Circus" at the Coliseum.

In Brooklyn, English rock artist, hit the high notes with the Chris Stamp Band and Mark Almond at the Coliseum. The press formed a variety of soul to the Associates, Studio 54, and the Medicine Show.

JAMES CORTESO

LAS VEGAS
Perry Como (RCA) with Nick Perisho, Rick Ralston, in New York and Toronto filming the cover of the Phantom special. Frank Sinatra, Jr. (Diskrecords) returning home after a 60-day tour of one of the middle eastern. The Tropicana's Glenn Russo in Hollywood filming a movie.

Andy Williams celebrating his 17th gold album returned to Caesar's Palace for a 19-day engagement. On the bill with Williams are the Lennon Sisters. Pete Fountain, headlining the Tropicana's Blue Room has had over 18 albums released on the Coral label. Landmark's Florence Henderson tapping a guesting on Henry Mannigan's "The Manhattan Generation" for October airing.

Audy Arno, the Tropicana's "Folies Bagers" star will cut a new RCA release in France during her two-week vacation in October. The singer also records for RCA in Mexico. Johnny Mathis into the Sahara October 3. Gringos one week showcase at the Sahara parlayed into a long term contract, Sahara entertainment director Arvid Nelson brings the group back for a month beginning Feb. 16. Oak recording artist Rhodes Kids currently appearing with his "Kid Tangle" in the Hilton Lounge optioned by Dave Victorson for a 1973 return, this time in the main showroom. Lloyd Lindroth and his $10,000 electronic band currently starring in the Frontier Hotel Winners Circle.

Gene Brewer recorded live while at the Frontier. Al German taking over publicity for Sands while Bill Bray assumes those duties at the Landmark. Vegas Music International's Eddie Poddle tied the knot in a Las Vegas Springs. The bride is a former Vagabond Beauty Queens. They will live here.

LAURA DENI

Signings
Continued from page 10 for her second single, "Terry (T.C.) Corbett has been signed by Sundi Records as long term producer for George Wallace Jr., son of the Alabama governor. Edward R. Reeves has signed with ABC/Dunhill as an artist-producer. He has had his record with Sonny & Cher and Cimarron. "Humble Pie has renewed its contract with A&M. "The Gilders have signed with Fantasy Records. "Vince Valenti is the sixth artist signed to George Clementi's West Records in Hollywood. Michael Fernandez Jr. has signed with Caprice Records in Fort Worth, Tex. Gladstone has been signed to a booking agreement with CMA. "Rambled around the country and signed with TSA Management, Yorktown, Ind. Jessie Hill, bluesman and soul pioneer, has signed with Green Mountain Records. "Flash Cadillac & The Continental Kids have signed with Epic. As a result of a recording contract, the group has grossed some $300,000 to date in 1972 concert dates. "Curtis Mayfield has signed a print placement with Warner Bros. Music. His first two folios will be "The Definitive Curtis Mayfield" and "Superfly."
“When you get Jim Gordon on drums, Joe Osborn on bass, Larry Knetchel on piano, Michael O’Martian on piano, Jim Webb on piano and organ, Larry Carlton and Dean Parks on guitars, Miss Bobbye Hall on congas, plus Johnny Rivers on guitar and vocal...you’ve got the greatest Reggae Band in the world.”

“L.A. Reggae,” Johnny’s latest LP, contains the hit single, “Rockin’ Pneumonia” #50960.

“L.A. Reggae”, UAS-5650, 8 Track: U-8460, Cass: K-0460

See and hear Johnny Rivers and the L.A. Reggae Band at the Troubadour, October 17-21.
A Report on Small Town Okla Radio

By DICK FRICKER

The following is a report on two small markets in Oklahoma where just outside the shadow of Tulsa is where the comments of the people reflect the situation within small town broadcasting.

CLAREMORE, Okla.—KWPR takes advantage of being the local voice for Rogers County in communicating with people. The 5,000 watt daytimer program for a population of 29,000 persons from the heart of Will Rogers Country. The stations in Tulsa, 35 miles away, do not crowd into this area.

Manager Tom Keeney notes that in order to compensate for poor service, more oldies are placed into the playlist. The station's playlist consists primarily of country music divided equally between hard country and modern country. These 65 songs on the list which is augmented with some LP cuts.

Regardless of what type of music is played, Keeney says it is the local flavor that puts the station into a position of being able to gather listeners.

"People are proud of their local heritage that's why we promote the station saying 'voice of the great Will Rogers Country.'

"Claremore America is the attitude the station tries to instill in listeners.

"There is such a thing as being too professional... a refined professionalism would probably flop in Claremore America," Keeney said.

On the subject of professionalism he cited his staff saying that a small town station should be prepared to be a training ground. Good men who start in such stations will not stay long because they want to become better.

For the same reason, budgets, stations like KWPR are paying about what they did 10 years ago.

(Continued on page 18)

Radio-TV Programming

New Soul 'FM

Tulsa Station

TULSA—KKUL-FM, a newly authorized station, is expected to begin broadcasting before the end of the year. The station has been formerly KORU-FM, which was owned and operated by Oral Roberts University. KKUL-FM had been out of operation for several years.

KKUL-FM is owned by Central Broadcasting Company, operated by Cyberteknics for a soul and gospel audience according to CBC executive Tom Torres.

Cornerstone for the soul program will be Sam Griffith, "Dr. Soul," formerly of station KWSO and author of Central Broadcasting group member L.M. "Jack" Beasley Howard, in the new program for FM, "We looked at the market and saw that was in the present programming. We will try and serve the black community but we will not be a black station," he continued, KKUL-FM is also attempting to improve the network service of black news.

CBC purchased the station for $75,000 and also announced that the station will be the purchase of WMBH in Joplin. That station will be programmed country according to Howard.

NOW STARRING IN YOUR MAILBOX!

THE MUSIC PROFESSOR is everything every radio programmer will want to hear.

If you haven't received your demo yet, please write.

It's free from... The Kidder Organization 430 16th Street Denver, Colorado 80202

Radio- TV pilot

In September 1972, Billboard magazine published an article about the New Soul FM Tulsa Station, the programming at KWPR in Claremore, and the potential for new stations in the market. The article also mentioned the new Soul FM Tulsa Station and the programming at KWPR in Claremore, with the comments of the people reflecting the situation within small town broadcasting. The article highlighted the importance of local programming and the pride of being a local voice for Rogers County in communicating with people. The article also discussed the budget constraints of smaller stations and the need for training grounds for good men in the industry. The article concluded with the statement that "We will still use a playlist concept in the music programming," and "If you haven't received your demo yet, please write.

In summary, the article emphasized the importance of local programming in smaller markets, the need for training grounds for good men in the industry, and the budget constraints faced by smaller stations. The article also highlighted the potential for new stations in the market and the pride of being a local voice in a small town broadcasting setting.
In this time of musical sameness Danny O'Keefe is refreshingly unique.

Danny O'Keefe's music is built on the observations he's made while traveling throughout the country playing in coffee houses and just moving around.

It's not music laden with heavy social commentary or ego trips. It's on-the-point verse which examines the times we live in and the people we're living with.

Some of it is serious, some of it is funny, as is everything in life. But one thing is consistent—the quality of the music. It's excellent.

Danny O'Keefe.
His new album, O'Keefe, is on Signpost Records and Tapes.
A Report on Small Town Radio

VOX Jox

**Continued from page 16**

and will probably pay that same 10 years from now.

Jocks do a five-hour shift at least five days a week. Many of these guys, so-called salesmen and engineers. Kenzie says young men are being driven into sales in a three to four years.

The staff that runs the station is usually 17, 18, or 19 years old. They are either students or just want to get a break into radio.

Kenzie took over KWPR after being a staff engineer at KCNW in Tulsa. He has also worked in New Orleans as a newsmen and says there are a lot of adjacencies to leaving larger stations to manage a small station where one can do a lot of little things.

However, he also says this is a problem since some of his own ideas in programming without having to worry about ratings.

The only way you can know what you want to work for is to be with the people and if they don’t like something, a small station will tell you,” Kenzie said.

Long roads lie ahead for the station in Clayton and the people who want to work there.

**Continued from page 16**

**Shirley Scott**, “Lonely On Me,” Chess

Cuts: Funky Blues,” “Carla’s Dance.”

**SLADE**, “ living,” Polydor

Cuts: All. Stations: CHUM-FM, WCMF, WFMK.

**BESSIE SMITH**, “Nobody’s Blues But Mine,” Columbia

Cuts: All. Stations: KNAC-FM, WFMK.

**HANS STAYERMAN BAND**, “The Horseman,” Roulette

Cuts: “Dig a Hole.” “Mama Don’t You Hear Me Callin’.”

Stations: WCMF-FM.

**TIM WEISBERG**, “Hurtwood Edge,” Song

Cuts: All. Stations: WCMF-FM, KNAC-FM, WFMK.

**JOHN DENVER**, “Rocky Mountain High,” RCA

Cuts: All. Stations: WKWR-FM, WFMK, CHUM.

**RICHIE HAVENS**, “Live,” Storm

Cuts: All. Cuts. Stations: KSWF-FM, WFMK, WMRM.

**BRUCE McPHERSON**, “One of Those Days,” GSF

Cuts: All. Stations: WCMF-FM.

**HANNNA, “Manna,” Columbia**

Cuts: All. Stations: WCMF-FM.

**OCCO,” Back Stabbers,” Philadelph

Cuts: All. Stations: WCMF-FM, WAMO-FM.

**PERUSSION,” Spread the Word,” Capitol**

Cuts: “Lean On Me,” “Hymn Numbe Help Us All.”

Stations: WCMF-FM.

**PETER KAUKONEN, “Blacks Kangaroo,” Grant**

Cuts: “I’ll Play the Blues for You.”

Stations: WCMF-FM, WFMK.

**JOHN DENVER**, “Rocky Mountain High,” RCA

Cuts: All. Stations: WCMF-FM, WFMK, CHUM.

**kee HARTLEY BAND,” 72 Over הסיפור**


Stations: WKFW-FM.

**RICHIE HAVENS, “Live,” Stormy**

Cuts: All. Cuts. Stations: KSWF-FM, WFMK, WMRM.

**BRUCE McPHERSON,” One of Those Days,” GSF**

Cuts: All. Stations: WCMF-FM.

**HANNNA, “Manna,” Columbia**

Cuts: All. Stations: WCMF-FM.

**OCCO,” Back Stabbers,” Philadelph

Cuts: All. Stations: WCMF-FM, WAMO-FM.

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Stations: WKFW-FM.

**RICHIE HAVENS,” Live,” Stormy**

Cuts: All. Cuts. Stations: KSWF-FM, WFMK, WMRM.
ANOTHER CHART CONTENDER
FROM THE "GROW WITH US" GROUP.

Thanks to Ed Lambert Music Sales, Miami, Florida, for bringing attention to "Wini Wini, Wana Wana" (15100) for release as a hit single. Available on BASF LP (21143), 8 Track (41143), or Cassette (31143). Contact your local distributor for copies of this fast breaking hit album and single. Or write or call BASF Systems, Inc., Crosby Drive, Bedford, Mass. 01730. Phone (617) 271-4000.
The soundtrack of her recent TV special totally captures the electricity of her bundle of talent. The new version of the album was recorded in a concert style at New York's Carnegie Hall. This package makes her debut on the label, "Yes, to God Bless the Child," and the "Custer" medley, it's a blockbuster.

**April Wine**

Big Tree 2012 (Bell)

April Wine have had one super hit single ("How Could I Miss An Angel") and are almost at "Bad Side of the Moon" this album uses their strength and story telling ability in a way that will be highly entertaining. The style is varied as they approach their music so largely and in different musical forms. Exceptional numbers include "Bebop in the Shoe" ("Flow River Flow") and "Fanfare."
people pleasers

More than 51 million persons thrilled to Dennis Yost's stirring rendition of The Star-Spangled Banner at the All-Star baseball game. That's nothing new for this Atlanta brave. He's given you big league performances with the exciting sounds of "Spooky," "Stormy," "Traces," "Everyday With You Girl," "Change of Heart" and so many more.

Now swinging for MGM South Records, Dennis Yost and the Classics IV have a people-pleasing new single, "What Am I Crying For?"

"what am i crying for?" MRM South (7002)

a people pleasing single from

Dennis Yost and the Classics IV
SPECIAL MERIT PICKS

POP

MARY HOPKIN—"Those Wave the Days," Apple SW 1096

This Paul McCartney discovery left her mark on the charts with the title tune and also made her the first female to place a cover of "The Times They Are A-Changin'" by Bob Dylan into the top ten.

BILL HALEY & THE COMETS—"Travelin' Band," King K 390

A sentimental favorite for several years, "Travelin' Band" was cut in a New Orleans studio in 1956, and it was the title track of the first EP issued by Bill Haley & The Comets.

TONY MOTTOLA—Tony A Strings, Project 2 7333

Tony Mottola is by far one of the finest guitars on the market. He has a wide selection of gauges from which to choose, and his sound is rich and full. His pickup selection is excellent, and he has a variety of bridge and tone controls to fit your needs. 

DID YOU KNOW?

This catalog has 24 instant hits for you to hear before Christmas.

We are ready to ship immediately.

This catalog is the result of exhaustive research.

THE COMET'S "Travelin' Band," a hit in 1958, is included on the LPS set "The Duplex: A Commerative Album." The two-track set includes hits and rarities from the era, including "I Laughed at the World," "I Never Needed You," and "If You Feel Like Quitting." 

THE 1969 catalog is the result of exhaustive research.

FIND Service International

P.O. Box 775

Terris, WV 24988

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FIND Service International

900 Sunset, Suite 415

Los Angeles, California 90069

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Candy Tuskun

PRICE

HOT TOP

23. LADIES

4 STARR

PODCAST

SOUNDTRACK/IN-FOURSEASON STORIES: ONLY 2 CD

EASTBOUND AND DOWN

DOUG ROBINSON

TOMMY-ALL-STARS

THE COUNCIL

APRIL 20,

THE LIONS OF THE ISLAND

MAY 25,

MAXPAK

MAY 30

BUNNY HESTER—Bunky's: 7200

SOUNDBRIDGE

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THE LIONS OF THE ISLAND

MAY 25,

MAXPAK

MAY 30

BUNNY HESTER—Bunky's: 7200

SOUNDBRIDGE
WHO SINGS
Okie From Muskogee, Hungry Eyes,
Workin' Man Blues, The Farmer's Daughter, Silver Wings,
Daddy Frank (The Guitar Man), Mama Tried,
Today I Started Loving You Again,
No Reason To Quit, Every Fool Has A Rainbow,
and The Fightin' Side of Me

THE BEST?

MERLE HAGGARD
LOS ANGELES—Cartrivision and Sears also feel the trends because not to expose at the sale already evident that purchasing the cross-section mass item, recorded tape should be designed to expose this type of hardware, product, and marketing consumer TV car video tape recording systems, and dealers who expressed their interest in the technology, in-store. He revealed his firm's proposal for "3-channel discrete broadcasting. Pointing out that the system involves "no phase shifting," he said adaptation will be no great problem for hardware manufacturers of receivers.

One said he is able to detect an essential system matrix network with a signal transistor. RCA is proposing the 3-channel system for Federal Communications Commission (FCC) study.

(Continued on page 42)

Dealers Welcome Admiral TVC Program

By ANNE DUTTON

CHICAGO—Admiral Corporation unveiled its Color/Cartrivision unit to 95 percent of its product and sound systems. "The television program has sold its initial inventory of in sales last week," reported the president of the company.

Concerning demographics, Horn said that albums being made to blue collar workers are "a small percentage. This can hardly be called a trend."

"But I do think this type of system is a logical investment for stores," said the manager. (Continued on page 10)

50 Firms Show Units, Software: Video Expo III

NEW YORK—A number of major video equipment and software manufacturers, including Sony, Panasonic, Molexier, Mitsu- bishi, the Philips Broadcast Co., the 3M Co., and Time-Life Video, will be among the more than 50 exhibitors scheduled to take part in Video Expo Sept. 19-21 at the Commodore Hotel.

The exhibition will cover some 16,000 square feet of space, and the 1,000 exhibitors in the eight seminars and workshops featuring such well-known industry executives as Frank Scitton, Cartridge Television, Inc., Lawrence Hillford, Cartridge Rental Network, Anthony Palmis, director of marketing, Time-Life Video, Alfred Markim, president of the Advertising Corporation, and Paul Caravati and Hal Kramer of Carritt-Kleiman Video Publishers.

Subjects will cover a broad range of the video industry and will include such subjects as producing and marketing consumer TV car video tape recording systems.

(Continued on page 42)

ONCE RAILROAD SALVAGE STORE

Tape/Audio/Video

TV Software Push—Cartrivision, Sears

By BOB KIRSCH

LOS ANGELES—Cartrivision is now preparing permanent in-store software displays as well as new fold-over books and other point-of-sale materials designed to expose its complete prerecorded and blank catalog to the consumer.

At the same time, Sears, Roe buck & Co., which is marketing the cartrivision system in several major cities and will debut in San Diego this week, is giving strong emphasis to advertising and publicizing a store to a warehouse teletype communications system designed to maximize speed of software delivery.

Officials at both Cartrivision and Sears also feel the units will become mass merchandising items sooner than originally anticipated, and while it is too early to pinpoint a demonstrable pay-off from the software, in either hardware or software, it is already evident to the watching public that consumers are purchasing the units.

"We are making a great effort to expose at the point-of-sale the entire software catalog," said Bill Horn, director of merchandising for Cartrivision.

"We will not be dependent on the retailer alone in checking sales trends but instead will be able to carry everything in stock at once. This is one of the reasons we are offering an assortment pack with nine tapes for him to start out with.

"We also will provide a fold-over book with color pictures of each tape and complete descriptions. This will be in addition to our regular promotion copy.

The firm is also working on a permanent software display, but details on this are not available as yet.

As for the hardware and the software buying patterns, Horn said that "trends should begin to develop within the next four weeks or so. One thing I can say is that blank tape will be absolutely tremendous, for two major reasons that I can think of off hand. One, you can record your favorite program and keep it if you want. Secondly, you have home movies. I'm talking about the type of movies that will be kept, such as weddings and birthdays. Then you have other factors, such as audio and television, but the one that you don't have with film."

Horn said, however, that prerecorded music should run about even with blanks.

Concerning the product as a mass item, Horn said, "It feel like a mass product today. The price may be somewhat high, but look what you get for the price, a 25-minute TV, the tape deck and all of the other things that go with the system.

"I do feel that the price will come down eventually, and this will make it even more of a mass item. More production is of course one factor in bringing the price down, but there is another more important factor that may enter the picture."

"As the price comes down, this will make it even more of a mass item. More production is of course one factor in bringing the price down, but there is another more important factor that may enter the picture.

"But I do think this type of system is a logical investment for stores," said the manager. (Continued on page 10)

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ONCE RAILROAD SALVAGE STORE

Chicago Record-Tape Outlet Promotes Via Free Rock Concert

By ANNE DUTTON

CHICAGO—Hegewisch Dis- trict Record & Tape Center here featured the Styx at a free rock concert for 6,000 at the Ham mond Civic Auditorium September 13. Included in the program was "Lick the Sky" by Wolfhound and Wolfhound Strata, all local players.

The concert was co-sponsored by Wooden Nickel's Records (CRA) and Tried Radio (WXM-1059). Dennis Gray, deep for WXF, was emcee.

Hegewisch started four years ago as a small record store, with one cardbox of albums, and has grown to 24,000 albums, and 10,000 tapes, and a few incisions such as head cleaners and record cloths and sprays, according to owner Joe Satiris. Top 40 singles are carried as an accom-

mpany to the album turntable. Tapes are displayed in 21 locked cabinets, with albums in open racks in a 100 x 25 ft. area that originally was an 11-room house. "With all the walls knocked down, the rooms placed lengthwise, we can get up enough space to make a minor problem," Satiris said.

Satiris noted that he produces more tapes than 8 track, one of the best seller in tapes, with cassette and blank tapes increasing in sales. Eight channel tapes and disk count for about 20 percent of sales.

Hegewisch said the return on tapes is 8 percent of the cost, and the return on albums is 1 percent. "The main problem with tapes is that they are wound too tight at the factory and break. As for albums, the disks are engineered for 2 1/2 grams, and the kids weight their needles at 1 gram, and the factory at 2 grams," Satiris said.

The shop, located in a Polish neighborhood, discounts all tapes and albums including ethnic albums. "We sell a lot of polka, and have reduced our music and classical sections," Satiris said. "We have the most complete collection of 49 for $6.98, tapes, $2.99 for $4.98 albums, and $3.49 for $5.98 albums.

At these prices, we don't usually sell unless, it is a product of the factory, and the factory that the Styx album was offered for $3, 19, and we sold 16 albums the days following the concert, for example."

Satiris noted that he buys albums by the case to accommodate the high volume turnover. He has 500,000 albums in the Cartrivision/Distributing Co. ordering 100,000 per week, he said, and he said they are able to sell them for $1,000 per unit.

The store is open six days (closed on Wednesday), with two people working shifts during the 10 am to 9 pm day.

"Our advertising is mainly word-of-mouth, although we may decide to continue the free concerts to promote specific records," Satiris said.

Saler Rips Bad Cassette Units

By RADCLIFFE JOE

NEW YORK—A challenge has been thrown out to manufacturers of automotive cassette players to come up with a quality product of compact design so that it will be possible to take one product to a point where it would come into competition with that of the high quality sound quality of cassette software.

The challenge came from Dick Satiris, owner of Satiris Audio Products, in a speech delivered at the 43rd convention of the Audio Engineers Society (AES) in Los Angeles.

Speaking on "The Cassette Record," Satiris asked his audience, "When can we find that new-found dynamic range and high bass response once cassettes become more universally used in automobiles?

"Do we have to degrade the quality of our prerecorded cassettes to make them compatible with the limited power handling capabilities of the automobile environment?"

"We can persuade the hardware manufacturer to come up with electronic devices in the car units so that the wide range tapes can be accommodated in the car and played full range at home?"

(Continued on page 28)

SANYO Electric, Inc., has begun construction on a 150,000 square foot facility in Compton, Calif. The two-story building will house executive offices, warehouse facilities, and three show rooms, including video tape recording and sound studios. International sales for the Osaka-based company are over $800 billion a year.

24

SEPTEMBER 23, 1972, BILLBOARD
Duplicator Promo Plan to Boost Dist.

SUNNYVALE—GRT Corp. is mounting its strongest promotional campaign yet, with distributor incentives, to ensure that retail purchase plans highlight the activity.

Jack Woodman, the firm’s advertising and promotion manager, explained some of the recent moves and talked about GRT’s philosophy in advertising and promotion.

“We’ve taken the posture in advertising and sales promotion that it isn’t really our function to break a hit. If a thing starts to happen, we’ll get behind it. We constantly support the record licensors, primarily in terms of money, and we will help in key market promotions to bust a new artist.”

From a consumer level, GRT is striving to promote store traffic, and not really emphasizing GRT as a name. Consumer ads are not particularly heavy in the moment because the firm is currently re-evaluating its position in this area. In trade advertising, the company is saying, “We’ve done a lot of things right in the past” and they feel is their trump card.

“At the moment, Woodman said, “there is a great deal of distributor incentive and point-of-purchase advertising. The basic reason for the distributor incentive is that we rarely cut the price and this is our way of rewarding the guy who has been doing the job. Besides, it adds some excitement to the business.”

One of the major dealer incentives is the “Rio Fling” announced at the firm’s national sales meeting July 17. There was a two-week qualification period for distributors and the actual competition started August 1. The contest runs through the end of November and approximately 200 winners will be flown to Rio on January 13 for eight days.

“This promotion has done well so far,” Woodman said. “We also have an Election Selection where branches of national distributors can earn other prizes, such as motors. Trips per se are not new,” Woodman added, “but Rio is an exciting thing. And this is our first travel promotion.

“We’re also doing a series of six mailings to those who have now qualified to be working towards the trip, including books on Rio. In addition, there will be two interim promotions that relate directly to the trip. One is a luggage promotion. If we feel a person is where he should be on a percentage factor by the end of this month, we will send him some luggage as some added stimulation. The contest is internal as well as for distributors and covers all of the firm’s products.

The Great Restless Thumb is the title of GRT’s major point-of-purchase promotion: “We’re trying to create traffic in the store,” Woodman said, “and one of the ways we will be through the offer of a hitchhiker’s kit. It’s a consumer premium offer that will be offered on the back of some tape packs as well as on dealer cards with tear-off coupons. There has been an ad in Rolling Stone and many of the Top 40 stations are picking up on the idea.

The kit is available to a consumer for $2.49 plus 50¢ postage and handling. It contains a guide to international hitchhiking, a back pack, destination sign, pickers, arm patches and a hitchhiking instruction sheet. A number of coupons stamped “paid” have been given to GRT salesmen to hand out to distributors. GRT is handling the fulfillment from Sunnyvale. A test plan for radio, with dealer tags, will soon begin in the Bay Area.

“This is the kind of promotion we stay periodically plug into a market when we want some stimulation,” Woodman added. “There is really no time limit on this promotion. In terms of actual orders of kits for retailers, we’re probably three times ahead of our previous top promotion, and we’ve got everyone having fun. And the hitchhiking theme ties in well with the portability of tape.”

Admiral Console Special

CHICAGO—Admiral Corp. is offering specially priced stereo consoles and complete component sets in conjunction with its fourth annual nationwide “Real Sale.”

The 45-day promotion will utilize nationwide newspaper ads, network television and radio announcements, and dealer promotions.

Dealers will be supplied with a 48-page display kit for the sale, which includes transistors, black and white, and color televisions.
New Products

VOICE OF MUSIC has introduced a 4-channel receiver with built-in quadrophonic 8-track tape player and AM/FM/FM-stereo tuner, listing at $199.95 (below); also, matrix system phonograph with diamond stylus that plays four speeds, has 28-watt peak power, and color co-ordinated turntable, speakers and dust cover, at a list price of $119.95.

MOTOROLA’S NEW Quadrail discrete 4-channel car tape player, the TM9202S, has four slide controls for volume, tone, balance left-to-right and front-to-back balance, program indicator for 2 or 4-channel tapes, and four speakers. List is $195.99.

International Tape

LONDON—Music cassettes using Scotch brand cobalt high energy tape were released recently by Victor Musical Industries, Inc. (Japan Victor). Initial release consists of 15 selections covering all musical genres except jazz. Tokuma Musical Industies (Minorphone label) is negotiating for Melodius (USSR) and Supraphon (Czechoslovakia) franchises, in addition to recent tie-up with Eteria’s Clavius series in Brazil. No packaging handled by Japan Victor for regular monthly release under “Shinsekai” (New World) label. . . . The number of different quadrataphonic titles are now approaching the 150 mark. A total of 94,623 MA disks were available (92 by Japan Victor and 2 by Polydor). As at same date, 54,253 MA phonographic records issued (49 by CBS/Sony and 3 by Warner-Pioneer). Most other quadraphonic labels are of Japan’s so-called RM (regular matrix) types. . . . Akai Electric Co. recently decided to concentrate on exporting popular type tape records to the U.S. instead of mainly exporting high-grade tape recorders as the company used to. The company is going against the general trend since other electric appliance manufacturers, especially after the up-revaluation of yen, started to place the main weight on exporting high-grade products to the U.S. Akai is one of the chief exporters of high-grade products to the U.S. The company’s decision came from its belief that consumer demand in the U.S. for its high-grade tape recorders had reached a turning-point.

According to an official of Akai, U.S. consumers, after experiencing a recession, had come around to look for cheap, practical models. They prefer much more these types of high-priced models whose efficiency and fidelity surpass their actual needs.

The company will concentrate on products whose retail prices will be somewhere between $100 and $275. In the company’s view, the products mostly supplied the products whose retail prices were between $200 and $400.

The company intends to reduce production cost by eliminating the “excessive efficiency” of its past products which were designed to represent high fidelity sounds which could not be differentiated by normal hearing.

PARIS—Roland Dhordain, the former director of French television’s first chairman of the steering committee of the ORTF-Hachette Videogrammes de France audiovisual combine, Paris. Dhordain, also one of the founders of the French radio light entertainment channel France Inter and the recent non-stop music program FIP, replaces Charles Everard T’s Rachelas as chairman of the committee. Patrick Fredegond, Hachette’s audiovisual manager, is also named as committee replacement for Pierre Lazareff, a Hachette director who died earlier this year. Dhordain left France Inter ORTF broadcasting network just a month ago following major reorganization which saw Guillaum Jean-Pierre Conte named as director general. Videogrammes de France, in which ORTF and Hachette have a 45 per cent stake, was formed in 1971 to develop the young French audio-visual industry.

Japan Tape Tax Stirs Fight

TOKYO—The Japanese Ministry of Finance is planning to impose a commodity tax of at least 10 per cent on all tape products sold in Japan, effective from April 1, 1973, the beginning of Japan’s new fiscal year. Labels here are fighting the move.

The Japanese Record Manufacturers’ Association is preparing a petition for presentation to the Japanese Government and the Diet (Parliament) calling for a continued waiver of tax on music tapes and removal of the 15 per cent commodity tax that has been imposed on phonograph disks since 1968, at a loss to a production of the tax to 10 per cent.

Japan’s so-called commodity tax, considered by everybody but the government to be anachronistic, was first imposed on phonograph disks in 1967 when they were classed as luxury items. At that time the tax was 20 per cent.

The commodity tax also is imposed upon music and tape products imported into Japan, in addition to customs tariffs.

Project 3

Prepack Set

NEW YORK—Project 3 Records has created a special prepack 4-channel tape for its distributors and dealers. The offer includes a prepack of 29 four-channel cartridges, plus one free demonstration cartridge, and a prepack of 32 four-channel cartridges, including one free demonstration cartridge.

Also included is a prepack of 25 four-channel records featuring 22 different selections, a high-fidelity 4-channel demonstration record.

Project 3 will also supply its own distributors and dealers with cassette-seal, stand-up signs promoting the product. The prepack demonstration cartridge, retail for...

Duplicator Role Stressed At VidExpo

NEW YORK—The duplicator's role in the emerging videocassette industry was stressed at the recent VidExpo "Technology and Exposition," by Alfred Markim, president of Duplicator Engineer Corp.

Markim, whose firm was among a number of video hardware and software exhibitors, emphasized the importance of quality, speed, and reliability in meeting the demand of the new industry.

The S'T executive, whose company recently moved to 31,000 square feet of new facilities at Leonia, N.J., said his organization was in a position to offer the other services at major price reductions.

According to Markim, S'T's move to its new facilities has increased the plant's production capacity to the point where the firm can offer price for all tape machines, whether they are two-inch quadradisc or any other basic format.

Other exhibits of the plant, which had operated as a pilot project for about 8 months before moving to its new facilities, include lower new rates for high-quality production in new categories for low-quality duplicating.

(Continued on page 50)
LAS VEGAS — Academic tape cassettes called "talking books" have now been introduced into Nevada state colleges. Jerry Watner, Ph.D., a New York University and executive director of the Philadelphia Commission on Higher Education, is the innovator and editor of the cassette courses.

Cassette teaching is as revolutionary as teaching as the paperback book was to reading, he said. "When the paperback came out, more people could buy books and more people began to read. The tapes will enable more people to further their education," Dr. Krivy said here.

The company which puts out the tapes, Automated Learning, Inc., Fairfield, N.J., is three years old, he said. During the first quarter this year it already has done more than $600,000 in business.

Each course contains a regular cassette and written supplementary material.

The courses are designed for college students who haven't had the chance to further their education, young people having trouble with their school work or college students and businessmen needing refresher courses.

He said several major universities and businesses have adopted the cassette method of teaching to supplement their own education programs, such as IBM, Continental Can, Yale, Penn State, American Title Insurance Company, Crown Zellerbach Corp., Valley Forge General Hospital, Illinois State University, the U.S. Court of Appeals Library, New Orleans, and as well as several city school districts.

Dealers Welcome Admiral Program

Continued from page 24

ing approach as based on availability of product, strong advertising program to the consumer, sales training, service back-up and software availability.

Chicago was chosen as the first market because of the strong influx of interested dealers needed to establish a success pattern, Smith said. Admiral will move to other markets in New York and Los Angeles this year after the Chicago area is satisfied, he said.

Summit Distributors has 113 titles available for immediate delivery, with a sample package of five prerecorded and five blank tapes available at a $175 retail.

Prerecorded tapes run from $14.98 for 15 minutes to $44.98 for 100 minutes. Blank tapes are $12.98 for 15 minutes, to $39.98 for 100 minutes.

Rental franchises for over 200 movie titles are immediately available announced Jerry Watner, vice-president, Cartrivision Rental.

The titles, covering 1927-72, will rent from $1.50, and will be returned to the dealer for renewal after one play. More than 2,000 titles will be available eventually, Watner said.

A panel of experts to answer retailers questions at the Marriott Inn meeting included: Chuck Rose, president, general manager, Admiral Chicago, Don Johnson, vice-president, marketing, Cartrivision; Don Baker, national service manager, Admiral; Seymour Greenspan and Jack White, Summit Distributors; and Jerry Watner, vice-president, Cartrivision Rental.

On questions of service, Admiral spokesman explained that the VTR portion can be removed from the console, leaving the television set operable. The most common problem, dirty heads, can be repaired in the home in 30 minutes. A one-year warranty is offered on all parts.

Also, it was noted that tapes are automatically recorded without misadventures of color, regardless of the setting on the console.
Delay Tokyo TV Fair—Aimed at Buyer

TOKYO—Japan's first Video Fair, originally scheduled for Oct. 3-8, in Tokyo's Ginza Mitsui department store has been postponed for a year, according to the show's joint sponsors, the Electronic Industries Association of Japan (EIAJ) and the Nippon Video Association.

Primary reason for the postponement was that Japanese VTR manufacturers who had originally agreed to participate, have since said that "it is too early for video to be promoted among consumers."

This also meant, according to the show's sponsors, that the public would, in any case, have seen everything at the EIAJ's 1973 Japan Electronics Show, scheduled for Sept. 21-27 at Tokyo's International Trade Fair grounds.

It has also been reported that participating hardware manufacturers were upset about financial arrangements which called on them to put out $10,000 for the show, while others were offered one-third of that amount.

The total cost of the fair was estimated at approximately $20,000, with additional software for the show.

Previously multi-fatigue TV buyers, discovered that only one half of the projected 8,522 square ft. floor space would be available for the fair during the scheduled six-day period.

The industry also had last minute fears that its current battle over tape width was going to public focus at the fair, and create a bad atmosphere for the multimillion-dollar business.


cassette Challenge

- Continued from page 24

velopers of new oxides for blank cassettes have produced products that perform reasonably well, yet the mechanical performance of most cassettes, leave much to be desired.

Stating that he has been appalled at the "parade of junk" which has crossed his desk for approval in recent months, Sarsen said that sizeable amount of commercially unacceptable bulk tape was being produced by a handful of shrewd businessmen who have taken advantage of the fact that a couple of major raw tape producers, knowledgeable on price reductions but large in knowledge of the needs of duplicators.

"We all know," Sarsen continued, "that it takes more than just new technology to make the improvements needed to make an acceptable blank tape product."

Sarsen said that evidence that the same thing was happening with cassette parts. He charged that previously rejected molds were being snapped up and resold to obscure parts of the world, where sub-standard plastic were being injected into them without regard for either the mechanical or thermal stability.

"The products, assembled and shipped to the store, right into the cassette hardware is the signal-to-noise recording capability particularly in the home decks. "It appears", be said, that "improvement must be made in the electronic head combination, because the same head used for high speed duplication nets a better signal-to-noise ratio on the duplicator than at real time on the cassette rerecording."

It is Sarsen's hope that major manufacturers of both tape hardware and software products would save the industry from the dilemmas and which still faces it by producing quality product designed to satisfy the consumer and restore his confidence in the business.

Promotion Plan

- Continued from page 25

ph is to add a little more value to the product.

There is also a recent steak promotion, where with a minimum order of $100, the seller offers a free steak with each box of tapes ordered, and an offer of a string of pearls with a certain amount of disk ordered on the last ABC-D period.

LONDON—EMI will become the last major record company to launch a low-price cassette and cartridge series in this country. On Oct. 20, the firm which has often resisted dealers' demands for a special low price line, will introduce its new Executive series of cassettes and cartridges with 25 items listing at 91p each.

The tapes are all dubbed from masters of proven disk sellers, and include product by Cilla Black, the Shadows, Cliff Richards, the Seekers, Roll Harris, Joe Loss, Frank Sinatra, Nat "King" Cole, Fink Floyd, The Yardbirds, Shirley Bassey, The Everly Brothers, The Dillabners, Mr. Mills and the Dave Clark Five.

For the classical market there will be tapes of the 1812 Overture, Brahms Fantasies and excerpts from the Messiah.

In an effort to establish brand recognition of the new line, Executive cassettes and cartridges will be colored blue, as will all labels and cassette cards. The cartridges will be packaged in EMI's new slip cases.

To promote the new line, EMI has devised a special two-tier cardboard merchandiser which is being made available to dealers. Each merchandiser holds two tapes of each title.

A separate catalog devoted exclusively to the new line has also been produced, and the entire launch is being supported with both trade and consumer advertising, and general point-of-sale material.

ALUMINIZED SENSING TAPE.

TYPE CC-3807

The perfect sensing tape for splicing ito stereo cartridges and new cassettes. Aluminum foil and Mylar maintains essential strength characteristics with minimum thickness. Also available in new "Lower Profile" Sensing Tape, Type CC-3810.

SPlicing TAPE.

TYPE W1ST-12 OPAQUE

For magnetic tape and film, maximum strength with minimum thickness; excellent characteristics through all temperature ranges and processing chemicals. Close tolerance with ideal for automatic equipment. Also available in new extra thin tape for W1ST-10.

NEW! CARTRIDGE AND CASSETTE LABELS

Self-adhesive labels provide for imprinting on CS0, CS9, C120 or custom sizes. Uniform and accurate printing and die cutting.

PROMOTION LABELS

Complete range of standard sizes and shapes for any use—record jackets, albums, covers, sets, awards, featured hits in sets, special sales round, square, special shape; 1, 2 or 3 colors, FAST, FAST delivery.

Write or call for samples and technical data. Dealer inquiries invited.

SAXON ADHESIVE PRODUCTS, Inc.

57-01 37th Avenue/Woodside, N.Y. 11377 (212) 672-8200

September 23, 1972, Billboard
According to Memorex officials the spokesmen point out that rough handling. The Memorex hinge to reduce
signed
rack
libraries
convenient program
from the cassette
the new
are available in
"shatter
facture
same precision
educational and institutional
Memorex's
in
The Memorex storage album
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round, square and octagon shaped
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Speaker's, according to Rigney.
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and
Things Grow";
"Flying Fisherman";
"Guide
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like
"Save
"The Incredible Hulik
"The Thanksgiving that Almost Wasn't";
"Gentlemen's Guide to Golf";
Furniture Styles Then and Now.
Blank tapes will also be included
in
the assortment, that is,
one
100-minute tape, one 60-min-
ute tape, two 30-minute tapes and
two 15-minute tapes. Suggested re-
tail prices are $36.98, $23.98,
$17.48 and $11.98 respectively.
A package for displaying and
merchandising cartridge TV tapes is available from Cartridge Tele-
vision, Inc., and includes a point
of purchase display kit, a Cartri-
dvination program binder, dealer ad-
vertising aids, program listing fold-
ers and other consumer brochures.
In the field of 4-channel, Pack-
Guilt is also giving its retailers
a selection of software to help sell
the hardware.
The company is offering a five
50 4-channel record set with songs
of the 70's and the music of Bach-
ach and David among others.
The five records are available from
Capitol.
Salem promotion manager Larry
Beals also said the firm has pack-
aged five stereo 8-track tapes and
five 4-channel discrete tapes. Art-
ants include Frank Sinatra, Petula
Clark and Sammy Davis, Jr.
in stereo and Ench Light and John
Morell in 4-channel.
In stereo, a ten record set will be
available, and a free lifetime mem-
bership in the Record Club of
America is also offered to re-
tailers.
Dealers will also have the choice
of either an encoded matrix dem-
onstration tape cartridge of a dis-
crete cartridge. Both were made
for Packard Bell and run about
15 minutes.
**Tape/Audio/Video**

**TV Software Push—Cartivision, Sears**

- Continued from page 24

any family. You have a lot more than the entertainment aspect, you have education. The concept is absolutely solid as far as I'm concerned, both in the eyes of the retailer and the eyes of the consumer. We feel they are beginning to look at this as a home entertainment product just like we do and we see every type of retailer carrying it, including the independent. "Horn piping to meet," an end."

**Project 3 Prepack**

- Continued from page 26

 reel tape or record can either be sold or used by the dealer to demonstrate his 4-channel hardware.

Project 3 has 21 different cartridges, retillo-red tapes and turntables in the quadraphonic configuration.

Tapes are on the discrete 4-channel format and were specifically recorded, mixed and mastered for each. These are the selections available in both Samsun Q8 and Columbia SQ formats.

**Duplicator Role**

- Continued from page 26

affording the smaller user better rates, and lower prices for duplicating on cassettes supplied by Sears.

Markin will also speak at Video Expo III, another video convention and exhibition, sponsored by Knowledge Industries Publications, and scheduled for Sept. 20-22 at the Commodore Hotel, here. His topic, "Duplications and Distribution," will be on the final day of the conference.

**Select-n-Sale**

- 8 Track Stereo Display Cases

Display units with security lock and strong plastic gliding doors for maximum visibility and protection. Hand holds for ease of inspection without removing tapes from the display. No glass and designed exterior and light beige interior. Any type of custom display cases.

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**Firms in Japan Set TV Cartridge Push**

BY HIDEO EGUCHI

TOKYO—The Japanese television cartridge industry is surging forward on several fronts including a potential consumer push by Nikkon Columbia, Nippon's Columbia and its rival Japan Victor are also planning to promote TV jukeboxes.

JVC/Nivicco has continued its six-month nationwide sales campaign, launched last June 21, to promote its 599,000 yen ($1,800) model CE-700A VCR (VideoCassette Recorder) ensemble system, by way of commemorating the company's 45th anniversary.

In the latter part of August, the giant Fuji Photo Film Co. commenced nationwide sales of its 278,000 yen ($900) model CV-500-O VCR (CineVideo Recording) player via its newly established network of 2,500 "Fuji Film" Audio-Visual System stores. Initial production of the VCR player, unveiled last October and developed jointly with Regami Tsusshiki Co., Ltd., has been set at 1,000 units per month.

Previously the same month, Nippon Columbia, a member of the Hitachi group, launched a potential consumer video hardware and software sales campaign taking responsibility for the installation of model SV-520 1/2-inch "new color" units manufactured by Shibaden, another member of the Hitachi group, at three branches of Japan's largest commercial bank, and providing the software for the bank's customers to enjoy.

(Continued on page 42)

**Electrohome Line Futuristic**

KITCHENER, Ont.—Electrohome Limited's 1972-73 line of stereo models combines futuristic styling in 40-watt to 200-watt range, components and consoles with all models featuring automatic controls, plus provision for either 8-track or cassette tape and four-channel sound.

The 711 model has added color—blue, tangerine, plum and green—and a junior model, 611, utilizes the same design, retailing at $179.95.

**MADSTO CASSETTE GUIDE ROLLERS**

- Concentricity within .005
- Double Flanged
- Reversable
- No gate marks

**MADSTO CASSETTE KEY HUB HUBS**

- Keyhole holds tape securely
- Perfectly round
- No gate marks
- Fits any and all machines

These are genuine acetal components. Write for samples

**BECH ELECTRONICS**

- 8-TRACK DUM_ICATORS

8-TRACK DUM-ICATORS PROFESSIONAL/PREFERENCES

**TEL: 721-8214**

**MODEL BE-1010**

A PROVEN PERFORMER FOR A MODEST PRICE

**BECH ELECTRONICS**

3515 BURBANK BLVD

BURBANK CALIF 91505

PHONE 717-8214

**QUALITY DISPLAY CO.**

- Charlotte, N.C. 28201

- Tel: 704-230-3210

**SEPTEMBER 23, 1972, BILLBOARD**
LONDON—EMI classical product, said London Festival manager John Whittle at the firm's sales conference, was the top LP sales at year's end on June 30 as 33 of his best sellers. For the last year, a healthy sign for the year ahead. Whittle brought to the convention the news that deputy Douglas Pudney, Brian Crimp, and the National Contemporary and International Artists Department produced.

All outlined coming issues with sales appeal, headed by this year's EMI complete "Ring" cycle in the historic Furtwangler recording. While EMI has not yet assigned production's job on the booklet and libretto of the set particularly Gregor's work, and stressed new issues including patents and licenses, and his complete recording of Wagner's opera "Tristan and Isolde" as a follow-up to last year's successful promotion of "The Mastersingers of Nuremberg" and starring Jon Vickers, Helga Onesch, Christa Ludwig and other EMI's first major release on the label of the Beethoven sonatas.

The orchestra, under conductor James Levine, will be presented by the Shostakovich Symphony No. 15, premiered in Moscow last January commemorating the 70th anniversary of the death of Maxim Shostakovich, who gives the London premiere of his work in November, conducts the recording by the Moscow Radio Orchestra.

New Recordings

Details of this year's also given of the two new releases by the British regional orchestras, the Birmingham Classic Orchestra, conductor, Finnish Tuoi-Paavio, and the Bournemouth Orchestra under Louis Fremaux. Coming on the scene is an issue to mark Bergius' first composition of his own, a Promenade conducted by the "The Popular Sinetrolls," and containing the "Karelia Suite" and other works. Also a release with the Birmingham Orchestra is a series of "Festive Orchestral Overtures, including the tuneful preliminaries to well-known operas such as "Orpheus in the Underworld." "La Belle Helene." "Gaiete Parisienne" and other works.

The father-and-son Oxenrhake team from EMI join an October release of the London Festival Orchestra in another October issue on the label. With the authentic Mozart concertos for flute and oboe, joining his father as viola-player in the "Sinfonia Concertante" for his "Orchestral Concerto" for flute and oboe. From the thousands of requests for reissues, only a few, mostly for music, have been made for one of Schubert's great C Major Symphonies, with pianist Adrian Boult. This has been made with the London Symphony Orchestra. Coming from Andris Nelsons, the London Symphony Orchestra is a new "Beethoven's Festes for Sir William Walton's 70th birthday, and in November a complete Tchaikovsky Piano Concerto to release solo for interest in the work.

In the classical marketing team honored the international artists department men—chief Peter Anker, director of chamber music, and Adrian Boult. This has been made with the London Symphony Orchestra. Coming from Andris Nelsons, the London Symphony Orchestra is a new "Beethoven's Festes for Sir William Walton's 70th birthday, and in November a complete Tchaikovsky Piano Concerto to release solo for interest in the work.

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Classical Music Clubs

NEW YORK — The National Federation of Music Clubs has announced the 12 winners of its 1972-73 awards for outstanding leadership and promotion of American music, benefiting 12 regional conservatories and their foundations. The awards consisted of six $500 prizes financed by the American Society of Composers, Authors and Publishers, plus six Honorable Mentions.

In the category of privately supported colleges, universities, schools of music, Oberlin Conservatory (Ohio); the New England Conservatory, (Mass.); and Northwestern University (III.) each received $500 prizes. Honorable mention awards went to the University of Michigan School of Music; University of Illinois, Chicago; and University of Illinois, Chicago.

In the second category, devoted to state universities, 14 colleges or universities, the University of Missouri in Kansas City (Mo.), Bowling Bowl Green State University (Ohio) and the University of Iowa, Iowa City; North Texas State University; and Kansas State University each received honorable mention awards.

The adjudicators were George C. Wilson, vice president and director of the National Music Camp; Thomas Craven, formerly head of the Knox College Music Department, and Karl Abrams, who is a composer in residence at Ohio University School of Music.

In announcing the winners, Eunice Bunkin, chairman of the American Musicological Society of the National Federation of Music Clubs, noted that, "we appreciate the time and energy expended by the judges and the generosity of ASCAP in providing the monetary awards. It is interesting to note that most of the recipients put the funds immediately to use in the promotion of more and better American music programs in their respective schools."

Music Clubs Honors

Mathis, Denver Unit in Date

DENVER—Johnny Mathis, Columbia Records artist, will perform with the Denver Symphony Orchestra Sunday, Oct. 1 at 8:00 p.m., in Civic Center Exhibition Hall as part of the pops festivities during the opening week of the 1972-73 season.

The orchestra, under the direction of guest conductor, will be composed of the orchestra pieces, Mathis, singing with the orchestra for the remainder of the concert. The program includes such popular songs as "The Nightingale's Life," "The First Time Ever I Saw Your Face," and "Misty." Mathis' album "Music Clubs Honors," a special award in Billboard magazine for being the only album to remain number one over eight consecutive years.

Other upcoming events this week are Aaron Copland opening the regular subscription series Monday (25) at 7:30 p.m. and Tuesday (26) at 8:00 p.m. in the Auditorium Theatre, bringing an electronic sound to the Orchestra's Wednesday (27) at 8:00 p.m. in the Auditorium Theatre.

Soviet Books

Out on Music

MOSCOW—Soviet Composer (Soviet composer), one of the three new publishers is issuing, over 50 titles of music, 15 of which were featured during 1972. The three publishers are the Scientific Publishing House for Soviet Composers, the General Publishing House for the problems of modern music development and the "Echo of the Time," the "20th Century's Music." Special works published are dedicated to modern Russian composers, with a series of Alekseyev's Psalms for the DOMENES and Rodion Shchedrin's works.

"The USSR Bolshoi Theatre" drops a contract for the record "Collectors" the second issue of an annual magazine, and a number of recordings of Melodies Records and international record companies, are due to be out shortly. In preparation for carrying out the 440th jubilee of folk songs, in 12 volumes.
STAX DELIVERS ROCK 'N' ROLL — from ARDENT RECORDS, a newly formed, independent label. BIG STAR'S single "WHEN MY BABY'S BESIDE ME" (ADA 2902) is from the album "#1 RECORD" (ADS 2803).
CARGOES' single "FEEL ALRIGHT" (ADA-2901) is included on their album "CARGOE" (ADS-2802). ARDENT RECORDS is distributed by THE STAX ORGANIZATION 98 North Avalon, Memphis, USA.
At one time it was pretty difficult to keep up with the fast-paced Country music scene. But that's all in the past since Billboard began publishing its Country music Annual.

This year, as Country music moves on to even greater popularity, Billboard offers its tenth annual "THE WORLD OF COUNTRY MUSIC", a special 8½" x 11" supplement that has proven its excitement and readability to the entire music industry.

"THE WORLD OF COUNTRY MUSIC" is a valuable Billboard special with built-in retainability all year round because of its informative country listings:

- PUBLISHERS
- TALENT
- BOOKING AGENTS
- PERSONAL MANAGERS

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

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

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

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

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

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

AD DEADLINE: OCTOBER 6
ISSUE DATE: OCTOBER 21
There's a Billboard sales representative nearby just itchin' to get movin'.
**Country Gentlemen In Bluegrass Sweep**

CAMP SPRINGS, N.C.—The Country Gentlemen of Washing-
ton, D.C., have announced an award in the 1972 Blue Grass Music
at the Blue Grass Music Festival through the U.S. this summer.

The second annual presentation was sponsored by Muleskinner
of Columbia, Md., and was attended by over 1,000 fans.

**Country Music**

**Martin Forms Midwest Label**

**Country Gentleman**

**MUSCATINE, Iowa—Ken Mar-
tin, ASCAP writer, has formed Delphi Records, a Midwest label
that will specialize in country and gospel releases.

On his publishing schedule is a release to be distributed through
Souvenir Shops and Souvenir Dis-

**Country in Big Promo Drive for Tom T. Hall**

Hall's albums are "Tom T. Hall: The Storyteller" and "Tom T. Hall's
Greatest Hits." Hall said he plans to issue an album in 1972
with a new LP release in each new year by a deserving new writer.
He has signed with "his storytellers" LP he includes one by Billy Joe Shaver.

A member of Hall's band, Johnny Rodriguez, has signed a
recording contract with Mercury and is working on his first
album. Another band member, Glenn Ray, has co-written a song
with the title "Son of a Gun," released on Decca by LeRoy Van Dyke.

At least one song written by Hall is included in Billboard's charts
every week for more than eight years running.

**Country Music**

**By BILL WILLIAMS**

Country music's newest young-er is a 13-year-old from Indiana,
Marty Stewart. Now touring with Lester Flatt, the boy plays all stringed-

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**The Single**

"Glow Worm"  
DOA-17430  
b/w "You're Nobody 'til Somebody Loves You"  
**The Album**

"Cab Driver"  
DOA-25996

---

**A world-famous worm just popped out of Hank's hit album.**

"Glow Worm" is the song that sold millions for the Mills Brothers in the 50's. After a nice snooze, the worm has reappeared, shining brighter than ever. "Glow Worm" is Hank Thompson's latest single, from the smash hit album, "Cab Driver*. A Salute To The Mills Brothers*. It's a combination that's shot "Cab Driver" right to the top of the country charts. And "Glow Worm" can only mean that Hank Thompson is spinning another hit.

---

**"Glow Worm"**  
DOA-17430  
b/w "You're Nobody 'til Somebody Loves You"  
**Distributed by Famous Music Corporation**  
A Golf + Western Company

---

**Billboard**  
Hot Country Singles  
**STAR Performers—Singles registering greatest proportionate upward progress this week.**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE—Artist, Label &amp; Number</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>I CAN'T STOP LOVING YOU</td>
<td>10</td>
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<tr>
<td>2</td>
<td>1</td>
<td>IF YOU LEAVE ME TONIGHT I'LL CRY</td>
<td>12</td>
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<tr>
<td>3</td>
<td>3</td>
<td>I AIN'T NEVER</td>
<td>12</td>
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<tr>
<td>4</td>
<td>1</td>
<td>WHEN THE SNOW IS ON THE ROSES</td>
<td>12</td>
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<td>5</td>
<td>5</td>
<td>HERE IS THE CEREMONY</td>
<td>12</td>
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<td>6</td>
<td>6</td>
<td>THIS LITTLE GIRL OF MINE</td>
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<td>7</td>
<td>7</td>
<td>THE CEREMONY</td>
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<td>I'M GONNA KNOCK AT YOUR DOOR</td>
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<td>9</td>
<td>9</td>
<td>If It Ain't Love (Let's Leave It Alone)</td>
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<td>10</td>
<td>10</td>
<td>YOU'RE GONNA CRY Girl</td>
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<td>A WORLD WITHOUT MUSIC</td>
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<td>12</td>
<td>12</td>
<td>I'M A SENSUOUS Woman</td>
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<td>13</td>
<td>THE CLASS OF '52</td>
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<td>LOOKING BACK TO SEE</td>
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<td>FUNNY FACE</td>
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<td>WHISKEY RIVER</td>
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<td>17</td>
<td>YOU'RE GONNA CRY Girl (Part Two)</td>
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<td>WASHBAND BLUES</td>
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<td>DOLLY PARTON</td>
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<td>DOLLY PARTON</td>
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<td>DON'T Pay the NAMSON</td>
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<td>22</td>
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<td>I'M SO LONELY I COULD CRY</td>
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<td>LAST TIME I CALLED SOMEBODY DARLIN'</td>
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<td>24</td>
<td>STYLVIA'S MOTHER</td>
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<td>25</td>
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<td>IT MEANT NOTHING TO ME</td>
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<td>26</td>
<td>TOGETHER ALWAYS</td>
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<td>AIN'T IT ALL WORTH LIVING</td>
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<td>28</td>
<td>28</td>
<td>DON'T BE LUCKY</td>
<td>12</td>
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<td>29</td>
<td>29</td>
<td>NEVER BEEN TO SPAIN</td>
<td>12</td>
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<td>30</td>
<td>30</td>
<td>BABY DON'T GET HOOKED ON ME</td>
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**SEPTMBER 23, 1972, BILLBOARD**
BILL ANDERSON

DON'T SHE LOOK GOOD

WRITTEN BY:
JERRY CHESNUT
PASSKEY
806 16th AVE. S.
NASHVILLE, TENN. 37203

DECCA 33002
EXCLUSIVELY ON DECCA RECORDS
Country Music

Nashville Scene

**Rebel Makes Joy Purchase**

MT. RANIER, Md.—Rebel Recording Co. here has purchased the Joy Records label, whose catalog includes the last live recordings of the Stanley Brothers, prior to the death of Carter Stanley.

Rebel also announced the signing of two more groups to its roster, The Pony Express of Memphis, and Roy McMillan and the High Country Boys, from Greensboro and Winston-Salem, N.C.

Ralph Stanley and the Clinch Mountain Boys have just recorded their fourth Rebel LP.

appearing regularly with Jim Ed Brown, are about to have their first release on Decca.

The Four Guys, who did three shows daily at Opryland this summer and four shows at the "Opry," played to nearly 300,000 people in that period.

Tony Douglas has formed his own record company and established his firm in Athens, Texas. Both are called Cochise. Within four days, Mayf Nutter's schedule took him to six cities in five states, and he still took time to go to the Columbia wardrobe department in Hollywood to be fitted for a role in a new movie. Gene Carter's wife has presented him with a new daughter, promptly named Tammy Lynn, for two of the brightest female nates in country music.

The Gross Brothers of Rising Sun, Ind., appeared at King's Island in Cincinnati. They not only performed at the campgrounds and drew record crowds, but had their first experience at camping out.

Archie Campbell will headline a show for the southeastern conference of the American Women in Radio and Television. Now that the first Loretta Lynn television specials, sponsored by the Independent Grocers of America, has been aired, three more are set to follow.

Dave Dudley is back from his Double-D Lodge complex at Dudleyville, Wyo., near the Minnesota border. He appears there once a year, and always draws record crowds.

Del McCoury, a New Blue Grass singer for Rounder Records, said his partnership with Bill Monroe, as did almost every Bluegrass performer of note in America.

Biff Collie has returned from the UJA national sales meeting, and is pushing the new Billy Meade recording, and that of Bill's alter-ego, Billy Bow Bowman and the Beamer Maple and Barley Company. His 77-year-old father, J.C. Collie of San Antonio, is recovering from the recent accident. The Gross Brothers of Rising Sun, Ind., appeared at King's Island in Cincinnati. They not only performed at the campgrounds and drew record crowds, but had their first experience at camping out.

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Jukebox programming

Aim for 101 Jukebox Profit Ideas
By EARL PAGE

CHICAGO—Interviews with panelists prior to the Jukebox Operators Association (MOA) convention here indicated that Music Company Officials (MCO) are most interested in knowing new ways to make profits. Rhetorical take-off subjects included sales promotion, programming and new locations.

The “101 Ways to Make Profits” was planned to appeal often. The programming section, for instance, was noted to much how to program a jukebox for maximum profit in the 1970’s.

Various ideas were developed as chain stores/depot stores, and anyone on security was an operator. The new ideas for locations (but not inside the jukebox) and is able to charge the spot for the presentation service, etc., to protect the operator’s money.

This panel was a sore point for the past two years with operators. For jukeboxes are on precision few “peak hours” in locations in 45’s and 45’s over 4 min. take up too much in jukebox are counterbalanced by those who are quick to say that jukeboxes are going through the same much of the time anyway and that (Continued on page 40)

Jukebox Operator Needs New Commissions and New Vocabulary

RAPID CITY, S.D.—Operators must develop new commission arrangements and new vocabulary because of the growing complexity of the jukebox business, believes M. H. Hasvold, vice president of Automat Eir Foreningen. The key to Hasvold’s approach is careful programming that he claims only the amazement of the operators who are often on a terminal. This panel is putting us in a different position.”

The secretary-treasurer of the Music & Vending Association of South Dakota, noted that the factor of employees must be all up-to-date.

Applying a two-way approach to the business, Hasvold says that increasing salesmanship and a new vocabulary is one avenue and cutting costs is the other. The use of new terms is another.

For example, Hasvold’s company now uses a “minimum coverage” for jukebox, 35/50 for standard amusement games; 25/75 for arcade machines (the latter is explained to location owners as “having no make-up value”). He said, “Minimum coverage is a better term than

front money.”

Hasvold informs location owners that the minimum coverage covers his costs and assures him that he will at least not be working for nothing.

In the mail order business, has said, jukeboxes are offering the same commission arrangement with a good operator as they have with a poor one. But a poor operator may service once a month and get paid every month. He does nothing through the six and seven year old machines he has and may wait on repairs. The location owner will be disinterested in a local store. If he has the same 50/50 arrangement with a good operator that he does with the worst, he is losing money. A good operator has to sell him in a

Locations Help

This is what Hasvold insists on the location owner, and he helps are not doing their parts to help realize the potential of that location. All of our locations get the

same service, all have the privi-

lege to help make a one-shot decision. We provide the potential.

If the jukebox doesn’t sell it in, maybe it’s because the bar-

mament is low. The jukebox, maybe the manufacturer has a TV set on all the time, or a transistor radio.

Employees like this are short-

changing the owner, just as though they are not filling a customer’s order for food.

Pointing out these facts to a location owner is touchy. It must be done carefully. He should have increased profits—a comparison education, but he won’t be able to sell that’s taking twice as much money which may accomplish this purpose.

There are locations on the route that Hasvold can’t get 15 to 20 people in at a time, and that he has places gross $100 a week. At other places, perhaps larger, the gross will be only $30. If the music is not doing any better than that, the customer is not enjoying the atmosphere and where the owner is really suffering is through the till

Jukebox Operator News

By IREEN CLEPPER

SEPTEMBER 23, 1972, BILLBOARD

Tape Units, Pricing Buoy Jukebox Industry

By WALTER MALLIN

Hamburg—The Wurlitzer Carousel jukebox has opened up a whole new market here that is already booming. Demand was anticipated by Wurlitzer and Seeaden, the latter being the Seeburg outlet.

Play price here on most boxes is two plays for $50 (45s) at $15,200 per box. A variant of this structure is four plays for one mark and 10 marks for two plays.

The Carousel, which has been in production at Huelholt Westphalia for eight months, is designed in the “old German” furniture style and is welcomed by hotels and recreation centers, according to Dr. Wilhelm Fischel, Wurlitzer vice president.

However, he said over 50 percent of the jukebox production is for export (Wurlitzer officials have said the firm will start U.S. production of the Carousel this year).

Jukeboxes in general have been moving into a growing number of sites. Sales in West Germany, at wholesale level, were 46 million marks in 1973 with 40.3 million in 1975.

Reliable estimates made by the trade organization GEMA put the number of jukeboxes here in operation at $6,000.

Newer Boxes, Better Programs in Norway

By ESPEN ERIKSEN

The first cassette units were installed in Trondheim and Tromsø, respectively, by new, efficient, dramen; president, the Automat Eir Foreningen, said:

"...That’s why it’s still its is running in a department store with some Norwegian tunes satisfied.

Programmer’s Potpourri

OSLO—The jukebox business is still under way here where new equipment is being in-

stalled, including the Wurlitzer Carousel jukebox. The retailer、“We’re still testing,”

Thorkildsen, head of own- company, Musikkutleie, said the number of jukeboxes here in operation at $4,000.

Can be used for any and all purposes. The market is now wholly taken care of by the established companies, of which the Musik-

kutleie in Drammen, Ski, Automat Ullerud in Kongsberg, and Klepp & Lunde in Trondheim are among the largest.

Automat Eir Foreningen, an association of 35 jukebox operators, is opening up to other game operators, owners and retail firms, now comprises some 3,000 people around 20,000 jukeboxes covering the whole of Norway. Thorkildsen said he estimates the number of jukeboxes here between 1,500 and 2,000. The number of jukeboxes and jukebox players is 15 years old, but new equipment is largely being used.

Play prices is now up to 54 øre, three for one. The prices vary in play time, but the price is quite uniform.

Company programs change records every four to six weeks.

Norwegian tastes are considered, not all the records are of the Top 10 type.
**101 Jukebox Profit Ideas**

- **Continued from page 39**

As long as they are playing—regardless if it's long or short records—there is no problem.

Album exposure, particularly on FM where acts are aired that make few singles, is related to the long single problem but also causes another headache—requests for singles that do not exist. One panelist did say, though, that he thought the quality of music for jukeboxes is improving, and that particularly, soul music was "smoother, softer, more apt to be a ballad," and thus being used in many more locations. Oldies, of course, are generating more play than ever.

Jukebox albums, however, were expected to come in for criticism because many operators report little play action on them. Title strip display was expected to spark competition between those advocating use of colored strips vs. those who like white with little distraction.

Promotion ideas were expected to range widely and perhaps include such schemes as offering a wallbox to each waitress and giving the waiters with the most money in "her" wallbox the used records each change.

**Va. Program Logs**

- **Continued from page 39**

made over checking periods, the requests which location owners have made, comments from collectors and so on. He simplifies programming for his collectors by making up each change for them, placing the actual records in the carousel issued out to the collector when he starts out on each daily route, and incorporates a carbon copy of the master sheet detailing the current music menu. If King wants to save a few copies of any record, a note to that effect goes to the collector, along with the records, as well as instructions to ask specific questions of location owners if King needs a question or two answered.

(Continued next week)

**New Commissions**

- **Continued from page 39**

vested 110 volt counters (such as binks use) to 12 volt DC and put them in his trucks. He pays the location by check. "If you took an hour to count and pay money before, you can do it this way in 15 minutes and have 45 minutes to make sure the machine is operating correctly, and to do some merchandising.

Handling money can be a bigger expense than depreciation, Haviland maintains.

Good vehicles, properly set up, with adequate parts and equipment—to that return trips aren't necessary—are all part of the cost-cutting process, said Haviland.
Singers.

...dio people) put equipment consumers vocabulary

...Up From The Roots," (Atlantic); Freddy Robinson, "At The Drive

...NEW Way."

...ord artist. Withers' company, land has opened by

...Continued from...radio engineer, [23x399](Stang);

...looks black actress have had many hit compositions, have can

...until...song...is...no...professional...engagement...outside...North...America...for...the...musical...rec-...artist. Withers' U.S. tour starts Oct. 6, with an...engagement at...Carnegie Hall.

BITTS AND PIECES: New Denise La Salle "Man Sized Job" from her forthcoming album looks like the one to put her back in the bag of "Trapped By A Thing Called Love." The vocalist and group of black background singers have undertaken the sponsorship of $1 million housing project for low income families in the United States...A major talent search was announced this week by independent producer Porter Bibb for a black actress to play the title role in "Bessie" a feature film to be made in early 1975 on the life of famed blues singer, Bessie Smith...New one by the Steatons on Buddah is called "Every Single Way."...James Brown's "Goodfoot" starting to pick a good amount of pop airplay as is Mel & Time's "Starting All Over Again" on...Soul SAUCE PICKS AND PLAYS...

Bobby Starr, "Let Me Be Your," (Soul House); King Floyd, "Woman Don't Go Astrapy," (Chimneyville/Dreams, "Toast To The Fool," (Vols); Mark IV, "Honey I'm Home," Four Tops; "It's The Way) Nature Planned It," (Motown); Lamont Dozier, "Why Can't We Love," (Invictus); Eddie Kendricks, "If You Like Me," (Tamlam); Spoonie哥, "How You Made A Broken Heart," (Stang); Temprees, "Dedicated To The One I Love," (We Produce); Doug Gibbs & Spoonie哥, "But We Believe," (Stax); Betty Shire, "Sitter," (Alston); Manhattans, "One Life To Live," (Deluxe); and Ch-...Lites, "A Lonely Man," (Brumswick).

NEW AND ACTION LPs...

Honey Cone, "Love, Peace & Soul," (Hot Wax); Groove Holmes, "Night Glider," (Groove Merchant); "Introducing The Ice Man..." (Them); An American Family," (Perception); Mango Santamaria, "Up From The Roots," (Astral); Freddy King, "At The Drive-In," (Enterprise); Terry Collier, "What Color Is Love," (Cadet); Louise Mc Cord, "I'm The One," (Philips); Jerry Peters, "Blueprint For Discovery," (Mercury); and Groover Washington Jr., "All The King's Horses," (Kudzu).

Views Playback Demands...

...continued from page 24...

Matrix, though, came in for more attention. The Japanese radio technicians in the first evening session here who were more open to...audition.” Studio expert Ron Frangipane referred repeatedly to the idea of recording experts to interface with consumers electronically. Frangipane said he was "bugged no end" by the lack of separation in matrix 4-channel.

But he added: "All of us have to begin to think about the...with the vocabulary of craft, with what the equipment manufacturer can be...an accomplishment." Another delegate said "if people can take back speakers they destroy all the balance we've (stu-...put) in." However, John M. Woram, Vanguard Record engineer, said, "Matrix is still young, we're only beginning to exploit it in Japan."

Contrasts between what studio people want to use and what the record product sounds on radio and television, particularly in Japan, was discussed at length. Arranger and composer Paul Ownby said: "I was...the equipment and the consumer can complete." Another delegate said "if people use back speakers it will destroy all the balance the (stu-...put) in." However, John M. Woram, Vanguard Record engineer, said, "Matrix is still young, we're only beginning to exploit it in Japan."

Memorex's Line...

...continued from page 29...

Each library holds six cassettes and interlocks with other ACI...in storage, semi-permanent storage. Semi-stick labels and a bulk storage in-...provide a complete catalog system for Memorex ATCs.

TV Cartridge Push Set

...continued from page 30...

Nippon Columbia's venture is also expected to open the way for the...the network, which is...may be...in the form of...in Japan, Sony, which is...in the form of a...In this plan, the Nippon Columbia central computer...and the two will participate in a proposed...in which Akai and Tee, competitors in tape record-...also took part.

Video hardware and software will of course be featured at the...21-27, and at the October opening...of a combined satellite TV studio and restaurant by the Tokyo Broadcasting System (TBS) and the Mitshubishi Department Store Co. At the same time, Nippon Hoso Kyokai (NHK), the Japanese Government backed network, is currently more interested in the use of small, lightweight television systems for live, wide-angle lens TV program-...the commercial Nip-...is scheduled to initiate the world's first series of 8 mm. film programs Oct. 3.

50 Firms Show Units...

...continued from page 24...

...trading programming; duplication and distribution; economics of video systems planned; and creat-...ing the multinational market.

SEPTEMBER 23, 1972, BILLBOARD
diies in New York, Chicago, San Francisco and Nashville.

One kind of kickback reverberates around the city, Bill Williams, Billboard's Nashville bureau chief explains. Idle hours are what the 28 stations in this region resemble.

In the face of the ever-present threat of losing his job, the bureau chief of any city bureau is a bit more cautious than usual. But the current wave of cutbacks seems to have caught him off guard, he says. "This is the first time in years," the bureau chief laments, "that I've felt a real sense of the closing of a chapter." The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks, but never before has he felt such a sense of foreboding. The bureau chief, who has been covering the music business for 12 years, says he has seen other cutbacks,
EMI in Major Reorganization Of Top Mgt Team; Oord Director

LONDON—In a major reorganization of its senior management team of the record division, EMI has named Gerry Oord as its new managing director. Oord, brought to London earlier this year from EMI's Bovema company in Holland to become head of international artists promotion, replaces Philip Brodie who becomes managing director of EMI Europa.

In his new position, Brodie—a former managing director of EMI's companies in the Argentine and Spain—will be based in Cologne and will direct the company's music interests in Austria, Belgium, France, Germany, Holland, Italy, Spain and Switzerland. Brodie succeeds Oscar Hamilton who now becomes resident director, Europe. Hamilton will continue to carry overall responsibility for EMI's investment in Europe. He will spend much of his time in Rome.

EMI chief executive John Read said "We think that having high regard for all the people available Oord is the man for the job. With this country's entry into the Common Market we must have an international flavor and this country needs a competent man who can bring new life and spark into the company."

Read added: "Philip needed an administrator to co-ordinate the EMI's expanding activities and Brodie with his past international experience was the right man for the post."

"Oord would be the first person to tell you that he is an administrator but he is a music man. We have a strong administration team at EMI already." Read continued. Len Wood, EMI Group director, Records, and a member of the of the burden of his present job has been passed to EMI Records assistant managing director Ron White who now will work closely with Reid in general activities of the music business.

White assumes the title, director of co-ordinator group record staff. In addition White becomes a director of KPM, World Record Club and Rosetti. Reporting to White will be the various depart- ments which were Wood's responsibility, including international copyright, international classical and Frank Chalmers' pop repertoire development section.

In addition Roy Featherstone, general manager of the pop repertory and marketing division and Roy Mathews, manager of EMI's factories, have been appointed directors of EMI Records.

All the appointments take effect from Sept. 18.

Speaking to EMI Records for the first time Oord said, "I can so well understand that it must sound crazy to you all that just a bloody Dutchman is going to manage EMI parent board has been named chairman of EMI Records and Music for Pleasure. While some EMI Records. Oord whose "Who the hell chose this man? He must be a fool," said one around him."

"Oord launched Bovema in Holland in 1961 and built the company into one of Holland's most successful record companies. EMI took an interest in the firm in 1965, when it was clear that Britain is going to join the Common Market very soon. One of my main priorities will be to build up EMI's interest in an international oriented record company.

Oord's strength lies in his close rapport with artists and he is a firm believer in signing talent which can be developed internationally by all EMI companies.

A&M Can. Sees 350% Sales Rise

TORONTO—A&M Records managing director, Gerry LaCoursiere, said Monday that A&M's sales for the year ended Sept. 30 will be 350% of previous year's 12 months.

LaCoursiere noted, that July, traditionally a slow month, had provided sales figures in excess of January's total. This will be A&M's third year of operation on Canadian soil. The first year, LaCoursiere said, brought A&M an increase of about 60% over the previous year. The second, he said, topped 150% of the first year's total number of sales.

The label, which has had a history of publicity in the past year, is celebrating the release of A&M's first records. The label also has a large number of overseas releases.

In another report, A&M is now preparing a huge fall, with quadraphonic releases by Carlisle King and Joan Baez. A&M's "Catch Bull at Four" will be released to the U.S. a couple of weeks to coincide with the beginning of the fall season.

A&M has also had huge success in Canada with a single, "Smoke Gets In Your Eyes" by English vocal group. As a result of the test marketing here, A&M in the U.S. will release the single this week.

YEN UP AGAIN—JAPANESE

By HIDEO EGUCHI

TOKYO—Japanese trading houses and export manufacturers are working on the assumption that another upward revaluation of the yen in relation to the dollar is inevitable, following the recent meeting between President Nixon and Prime Minister Kakuei Tanaka of Japan.

Japanese manufacturers and traders have been asked to consider accepting orders for goods to be exported with a yen value higher than that which prevailed thereafter on the basis of an artificial rate. If the yen is revalued from 275 to 280 yen to the U.S. dollar, despite Premier Tanaka's promise that there would not be a second revaluation of the Japanese currency.

CBS U.K. managing director Dick Asher gives details of the company's scheme to send the top sales area manager and top salesman to the U.S. next year. Asher presided at the annual sales conference dinner and one of right to left right sales manager Jack Florey; deputy managing director Maurice Oberstein and international director Myn Evans.
look who else is going the QS way
"Come From The Shadows" is our first album from Joan Baez—an epic event in our short history. It's also our first quadraphonic release.

For our first quad release we've chosen the Sansui QS decoding system because we feel, at this time, there is no better system. Our records will be capable of the finest four-channel reproduction, while remaining fully compatible with conventional stereophonic equipment.

We're not releasing just a quad album. We've had a special anti-static vinyl developed for us. It's dust repellent and has a built-in lubricant that reduces surface noise and prolongs record life. It's a significant improvement in record quality. And a necessary one because when a quad album 'pops' the whole room 'pops'.

The sound in front of you.

The sound around you.
announcing another.

Every phase of manufacturing will be subjected to rigid quality controls including a limit on the amount of albums pressed from each stamper. And each album will be packed in a special protective inner sleeve. In this way we hope to maintain the best possible sound with unheard-of consistency.

With "Come From The Shadows" goes a bit of our future. And our future never sounded so good.

On A&M Records and Tapes.
HITS OF THE WORLD

BANGKOK
(Country: HSA Radio Bangkok)
This Week

O世界上

Week Week

1 RUN TO ME—Beau Gadsden (Boltingo) (Billie Mitchell)
2 IN TIME—Euripides
3 MADO YOU'VE—Brue Head
4 BE MY FRIEND—J.D. McMillan (Pineapple)
5 I'D LIKE TO BE—Johnny Cash and The Tennessee Three
6 DON'T GO DOWN TO THE COLD—Bucky Covington
7 SING SING SING—The Guy Psyche
8 AROUND THE WORLD—Malcolm (Decca)
9 GUESS WHAT?—Roberta Corbin (CBS)
10 YOUR THERAPY—Andy Staton (CBS)

BRITAIN
(Country: Mercury & Taps Reiter)
This Week

1 URIAH HEAR WILL NOT—Slade (Bullseye)
2 YOU WEAR IT SO—but Malcolm (Rutland)
3 IT'S ALL FOR YOU—Faron Young
4 OH BABY BABY—Jimmie Davis
5 VACATION—Paul and Barry (Columbia)
6 VIVID FELING—Michael Jackson (Columbia)
7 ALL THE YOUNG DUDES—Serge Gainsbourg (Columbia)
8 ANYTHING BUT SUNSHINE—Michael Jackson (Columbia)
9 I Ought To Be SURE—David Bell (Sheffield Florida)
10 PRAIRIE WIND—John Sessions (UK)

BRAZIL—RIO DE JANEIRO
(Country: EPO Music)
SINGLES
This Week

1 ALONE AGAIN—Gilbert Gil
2 ROCK AND ROLL—Lucky Luke
3 CONFEITO PARA UM VERAO—Alceu van Summer
4 MARY HAD A LITTLE LAMB—Alceu van Summer
5 EVERYTHING I OWN—Jão Eshun
6 WITHOUT A THOUGHT—Nilson (RCA)
7 FALE BAIXARO—Wanderley Nunes (RCA)
8 ROQUE MONT—Elon Jorge
9 YES! YES!—Gilberto Gil
10 YOU'LL NOT BE MERRY—Jerson Moreira

You Tira Voce Dece

SINGLES
This Week

Domingo (MCA)

Domingo (MCA)

CABO DE V ede CANTARE—Renato dos Pouso (Philips)

DIARY—Reit (Continental)

LPS

1 SELVA DE PEDRA—Gilberto Gil
2 DIVERTIDA—Gilberto Gil
3 AS IT MAY VAL—26
4 JUCA CHEAVE ADO—Vladimir (Philips)
5 HORA DE VER—Johnny Mathis—Johnny Mathis
6 TRANGA—Antonio Valverde (Philips)

BRAZIL—SAO PAULO
(Country: EPO Music)
SINGLES
This Week

1 ROCK 'N ROLL ULLARY—Vitor Viana
2 ROCKET MAN—Elton John
3 FALE BAIXARO—Wanderley Nunes (RCA)
4 SCHOLL—Surya (Philips)
5 RAFAEL VANDERMEER—Thomass (Philips)
6 IT'S ALL I WANT—Nilson (RCA)
7 ALONE AGAIN—Gilbert Gil
8 DIVERTIDA—Gilberto Gil
9 WIND OF THE DUNES—Dafoe (Philips)
10 WHO'S sharin?—Livio Zignago (Philips)

ITALY
(Country: By Discolopera Internazionale)
SINGLES
This Week

1 BIBI NO NAD—Takam (Odyssey)
2 HISTORY OF THE WORLD—B.B. King
3 LOVE THEME FROM THE GODFATHER—Julia Fordham
4 SUNDAY MORNIN'—Petula Clark (Philips)
5 TEMPO DI ROMA—David (CBS/Sony)
6 LOVE THEME FROM THE GODFATHER—Julia Fordham
7 CANTONE PER UNA ESPOSA—Fausto Papetti
8 IL TUA SOLEIL—Ferrara (CBS/Sony)
9 NON SO SEAN—Lucio Dalla (CBS/Sony)
10 LA LUSSO—Per Gualtiero (CBS/Sony)

JAPAN
(Country: Music Label, Inc.)
SINGLES
This Week

1 ILL ETAIT—J. Aragon
2 IL ETAIT—J. Aragon
3 J. BRAHMS—J. Aragon
4 IL ETAIT—J. Aragon
5 IL ETAIT—J. Aragon
6 IL ETAIT—J. Aragon
7 IL ETAIT—J. Aragon
8 IL ETAIT—J. Aragon
9 IL ETAIT—J. Aragon
10 IL ETAIT—J. Aragon

HOLLAND
(Country: Philips)
SINGLES
This Week

1 LONG COCOME—Hollie Hopkins
2 LONG COCOME—Hollie Hopkins
3 LITTLE LILY—Softly
4 LILY,—Softly
5 I SEAMED WITH A KISS—Softly
6 POP CORN—Softly
7 MOODY MY—Softly
8 THE SWEETEST LOVE—Softly
9 VOCE—Softly
10 MIA GRACE—Softly

DENMARK
(Country: Philips)
SINGLES
This Week

1 MATRIMONY—Gilbert O'Sullivan
2 LITTLE LILY—Softly
3 LILY,—Softly
4 I SEAMED WITH A KISS—Softly
5 SEATED WITH A KISS—Softly
6 POP CORN—Softly
7 MOODY MY—Softly
8 THE SWEETEST LOVE—Softly
9 VOCE—Softly
10 MIA GRACE—Softly

FRANCE
(Country: By Discolopera Internazionale)
SINGLES
This Week

1 CAPOT DE COR—Softly
2 BEURRE HISTOIRE—M. De Caro
3 MY REASON—D. Doux
4 THE WOMAN OF THE YEAR—Gilbert O'Sullivan
5 IT'S ALL I WANT—Nilson (RCA)
6 WITHOUT A THOUGHT—Nilson (RCA)
7 IT'S ALL I WANT—Nilson (RCA)
8 WHO'S sharin?—Livio Zignago (Philips)
9 WIND OF THE DUNES—Dafoe (Philips)
10 SHAKING THE TREE—Softly
ALICE COOPER CROSSES THE BORDER

SEPTEMBER 2, 1972
VARSITY STADIUM, TORONTO
ATTENDANCE—24,000
GROSS—$134,912
LARGEST GROSS IN VARSITY STADIUMS' HISTORY
Promoter—Martin Onrot, Encore Ltd.

SEPTEMBER 4, 1972
MONTREAL FORUM
ATTENDANCE—18,000
GROSS—$90,370
Promoter—Donald K. Donald Productions

Alice Cooper is Exclusively Represented by:

Oscar Cohen, President
Jon Padell, Agent
212—421-5200
BUDGET BOOM IN CANADA; NEW LABEL

BY RITCHIE YORKE

TORONTO—Canada is in the middle of a budget product boom of unprecedented proportions.

Last week GRT of Canada applied for gold disk certification of its “Country Gold” album which is reported to have moved in excess of 1,000,000 units, a phenomenal figure for this market. GRT president, Ross Reynolds, says the company is getting ready to release a second volume and has advanced orders in the tens of thousands.

The K-Tel people, doing well in the U.K. at present, kicked off their packaging and marketing concepts in Canada, which is their home base.

The latest addition to the budget scene is Avenue of America Records Limited, a company started by Gary Salt, who was president of Modern Tape of Canada.

According to Avenue of America’s Elliot Allen, the company’s basic concept is that “currently popular well-marketed musical works selling at regular prices will also sell well at a budget price, regardless of the fact that it is not recorded by the original artist but recorded to sound similar to the original.”

Avenue of America, a publicly owned Canadian record and tape company, obtains recordings produced in England, has them pressed and then distributes them to most of the major department stores and chain outlets across the country.

Avenue of America’s head office is in Toronto with depots in Calgary and St. John’s, and a sales office in Los Angeles.

In the past six weeks, Avenue has released a three-record (and tape) set, which is advertised on television during the budget product boom.

Avenue has issued a “Grammy Award” album, “Forty Pieces of Sheet Music” and “16 Hits of Our Own.” There’s a new set featuring songs by the Beatles, the Stones and other major artists, and in the works are albums of songs by Carole King, the Carpenters, New Diamond, country hits LP, and the “Country Gold” album.

Avenue is now starting to distribute this product in the U.S. K-Tel and other companies are also starting to do this in the U.S. New York state and the Wash-ington state is also doing very successfully.

Avenue is also signing some Canadian artists, including Abra- ham’s Child, Robert Blyth, and Carl Simmons and Ann Arnt. Product will be issued on the Avebase label.

Avenue will soon move to a new office and warehouse complex in Downsview, Ont.

U.S. MIDEM Bookings 'Doubled'—Chevy

PARS—U.S. participation in the U.S.-MIDEM, Capetown—Jan. 20-26 next year—promises to be much greater than this year ac- cording to MIDEM chief Bernard Cherry. And British companies have reserved 282 office units. To date there have been registrations from 26 U.K. publish- ing companies and 24 record companies. The British Phonog- raphy Industry will have a stand for the first time.

Because of the increased participa- tion, the floor of the Palais des Congrès here will be extended and one of the Press clubs usually used as the press club will be en- tied to the office space.

The press club will be transferred to the Malmaison building adjoining the Palais.

Altogether 768 office units will be installed, including 22 in the hotel.

Cherry said that the special elec- tronic band, inaugurated with such success in the 6th MIDEM, will be repeated next year and is scheduled for the evening of Jan. 24.

MIDEM’s opening gala on Jan. 21 is expected to be the biggest ever. Britain’s ZDF Television “Star Pu- blicity” as planned to be transmitted over the European network on Saturday Jan. 27.

There will be a concert on Jan. 23 featuring top national artists making a bid for international recognition, and a star gala on Jan. 26 will close the event. As last year there will be two performances of each gala, at 8:15 and 10:30 p.m.

German Rack Jobbers Predict Increase

FRANKFURT—The W.D. War- ren & Co. catalogues show a 60 percent increase in turnover from rack jobbing operation for 1972.

In a report which states that the

ATL TO HOST BRUBECK INT.

NEW YORK—Atlantic Records will host receptions for the Dave Brubeck Quartet, featuring Gerry Mulligan, during the group’s cur- rent concert tour of Australia and Japan. The group will arrive for the Margaret and Desmond, begins, will ac- company James MacGibbon on telephone during the tour.

On Oct. 4, Paul Desmond, of the Dave Brubeck Ensemble and Chris Brubeck and the New Haven University Varsity. Also is listed performances K. B., his group, at the University (14). Paul Desmond will be added to the group for the Duke concert.

A European concert tour, Mulligan and Desmond, begins in Paris on Oct. 24 and concludes Nov. 12. In addition, several evening performances during the overseas tours will be used for in a forthcoming album containing two LPs Cetra LPX 12/13.

FONIT CETRA S.p.A. Via Bertola, 34 TURIN (ITALY)

CONCERTO GROSSO

(Cetra LPX 8)

the international success

of

NEW TROLLS

is followed now by their new

recorded

in english:

SEMINYER

Album containing two LPs

Cetra LPX 12/13.

EMI, S. Africa

Grabs Pye-U.K.

JOHANNESBURG— Gordon Collins, EMI’s managing director for South Africa, has announced that EMI (South Africa) will handle the Pye catalog in this ter- ritory.

This is Pye’s first overseas deal with EMI and was concluded in London between South African chairman Bill Stanfield and Pye’s John Bottomley.

Collins described the deal as a "major breakthrough" and said that Pye’s managing director in South Africa in May, Mr. Don Stevens, will become a second party reporter, whereas Tony Mottram will remain at Pye’s London base.

"Our aim is to get as many good third party reporter as possible to work in South Africa," Collins added.

Several members agreed that such an arrangement will give awards more significant while others suggested that the awards should be increased. It was reported that Pye is not the record companies under the present system. Bridge added and said the matter would be discussed the BPI Council.

Bridge went on to say that the BPI’s fight against pirates and bootleggers was meeting with considerable success.

A firm of solicitors, A. E. Ham- ilton & Co., has been retained to establish evidence for future prosecution recently of North Lon- don businessman Joseph Jacques. Bridge said three more cases were in the pipeline, one of which will be brought by a new company formed by the former Pye Productions.

Bridge noted with regret that he was unable to say whether the Chancellor of the Ex- chequer would be able to make the changeover from purchase tax to VAT next year.

In his report, Bridge also said that the council gave the 83rd Grammy Award for "best new artist." The council has been presented to artists who have been inducted into the Hall of Fame.

The THE SETON GROUP of Scandinavia—Swedish Grammofon AB, Sweden; Danish Grammofon Aktiebolag, Denmark; and Scania Musik Produktion Oy, Finland—had its annual two-day convention in Mariefred, a small country town outside Stockholm. Stockholmers and Norwegians in their journey there by steamboat and picture aboard are, left to right, Olav Magnus (Norway); Dag Hammersvik (Sweden); Paul Bach (Denmark); Harry Orwone (Finland); Gunnar Bergstrom, Ove Hansen (Sweden); Karl-Erik Knudsen (Denmark), Hallvard Kvale (Norway); Sven Lindholm and Linda Holm (Sweden).

SEPTEMBER 23, 1972, BILLBOARD

EMI Gets Official Seal of Approval

LONDON—The final official seal of approval was given to the British Phonographic Indus- try at its first AGM last week when it was decided to change the association was unanimously adopted. As the same time, it was revealed that EMI is to re-amalgamate with the British Record Producers Association, which was originally formed as a copyright affiliate of the record manufactur- ers’ association and in which EMI has been involved with Pye Limited only as a separate independent body.

Chairman of the BPIPA is Charles Dawson Payne, EMI’s managing director, and an active member of BPI, while its secretary is Pat Dennis Decca copyright manager.

The merger was officially approved by BPI members at last week’s meet- ing and following formal approval by the BPIPA at its AGM next month, the association will become part of EMI Jan. 1 next year, and will in future be known as the BPI Copyright Association.

Reporting on its first five months as owner of BPI, Geor- frey Bridge told the meeting, held at EMI and chaired by EMI Rec- ords and Music For Pleasure chairman Len Wood, that it had been successful in selling silver disks presented to artists for shy.

Several members agreed that such a policy was good. Others suggested that the awards should be increased. It was reported that Pye is not the record companies under the present system. Bridge added and said the matter would be discussed the BPI Council.

Bridge went on to say that the BPI’s fight against pirates and bootleggers was meeting with considerable success.

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WAYNE NEWTON follows his gold record with "CAN'T YOU HEAR THE SONG?"

BILLBOARD 87*

Produced by Wes Farrell

"Chelsea is more than a new Label. It's a new record company."

—Wes Farrell
This is an apology of an advertisement
We admit that
But it is also an advertisement of an apology

To explain. On the album “Top Star Festival”, the record in aid of the world’s refugees, produced and distributed by the United Nations High Commissioner for Refugees, there was an error and the error involved the same Mademoiselle Desage. She was the authoress of the original French song “Une Histoire d’Amour”, sung on the disc by Mireille Mathieu. Her name was erroneously not mentioned for the simple reasons that all those involved in producing, manufacturing and distributing this album were told

Mireille was going to sing the song in English, better known as “Love Story”. It was when the tape arrived that the mistake was spotted. Too late, alas, to alter the thousands of sleeves, and labels already printed. As a result of this worldwide error — quite rare in copyright-land — Miss Desage’s name has been quoted one million times less than she deserves. Until this advertisement that is. Her name appears 3 times here: Billboard publishes 30,000. We hope justice has been done.

Footnote: The next million copies of “Top Star Festival” carry her name.
And Billboard Lights the Fuse with a Regular Latin Music Section.
Coming soon!

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.

Contact a Billboard sales representative at any of the following locations.

NEW YORK
156 West 48th Street
New York, N.Y. 10036
212/757-2800

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

CHICAGO
150 North Wacker Drive
Chicago, Ill. 60606
312/CE 6-9E19

NASHVILLE
1739 West End Avenue
Nashville, Tenn. 37203
615/329-3925
There's More To Rick Springfield Than "Speak To The Sky"
<table>
<thead>
<tr>
<th>Artist</th>
<th>Title, Label, Number (Dist. Label)</th>
<th>E-Rack</th>
<th>Tape Packages Available</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>MICKY DOEGS</td>
<td><strong>SUGAR VULTURE</strong> Columbia KC 31102</td>
<td>36</td>
<td>29</td>
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<tr>
<td>ROSIE NASH</td>
<td><strong>REMEMBER</strong> Mercury RM 1646</td>
<td>37</td>
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<tr>
<td>CHICHE &amp; CHONG</td>
<td>Big Star Band</td>
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<tr>
<td>RUSSELL COREY</td>
<td><strong>IN THE DAZZLING LIGHT</strong> ABC SP 8111 (Capitol)</td>
<td>46</td>
<td>7</td>
<td>17</td>
</tr>
<tr>
<td>NEIL DIAMOND</td>
<td><strong>Moods</strong> Capitol SP 3136 (A&amp;M)</td>
<td>49</td>
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<td>EMERSON, LAKE &amp; PALMER</td>
<td>Trilogy CBS 50093 (London)</td>
<td>NA</td>
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<tr>
<td>ELTON JOHN</td>
<td><strong>Rocky Chapel</strong></td>
<td>Atlantic SL 2009</td>
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<tr>
<td>CARLOS SANTANA &amp; BUDDY MILES</td>
<td><strong>Live</strong> Columbia KC 31109</td>
<td>43</td>
<td>43</td>
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<tr>
<td>ALBERT DUNN</td>
<td><strong>Giant &amp; Byron</strong></td>
<td>Capitol SP 3141 (London)</td>
<td>51</td>
<td>31</td>
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<tr>
<td>VAN MORRISON</td>
<td><strong>Saints Dream</strong> Polydor ML 29033</td>
<td>106</td>
<td>250</td>
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<td>CARL PERKINS</td>
<td><strong>I'M A SONG FOR YOU</strong> A&amp;M SP 351</td>
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<td>BILL WITHERS</td>
<td><strong>Lean On Me</strong> Southern SP 7014 (Buddah)</td>
<td>53</td>
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<tr>
<td>CHUCK BEVIL</td>
<td><strong>London Sessions</strong> Chry Columbia CL 6029</td>
<td>54</td>
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<td>CURTIS MAYFIELD</td>
<td><strong>Soundtrack</strong> Supercapitol SP 31434 (St. )</td>
<td>56</td>
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<td>HOLLY L</td>
<td><strong>Distant Light</strong> Epic SP 20595 (CBS)</td>
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<td>JEREMY JEANS</td>
<td><strong>Airplane</strong> Long John Silver SLP 1507 (A&amp;M)</td>
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<td>ARNETT</td>
<td><strong>All Together Now</strong> Epic KL 1506 (CBS)</td>
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<td>ROLLING STONES</td>
<td><strong>Take Me Home</strong> Rolling Stone CBS 22940 (Atlantic)</td>
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<td>LANCE JASON &amp; LEE ENGLISH</td>
<td><strong>Time</strong> Last 7318 (Lighthouse)</td>
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<td>B.B. KING</td>
<td><strong>Live</strong> Capitol KC 1036</td>
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<td>CHICAGO V</td>
<td><strong>I'm a Man</strong> Columbia KC 31106</td>
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<td>URIAH HEEP</td>
<td><strong>Deeds of Wrongs</strong> Mercury SP 1160</td>
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<td>JIMMY JONES</td>
<td><strong>Lookin' Through the Windows</strong> ABC KG 7021 (L)</td>
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<td>MOODY BLUES</td>
<td><strong>Days of Future Passed</strong> Warner Bros. WBN 1802 (London)</td>
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<td>LEE RAMBELLS</td>
<td><strong>Lively</strong> Atlantic SP 31436 (St. )</td>
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<td>CHICAGO V</td>
<td><strong>You Don't Mess Around With Jim</strong> ABC ABC 7016</td>
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<td>WILANS</td>
<td><strong>Brother, Brother, Brother</strong> Juke KN 3099 (Rostick)</td>
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<tr>
<td>JOHN CARROLL</td>
<td><strong>At The North</strong> Columbia KC 31110</td>
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<td>ROLLING STONES</td>
<td><strong>Hot Rocks, 1964-1971</strong> London SP 60567</td>
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**ARTIST** Title, Label, Number (Dist. Label) **E-Rack** Tape Packages Available **Week on Chart**
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<tr>
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<th>WEEKS ON CHART</th>
<th>RANK</th>
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<td>Johnny Velli</td>
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<td>Captain Beyond</td>
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<td>David Bowie</td>
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<td>Jeff</td>
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<td>America</td>
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<td>David Ackles</td>
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**ARTIST**
- Johnny Velli
- Captain Beyond
- David Bowie
- Jeff
- America
- David Ackles
- 134 135 44
- 132 129 51
- 133
- 134 58
- 144 28
- 132 27 22
- 147 9 1
- 131 12
- 130 42
- 142 47
- 106 121
- 105 15
- 129
- 148 145
- 136 14
- 137 13
- 138 17

**ALBUMS**
- **Johnny Velli**
- Captain Beyond
- David Bowie
- Jeff
- America
- David Ackles
- 134 135 44
- 132 129 51
- 133
- 134 58
- 144 28
- 132 27 22
- 147 9 1
- 131 12
- 130 42
- 142 47
- 106 121
- 105 15
- 129
- 148 145
- 136 14
- 137 13
- 138 17

**TOP LPs & TAPE**

**TOP LPs**

**TOP TAPE**

**WEEKLY CHARTS**

**TOP LPs & TAPE**
"The Shubert organization takes great pride in presenting Neil Diamond to New York. This brilliant artist's one man show is the first such presentation of the Shuberts since 1931 when we showcased the talents of Al Jolson."
### Billboard Hot 100 for September 23, 1972

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week #</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>Baby Don't Get Hooked On Me</em></td>
<td>Mac Davis (Rick Hall)</td>
<td>Columbia 4-45468</td>
<td>13</td>
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<tr>
<td><em>Black &amp; White</em></td>
<td>Three Dog Night (Richard Pedager)</td>
<td>Dunhill 4517</td>
<td>7</td>
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<tr>
<td><em>Saturday Night In The Park</em></td>
<td>Chicago (Sammaan Warren Gibas)</td>
<td>Columbia 4-45057</td>
<td>5</td>
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<tr>
<td><em>Back Stabbers</em></td>
<td>Michael Jackson Corporation (Moore)</td>
<td>London 4-3619</td>
<td>3</td>
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<tr>
<td><em>Everybody Plays the Fool</em></td>
<td>Main Ingredient (Seaver &amp; Drennen)</td>
<td>ASCAP 760731</td>
<td>16</td>
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<tr>
<td><em>Honky Cat</em></td>
<td>Elton John (Gus Dudgeon)</td>
<td>Uni 5543-4</td>
<td>8</td>
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<tr>
<td><em>Go All the Way</em></td>
<td>Rascall (Jimmy James)</td>
<td>Capital 3544</td>
<td>10</td>
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<tr>
<td><em>Rock and Roll, Part 2</em></td>
<td>Joe Simon (Cuba)</td>
<td>Bell 45-247</td>
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<tr>
<td><em>Play Me</em></td>
<td>Neil Diamond (Tom Catalano &amp; Neil Diamond)</td>
<td>Uni 5536-4</td>
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<tr>
<td><em>Popcorn</em></td>
<td>Hot Butter C. Talbot, Dr. Jordan &amp; Bill A.</td>
<td>Bell 45-241</td>
<td>12</td>
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<tr>
<td><em>Beautiful Sunday</em></td>
<td>Daniel Boone (Larry Fogel)</td>
<td>Mercury 73021</td>
<td>17</td>
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<tr>
<td><em>Run to Me</em></td>
<td>Bee Gees (Bee Gees &amp; Robert Stigwood)</td>
<td>Atco 6896</td>
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<tr>
<td><em>Nights in White Satin</em></td>
<td>Moody Blues (Tony Crane)</td>
<td>Decca 45-255</td>
<td>8</td>
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<tr>
<td><em>Burning Love</em></td>
<td>Elvis Presley</td>
<td>RCA 74-0766</td>
<td>23</td>
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<td><em>Speak to the Sky</em></td>
<td>Rick Springfield (Rickie Porter)</td>
<td>Capitol 3540</td>
<td>26</td>
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<tr>
<td><em>My Ding-a-Ling</em></td>
<td>Chuck Berry (Eddie Edwards)</td>
<td>Chess 219</td>
<td>21</td>
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<tr>
<td><em>Long Cool Woman</em></td>
<td>Hollies (Ron Richard &amp; the Hollies)</td>
<td>Epic 5-10874</td>
<td>54</td>
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<tr>
<td><em>Garden Party</em></td>
<td>Rick Nelson (Rick Nelson)</td>
<td>Decca 32950-4</td>
<td>23</td>
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<tr>
<td><em>Brandy (You're a Fine Girl)</em></td>
<td>Dino &amp; the Belmonts (Dino)</td>
<td>Atlantic 5-47074</td>
<td>13</td>
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<tr>
<td><em>Pop that Thang</em></td>
<td>John &amp; Cynthia Lennon (J. Lennon)</td>
<td>Apple 73-092</td>
<td>24</td>
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<tr>
<td><em>The Guitar Man</em></td>
<td>Bred (David Gates)</td>
<td>Elektra 4903</td>
<td>15</td>
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<tr>
<td><em>The City of New Orleans</em></td>
<td>Arlo Guthrie (Lenny Waronker &amp; John Milly)</td>
<td>Capitol 2130</td>
<td>39</td>
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<tr>
<td><em>You Wear It Well</em></td>
<td>Bad Brains (Stuart Bristow)</td>
<td>Mercury 73025</td>
<td>35</td>
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<tr>
<td><em>Good Fist, Part 1</em></td>
<td>James Brown (James Brown)</td>
<td>Polydor 14137</td>
<td>29</td>
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<tr>
<td><em>You're Still a Young Man</em></td>
<td>Tower of Power (Cannon)</td>
<td>Warner Bros. 1103</td>
<td>29</td>
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<tr>
<td><em>Why/Why</em></td>
<td>Donny Osmond (Willard Corn &amp; Don Costa)</td>
<td>MCA 45-4523</td>
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<tr>
<td><em>I'm Still In Love With You</em></td>
<td>Al Green (Wilton Mitchell)</td>
<td>Hi 22761</td>
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<tr>
<td><em>Starting All Over Again</em></td>
<td>Mot &amp; Tim (Barney Becker &amp; Roger Chapman)</td>
<td>Bell 45-217</td>
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<tr>
<td><em>Don't Mess Around With Jim</em></td>
<td>Jim O'Neal (Terry Cashman &amp; Tommy Bolin)</td>
<td>ABC 13219</td>
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</table>

### Another Example

<table>
<thead>
<tr>
<th>Title</th>
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<th>Label</th>
<th>Week #</th>
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<tbody>
<tr>
<td><em>Join Together</em></td>
<td>Mike &amp; Willie Johnson</td>
<td>Deca 32950-4</td>
<td>27</td>
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<tr>
<td><em>Freddie's Dead (Theme From &quot;Superfly&quot;)</em></td>
<td>Curtis Mayfield</td>
<td>Cotillion 107</td>
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<tr>
<td><em>Listen to the Music</em></td>
<td>Double Brothers (Templeman)</td>
<td>Warner Bros. 7619</td>
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<tr>
<td><em>Don't Ever Be Lonely</em></td>
<td>Sonny Bono &amp; Swer &amp; Rose (Bob Archives)</td>
<td>United Artists 50014</td>
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<tr>
<td><em>Easy Living</em></td>
<td>Uriah Heep (Cyril Peace)</td>
<td>Mercury 73027</td>
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<tr>
<td><em>Good Time Charlie's Got the Blues 4</em></td>
<td>Danny &amp; the Streetlights</td>
<td>Signpost 70050</td>
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<tr>
<td><em>If You Leave Me Tonight I'll Cry</em></td>
<td>Jerry Wallace &amp; the Streetlights</td>
<td>Decca 25999-4</td>
<td>42</td>
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<tr>
<td><em>Hold Your Head Up</em></td>
<td>Arlo &amp; the Streetlights</td>
<td>Capitol 1001</td>
<td>28</td>
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<tr>
<td><em>Witchy Woman</em></td>
<td>Sonny Bono (Sonny Bono &amp; The Isley Brothers)</td>
<td>Atlantic 5-4646</td>
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<td><em>Thunder and Lightning</em></td>
<td>Chuck Golfin (Tony Freeden)</td>
<td>Columbia 5-45640</td>
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<td><em>My Man is a Sweet Man</em></td>
<td>Willie Jackson (Hardar Gerald)</td>
<td>Capitol 3547</td>
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<td><em>I Believe in Music</em></td>
<td>Billy Idol</td>
<td>CBS 45-1087</td>
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<td><em>If I Could Reach You</em></td>
<td>Fifth Dimension (Dave New)</td>
<td>Bell 45-2106</td>
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<td><em>Rock Me on the Water</em></td>
<td>Jackson Brown (Richard Aaron Smith Orff)</td>
<td>Asylum 11006</td>
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<td><em>Genonino's Cadillac</em></td>
<td>Michael McDonald (Bob Johnson)</td>
<td>A&amp;M 1364</td>
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<td><em>America</em></td>
<td>Yes (Yes &amp; Eddie Ossman)</td>
<td>Atlantic 2999</td>
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<td><em>Midnight Rider</em></td>
<td>Joe Cocker &amp; Christ Chancellor Band</td>
<td>Atlantic 1006</td>
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<td><em>Loving You Just Crossed My Mind</em></td>
<td>Sam Hunt (Rudy Durand)</td>
<td>Capitol 3281</td>
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<td><em>From the Beginning</em></td>
<td>Emerson, Lake &amp; Palmer (Greg Lake)</td>
<td>Columbia 41513</td>
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<td><em>For Emily, Wherever I May Find Her</em></td>
<td>Simon &amp; Garfunkel (Paul Simon, Art Garfunkel)</td>
<td>Columbia 45-4653</td>
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<td><em>Sweat Caroline</em></td>
<td>Bobby Womack &amp; Busy Body (Bobby Womack)</td>
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<td>David Cassidy (Mrs. Farrell)</td>
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<td><em>Don't Hide Your Love</em></td>
<td>Cher (Sony Bono &amp; Swer Garrett)</td>
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<td><em>Nature Planned It</em></td>
<td>Four Tops (Frank Williams)</td>
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<td><em>I'll Be Around</em></td>
<td>Spinners (Thom Bell)</td>
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<td><em>Your Wonderful Sweet Sweet Love</em></td>
<td>Gladys Knight (Gladys Knight)</td>
<td>Motown 1206</td>
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<td><em>A Piece of Paper</em></td>
<td>Gladstone (R.E.S. Prod.)</td>
<td>ABC 13277</td>
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<td><em>Jackie Wilson Said</em></td>
<td>Van Morrison (Van Morrison)</td>
<td>Warner Bros. 7616</td>
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<td><em>Slaughter</em></td>
<td>Billy Preston (Billy Preston)</td>
<td>A&amp;M 1306</td>
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<td><em>I Can See Clearly Now</em></td>
<td>Johnny Nash (Johnny Nash)</td>
<td>Epic 5-1092</td>
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<td><em>I Am Woman</em></td>
<td>Little Reddy (Joy Summer)</td>
<td>Capitol 2517</td>
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<tr>
<td><em>Don't Do It</em></td>
<td>The Band (The Band)</td>
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### Music Industry Association

**Records Industry Association Of America seal of certification for "million seller" (stated by bullet) W**

**For Week Ending September 23, 1972**

- **B.B. King (Joe Zappa)**, Atlantic 11300
- **Without A Song**
- **Atlantic 45-2450**
- **I Feel Like I Need Love**
- **Atlantic 45-8049**
- **In the Night Time**
- **Atlantic 45-8050**
- **I'M A Man**
- **Atlantic 45-8051**
- **I Got To Have You**
- **Atlantic 45-8052**
- **Carry Me**
- **Atlantic 45-8053**
- **Let It Rain**
- **Atlantic 45-8054**
- **I'll Make You A Duke**
- **Atlantic 45-8055**
- **All The Young Dudes**
- **Atlantic 45-8056**
- **I'd Like You To Want Me**
- **Atlantic 45-8057**
- **Lady Eleanor**
- **Atlantic 45-8058**
- **Rock 'n Roll Soul**
- **Atlantic 45-8059**

**HOT 100 A-Z (Publisher/Licensee)**

- Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.
UK makes gains in U.S.A.

"SEA SIDE SHUFFLE"
Terry Dactyl And
The Dinosaurs
(Produced by Jonathan King)
49003

That silly little hit record in Britain is starting to take off in the U.S. in all directions:

WIBG, Philadelphia
WBCN, Boston
WINX, WRC, Washington, D.C.
WCAR, Detroit
WFDF, Flint
WILS, Lansing
KNUZ, Houston
WAUG, Augusta
KCRA, Sacramento
KRKO, Everett
WNCI, Columbus
KVI, Seattle

and

"IT'S A TALL ORDER FOR A SHORT GUY"
Jonathan King
(Produced by Jonathan King)
49002

Just released and already getting some nibbles:

KCBS, San Francisco
WPDD, Jacksonville
WAEB, Allentown
WPDD, Jacksonville
WONN, Lakeland, Fla.
KLIY, San Jose
KBZY, Salem
KTAC, Tacoma

NOT A BAD START FOR A NEW LABEL.
Hot Chart Action

**Ben—Michael Jackson (Motown) (6 from 13)**

Disc moves Top 10 this week on the Hot 100 to +12 on **Soul and Easy Listening!** Top 40 radio additions noted at KJH (L.A.), Minneapolis, Louisville, and Fargo. At #1 in Washington and Milwaukee. Top 10 in Philly, St. Louis, New Orleans, Seattle, Hartford, Phoenix, Birmingham, and Top 20 in Chicago, San Francisco, Cleveland, Baltimore, Pittsburgh, Dallas, Ft. Worth, Atlanta, Charlotte, Buffalo, Albany, Syracuse, and Salt Lake City, as well as climbing in Kansas City and Houston. Still missing are New York (WABC and WOR-FM), Boston, Detroit, Miami, Providence, Portland, Oklahoma City, Indianapolis, Denver, and poten cut from their current "Rock of Ages" hit LP, took a hefty chart jump with Top 40 picks noted in Houston, Buffalo, Syracuse and Fargo.**

**Breaking**

**Midnight Rider—Joe Cocker (A&M) (+61 from 70)**

...the national breakthrough of last week moved right across the Hot 100 with Top 40 radio now coming from KJH (L.A.), Boston, Seattle, Houston, Buffalo and Albany. Dealer sales response ahead of the Top 40 play with action showing in all 21 markets checked and Top 15 mentions in Miami. Strongest activity reflected in L.A., Miami, Cleveland, Baltimore and Houston.

**Don't Do It—Band (Capitol) (+66 from 86).**

The...
GLEN
HAS RECORDED A SONG SO GOOD THAT
ANDY, TONY, VIKKI,
JOHNNY & PERCY
WILL WANT TO COVER
IT IN THEIR
NEXT ALBUMS!
I WILL NEVER PASS
THIS WAY AGAIN

Produced by Jimmy Bowen
for Glenco Productions, Inc.
Publishers’ Future

CSP Deals With AVCO

New York—Columbia Special
Products will function as exclusive
exclusive copyright and merchandising agent
for AVCO Embassy Pictures Corp.
with its affiliates, including Columbia
Joseph E. Levine, AVCO president,
signed a new agreement with
Columbia Special Products, will
be responsible for all characterizations and symbols
used in AVCO film releases for
merchandising and manufactur-
ing. The record company’s first
project to fall under the agreement
is an AVCO film, to be
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Non-Musical LP’s Succeed

The boldest pioneers in trying out
contemporary spoken-word for-
barter deals are beginning to look
the future of the spoken-word busi-
ness. There will be future of the spoken-word busi-
ness. There will be

Book Review

From ‘Satchmo To Miles’ Probes

The Inner Soul

"From Satchmo to Miles" by
Le/Franc, Stein and Day.

Carosello in Deal with GSF

New York—A long-term li-
ening agreement between GSF
and Carosello (of Milan, Italy),
under the direction of Gino
Gusick, director of International
Operations in GSF, and Paulo Ru-geri, managing
director of Carosello, concludes the
deal. Carosello will distribute GSF’s
upcoming 8-track and cassette releases throughout Italy.

Benefit Eyes Acts

University Park, Pa.—Penn State students and faculty have
be a benefit Oct. 7 to aid victims of Hurricane
Allan, which recently
completely destroyed Black Oak Arkansas, an
ac-
cord.

Jazzmen to Aid Benefit Show

Los Angeles—Local jazz musi-
cians will be among the featured artists on a
Saturday (23) at “Penny’s Program,” a bene-
fit to pay medical bills for the 2-year
old daughter of drummer Nes-
er, scheduled to perform at the Pil-
grimage Theater. From 2:30 and 8 p.m., are George Shearing, the Gav-

Duplication Deals

Executive Turntable

Lenny Salidor named director of marketing and promotion, Ca-
ed Records. He operated his own public relations firm and
has handled the promotion for Becca Records for 19 years in promotion
and sales positions.

Executive Turntable

George Boyle has been named director of the department for all Dick James Organization artists in the
US, has resigned after 13 months to pursue a television project.

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From The Desk of Pete Bennett

Thanks everyone for voting me Top National Promotion Man of the Year

Pete Bennett

Apple Records
ABKCO Industries