LONDON—The British music industry is facing a severe shortage of records because of an unprecedented consumer demand. The shortage of capacity in many factories has resulted in certain companies importing large stocks of records from the United States and Europe.

RCA, for instance, is importing 200,000 albums to enable adequate stocks to be built up for the year. The albums include "Sound of Music," "Oliver," "Ninon Schimmel," "Jesse Felicidio's" a "Felicidio's A Memorial" by By ROBD PARTRIDGE Staff Member, Music Week

Glen Miller, and four Elvis Presley and three Jim Reeves albums.

The problem is shortage of capacity at our factory in Walthamstow. Nobody expected such a demand and we're having to import from the United States," commented Geoff Hamilton, the company's marketing manager.

We have previously imported albums from America for one of two reasons—either to beat unofficial importers or because of complex sleeve designs which would have been difficult to manufacture in Britain. This time however, we're importing beat-selling stock to make sure we have sufficient stocks until Christmas.

The RCA product will be packaged in British sleeves with local catalog numbers although the disks manufactured under the American synflex system, will have U.S. numbers.

Polydor too has had problems (Continued on page 19)

Wider Cartridge Buyer Appeal Boosts Enthusiasm

By ROB KIRCH

LOS ANGELESE—The demographic information now filtering back to Cartridge is "surprisingly different than our initial surveys indicated," according to Don Johnson, vice president of the firm.

Johnson also said Cartridge is beyond the practice of merchandising hardware in the TV department and software in the record and Tun department and will help dealers with this type of program.

Johnson also said opinions on how to display Cartridge, where the mass market lies and how soon the units will become mass items, the future of blank and prerecorded tapes as he sees them and the means of distribution for video hardware and software.

Concerning demographics, Johnson said: "We conducted two surveys, one in 1969 and one in late 1970 involving a national retail chain. Both surveys said the same thing—the Cartridge buyer would be young, formally educated (Continued on page 19)

Backup Forces EMI Delay

By NIGEL HUNTER

LONDON—EMI is canceling its November and December LP release schedule in a determined bid to make good the heavy backlog of existing orders and record the crisis which has prevailed since the EMI distribution center move its Hayes location in the summer. The cancellation is an admis-

sion of serious difficulties unprecedented since the initial phonocord breakdowns and disasters virtually paralized the Phonocord operations three years ago.

The mounting backlog has severely affected labels distributed here by EMI and pressing facilities outside the U.K. have (Continued on page 18)

Record Shortage in U.K.; Imports Surge

By ROBD PARTRIDGE Staff Member, Music Week

Vandals Hit Rock Concerts

By JIM MELANSON

NEW YORK—The cost of repair for vandalism and accidental damages at rock concerts, as well as the cost of additional preventive security, is a growing problem for rock promoters, according to Howard Stein of Stein Associates, who promote concerts in Chicago. New York, Miami, and Minneapolis said that the problem, which prevails throughout the market, has been most acute for his productions at McCormick Place in Chicago. Following Humble Pie's two performance sell-out at the theater Sept. 12, Stein was faced with $1,000 in damages, resulting from broken chairs, cigarette burns, stains, and outright vandalism. "The result," said, "was that we had to take air spots on local radio stations to plead for sanity and responsibility from dancegoers at future productions. We also had to hire additional security forces, which included the posting of off-duty policemen.

Uttal Seeks Disk List Price Hike

By CLAURE HALL

LOS ANGELES—Larry Uttal, president of Bell Records, called on the record industry to pass along rising creative costs to the consumer. "Spiraling costs of arranging, conducting, producing must be passed on to the consumer if the record industry is to maintain "creative integrity and quality," Uttal said last week. "Not the list price, but the actual price. The price of a record is too damn cheap."

Pre-18 Band Interest Up

By ELIOT TIEGEL

LOS ANGELES—There is an "underground" of young musicians and listeners representing a new market for rhythm, non-rock, adventurous music.

This population involves around 20,000 high school jazz bands referred to as "underground"... "These are young people who are under an underground movement and none of the major record companies have a true picture of it."

Rock promoters, according to John Miller, echo Ellis' comments about the unexplored market. "These young people represent a market," Miller says. "That will snowball in the next two years. You just don't know about it, but it's there."

The indictment is not precise as to exactly what lyrics brought the

D.J. Indicted For Disk Airing

By MILDRED HALL

WASHINGTON—Air personality John Frank Neto of progressive rock station WAMT-FM, Norfolk, Va., has been indicted in U.S. District Court for the eastern district of Virginia in what may be the first federal obscenity broadcast of a recording, rather than on spoken words over the air.

The indictment is not precise as to exactly what lyrics brought the

A great new album from a great new Streisand. Coming soon.

Streisand-Live! On Columbia Records and Tapes

www.americanradiohistory.com
Megan McDonough has sung her “Lady in Love” cross-country, from dark little coffeehouses all the way up to Carnegie Hall, and everybody who heard it—and her—flipped.

Now it's a single. “Lady in Love.” From Megan McDonough's new album “Megan Music.”

“LADY IN LOVE;” 73-0109
CARTRIDGE NAMES ABC FOR NATL. DISTR.

WASHINGTON — ABC Record & Tape has been elected by the National Association of Broadcasters to distribute its products through its national distributor, NMPA, and John C. Taylor III, general counsel, NMPA, and President of ABC, was chosen to head the negotiation between Lou Lavinthal, NMPA executive vice president, and Michael D. Foster, president of Goldmark Communications, Inc., on the urban crisis.

Chairman Henry T. Chianina, president of NMPA, the afterthought group, and Paul Berman, managing director of the Harry Fox Agency, Arnold Brown, president, PM, Edward D. Cranston, president of Columbia/EMI, and Stephen Feinken, general counsel, ASCAP, Leon Bacon, executive vice president, NMIA, and John C. Taylor III, general counsel, NMPA, signed the agreement and a broad range of topics covered by the p&ce were: the performance rights, income from media, in its possible changes, to be under license; the music pattern along which licenses for video cassette would be issued; pay movies in hotel and motel rooms; and the implications of the new system for the NMPA.
LOS ANGELES — The next world musical capital could be Nashville, the center of American country music and a center for the music industry. The city is known for its unique blend of music and business, with a growing number of musicians and businesspeople flocking to the city. The city is becoming a hub for music and business activities, with many companies setting up shop in the area.

Nashville Pluses Extolled by Venet

LOS ANGELES — The next world musical capital could be Nashville, the center of American country music and a center for the music industry. The city is known for its unique blend of music and business, with a growing number of musicians and businesspeople flocking to the city. The city is becoming a hub for music and business activities, with many companies setting up shop in the area.

Brown Bag Prod. Sells 2 Masters

LOS ANGELES—Brown Bag Productions, a local independent record production and management firm, has sold master sales to Capitol Records and the new 20th Century Record label. Art Brambla, head of Brown Bag Productions, and his wife, Linda, are planning to open a new studio in Nashville, where they will be making records for Capitol and an album for 20th Century Records.

In This Issue

Music Sales, Pointer Pact

NEW YORK — It’s been an active week for the music industry, with a number of major announcements and deals. One of the most significant developments was the formation of a new music publishing company, which is expected to have a major impact on the industry.

Collection Firm Duns ‘Pirates’

Nashville, Tenn. — A collection firm is being sued by the music industry for piracy. The company, Duns, has been accused of stealing songs and distributing them without permission.

In This Issue

Music Sales, Pointer Pact

NEW YORK — It’s been an active week for the music industry, with a number of major announcements and deals. One of the most significant developments was the formation of a new music publishing company, which is expected to have a major impact on the industry.

Collection Firm Duns ‘Pirates’

Nashville, Tenn. — A collection firm is being sued by the music industry for piracy. The company, Duns, has been accused of stealing songs and distributing them without permission.
Blood, Sweat & Tears is back. With the most powerful B.S&T band ever. Over a year of hard work went into their great new album, “New Blood.” There are bluesy, new tunes like “So Long Dixie,” crashing hot horn arrangements as in Dylan’s “Down in the Flood,” and cut after cut of exceptional music.

And Mike Jahn has already said: “The material is solid and exciting; overall Blood, Sweat & Tears seems younger, (and) more enthusiastic than it has in years in their harder-than-ever rock.”

So, as you can see, it’s started. Again. On Columbia Records - and Tapes
Merc Discounts
Oldie LP Plan

CHICAGO—Mercury Records has released the first seven LP and tape titles in its "Rock 'n' Roll" promotion. All except the first Ed "Ed" O'Ree (of $19.96 list price), all but seven LPs will be offered at $5.98 list price. Those from three more labels will be released by the Platters, Chuck Berry and Jerry Lee Lewis make up the initial release.

Subsequent packages will be made up in future months from a variety of titles as Double Hits and Mercury singles in Grammy's catalog.

Letters To The Editor

Dear Sir:

I noted and read with interest your article on the impact of "one-hit wonder" artists on the pop scene today. High production costs have contributed to the success of quality in music production of many American bands to domestic distribution of their records.

The young people now coming to the jazz audience are the most knowledgeable I have ever heard...-

Anthoni, New York

Dear Sir:

The theme of your article on the relations between jazz and popular music is well worth studying...-

Eisenkraft, New York

Dear Sir:

I was interested in your article on the development of jazz music...-

Brown, New York

Dear Sir:

I was pleased to see that jazz music...-

Green, New York

Dear Sir:

I was excited to read about the importance of jazz music...-

Jones, New York
"Like A Seed" is the finest, most beautiful album I have heard this year"

John L. Wasserman
San Francisco Chronicle

And people all over the country couldn't agree more.

Kenny's album has gotten immediate mass airplay from coast to coast and the sales are following with the same speed.

It's an exquisite album of eleven original songs — six by Kenny, five by Kenny and his wife Yvonne — which make you concretely understand abstract terms like gentleness, peace and restfulness.

Kenny Rankin. His new album, "Like a Seed" is growing stronger every day on Little David Records and Tapes.

See and hear Kenny Rankin sing "Coming Down" and "Peaceful" on the Flip Wilson Show, Thursday, Oct. 12th on NBC-TV.
Moving?

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

To expedite service, place magazine address label here and print your new address below.

Place your old mailing label here.

Moving?

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

To expedite service, place magazine address label here and print your new address below.

Place your old mailing label here.

Moving?

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

To expedite service, place magazine address label here and print your new address below.

Place your old mailing label here.
Martin Mull made his new album in six days...

...and on the seventh he rested.

Capricorn Records
Manufactured by Warner Bros. Records Inc.
Credit Hangups Spur Suits

By NAT FREEDLAND

LOS ANGELES — Columbia Records is suing Vane Records for $83,676 in Superior Court to collect part of the settlement agreed to by the non-bankrupt retail chain entered into an oral agreement to pay store inventory as collateral against an increased credit line.

In other new non-payment suits filed at local Superior Court:

Manufacturers
Publishers

Records
Inc.

Eduational Evaluation
for the Advancement of
Individuals and Industry
on Cassettes and
Visual Aids

Ren-Maur Music Corp.-BMI
R.R. Music ASCAP

Representatives Publicity Distributors

Address 7 W. 34th New York, New York (312) Plato 7-3640

Music Maximus, Will-Doma Pact

NEW YORK — Jay Morganstein, Frank Military and Nan Pearlman of Music Maximus, Ltd. have signed a co-publishing agreement with John Adamo and David Chiumy of Will-Doma Music Corp. Music Maximus, through their BMI affiliate, Diamus Music Corp, will administer throughout the world. In addition to Adamo and Chiumay, lyricist Genevieve and Armon St. George, a mother and son team, have been signed exclusively.

HeHandles a Lot of Chores for Acts

"I have to remember I'm working on many things at once for the acts," he says. "My greatest source of stress is seeing an act break after we plug along strong for hit a few years and then take off immediately, America.

The moment, Regehr says, "is the current T.Rex tour mates Mor Bolan as is one of my favorite artists. I've had a lot of fun with him and his band has been in England for the past two years.

Ellis and Macero Plumb School Band Audience Mart

Ellis is one of a small number of jazz musicians, including Stan Kenton and Cannonball Adderley, performing clinics for high school and college students. In his opinion, the hot pockets of interest for ambitious music are in the suburban areas, especially the Midwest. The urban cities like New York and Los Angeles, are still interested in rock. But in the small college towns, there is this untapped market.

One indication Ellis is on the right path, according to Macero, is his success in the economically depressed Pacific Northwest, schools in which he enthusiastically taught the Ellis band while turning down rock shows. Big band interest has grown 100 percent this year. Ellis contends "There is a tremendous market not being satisfied."

**LITTLE ELMO IS HERE!**

We, the Infinite Messengers of Mercy & Truth, have but one duty and that is to implement measures necessary to relocate planets in distress. As it is with planet earth, we have been called for the supreme purpose of total reconciliation of these energies now in a reverse operational pattern producing a state of nonfunction.

The mission is without further, We are here in full force to physically implement parts indicated elucidation of the means of which we speak and now it is to the ascending morulas of time and space that we reveal our enticing influence.

Peace, Honor, Love. The hour of creation abides. The light is upon you.

The Angels Of Mercy & Truth

**Hailed with praises by the New Publication.**

General News

WB's Ombudsman Regehr

He Handles a Lot of Chores for Acts

Now, another fine programming aid for your library. FIND's "Recordings in Release" is probably the most extensive listing of active LPs, cassettes, 8-tracks and reel-to-reel recordings (including all available quadsour product) currently available. That's more than 55,500 items, fully classified by type of product including jazz, classical, spoken word, humor, international, children, etc. "Recordings in Release" also contains special updated listings of current best-selling LPs and tapes.

FIND'S "Recordings in Release" will be sent to all radio programming offices which will out the coupon below and enclose a check or money order (less 10 percent) payable to FIND Service International.

Send to:
FIND Service International
121 4th St. Box 177, Terre Haute, Indiana 47808

Attn: Dean White

Enclosed is a check for $5.00

Please send me FIND's "Recordings in Release" by regular mail.

Name

Station

Address

City, State

*Publishing date November 6, 1972


'La Mancha' Nov. 1

LOS ANGELES — United Artists records is shipping the soundtrack album which was released with the film, "*The Man of La Mancha*" Nov. 1. The film, starring Peter O'Toole and Sophia Loren, is based on the 1929 play by Miguel de Cervantes, that begins major engagements in mid-Nov.

J-M-I Releases

NEW YORK — J-M-I Records is releasing its first two country records overseas. Don Williams "Don't You Believe" and Jackie Burns' "If Loving You Is Wrong" are both being released in Canada, through Quality Records.
IMUS: I'm the greatest in the world except Morgan and Steele and I'm not even sure about Steele. HALL: Do you work your show in advance, or do you wing it? MORGAN: No, I don't work it out in advance.

HALL: The records are all pulled for you, right? MORGAN: I select them as I go.

HALL: From a list? MORGAN: This little guy comes down from Wallich's Music City and I'm not even sure about Steele.

HALL: Do you work your show in advance, or do you wing it all?

MORGAN: No, I don't work it out in advance.

HALL: The records are all pulled for you, right?

MORGAN: I select them as I go.

HALL: From a list?

MORGAN: This little guy comes down from Wallich's Music City and I'm not even sure about Steele. Do you know what I want for lunch today? Wallich's.

IMUS: You're eating heavy on that stuff.

HALL: Well, I had to wait so long for you guys to show up this morning that I got thirsty. IMUS: You're a bit late. HALL: I forgot to mention that. IMUS: But where's the last time you got to go out in public with some body like Robert W. Morgan or me? Well, it's easy to talk to me. MORGAN: Yeah. Just answer the questions.

HALL: Do you talk to other people in the show?

MORGAN: Yeah. As long as he can't pick you up KHI on the radio, he has to do a little bit of talking. IMUS: Now why do you lie like that, huh? I've been straight with you, Morgan. MORGAN: Did you ask me for a line about something?

IMUS: You're a liar . . . you know that. MORGAN: Why Would I call you for a line?

IMUS: Because I'm so talented, that's why.

MORGAN: You can't sit down, Don. IMUS: We'd just try to hell out of you.

MORGAN: I'm doing an interview. GRAHAM: You want me to go downstairs and give your secretary a box, Morgan? MORGAN: Of course, Morgan. Of course, there's a list of records we play.

HALL: Did you know all of the other air personalities on KHI when the format was first launched?

RECEIVING A VISIT from Poco's Richie Furay, an Epic Records group, is Candido Machado, music director of KRLA, Los Angeles, which will soon package its first country disk series.

Cap. Rec Casey explained that the first 13-program packages, each of which contains seven 12-inch LPs, went out recently to 6,800 different U.S. AM and FM stations. Five-hundred and thirty-two stations responded that they would use the series. Artists featured on the first programs, each of which lasts 14.5 minutes, included James Brown, Stevie Wonder, Gisele Reed, Aretha Franklin, the Supremes, Jazzie Wilson and the Manhattan Band. One artist is featured on each show. Bill Raywood, WOL jockey, emcee of KRLA's pre-dawn show, would talk to the metropolitan music corps hopes to have live talk shows on the format during the forthcoming series. Casey can be reached at Radio City and the Country Cooperation.

A total of 1,250 stations have carried KRLA's Richie Furay. That number will reach 1,300 when the fourth program, which was to have been released on Friday, was held up. A list of those signed on, with complete details, will be available at the Countdown stop in Novato, Calif., and other KRLA stops.

WASHINGTON — The U.S. Marine Corps recruiting program, which has a pop with oldies-but-goodies public service good format for San Francisco, now has its first r&b record series and

MIKE SUTTLE, national promotion director for Mega Records. He talked to an L.A. jock about the street from the radio station of WOAM to promote "I've Got a Feeling." SUTTLE: "Jim Dunlap, program director of our station, knew absolutely nothing about the group, but we walked out the door and read the marquee." From left: Tom West of WOAM, Skip Schlier of Campus Records, local distributor; Dunlap; Suttle, and the theater manager.

D.J. Years Bolster Promo/Program Chief

LOS ANGELES—Tom Brener, who specializes in everything from record sales promotion, planning and promotional ideas via his Brener Music Associa- tion to even getting his wife a little good work, has been in the industry for 13 years. He has been with KBLU, Yuma, Ariz., KNEZ, Breneman Radio, San Diego, radio station, and WBCS-FM, Milwauke. He has been in the West Coast business while working in sales at a Los Angeles station and began his career at KNEZ, Lom- poc, Calif., and recalls helping when on the transmitter to put the station on the air. He also later worked as a DJ at radio station on KBLU, Yuma, Ariz. At KBLU, like KNEZ, Brener has had on air show about six hours long and than went out on the street to make sales.

But all of this was "good experience." Actually, his first radio experience was at KBLU (now KNEZ) during high school, Sonny Bosco, then a record promo- man, sponsored a radio show on the station hosted by Brenerman (Continued on page 14).

Screen Gems Ships L'promo

LOS ANGELES—Screen Gems-Columbia Music has just shipped 1,200 copies of a promotional package for radio airplay, according to Danny Rich, vice president of promotion. The LP titles, the "3-Star Spectacular" (Continued on page 14).

NY Suburban Stations' Change

PATERSON, N.J.—WPAT-FM, Goodwood, will feature a different kind of wall-to-wall music than WPAT. Previously, the two stations had been much the same. As of Oct. 1, music director Ralph Sanabria will be developing a more contemporary format. His musical order is a blend of oldies, classic rock, and new music. Both will be wall-to-wall. The station is locally owned. Casually Curt Hahn is program director of the stations.
CANDI STATON

The sweet facts of the matter are:
Candi has had six releases in her career.
Candi has had six chart records in her career.
"Stand By Your Man" sold over a million records.
Now she has a sensational new single,
"Lovin' You, Lovin' Me," #91005.
And a super-sensational new album, "Candi Staton,"
containing her hit rendition of "In The Ghetto."

LP: FAS-1800 8 Trk: 3800 Cass: 7800

TRAVIS WAMMACK

Travis has been a major factor in selling over sixty million records. He's backed such giants as Aretha Franklin, Wilson Pickett, Little Richard, The Osmonds, Mac Davis...to mention a few.
Now he's his own major factor, playing and singing his first great LP, "Travis Wammack."

LP: FAS-1801 8 Trk: 3801 Cass: 7801
Hot Action Albums


Of course, I'm going to steal this music.

Also Recommended


CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition

SG Ships LPromo

• Continued from page 12  features tunes by Ferrante & Tei- cher, Lawrence Welk, Peter Nero, and Bert Kaempfert. The other two LPs in the series were "Best of Goffin-King" and "Best of Mann and Well." among Top 40 stations today, some are, and hurt radio over-

All-DJ Days Aid P/P Chief

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition

WKRC-FM To Top 40

CINCINNATI — WKRC-FM is shifting its format from "solid gold rock and roll" to Top 40, effective Oct. 1, when the station will also change its call letters to WKRQ. New programming will be geared to the 12-to-24 age bracket, according to Jack Chap- man, general manager. Under the new arrangement, Chris Bailey is being brought on from KBCO, San Diego, Calif., to serve as P.D. and program director, and Harry Crook, general sales manager. The "cut-through" competition
It took Thousands of People almost 20 Years to bring you

THE MUSIC PROFESSOR

Among them...

MILLIONS OF 18-20 YEAR OLDS HAVE THE VOTE.
MILLIONS OF 15-17 YEAR OLDS HAVE THE URGE
AND WE'VE GOT THE SOUND THAT SAYS IT ALL!

THE GREAT CAMPAIGN

JOHNNY STEVENSON

THE '72 CAMPAIGN WILL SELL THIS
NON-POLITICAL 45 FOR YOU

DISTRIBUTED BY BELL RECORDS, A DIVISION OF COLUMBIA PICTURES INDUSTRIES, INC., 1776 BROADWAY, NEW YORK, N.Y. 10019

PRODUCTION AND SOUND BY JIM HILTON
New York, Oct. 12 — ‘Rock Singer’ author Joe Tyrone has signed a long-term contract with the Drifters on an exclusive, worldwide basis. He is expected to collaborate with producers Billy Davis, Jr., and Art Garfunkel. According to the Drifters, the deal will make them the fastest-growing group in the business. Tyrone, who has written songs for the Drifters, will also produce their new album, "The Best of Me." The Drifters, who are currently recording a new album, "The Best of Me," are expected to release it in early January.

---

**Talent Signings from the Music Capital of the World**

**DOMESTIC**

- Freddy Hendel and the Soulsetters of Colorado. Hendel will make their first live performance on a local syn- thethesizer music team at UCLA. The group is expected to headline a concert for their free concert with Spencer Davis and the Zoots. Hendel, a former member of the Marquis de Sade headlining the Velvet Underground. Hendel is also expected to headline a concert for Warner Bros. Music. The group is expected to perform with "Young Winston." Hendel is also expected to headline a concert for Warner Bros. Music.

- Flash Cadillac & the Continental Kids challenge Sha Na Na to appear on an upcoming bill for the 50th rock 'n' roll anniversary. Sha Na Na is expected to headline a concert for a local radio station. Flash Cadillac & the Continental Kids are expected to headline a concert for a local radio station.

---

**Big Band Highlights Jazz Fest**

PRAGUE—The highlight of the 1972 Czechoslovak Jazz Festival, which opened in Prague scheduled for Oct. 18 and 19, is a concert by the exiled American jazz band "The St. Louis Blues." The band, which is expected to headline a concert for a local radio station, will perform at the festival's main venue, the Supraphon, which is expected to headline a concert for a local radio station.

---

**CARNEGIE FOR D. SQUIRES**

N Y O — Dorothy Squires, a local singer, is booking Carnegie Hall for a one-night stand on Oct. 12. The cost to her will be $50,000. Squires, who was booked with Bill and a single is expected to coincide with her appearance.
From The Music Capitals of the World

DOMESTIC

Top quality 8x10 prints.

BLACK & WHITE 8x10s
500 - $211.85
1000 - $35.00
COLOR PRINTS
1000 - $50.00

send for samples and prices.

Dancing on the Seats
by Andrew Meyer
Required reading for college concert chairmen, promoters and student union managers.

Now, at long last, a practical, imaginative book that delves into the unexplored territory of promoting and producing a campus concert. Dancing On The Seats, by Andrew Meyer, is completely "how to" guide that should be required reading by campus buyers and social chairmen, who are fully aware of the difficulties in college concert production. Andrew Meyer, the head of A&M Records' College Department, draws from his own experiences to provide straight-forward and sometimes humorous glimpses into concert committee meetings and box office settlements.

For your copy of Andrew Meyer's Dancing On The Seats, fill out the coupon below, enclose a check or money order for $6.95, payable to Billboard Books, and mail it today!

Talent

Cynthia Griffith in town Thursday (5) as part of a promotional tour for the hypotaurine album release, "Somebody Bigger Than You and I." On Thursday evening, Griffith was honored guest at a cocktail party and dinner for area music and radio people, hosted by Bob Ewald, local Columbia sales chief. Included among those present was his show tour epitome to Convention Center for one-nighter on Oct 21. Van Cliburn appears in concert with the Dayton (Ohio) Philharmonic Orchestra at the University of Dayton Arena Wednesday (11).

Whitfield, actor, in the music field around Dayton and Springfield, Ohio, as head of his own recording firm a few seasons back, is back in the game, this time as manager of Margo, a new singer talent recently pitched by Chet Records of Nashville. Margo's initial release, "Get Me My Cryin' Tonight," made the following week by "Ode to the Chicken" was followed last week by "Ode to the Chicken." The Animal Song).

Train's now on its second U.S. tour of the year, performed at Pirates World in Daytona, Sept. 19, then highlighted at Boyzton Center in St. Petersburg, the following evening. Ten Years After wind up their brief U.S. tour with concerts Oct. 13 at the Jacksonville Coliseum and two nights later at the Bayfront Center, St. Petersburg. Yes and Eagles performed at the Miami-Hollywood Spectrum on Sep 15 with A&M recording artists Eggs Over Easy, The Butterbeans produced by Howard Stein. Leas Campbell presented The Incredible String Band with special guest guests Jack and June Smith. The Miami Beach Auditorium...

Billboard Books
2160 Patterson Street / Cincinnati, Ohio 45214

Please send me copies of Dancing On the Seats. My check or money order for $6.95, payable to Billboard Books, and Mail it today!...
Talent In Action

JACKSON BROWNE
J.D. SOUTHER
The Eagles, Jackson Browne, and J.D. Souther have been making music together for over 20 years. They are known for their harmonious vocal and acoustic guitar sounds that have become a signature of their music. Their collaboration on the album "The Lucky Ones" was a testament to their enduring friendship and musical chemistry. They have continued to perform together, bringing their unique blend of folk, rock, and country to audiences around the world. Their music is a testament to the power of friendship and the joy of making music together.

Sunset Series Contributed $103,000 to Summertime

NEW YORK—Sunset Series, the fundraiser initiated by the Sunset Musical Foundation and chaired by John S. Snively, has successfully raised $103,000 for Summertime, which is dedicated to the promotion of local music in New York City. The Sunset Series is an annual event that brings together musicians, artists, and music lovers to enjoy a night of live music under the stars. The proceeds from this year's Sunset Series will be used to support various musical initiatives in the city, including the development of new spaces for local artists and the continuation of the Summertime festival. With the support of Sunset Series, Summertime is able to provide a platform for local musicians to showcase their talents and connect with audiences.

From the Music Capital of the World

DOMESTIC
- Continued from page 18

David Victorson, vice president of entertainment Hilton Hotel has ap-

pointed Richard Silverman to the-Board for aogaming license.

The Public Relations Asso- tion of Las Vegas Protective Wall-

will launch an "End Your Sympathy

Send to Johnny George at Circus Cir-

al." With a unique 90-minute television special aimed at combating vener-

able Niles, Inc.

Robert Draves and Patric-

and preference aside, they are killers.

PILOT

Whisky a Go Go, Los Angeles

Any group with famous British singer and songwriter, such as the three American musicians and a popular surfing group, can be found at Whisky a Go Go. This venue has become a favorite among music lovers looking to experience the city's vibrant music scene.

John Denver

John Denver House, New York

Flanked on each side of the stage by members of the audience, John Denver House is a famous venue for famous musicians. Denver has made appearances on this stage, bringing his signature sound and style to the fans.

Carnegie Hall

Backed solidly by Mike Taylor on lead guitar, the John Denver House is known for its intimate acoustic performances.

LAURA DENI

San Francisco

Procol Harum takes a break in an eastern concert schedule for a Western engagement. The band's recent tour included a stop in San Francisco, where they played to a sold-out crowd. With their unique blend of rock, folk, and classical influences, Procol Harum continues to captivate audiences around the world.

Studio Track

BY SAM SUTHERLAND

Ben Sutherland has come a long way from Racine: from his involvement with the burgeoning musical scene in the Wisconsin town to Madison, he has handled studio work and opportunities for the Steve Miller Band, session work for the Steve Miller Band, and a recording license for a gaming license.

The Public Relations Association of Las Vegas Protective Wall will launch an "End Your Sympathy Send to Johnny George at Circus Circus," with a unique 90-minute television special aimed at combating vener-

able Niles, Inc.

Robert Draves and Patric-

and preference aside, they are killers.

PILOT

Whisky a Go Go, Los Angeles

Any group with famous British singer and songwriter, such as the three American musicians and a popular surfing group, can be found at Whisky a Go Go. This venue has become a favorite among music lovers looking to experience the city's vibrant music scene.

John Denver

John Denver House, New York

Flanked on each side of the stage by members of the audience, John Denver House is a famous venue for famous musicians. Denver has made appearances on this stage, bringing his signature sound and style to the fans.

Carnegie Hall

Backed solidly by Mike Taylor on lead guitar, the John Denver House is known for its intimate acoustic performances.

LAURA DENI

San Francisco

Procol Harum takes a break in an eastern concert schedule for a Western engagement. The band's recent tour included a stop in San Francisco, where they played to a sold-out crowd. With their unique blend of rock, folk, and classical influences, Procol Harum continues to captivate audiences around the world.

Studio Track

BY SAM SUTHERLAND

Ben Sutherland has come a long way from Racine: from his involvement with the burgeoning musical scene in the Wisconsin town to Madison, he has handled studio work and opportunities for the Steve Miller Band, session work for the Steve Miller Band, and a recording license for a gaming license.

The Public Relations Association of Las Vegas Protective Wall will launch an "End Your Sympathy Send to Johnny George at Circus Circus," with a unique 90-minute television special aimed at combating vener-

able Niles, Inc.

Robert Draves and Patric-

and preference aside, they are killers.

PILOT

Whisky a Go Go, Los Angeles

Any group with famous British singer and songwriter, such as the three American musicians and a popular surfing group, can be found at Whisky a Go Go. This venue has become a favorite among music lovers looking to experience the city's vibrant music scene.

John Denver

John Denver House, New York

Flanked on each side of the stage by members of the audience, John Denver House is a famous venue for famous musicians. Denver has made appearances on this stage, bringing his signature sound and style to the fans.

Carnegie Hall

Backed solidly by Mike Taylor on lead guitar, the John Denver House is known for its intimate acoustic performances.

LAURA DENI

San Francisco

Procol Harum takes a break in an eastern concert schedule for a Western engagement. The band's recent tour included a stop in San Francisco, where they played to a sold-out crowd. With their unique blend of rock, folk, and classical influences, Procol Harum continues to captivate audiences around the world.

Studio Track

BY SAM SUTHERLAND

Ben Sutherland has come a long way from Racine: from his involvement with the burgeoning musical scene in the Wisconsin town to Madison, he has handled studio work and opportunities for the Steve Miller Band, session work for the Steve Miller Band, and a recording license for a gaming license.
Ten years... it seems to have gone so fast. And naturally there are so many to thank for their invaluable participation in making this celebration possible.

Firstly, all of the artists and producers who have chosen to affiliate with us over the years... we thank them, not only for the contribution of their talent, but for the pure stimulation of their association as well. For a record company is only as good, or as interesting, as the artists who record for it.

Thanks to our associates and employees who have provided us with a community of peace and commitment and excitement that's made us sometimes wonder if we should really be getting paid for what we do.

And, to our distributors and suppliers who, in lean as well as good times, have supported us with the consistency of excellent taste and unstinting service, thank you more than we can say.

To every man and woman who works within this vital industry called music, at radio stations, management concerns, sales outlets, concert halls, talent agencies, or trade journals throughout the world, we wouldn't even have been able to afford this page without your kind consideration and support through the years.

What is our greatest hope for the next decade?... simply, that we can all enjoy the consummate pleasure of music under a greater climate of world peace and harmony than we've seen during the last ten years...

Thanks, once more, to all of you, and... God bless...
Groucho Marx
An Evening With Groucho
2-record set

Joe Cocker
Joe Cocker

Cat Stevens
Catch Bull At Four

Rita Coolidge
The Lady's Not For Sale

Quincy Jones
Q

Shawn Phillips
Faces

Billy Preston
Music Is My Life

Paul Williams
Life Goes On

Roger Kellaway
Center Of The Circle

A&M's 10th Anniversary release.
The various moving parts in A
Ode Records, producer, artists and staff congratulate A&M Records on ten tasty years. We're happy to be part of your tenth.
R’N'R Revival Marks Third Year With Vol. 10

NEW YORK—Richard Nader’s Original 1950’s Rock and Roll Revival celebrates its third anniversary at Madison Square Garden on Oct. 13. Volume 10 of the series features Chuck Berry, Bo Didley, the Coasters, Five Satins, Crystals, Gary “U.S.” Bonds and guest star Chubby Checker.

Nader’s 125 touring Revivals have played before 500,000 people in the U.S. and Canada since Oct. 18, 1969. He attributes a major portion of the success of the shows to the fact that “revival artists play directly to the audiences, never play directly to the audiences, portion in have played before 500,000 people Chubby Checker.

As I approach our third anniversary, I must say most of my original objectives have been realized. These include a recent one-week stand at the Flamingo Hotel in Las Vegas, an early ‘73 Columbia Picture release of “Let the Good Times Roll,” a filmed account of (Continued on page 22) of jazz an exclusive recording

Next trip to Chicago, give her good reason to be jealous.

Ah the glamour of business travel. Or to your wife thinks. But one place she’d be right about. Chicago’s Hotels Ambassador.

Here you enjoy the same regal treatment as the famous stars who visit us. From a staff that remembers over five hundred — almost one for every room.

Speaking of rooms, you can dine in the fabled Pump Room. Or sip a drink 200 years ago in the Prince of Wales. Or simply relax in your room. Which you’ll find is much more than four walls and a bed.

All for a price that’s not a bit astronomical. So next trip to Chicago, book with us. We’re at 1300 North State Parkway, Chicago, IL 60610. Phone (312) 787-7200. Telex (312) 253-272. But don’t tell your wife about it. It could be the last business trip you take alone.

HOTELS

Ambassador

The Star Treatment

Talent

Talent In Action

LOU DON WAINWRIGHT III THE RELIEF BAND

Mac’s Kaula City, New York

God save Loudon Wainwright: he’s so self-effacing, and New York has already generated quite a few about the man. And, of course, he gives every indication of surviving them, being dressed with both formidable brilliance and a genuine sense of humor necessary for enduring the idolatry which should eventually match with him.

Why worship Wainwright? Because his abilities as writer and performer have been stunning for some time. And because, incredibly, he seems to have refined his craft even further, having settled into an effortless rhythm that is natural, immediate, positive, balancing nearly against the quiet terror which lies at the heart of much of his work. That Wainwright creates such a personalized, yet accessible body of hell and earth is, in itself, reason enough for praise; that he has honed his presentation of those tunes into an extraordinary powerful, sustains a pace so slow for respecting, that he can carry it all by getting the entire room to sing along on “Dead Stunk” is nearly miraculous.

Wainwright’s third album, and first for Columbia, has just been released. He deserves your support.

Opening the evening with a short but impressive set was the Relic Band, a tight aggregate which aspires toward the dynamic subtleties and fluid rhythmic sense of jazz in an electric framework. Strong playing and soulful vocals contributed to a set that could have lasted twice as long without losing its energy.

D A V I D B O W I E Carnegie Hall, New York

Ziggy is a myth and Lady Stardust is a song; they are not David Bowie, though each is a part of the other. Bowie set himself a number of impossible requirements for the full success of this tour, and then monitored every step to meet all of them with grace. Hard rock revival and violence does not normally allow for the demands of complex lyrics, but Bowie made every line of every song accessible and clear, which is what can happen.

(Continued on page 19)

Signings

Brenda Patterson is the first artist signed to Playboy Records by new executive vice president Larry Cohn. The artist has recorded for Epic and Elektra previously.

Johnny Rivers has signed with Rivers Strassner Associates for personal management.

Expo Stunt will record for Zan- zee, label owned by George Williams.

David Jones has signed to Roulette Records. Velocity Records president Mike Curb.

Joni Mitchell has achieved international recognition as a recording artist. As the Monkees, has most recently been concentrating on personal appearances and concert tours here and in Japan as a solo performer. His ABC- TV special “Pop!” aired in July of this year.

Joni checks into MGM recording studios in Los Angeles October 5, 6, and 7 to cut his first single sides for the label, to be produced by Tony Scott and arranged and conducted by Tommy Oliver under the supervision of Mike Curb.

OCTOBER 14, 1972, BILLBOARD
On tour in U.S.A. Oct.13 - Nov.6, 1972

<table>
<thead>
<tr>
<th>DATE</th>
<th>CITY</th>
<th>PLACE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct. 13</td>
<td>New Orleans</td>
<td>Concert Hall</td>
</tr>
<tr>
<td>Oct. 14</td>
<td>Miami</td>
<td>Dade County Auditorium</td>
</tr>
<tr>
<td>Oct. 15</td>
<td>Washington D.C.</td>
<td>Concert Hall, J.F.K. Center</td>
</tr>
<tr>
<td>Oct. 17</td>
<td>Regina, Sask. (Can.)</td>
<td>Saskatchewan Center of the Arts</td>
</tr>
<tr>
<td>Oct. 18</td>
<td>Winnipeg, Man. (Can.)</td>
<td>Manitoba Centennial Auditorium</td>
</tr>
<tr>
<td>Oct. 19</td>
<td>Strathfort, Ont. (Can.)</td>
<td>Festival Theater</td>
</tr>
<tr>
<td>Oct. 20</td>
<td>Boston</td>
<td>Jordan Hall</td>
</tr>
<tr>
<td>Oct. 21</td>
<td>Miami</td>
<td>Dade County Auditorium</td>
</tr>
<tr>
<td>Oct. 22</td>
<td>Chicago</td>
<td>Orchestra Hall</td>
</tr>
<tr>
<td>Oct. 26-29</td>
<td>New York</td>
<td>Carnegie Hall</td>
</tr>
<tr>
<td>Oct. 30</td>
<td>Princeton</td>
<td>McCarter Theater</td>
</tr>
<tr>
<td>Oct. 31</td>
<td>Los Angeles</td>
<td>Dorothy Chandler Pavilion, Music Center</td>
</tr>
<tr>
<td>Nov. 3</td>
<td>San Francisco</td>
<td>Masonic Auditorium</td>
</tr>
<tr>
<td>Nov. 4</td>
<td>Cupertino (Calif.)</td>
<td>Flint Center, Deanza College.</td>
</tr>
</tbody>
</table>

Records (France) and Peters International (U.S.A.) are proud to bring you a series of the great recordings of Charles Aznavour. In his inimitable style, he sings in English, French and Italian. Aznavour's autumn tour in the U.S.A. will certainly increase the demand for his records. Don't be caught short... order yours now!

CHARLES AZNAVOUR

Sung in French

- "Oui?" #80191
- "La Mamma" #60324
- "Il Faut Savoir" #80325
- "Tu' Laissez" #80326
- "T'Voir Aimée..." #80335
- "Entre Deux Rêves" #80356

Sung in English

- "Aznavour Sings Aznavour, Vol. 1" #80415
- "Aznavour Sings Aznavour, Vol. 2" #80418

Sung in Italian

- "Aznavour Canta" #80466

All records listed are manufactured in France by Barclay Records, imported and distributed exclusively in the U.S.A. by Peters International, Inc. Available at all leading record departments.

Peters International, 600 Eighth Avenue, New York, N.Y. 10018
Telephone: (212) 524-4020
Rock Concert Problem

- Continued from page 18

reaching one's seat at the Coliseum and at times having to "budge" to the " usher's funnel" in order to get seated.

Most promoters employ what they call "long hair" security, college students or street people of the audience's age and values. In the hope that direct confrontation with "authority" figures can be avoided. The result at times have been good, but the bills for concert damages remain on the books and seemingly will remain there until a solution can be found.

New York - The two major questions which faced "Jacques Brel Is Alive and Well and Living In Paris" in its move "uptown" were: does the play review hold up in a Broadway theater and can Elly Stone, the original star, sustain her marvellous performance after five years? The questions are actually rhetoric, as it turns out, for both play and star shine admirably, and with great effect, from the very beginning.

The demands of Broadway are also met by both the composer's delicately satiric-romantic values as interpreted so magnificently by Miss Stone. What, quite simply, is the only difference between the intimate atmosphere which was created at the Village Gate.

All four performers, Miss Stone, Joe Masiell, George Ball and Henrietta Vidor, were outstanding. Miss Stone lifts her ingratiating skills to new heights, showing a dignity and professionalism that is not seen very often on the stage at present.

Of course, Brel's lyrics and music tell the story - of children, death, and war, and of love won and lost, with humor, great valor and compassion. Tunes such as "Madeline," "I Love," "Old Folks," and "Funeral Tango," and "Carousel" are touching documentaries of life's ruthlessness and riches.

Staging was by Moni Yakur. Production conception, English lyrics and additional material were by Eric Blau and Mort Shuman. Columbia Records has the original cast album. It's being pushed by special promotion because of the Broadway run. "Brel" opened at the Royal Theater on Sept 15.

Robert Sobel

Jacques Brel' on Broadway Alive

Talent

- Continued from page 28

The greatest story never before told.

A quarter of a century of tape history is coming in Billboard's November 16 issue.

A story that will provide you with a fascinating glimpse into a product that was originally developed as a weapon of war.

Billboard's "25 YEARS OF TAPE" is a story never before told about a product that revolutionized the broadcasting and recording industries.

25 Years of Tape, coming in the November 16 issue, will chronicle the birth and phenomenal growth of the tape industry. It's an issue you won't want to miss.

If tape is where you're at, then Billboard's 25 Years of Tape special is the issue that is a natural for you. Take advantage of the greatest story never before told. It's coming in the November 18 issue of Billboard.

Ad deadline: November 3
Issue date: November 18
There's a Billboard Sales Representative nearby. Call him now.

NEW YORK
165 West 46th Street
New York, N. Y. 10036
212/577-2800

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

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

NASHVILLE
1719 West End Avenue
Nashville, Tenn 37203
615/329-8957

John Denver Show

Greek Theater, Los Angeles

He'll be performing for his first full house Greek opening in front of a backdrop set of the Rocky Mountains, complete with twinkling stars. He'll show the audience the way his new album title song, "Rocky Mountain High," fittingly enough. Much by the time he opened, he embodied "America the Beautiful," saying it was time to remember some of the good things about the USA.

Maurice McDonagh and the Fat City duo were incorporated into his set, giving Denver for several days featuring them as guests. Dick Gregory led off the evening and finished strong with a line about a return of Jesus today forcing us to walk around with little electric chords hanging from our necks.

NAT FREEDLAND

October 14, 1972, Billboard
INTRODUCING A TOTAL CONCEPT FROM SOUND TO SIGHT - A WHOLE NEW WAY TO SELL!

SOUND:
The legendary soundsof ERIC CLAPTON AT HIS BEST, GINGER BAKER AT HIS BEST, JACK BRUCE AT HIS BEST, and HEAVY CREAM. Together, they form the basis for a total marketing concept in music.

SIGHT:
Four totally coordinated albums designed for instant sales. Sell them individually or as a group.

SELL:
Four 2-record sets at a fantastic low introductory price!

A TOTAL SELLING CONCEPT:
1. Designed for sales! Each package is die cut and embossed with eye-stopping red-white-blue covers.
2. Totally coordinated packages become instant in-store displays. Perfect for racks, walls, and counters.
3. Side-by-side, these 4 jackets make a unique, "people-stopping" window display.
4. "We bet you can't buy just one!" These beautiful 2-record sets are a natural for collectors, fans and buyers.
5. 2 records in one sleeve mean less storage space - more room for sales.
6. Massive advertising and promotion! Radio spots, print ads, and displays are making this the hottest sales concept of 1972.
7. A compilation of the heaviest, best-selling music in the history of rock. Together in 4 packages everybody can afford, everybody will be attracted to, and everybody will BUY!
8. Sell one and you've sold all four!

THE WORLD IS ABOUT TO GET CREAMED AGAIN with the most total selling concept in music history!

GOOD VIBRATIONS FROM

polydor

Polydor Records, Cassettes and 8-Track Stereo Cartriges are distributed in the USA by Polydor Incorporated, in Canada by Polydor Canada Ltd.
The concerts will last for approximately six hours, two for each of the three nights of the group's stay here. Ronnie Hammond will produce the concerts and will complete their second Decca LP with producer Buddy Cole.

Wet Willie will also be a part of the concert series, which has been released by the group in conjunction with the artists' success of recent years. The concerts will be played at the Laboratory of Music in New York and the Boston Music Hall.

Willie Nelson will perform at the New York, New York, and at the D.C. in Kansas City this week. He'll appear at the Laboratory of Music for a December concert with Don Ellis and his Hot-Lick group.

The Allman Brothers Band will be the musical direction of the show. They are based on the latest news from the AAA Mailing list and the group will have held various locations in the Northeast for over five years.

Peter Nero, during his recent five-day stand at the Lookout House in Chicago, went as guest at Bob Ross's "Big Band," aired on ABC's four-city net via WLS. The concert, which was recorded and released on WEAF, was hosted by local Columbia Records sales manager Morgan Anderson, regional promotional manager for Columbia based in Chicago.

A package comprising the O'Jays, Chi-Lites, Bettye LaVette, the Dramatics, the Spinners, and the Soul Searchers attracted an estimated 75,000 fans at the Garden's Friday night, Sept. 15, with guests N'Gine, Celia Cruz, Mar- garet Whiting, Herb Mann, Roger Williams, Wynn Everett, Kolly Jr., Carlton Moore, the Preservation Hall Jazz Band, Ferrante and Teicher, Fred Waring's Pennsylvanians, and the Famous Fine Art Attractions has announced a 1972-73 popular concert series beginning with appearances by Freddy Martin, Chet Atkins, Frank Croswell, Judy Garland, Margaret Whiting, Herb Mann, Roger Williams, Wynn Everett, Kolly Jr., Carlton Moore, the Preservation Hall Jazz Band, Ferrante and Teicher, Fred Waring's Pennsylvanians, and the Famous Fine Art Attractions has announced a 1972-73 popular concert series beginning with appearances by Freddy Martin, Chet Atkins, Frank Croswell, Judy Garland, Margaret Whiting, Herb Mann, Roger Williams, Wynn Everett, Kolly Jr., Carlton Moore, the Preservation Hall Jazz Band, Ferrante and Teicher, Fred Waring's Pennsylvanians, and the Famous Fine Art Attractions.

Memphis

Shelby County (Memphis) Housing Authority has voted to create a music commission to promote the music industry here. Scouting and the board of directors of the Shelby County Housing Authority has voted to create a music commission to promote the music industry here.

Morgan: "I'm just as enthusiastic as the dopes when it comes to lack of acceptance of the opposite faction. In this regard, I concur with your recent memo completely ... but I can't seem to "live" with the situation on a day-to-day basis.

Finally, I want to thank you for your talk last Thursday. It made the decision even harder. I was very much reassured once your policy was stated, but again, it is different on a one-to-one level time to time. Anyway, I have thoroughly enjoyed my experiences here. I will retain a massive respect for the country's most respected personality, and I thank you very much for everything.

Sincerely,

Imus-Talk Morgan Talks

Continued from page 14

you either hate, or in all the guys around you, this guy is the general manager and some people are just so tight with each other that they don't want to see, number one, if they're doing well and you don't want to see, number two, if they're doing well and you don't want to see. You're not going to see it, and that's another thing that's there.

HALL: Morgan, did you know that you wanted to be a radio personality? I mean, you got the job, you didn't have to go on your own. For example, when I first thought about it, I thought you were going to give me the job, Morgan, and I have no comment to date.

HALL: That was the first time anyone ever called me up, a radio station in Maine, to tell me (they weren't) hiring a man. Pat Whitley, program director, called me just to say, "We're not hiring Robert W. Morgan."

MORGAN: Who said that? Dave Whitley?

MORGAN: How the hell would he know? I'm no1. Morgan skil1s all the decisions there.

HALL: Do you know how your debates talk show is a show driver just to get Morgan shows.

IMUS: No, he takes the bins.

MORGAN: He's not stigma- mized to his sport cars. In any case, he's the luckiest program director on earth.

(EDITOR'S NOTE: This interview will be published in a later issue.)
**NEW LP/TAPE RELEASES**

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the-minute on available new product. The Music Industry Code (MIC) number, a universal number, appears in bold face type wherever possible. This follows the manufacturer's catalog number. Also on the first line of each ad, is the record company name, RT—record not yet; QL—quadrophonic album; BT—quadrophonic 8-track cartridge.

**THREE DOG NIGHT**

*Stardust* Separate Plates

**VICTOR**

**PF-1054**

**THEY'RE COMING HOME**

*...For the First Time in Spaces...*

**VICTOR**

**PV-1054**

**THE ROOSTER**

*...On the Road, etc...*

**POPULAR COLLECTIONS**

**GOLDEN AGE OF RHYTHM & BLUES**

*...In the Movies...*

**HIT RECORDS FROM THE MOVIES**

*...In the Movies...*

**RELIGIOUS & GOSPEL COLLECTIONS**

**BLACKWOOD BROTHERS QUINTET**

*Of These Days...*

**BLUE RIDGE QUARTET**

*...Against the Grain...*

**I KNOW WE ARE CHRISTIANS BY OUR LOYALTY**

**GOSPEL SONGS**

**HISTORICAL CHURCH OF GOD & CHRIST CHURCH OF LOS ANGELES**

*...In the Movies...*

**THEATER/FILMS/MUSIC**

**NEW TAPES**

**POPS**

**ABRAMS, MISS**

**ARMS, Mark**, *A Strawberry Pita 4th Grade Class*

**ARMS, Mark**, *A Strawberry Pita 4th Grade Class*

**ARKANSAS**

**ARMS, Mark**, *A Strawberry Pita 4th Grade Class*

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**

**ASHLAND**
New LP/Tape Releases

CLASSICAL COLLECTIONS

**DEBUSSY, CHRISTINA**
In Vienna, W. Vienna Violin Orch. V.S. 6506278 12-486-0547-7 $5.98

**FANTASTIC OPERA**
Philadelphia Orch. Ormandy (v.1) M31369 12-160-2546-7 $5.98

**GREAT CHILDREN'S FAVORITES**
Boston Boys; Feifer; Wind (LP) LSC3296 9-430-1149-3 $5.95

**5TH CENTURY ITALIAN DANCE MUSIC**
Music Repertoire. Members of 12-430-1150-2 $3.98

**SPOTLIGHT ON SOLI**
Solf. Heiny, others (LP) London 56730 12-170-1223-7 $3.98

**SPOTLIGHT ON TELAROLI**
Telarol, others; Ethel (LP) 12-170-1237-7 $3.98

**WORLD'S FAVORITE**
Ballads. Gaita Paciuffio & Les Slyphides; Italian Pop. Fidel (LP) 12-430-1154-6 $3.98

**DANCES**
Bertolucci (v.1) (LP) 12-430-1150-3 $3.98

**GRAND ORCHESTRA**
Grand Opera. Members of (LP) 12-430-1157-3 $3.98

**MAESTRO**
Maestros. (LP) 12-430-1153-1 $3.98

**RHAPSODY IN BLUE**
Rhapsodies. (LP) 12-430-1155-8 $3.98

**SYMPHONIES**
Symphonies. Five & Schubert's (LP) 12-430-1154-1 $3.98

**SYMPHONE DE BAYAN**
Symphonie de Bayan. (LP) 12-430-1150-1 $3.98

**COMEDY ARTISTS**

**BARN, SANDY**
God Save The Queen. (LP) 12-416-0356-7 $5.99

**BODF, BILL**
Inside The Mind Of (LP) 12-436-1111-4 $4.98

**JONES, GRANDPA**
(12-401-0412-4 $1.89

**COMING**
A New Phonograph in the Americana Tradition from...

**THE MUSIC PEOPLE**
WURLITZER

Visit your Wurlitzer Distributor or Branch
National Wurlitzer Week Starting October 16
Labels Boosting Jukebox Album

By EARL PAIGE

CHICAGO—For the first time in several years labels at the Music Operators of America (MOA) convention pushed jukebox albums, providing a boost for what is still regarded as a controversial product with spotty distribution and low sales. In addition to albums by Established Brands, Columbia was part of both labels’ all-out effort to expose product to jukebox management. MGMMG also ex-
hibited.

While label personnel were generally delighted with the interest paid the exhibits, some noted that the record manufacturers seemed to be a definite minority element amid all the jukebox operators and amusement games. In fact, Fred Granger, MOA executive vice president, alluded to the poor showing of label exhibitors in his luncheon address. “This is the first time we have had the news we have about the show,” he said.

In past years, all labels with country product were represented indirectly by the Country Music Association, and CMA representative Joyce Bonak said it was the best MOA ever for her organization (it was the first in three years that did not conflict with the usual CMA convention date).

There is still a feeling among label boosters of MOA, such as Sol Handler of MGMMG, a firm that has exhibited passionately at both MOA and the National Association of Retail Radio and Records dealers.

(Continued on next page)

New Jukeboxes Feature Subdued Color, Sharply Angled Silhouette, Big Sound

By RAY EYLER

CHICAGO—Jukebox designers are reaching for a compromise between a subdued furniture look and attention-getting, glaring bright boxes of the early ’60s. The predominant colors are black and chrome photophone machines shown at the Music Operators of America (MOA) also featured sharply angled silhouettes. Nearly all feature two-speed.

Sound has been punched up in some cases in keeping with the high level decibels patrons are accustomed to. But it is likely to be muted in others where loud bands play.

Seeburg’s Olympian 160 features 200-watt amplification and additional speakers of 50-watt opt.

The new unit is a chrome and black and features a greased fuchsia design wraps around for emphasis on the profile. It has a wash-high all digital selection area, and tilted play center with a coin acceptor for any combination of coins up to one dollar.

For ease in service, component parts this and all Seeburg digital models for the past four years are interchangeable.

The model SX-100 Marauder for small locations has 25-watts per channel, the same number-letter, and a selection panel that looks like a psychedelic design.

The unique design resembles a large white vinyl-clad tom top sitting on a black base.

The new Century 21 by NSM also has angular design with psychedelic components, accented with chrome black and features a more powerful amplification system. The new model has two large 21” oval speakers, and two smaller speakers. It also features a new pushbutton on the selection panel. It will be available in April or May.

The new box at Rock-Ola is the model 447, as well as being available as model 451, 100 selection system, is probably the most eye-catching model. The selected area is a large, rich color, with play controls. A high power switch is provided for selection.

The Century 21S, with a 47”, also is an additional feature. All parts are interchangeable with models from the last two years.

The new Rock-Ola console 447 is the same stylewise, but is now featuring a 160 selection board, and a completely mechan-

ic loses its original design.

Several other models have improved selection of models, including the new $250 model 120, and the $475 model 12A. The basic difference is the price.

The large 21” speakers are now available in black and chrome, and the smaller 5” or 7” speakers are available in black.

The Century 21S also features a selection board, which is similar to the Century 21.

New Rock-Ola Furniture Unit to Add Spots

By JAY EYLER

LOS ANGELES—The furniture look “jukebox” is being steadily improved in style and operation and is therefore offering operators still more opportunity to move into the fast-drifting market. According to Jim Wilkins, sales manager, Rock-Ola Automatic Sales Co. here, it will entice new programming techniques as well, possibly more use of Little LP’s, but Wilkins believes this is just beginning and will be efficiently available in this market.

Now showing the new Rock-Ola furniture unit, Wilkins reasoned that most operators report using mainly singles. The machine, of course, is adapted for album play.

Jukebox programming

XMAS RUSH

Christmas Strip List Out Early

By ANNE DUSTON

CHICAGO—Background music systems are being stressed now to a money-making proposition for location owners and managers than as a cost item, according to exhibitors at Music Operators of America (MOA). One reason is technology as two firms showed systems that use stacked open tape magazines.

David Anthony, president of Tape-Alton Corp., noted that the music is designed to enhance a location owner’s business to a point where it makes him money rather than cost him money.

Tape-Alton offers a 15-watt solid state box with an amplifier that will take up to 20 speakers. The four-track continuous play tapes are super-thin super-strong Mylar, with foil reversing leaders.

The new system adds a $25 per month leasing charge, but includes a $25 deposit for each channel.

Modern systems, such as Tape-Alton, feature four-track continuous play tapes and a $25 per month leasing charge.

The system is non-competitive with photophone machines now 10 years old in industrial or store locations, although a switch is included to allow a phonograph to take precedence, a spokesman said.

Seeburg’s magazine library includes 50 programmed reels. Tape-Alton offers a lease library of 27 reels for outright sale.

New Rock-Ola Furniture Unit to Add Spots

JUKEBOX business people are busy attending open house showings of the new models.

Representatives at Portales, serving southern California, Nevada, and Arizona, passed the 447 as a many possible combinations, and believe the furniture look is elev-

ating the image of the jukebox and the industry in general.

A chief reason for this is that the machines are going into better cocktail lounges, fine restaurants and locations where managers expect a large part of their business from the jukebox look. Wilkins has even heard of some furniture models be-
ing sold for both the jukebox look. Wilkins has even heard of some furniture models be-
ing sold for both the jukebox look. Wilkins has even heard of some furniture models be-
ing sold for both the jukebox look. Wilkins has even heard of some furniture models be-
ing sold for both the jukebox look. Wilkins has even heard of some furniture models be-
ing sold for both the jukebox look. Wilkins has even heard of some furniture models be-
ing sold for both the jukebox look. Wilkins has even heard of some furniture models be-
ing sold for both the jukebox look. Wilkins has even heard of some furniture models be-
ing sold for both the jukebox look. Wilkins has even heard of some furniture models be-
ing sold for both the jukebox look. Wilkins has even heard of some furniture models be-

(Continued on next page)
Furniture Unit Adds Potential

But operation of 446 had been so good, according to Wilkins, that essentially the same mechanisms were employed for the 447. "The device is very free of mechanical difficulties," he said, mentioning that the main mechanism has been used since 1963 on Rock-Ola jukeboxes of all differing styles.

Some special features of the machine include hand carved workmanship, 160-play selection, computerized selector that shows the number of the record playing, a 10 key selection (new this year), a dollar bill acceptor, which is optional, plus a rock power amplification switch to boost the volume power in the machine when extra loud sound is desired. The cabinet is of Patrician walnut veneer, plus a polyester overlay that protects the surface for added life. Other features include an electrical total play counter, intergrated circuits, two 12-in woofers, two 5-in by 7-in oval tweeters and two 3-in tweeters, with an automatic volume compensator that assures uniform volume during record lead-in.

Optional equipment available includes locked money box, alarm system, motorized volume control, automatic money counter, an L-pad, microphone paging system, auxiliary wallbox power supply, wall, ceiling, corner speakers. One added feature is single entry, four coin acceptor — nickel, dime, quarter and half dollar.

Labels Boosting

Continued from preceding page that MOA members should bring in more programmers, the lack of which being the chief reason few labels show up at MOA.

The exposure of jukebox albums by the labels instead of the two principal independent producers of the product especially delighted Bernie Yudofsky, Gold Mort Dist., who also attended MOA. His product was exposed in both the RCA and Columbia exhibits. Richard Pratting of Little LP's Unlimited and did not exhibit.

Christmas Rush


Program Log

NEWPORT NEWS, Va. — Programmer Hadden King of the Newport News Amusement Co. here uses a very simplified but thorough logging system for each record purchased. Essentially, he uses graph paper with lines vertically and horizontally forming squares. The title of each record he programs is entered vertically and selection number referenced with the location name.

PORTALE’S (from left) Robert Portale, Jimmy Leonard, Jimmy Wilkins.

What’s Playing?

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

AUSTIN, MINN.: HIGH SCHOOL AGE

Marlys Anderson
Star Music & Vending Co.

New purchases:

BEAVER DAM, WISC.: COUNTRY LOCATIONS

Ruth Swolka
Coin Operated Amusement Co.

New purchases:

CHAICOGO: SOUL LOCATIONS

John Zierling
South Central Novelty Co.

New purchases:

CHAICOGO YOUNG ADULT LOCATIONS

Betty Scheller
Western Automatic Music Co.

New purchases:

EMPERIAL, KAN.: CAMPUS/YOUNG ADULT

Harlan Wingrave
 Owings Music Service, Inc.

New purchases:

JACKSON, MISS.: CAMPUS/YOUNG ADULT

Ruth Swolka
Coin Operated Amusement Co.

New purchases:

LA CROSS, WIS.: COUNTRY LOCATIONS

Maurine Burkhardt
Dono Vending Co., Inc.

New purchases:

LAurence, KAN.: CAMPUS/YOUNG ADULT

Harlan Wingrave
 Owings Music Service, Inc.

New purchases:

ROLLING MEADOWS, ILL.: YOUNG ADULT LOCATIONS

Robert Heisch
A&M Enterprises

New purchases:

WASHINGTON, D.C., SOUL LOCATIONS

Shelby Rosenzweig
D.C. Vending Co.

New purchases:

Coming

A NEW AMERICANA WITH A NEW AURA OF CLASS FROM WURLITZER

THE MUSIC PEOPLE

VISIT YOUR WURLITZER DISTRIBUTOR OR BRANCH

NATIONAL WURLITZER WEEK STARTING OCTOBER 16
We're gonna let you have it. The Works.

The 1973 Rock-Ola 450 jukebox and the 506 Tri-Vue Wallbox. The total music system. A threat to the competition. A promise of more profits for music operators. We'll deliver The Works at your Rock-Ola Distributor's Open House. Soon.
San Diego Operation Benefits From Experienced Woman Programmer

By ROBERT LATIMER

SAN DIEGO, Calif.—Whether women have an inherent flair for more on-the-mark programming ability with large phonograph operation has always been a controversial issue, long before women's lib was heard of. The experiences of Maestro Music Company here seems to favor the point because not only is this major operation in San Diego owned by a woman, Mrs. Josephine Dau, all programming for 20 years has been done by Mrs. Marian Murguia, who will match her play-year record with any other programmer in the state.

In programming for nearly 200 stops, Mrs. Murguia follows basic tenets in the general make-up of each music menu, but is highly influenced by a thorough knowledge of each location, and its past history. Oddly enough, in the two decades in which she has been handling the job, she has never visited any of the locations. "It isn't necessary," she said. Hill-bound. A constant study of the music menus at each location and the results which every artist's output achieves amounts to the same thing—more particularly if it is backed up by an accurate summary of the routeman who handles the stop, she said.

Mrs. Murguia feels that she has a particularly difficult job programming for as many stops as this inasmuch as San Diego is a highly cosmopolitan area. There is a tremendous percentage of Spanish-Americans and Mexican residents, a tremendous percentage of young military personnel assigned to the gigantic navy bases nearby, an acknowledged preponderance of elderly retirees, and more than a scattering of college students. Therefore, there is absolutely no "rule of thumb" whatever, and Mrs. Murguia programs each stop on the basis of her own sense of potential popularity where a new disk is concerned, the routeman's reports on typical traffic in each location, and, of course, the requests.

New numbers off the charts, the top 40, comparable common denominator among Maestro Music Company's stops is the basic 40 per or so which is devoted to new numbers off the charts, the top 40, and around 15 to 15 percent of the total in easy listening. From this point on each location varies sharply. "We have a surprising number of locations that do not want country even though it may be a stable moneymaker in other locations nearby," Mrs. Murguia said. "In such cases we simply eliminate it altogether. There are many locations which want no religious-oriented numbers whatsoever, or anything with morbid or sad tone, and there again, we reflag these locations so that none of these numbers are programmed. Interestingly, the amount of Spanish music programmed is low although undeniably, there are a few locations in the downtown and restaurants which have a predominance of young and Mexican American clientele," she said.

Mrs. Murguia makes it a point to talk to each of her three routemen at least once per week and each routeman will service that stop each week. Routemen can check on record changes by weekly stops. Routemen, often, turn in requests, both for music and customers on the same day, and double-checking with the routeman as to whether he is aware that the requests have been filled, of course, gives an opportunity for discussion. Veteran routemen have been well trained to watch for trends and changes, and talk to their location owners frequently, keep an ear tuned for customer comment on the sort of music they want to hear and passing all along to Mrs. Murguia for evaluation.

"We put a lot of faith in requests, and we go much further toward filling them than is usually the case," she said. "It has been a long time since we have had any sort of capricious request, and we maintain a nononsense atmosphere in dealing with location owners which is based on the fact that if they expect maximum returns from the phonograph that they must cooperate with us in keeping an eye out for the music the customers want to hear." Helping substantially in filling requests is the fact that when she first joined the firm and took over programming 20 years ago, Mrs. Murguia began saving records which she felt would have a high potential in the future, and in the process, has built up one of the largest libraries of old favorites, easy listening and novelty numbers in the entire California industry. About 7 out of 10 requests are fulfilled from this handy library, and that's the home of the record rack (The Record Rack in San Diego). Typical of the massive library is the fact that it contains all original Glenn Miller, Dorsey Brothers, Guy Lombardo releases, everything put out by the Beatles, Frank Sinatra, and the Rolling Stones. Carefully cataloged and available to the routeman on the one stop (The Record Rack in San Diego). Typically of the massive library is the fact that it contains all original Glenn Miller, Dorsey brothers, Guy Lombardo releases, everything put out by the Beatles, Frank Sinatra, and the Rolling Stones. Carefully cataloged and available to the routeman on the one stop (The Record Rack in San Diego).

The User—Owners and managers of restaurants, supermarkets, office buildings, anyone who uses background music to provide atmosphere has to love this new, easy to operate system. TRAK-4 magazine loading takes 3 seconds, plays over 400 numbers, and can be changed as often as desired.

The Listeners—Patrons or workers who hear TRAK-4 background music will appreciate the quality of tone, the "correctness" of programming for each location, and the continuous playing without annoying "dead-time.

The Serviceman—Of course he loves TRAK-4. It makes his job easier, makes profits faster than any equipment now available.

We? The Sound Dealer—TRAK-4 provides the first high capacity, solid state background music system with real customized programming. TRAK-4 has so many plus features, in fact, that it makes selling easier, makes profits faster than any equipment now available.

The Use—Owners and managers of restaurants, supermarkets, office buildings, anyone who uses background music to provide atmosphere has to love this new, easy to operate system. TRAK-4 magazine loading takes 3 seconds, plays over 400 numbers, and can be changed as often as desired.

The Listeners—Patrons or workers who hear TRAK-4 background music will appreciate the quality of tone, the "correctness" of programming for each location, and the continuous playing without annoying "dead-time.

The Serviceman—Of course he loves TRAK-4. It makes his job easier, makes profits faster than any equipment now available.

Write or call for complete details, leasing information, and prices.

Tape-Athon Corp. 502 S. Isis Ave., Inglewood, CA 90301 (213) 778-6933
Genesis Films: Reflects Diversity Of Film Tastes on Campus

By SAM SUTHERLAND

Chains of Command: At the professional level, college radio promotion will see at least two more new faces at major labels. I.P. (L)/Capitol will debut two former Columbia camp reps while at Stanford and now handling campus promotion in the West for that label. He's working through Columbia Records' Hollywood office. Buckle is a Bump City campus promotion person, that being Sandy Schneider, formerly with Buddah's publicity department. She'll be available for comment and concert information. But in the interim, she can be reached at Buddah's N.Y. offices.

Service Station: Ridge Evers, director of development for WRTC-FM at Trinity College in Hartford, Conn., notes that the station is looking for top 40 artists with hit songs. At Busson College in Bangor, Maine, WHSN has built an additional studio, revamped their catalog system and changed their format from Top 40 to free-form. The station is now looking for appropriate advertising.

At KDTR, Rancho Navajo Radio in Ramona, N.M., David Dickson reports that the Navajo station has expanded its air time and is now programming substantial blocks of music. Rock and country are foremost on the menu, but Dickson notes that jazz and classical both receive equal. That station has been servicing the Navajo community for awhile, but, asDickson notes, that market has been virtually untouched. With the Navajo community being a major communications medium for that population, Dickson is accurate in suggesting that the station is a unique opportunity for service.

At Shaw University in Raleigh-HFAM is programming rhythm & soul, gospel, Latin, jazz, r&b, experimental film-makers, the pack-


KREG, California State U, Sacramento, Peter Cecatto reporting: "Myself," (LP), Billings, ASCAP, with the band; "I'm Leaving," (LP), White Witch, Capricorn; "Night Games," (LP), The Doobie Brothers, Warner Bros. Records; "Oregone—KLCF-FM, Lane Community College, Eugene, Dave Chance reporting: "Sundown Lady," (LP), Lani Hall, A&M Records, with the band; "Chains of Command," at the Conference. No hospitality and meals will be available for informal question-and-answer sessions on specific topics of station operation.

Radio Meet At Loyola

CHICAGO—WLUC, the campus radio station originating from the Loyola University of Chicago, will sponsor a college radio conference, Feb. 22, at the campus during the weekend of Nov. 17-18.

James Mullen of WLUC noted that the programming and operation via student-run panels and several general meetings. Among topics to be discussed are: college and general programming trends and the role of college station and campus industry professionals.

Radio and record company person-

James H. Goss has been appointed director of public relations for Ivy Film/16, the film rental operation located in New York during the interim, has ex- made several moves in the past six months. After the Karr period ended in Nov. 1970, but Dickson, that market has been virtually untouched. With the Navajo community being a major communications medium for that population, Dickson is accurate in suggesting that the station is a unique opportunity for service.

At Shaw University in Raleigh-HFAM is programming rhythm & soul, gospel, Latin, jazz, r&b, experimental film-makers, the pack-


KREG, California State U, Sacramento, Peter Cecatto reporting: "Myself," (LP), Billings, ASCAP, with the band; "I'm Leaving," (LP), White Witch, Capricorn; "Night Games," (LP), The Doobie Brothers, Warner Bros. Records; "Oregone—KLCF-FM, Lane Community College, Eugene, Dave Chance reporting: "Sundown Lady," (LP), Lani Hall, A&M Records, with the band; "Chains of Command," at the Conference. No hospitality and meals will be available for informal question-and-answer sessions on specific topics of station operation.

Radio Meet At Loyola

CHICAGO—WLUC, the campus radio station originating from the Loyola University of Chicago, will sponsor a college radio conference, Feb. 22, at the campus during the weekend of Nov. 17-18.

James Mullen of WLUC noted that the programming and operation via student-run panels and several general meetings. Among topics to be discussed are: college and general programming trends and the role of college station and campus industry professionals.

Radio and record company person-

James H. Goss has been appointed director of public relations for Ivy Film/16, the film rental operation located in New York during the interim, has ex- made several moves in the past six months. After the Karr period ended in Nov. 1970,
New York—Elektra Records sales department and the Woodrow Wilson branch operations have mounted a major, 60-day national promotion campaign for Nonesuch Records.

The campaign, which will run to Oct. 31, is titled "Explore the Worlds of Nonesuch," and has been designed to present the label's classical and Explorer series to the public.

WGN-Illinois Opera Guild Competition Set

CHICAGO—The deadline for entries to the WGN-Illinois Opera Guild Auditions Board, of the United States citizens between the ages of 20 and 34. Applicants must submit a tape recording of his or her voice, together with an official application form. The tape must be accompanied by a letter of recommendation from a professional musician. The letter should include information on the instrumental or vocal skills of the applicant.

The competition will be open to applicants living in Chicago, New York, and Los Angeles. Applications should be submitted no later than Aug. 31.

New Firm Formed in U.K.; Mrs. Wallich on Board

LONDON—Next week will see the launching of a new recording and orchestral organization, drawing back to the record world former Decca label chief Sheila Wallich, whose Decca catalog is now issued under license by British Decca on a series of its associated labels.

Mrs. Wallich has joined conductor Wyv Morris and business manager John Symonds in the formation of a new company, Independent World Reissues, which will manage a new orchestra, the Symphonics of London, specially formed to give public concerts and make recordings.

The orchestra will not be a permanent body, but will bring together many of the outstanding London orchestral players for special occasions and recording projects. The new label's plan is to have recordings released under license by major companies.

The Classical Renaissance

Read about it in the November 4 issue of Billboard. Learn the reasons for today's rebirth of classical music and how it's attracting young buyers. Billboard's "Classical Renaissance" special is coming in the November 4 issue.
Billboard spotlights...
Dear Jarrell—and all our friends at Word:

Please excuse our pride, but we at Capitol feel extremely honored to have been associated with you from the very beginning—to your present status as a truly unique and vital element of today's Music Industry.

May your success and our friendship continue to grow.

CAPITOL RECORDS, INC. SPECIAL MARKETS DIVISION (Custom Services)

We are understandably proud of our continuing association with **WORD** records

We print what they picture.

THE BERT-CO ENTERPRISES

1855 GLENDALE BOULEVARD, LOS ANGELES, CALIFORNIA 90026
Word Hits $10 Million;
Keeps Breaking Into New Areas After 22 Years

Back in 1870, the city of Waco, Texas, built a bridge across the Brazos River. Kurtis, a small town that spanned the stream, the city charged a toll and created commercialism of movement.

While not exactly a parable, there is a similarity between that story and an event. Before 1980 years ago, in the same city about 80 years later, for another creative commercialization of movement began to take place. This is the form which undertook the admiration of the founder of Christianity, and went forth to teach all nations and entertain them at the same time. Its beginnings took root in a Baptist University and to date has packaged the Christian message in art in the marketplace.

Jarel McCracken was a student then, an entreprenuer. Studying at Baylor, he combined his major and minor studies (religion and radio) into a religious radio show. He decided to put on record one segment of a broad cast, and he sold out his first pressing. Later, he pressed million copies of a straight comedy single and 178,000 LP’s but even that was done by a predominantly religious entertainer.

In the beginning were struggles years. Still at Baylor, McCracken (later to become the first Gospel manufacturer to become president of RIAA), took in early partners at his fledgling company. It wasn’t a particularly easy move. Once beyond the campus, the first Word office was a one-room apartment behind a cleaning store in Waco. To stop the cold, he had 60,000 square feet of working space, with seven refrigerators in the world, and a work force that included a child in the household.

Fellow students were among those who bought a piece of Word. Together with McCracken, hundreds of 45’s were pressed. (who, for example, would distribute a religious label?)! And there was a time in the forms. He had nearly heard to be in the towel. Later, when the first album, with the assurance of the Pat Boone Family, all other brothers, Word became for a brief time a distributor for children’s, jazz and classical product.

In 1958, the young Word executives established the first religious “record of the year” and still new trails had been broken. This was with the Word label, an early token of the family. Today it is the only one of its kind in the world. Word, too, was its Canaan Records established. Word Music has taken another move. Once beyond the campus, it has been on the world. Word, the only bridge which spanned the stream, the city charged a toll and created commercialism of movement.

Jarell McCracken, president of World Records, a leading specialist in gospel music and a world acknowledged unique company.

The world, including such standards as “Old Rugged Cross,” “In the Garden,” “Beyond the Sunset,” and other giants which have been recorded in stories of times and aired millions of times. Because of that acquisition, Word Music and Rodeheaver were combined into one.

New real to realize the potential of this music force. Surveys have shown that something over 65% of the population of the United States is church-related in Christianity, there is a market, theoretically at least, of more than 100,000,000 buyers. More realistically, only 20 percent of this group was interested, it’s still somewhere between 15-20 million. That’s a fairly representative segment of the total population. This has to be conserved, too, since, as McCracken notes, “a lot of people are responsive to inspirational or religious product who do not go to church. Most have some kind of religious orientation or background.

It was many years ago when McCracken and his helpers went out to prove something to the market community. Dealing through by nature, retailers resisted stocking this stigma-tized sort of product. It had to be done in an incredible painstaking basis. Every time they placed a record in the hands of some one individual, there was confrontation to the record outlet that there was a void need for the product. Frequently, the only way people came into the store and inquired about a company or an artist. It was the old story. The retailer declined on the basis there had been no call for the record. So, they had to create calls by making the records available to individuals, who then followed up on their own visits to the shops. So, they came and they raked and they con quered.

It wasn’t until 1964 that Word, through the establishment of Canaan got into the Gospel quartet business. The quartets had been around a long time, and a great bit of that type of singing eminated from the shaped note harmony of Texas. Yet Word had to go elsewhere to get it together.

Consider, however, the L3 acts who compose the label. There are the Pilo
da Boys and The Happy Goodman

Haylethes Leads Natl. Sales Force

Francis Haylethes, national sales manager under the direction of Word Inc., has built up a crack nationwide team of salesmen who call on more than 10,000 accounts. Lonnie Long, who has a five state area encompassing Colorado, Kansas, Nebraska, Missouri and Southern Iowa, has a unique approach to the life of a travelling salesman.

Lonne simply takes to the road with his wife, two children, dog, moto
table and a thousand other "comforts"

October 14, 1972, Billboard

Kurt Kaiser
A&r head, Word

Ralph Carmelich
A&r head, Light

Marvin Norcross
A&r head, Canaan

Billy Ray Hearn
A&r head, Myrth

Billboard spotlights
Word, Incorporated

Family, The Lewis Family, Wendy Bag
ewell and the Sunliners, The Inspirations, Blue Ridge Quartet, The Lee

It was Wendy Bagwell who sold over 201. Some new and old songs this story about the snake worshiper. How many of the “major” comics have done that well?

Anita Fevers, The Hemphills, the Four Gallieens, the Kassers, and the Silver

Arenon Norcross produces all of them. This is his baby, and has been from its inception. He’s on the board of directors of the GMA since it was founded, too, either as an officer or director. Alton Broadbent, whose production is done in Nashville, and the rest in such places as Greenville and At ban

The Canaan record club is in a spe
cial field. The club members are loyal, faithful and willing to part with their dollars, month after month, in exchange for the religious happiness they receive in exchange.

Music has taken another move. Once beyond the campus, it has been on the world. Word, the only bridge which spanned the stream, the city charged a toll and created commercialism of movement.

30,000 Copyrights
Backbone of Co.

Whatever your musical needs may be, from the classics to the latest in rock and roll, Billboard publishes printed music—anthems, cantatas, sheet music, solo piano intar
ductions for organists and re
citalists.

They print hymn books, song books, children’s materials, and all the new fads in teenage message music. In short, Word Music prints everything from 16th century anthems to the down home gospel sound.

And on one other thing, the independent company merged with Sacred Records and took over the latter’s fledgling music publishing branch, Sacred Songs. Word Music has grown to be the largest religious music publishing company in the country (in page 8-9)

Kilpatrick Heads Record Production

Word Inc.’s first woman executive is vigorous and super efficient Mrs. Carol Kilpatrick. In her capacity as director of the production of all Word’s products, coordinating and sched uling the time of people in Texas, Cali
ifornia, Tennessee and Nebraska.

Among other things, her job in cludes tracing copyrights, directing the design and printing of record jel
ettes, and then getting them processed and delivered. She oversees the produc
tion of all books, from manuscript to final delivery, including the cover, dust jacket and paper. Tapes are her responsibility too, as she sees them through from start to finish.

Researching new packaging ideas, Mrs. Kilpatrick frequently comes up with fresh packaging for merchandis-

Family, The Lewis Family, Wendy Bag
ewell and the Sunliners, The Inspirations, Blue Ridge Quartet, The Lee

It was Wendy Bagwell who sold over 201. Some new and old songs this story about the snake worshiper. How many of the “major” comics have done that well?

Anita Fevers, The Hemphills, the Four Gallieens, the Kassers, and the Silver

Arenon Norcross produces all of them. This is his baby, and has been from its inception. He’s on the board of directors of the GMA since it was founded, too, either as an officer or director. Alton Broadbent, whose production is done in Nashville, and the rest in such places as Greenville and At ban

The Canaan record club is in a spe
cial field. The club members are loyal, faithful and willing to part with their dollars, month after month, in exchange for the religious happiness they receive in exchange.

Music has taken another move. Once beyond the campus, it has been on the world. Word, the only bridge which spanned the stream, the city charged a toll and created commercialism of movement.

30,000 Copyrights
Backbone of Co.

Whatever your musical needs may be, from the classics to the latest in rock and roll, Billboard publishes printed music—anthems, cantatas, sheet music, solo piano intar
ductions for organists and re
citalists.

They print hymn books, song books, children’s materials, and all the new fads in teenage message music. In short, Word Music prints everything from 16th century anthems to the down home gospel sound.

And on one other thing, the independent company merged with Sacred Records and took over the latter’s fledgling music publishing branch, Sacred Songs. Word Music has grown to be the largest religious music publishing company in the country (in page 8-9)

Kilpatrick Heads Record Production

Word Inc.’s first woman executive is vigorous and super efficient Mrs. Carol Kilpatrick. In her capacity as director of the production of all Word’s products, coordinating and sched uling the time of people in Texas, Cali

OCTOBER 14, 1972, BILLBOARD

W-3
Kurt Kaiser Travels
The World for Traditional

One of the best known composers, arrangers and conductors of sacred music today is Kurt Kaiser, Vice President of Word, Inc. He is also president of Word Records and Director of Music for the parent company.

Perhaps best known for his compositions, "Tell It Like It Is" and "Natural High," (just two of many much-recorded songs) Kurt is completely dedicated to music.

His job (or jobs) incorporate writing, arranging, conducting, producing and playing music as well as thousands of miles of international travel each year to recording sessions, auditions and performances.

An accomplished pianist, Kaiser has five albums to his personal credit, all released on the Word label. He also frequently gives concerts.

A pioneer in bringing new sounds to the realm of religious music, one of Kaiser's most rewarding accomplishments is "Tell It Like It Is," the contemporary folk musical. Creating excitement among young people, it has been performed by groups all across the nation and in foreign countries. Ralph Carmichael, composer arranger and business associate of Word, co-authored the musical "NBC TV aired "Tell It Like It Is" in prime time in 1970 and again in 1971.

Last year the team of Kaiser and Carmichael introduced their newest folk musical, "Natural High." This musical has also been performed by innumerable groups on the North American continent. Kaiser is a graduate of Northwestern University, holding bachelor of arts and master of music degrees. He joined the Word staff in 1959.

Newton Has His Gospel Music Side

Wayne Newton

Every decade seems to take a number of words out of Webster's which had somehow lain dormant for generations or more. And these words become the touchstones or phrases by which a generation expresses itself.

Before we were concerned about cleaning up the environment, a word like ecology was found only in a dictionary. Now, even a trot in kindergarten would know its meaning.

Of course, the Sixties also gave us new phrases. Instead of being nervous, everybody was uptight. There was an increasing awareness of the disparity between young and old on every issue under the sun. Soon, every reference to this problem became labeled as part of the "generation gap."

Another expression that has become popular is "credibility gap." It has become an idiom that we use to express a feeling of doubt or mistrust in the honesty or reliability of information or people.

(Continued on page W-15)

Pat's Family

Pat Boone Family

The Pat Boone family received a Grammy Award nomination for their first album, released on the Word label. It is entitled, appropriately enough, "The Pat Boone Family."

(Continued on page W-15)

Ken Medema

Ken Medema is a totally unique individual, as are the songs he composes and sings on his album, "Fork in the Road," released on the Word label. Young people and adults both responded to Ken's music and he is much in demand for personal appearances.

Blind since birth, he learned to play the piano as a youth by listening to taped recordings and reading music written in Braille. He would feel with his left hand; learn to play the right hand part, and then feel with his right hand and learn to play the left.

Ken is Director of Music and Creative Arts Therapies at the Essex County Hospital Center, a psychiatric hospital in Cedar Grove, New Jersey. However, he does envisage a full-time performing career and says that he values highly the opportunity to "speak to people in terms that are here and now," to communicate the message of Christ as I understand it.

He feels indebted to a class of teenagers at the hospital for their help in writing one of the most tender and loving songs on the album, "Touching." It was written because of their conviction that what people need most is to communicate honestly with each other, to make contact, to touch.

Another of the songs, "Treasures," was written for a mentally disturbed third-grade child who was withdrawn. Although Ken remembers times as a teenager when he was angered and frustrated by his blindness, his resentment has now melted into a sweetness of spirit which reaches out to all who hear him.

(Continued on page W-8)

Anita Bryant Has 5 Albums

Anita Bryant, the Florida orange juice spokeswoman who has sold three million single records, has recorded five albums on the Word label.

A former Miss Oklahoma and runner up to Miss America in 1965, Miss Bryant rose to stardom as a TV and recording star. For seven consecutive years, she was Bob Hope's 'right arm' on his holiday tours to remote armed forces bases.

"My sincere thanks to Word Records for their sensitivity to gospel music in total.

Sincerely,
Dale Evans Rogers

Dale Evans
It's Real

"WST-8566 *W-8566 *WST-8546

* record $5.98 8, stereo 8 $6.95 4, cassette $6.95
religious music on Word Records
Word Hits $10 Million:

- Continued from page W.3

He is now vice president and secre-
tary-treasurer of Word, Inc., which he founded in 1956 as a small producer of religious recordings.

There are 18 full-time sales represen-
tatives covering the entire country, and
175 full-time employees in the sales
and office organizations. Word is the
leader in the religious music field, in-
cluding the sale of religious records, as
determined by the Billboard magazine.

Because of the massive growth of the
company, it has had to divide into two
sales divisions, one for religious sales
(records, trade cards, and trade mar-
ting). It is the trade marketing divi-
sion which is overseen by Doc Heath-
ley, who is the national trade sales
manager and is responsible for work-
ing with the distributors, rackers, and
the dealers, and the resultant sales
are far beyond the company's greatest
expectations.

Heathley has all those salesmen on
staff, covering the entire nation. They
carry a full line of products, as well
as the company's new ID cards, which
are available in assorted colors to
acquaint the trade with the new Word
products.

Doc (whose real name is Franciso), has
been with Word for almost three years,
now. He was the first full-time sales
man to be hired by Word, and he has
now been with the company for three
years. His sales territory includes
three major cities, and he is responsible
for making over 1,000 sales calls each
year.

He is known to his colleagues as a
man who is always on time, and who
never makes the same mistake twice.

He is a man who is always on top of
the latest trends, and who is always
looking for new ways to improve his
sales. He has a natural ability to
communicate with people, and he is
able to make others feel at ease with
him.

Word's Top Selling Label Created,
Directed By Marvin Norcross

Canaan Records is the top-selling
label in the world, with sales of over
$10 million in 1965. This is a greater
number of retail stores than any other
label, and it is a testament to the
quality of Canaan's music.

Canaan Records is a wholly owned subsidiary of the J. C. Bose Corporation, and it is directed by Marvin Norcross.

Norcross has been with the company for
over 20 years, and he has been
instrumental in the success of Canaan
Records. He is responsible for all as-
pects of the company's operation,
including sales, marketing, produc-
tion, and distribution.

Norcross is a man of many talents,
and he is known for his creative
approach to his work. He is always
looking for new ways to improve his
products, and he is always willing to
take risks in order to achieve success.

He is a man who is always on top of
the latest trends, and who is always
looking for new ways to improve his
sales. He has a natural ability to
communicate with people, and he is
able to make others feel at ease with
him.

Word’s Top Selling Label Created,
Directed By Marvin Norcross

Canaan Records is the top-selling
label in the world, with sales of over
$10 million in 1965. This is a greater
number of retail stores than any other
label, and it is a testament to the
quality of Canaan's music.

Canaan Records is a wholly owned subsidiary of the J. C. Bose Corporation, and it is directed by Marvin Norcross.

Norcross has been with the company for
over 20 years, and he has been
instrumental in the success of Canaan
Records. He is responsible for all as-
pects of the company's operation,
including sales, marketing, produc-
tion, and distribution.

Norcross is a man of many talents,
and he is known for his creative
approach to his work. He is always
looking for new ways to improve his
products, and he is always willing to
take risks in order to achieve success.

He is a man who is always on top of
the latest trends, and who is always
looking for new ways to improve his
sales. He has a natural ability to
communicate with people, and he is
able to make others feel at ease with
him.
Lexicon/Light Expands In Publishing

Lexicon/Light Composers And Artists

The name Ralph Carmichael is immediately identified with Lexicon Music and Light Records. But Carmichael has put together a growing group of talented composers (46) and artists (40) who write and perform. The variety they produce covers all religious musical tastes and appeals to every age group.

Carmichael has written two can-

tataLexicon has been releasing ever since The Centurion was nominated for a Grammy by the National Academy of Recording Arts and Sciences. The album "Ashes" includes "Jubilee Morning," I am a Child of God" and "Even when I am Down" with words and music by Harve Pres- nall, Jane Powell and Peter Graves in April. The album "The Centurion" is distributed by Lexicon Music of California. The tapes are available through Lexicon's Pastoral Department.

Seal heads the Editorial Depart- ment and is in charge of each and every product that begins, as musicians say, "at the pen." A musician-turned-businessman, Seal has a keen eye for the myriad complexities of any number of albums or books in various stages of production. Under his direction, the tapes are kept in the office, finished up, and sent out to the market. The man has made some of the most impressive demo tapes in the biz.

Carmichael cites three reasons: 1) We have, and keep, a solid band to make for a plastic performance. 2) We use the best musicians and greatest vocalists to get involved. 3) We use the best producers. As a result, the songs that are released are never produced, and the finished product is a hit in itself.

In America's Number One Soul Group

To the millions of fans who know The Disciples, this is a fact. They have been one of the most successful, and longest-lasting, groups in the history of gospel music. The Disciples have been recording together since 1950, and are now celebrating their 35th anniversary. During this time, they have recorded over 100 albums and sold over 10 million copies. Their music has been featured in over 50 movies and TV shows, and they have performed at sold-out concerts all over the world.

In 1972, The Disciples released their first LP, "Instant Gospel," which reached #1 on the gospel charts. Since then, they have released over 30 albums, including "The Best of The Disciples," "American Gospel," and "The Disciples Live at Carnegie Hall." Their most recent album, "Get Ready," was released in 1998 and features new arrangements of some of their classic songs.

The Disciples are known for their powerful vocals, harmonious sound, and commitment to spreading the gospel message. They have been inducted into the Gospel Music Hall of Fame and have received numerous awards, including a Grammy Award for Best Gospel Performance by a Duo or Group in 1988.

The group's success is due in part to the leadership of their founder, Ralph Carmichael, who has been with the group since its inception. Carmichael's vision and dedication to the music have helped The Disciples become one of the most successful groups in gospel history. Their message of love, faith, and hope continues to inspire fans around the world.

Ralph Carmichael Radio Specials

Ralph Carmichael Radio Specials are weekly radio programs that feature some of the greatest artists in gospel music. Each week, Carmichael interviews guests who share their stories and insights about their music and careers. The shows are broadcast on a network of over 300 stations across the United States and have been a staple of gospel radio for over 30 years.

The shows are typically voted among the top five programs in gospel radio, and have been praised for their high quality and depth of content. The shows often feature interviews with some of the most respected artists in the genre, as well as up-and-coming talent.

Among the artists who have appeared on Carmichael's radio specials are such gospel legends as Andrae Crouch, Take Six, and Kirk Franklin. The shows are a great way to hear from some of the most influential voices in gospel music and learn more about the rich history of the genre.

(Continued on page 13)
...on the Myrrh label

Jesus Music Heard on Contemporary Label

Myrrh Records is the newest division of Word Records. It is the Jesus Music label in the most contemporary sense. And yet as individual as each of the artists. The most dominant feature of the label is the vitality and ingenuity of its A&R man, Billy Ray Hearn. A young thinking musician (B.A. in Music from Baylor University) with an experienced background in youth music, Hearn recognized the need for the young Jesus People to become part of their things. The Myrrh label was created to reach that market.

Myrrh is message music written by people who have something to say. They are called Hearn's and it is completely contemporary. It speaks to the street people and to students, politicians and protesters. It's a top selling - and middle of the road material. Hearn records and produces the albums in independent studios in California, New York, Chicago and London. The label is run by chalkboard and studio musicians. Hearn is constantly on the look out for talent in his field and is excited about some of the new groups pro clared from this search. From the gospel rock sound of "Ron Sallisbury and the J. C. Power Outlet" to the country rock sound of "Ruben Werner and the Leonard's Band" the Myrrh label has it all. The trade department has been busy with the recent Myrrh Music merchandising program with a pre pack that offers a variety of these artists' music in one crate.

The Myrrh label is a separate place on the rack and in the store. Not all Myrrh product will fall under this category. Some of the new material, such as Ray Repp and First Gear. "Word saw the need," Hearn says, and the opportunity to fill that need. We got the artists, we get the albums, and now we're getting them out to the marketplace.

Ray Repp

Ray Repp: Rides
-On College Circuit

Ray Repp, now on the college circuit, is new to Word. But not to these people who know him as their friend, Hearn. Ray gained universal recognition in 1963 with his composition "Mass for Young Americans." He was one of the daring young people to introduce the guitar mass to the Catholic Church. Since that time music has poured from his soul spinning songs like "Alley." "Look Out Your Window and many more.

His career has led him to a variety of places. In 1966 he spent several months overseas with a concert tour and he then spent two years working and studying in Vienna, Austria. He is now living in New York where he is working full time on concert appearances and composing new material.

Ray Hubbell's Mission Band

Larry Hubbell's Mission Band

Larry Hubbell's music has the new soul stamp on it. Miller's, it's a message, but it goes to that it gives identity in a world of sameness. On his album, "Mission Band," Larry shows clearly that the smooth, soothing strings of strings to electric guitar, banjo and even nippy-dink piano. Nothing stays the same very long. There is always movement, always excitement.

The songs are happy songs. They don't accuse, they encourage. They don't judge, they show a better way of living. The music never obscures the meaning of the lyrics. Larry says simply, "Since I have found the way, there's "Sunshine In My Soul." Or, "Live for Jesus. It's the Jesus Thing To Do." In an off beat, almost nonsensical number he nods the listener to get himself together and to "Straighten Up And Fly Right." Then in a quiet, easy going song with a country western flavor, he reminds that new life will come again. Come Spring.

Larry was born on a farm just fifty miles south of Nashville, Tennessee. Since his first year of playing piano as a side man for country western singer Leroy Van Dyke, he's still in his twenties, relived on a farm to try to find his own personal type of music.

One morning at 4 a.m., after writing all night, it struck him that his musical experience included gospel, pop, and country and that these could be combined into a new, more expressive style. What came out was a hybrid sound Larry calls modern gospel. It's a good, refreshing sound that will be around a long time.

Matthews Scores With Jesus Sounds

Randy Matthews believes there is "no generation gap in music," and bates his approach to life on that statement. A former lead singer for an acid rock band, Randy uses his knowledge of the rock-style music in his new ministry.

"I just take the music of the people in the streets and put the message of Christ in it," Randy says, quoting the famous hymn writer Isaac Watts. His musical ability does not come to Randy by accident. His father, Motly Matthews, was a member of the Matheus Brothers Quartet, the first recording group signed by Word Records, whose subsidiary label Myrrh, now records Randy. Later, Matthews Brothers evolved into the Jordanaires. Elvis Presley's first back up group. Finally formed the Foggly River Boys.

Randy has performed at Jesus fests across the country and sings at street concerts, coffee houses, festivals, conventions and churches everywhere. Randy's performances are not just musical shows. They are spiritual experiences. "All my music is rock music," Randy explains, "because it's based on the rock. Jesus Christ. If music can lead young people away from Christ, it can lead them back again."


First Gear

First Gear travels coast to coast, each year presenting over 400 individual concerts for colleges, high schools, night clubs, conventions and television.

They recently released their first album on the Myrrh label, entitled simply, "First Gear." Lanelle Harris, front singer and leader of the group, was described by the St. Louis Post Dispatch, as a "young Sammy Davis Jr. who does a bang on the drums." Prior to First Gear, she fauned nationally with "The Spurr Boys."

Some groups have only one lead singer, but in First Gear everybody does their thing. The other members of the group, Wally Gillmore, Bill Sanders, Rico Gregory, Jerry Idee, Don Perry and Tommy Woll, contribute vocally as well as providing the heavy First Gear sound on guitar, bass, electronic keyboard, trumpet, trombone, drums and sax.

First Gear is the ultimate in versatility - funky soul, heavy rock, jazz, blues, folk, smooth ballads with tight harmony. Following a recent performance, one reporter wrote, "First Gear breaks out on stage with a high energy, action-loaded dynam of rock music in all its variations, that does not let up for even a moment until it's over. Then you just sit there stunned by the whole thing."

ADVERTISMENT

...on the Myrrh label

Heatherley

Continued from page W, 2

Of her luxurious Winnebago mobile home. Her family enjoys year around vacationing and Lonnie doesn't spend time each week "going out.

The singer still maintains a permanent residence in Kansas City.

Other Word salesmen include Grady Baskin (Kentucky, Tennessee, Illinois), Hugh Brown (Indiana, and Illinois), Dick Erck (Michigan and Ohio), Vernor Haas (Oregon, Idaho and Nevada), James Hug (Texas and Oklahoma), C. John Moore (California and Arizona), Fred Johnson (The Dakotas, Minnesota, Wisconsin and Iowa), Doug McCarthy (Virginia, Delaware and D.C.), John Moore (Michigan and Ohio), Tom Ramsey (Alabama, Georgia and Florida), Ron Seger (Virginia and Pennsylvania), Robert Wood (Oklahoma, Louisiana, Arkansas and Mississippi), and others.

(Continued on page W 9)

Anaita Bate

Continued from page W 4

In 1968 she was chosen to represent the Florida Citrus commission. Along with personal appearances, her duties include radio and television commercials.

The stage has found Anaita essaying such roles as "Anne" in "Anne Get Your Gun" and "Maria" in "Sound of Music." She has also starred in "Oliver," "Dolls," "The Fantastics," and "Dolly." "Dolly" is her last professional commitment.

A native of Oklahoma, Anaita is the youngest woman ever named to the Oklahoma Hall of Fame. She is also the youngest American ever to receive the USO Silver Medal Award. For her patriotic endeavors, Miss Bryant received the 1969 Freedom Leadership Award from Freedoms Foundation at Valley Forge.

Ray Hiddebrand is new to Myrrh but not to Word. He has two albums on Word and now he has his first with Myrrh... which can only be described as progressive (country music, bluegrass-country-rock-gospel). Ray first gained recognition with his smash hit "Hey Paula" and has been a consistent performer since.

30,000 Copyrights

Continued from page W 3

uring 114 new publications last year. Ray Lambach's music publishing company, Lexicon Music, is marketed exclusively by Word.

With the acquisition of The Re
deeper Company in 1970, Word brought into its catalog more than 6,000 copyrights, making a total of 30,000 owned by the company. This represents many of the most used, most loved songs in America, including such favorites as, "The Old Rugged Cross," "Beyond the Sunset," "Brighten the Corner Where You Are," "What a Friend We Have in Jesus" and Word's music is not limited to churches. School choirs and other organizations have turned to Word and more to its music publishing branch as Word leads the way in musical expression.

In the past seven months, "Sing 'N Celebrate," has sold over 200,000 copies.
Gospel Rock Alive And Moving

Ron Salsbury and the J.C. (Jesus Christ) Power Outlet is one of the top gospel rock groups in California. During the months they have been together, they have performed throughout the West Coast at concerts, churches, parks, coffee houses, high school assemblies, hospitals, college free speech areas, state convention and Jesus Festivals.

Their album entitled "Ron Salsbury and the J.C. Power Outlet" has been released on the Myrrh label. Two years ago Ron quit his former rock group which after five years of hard work had reached some respectable degrees of success. "I guess I just got tired of singing songs that offered nothing to people who had nothing. So Ron set out to start a gospel rock group that was really "rock" and yet truly gospel.

Ron asked Greg Prough of Sun Valley, California, a talented bass player and singer who has played piano since he was five, to join him. Two months later Rick Frye and excellent young drummer from Pasadena, California, joined John Pantano, an exceptional lead guitarist and singer, born in Palermo, Italy, became the fourth member of the group.

When you SAY "Bluegrass" you think Lewis Family. This rare group of artists is perhaps one of the most anxious to please the profession. Their country gospel style, coupled with the varied instruments and musical arrangements, make them extremely popular in Bluegrass circles. Theirs is a true blood relation family with father, two sons and three daughters who exhibit the Lewis phenomenon.

There is no deviation to be compared to that of a gospel music follower, and fans will travel hundreds of miles just to listen to this attractive group. They are booked into many of the major gospel concerts and Bluegrass festivals and the fans gather to listen and snap up the albums from the record tables over which Mom Lewis presides. Their recordings are recognized as among the most imaginative and varied in the industry and fans believe that only a truly spiritual music can play a five string banjo like Little Roy Lewis or unburden with boundless energy and ability.

These sensational musicians from Lincoln, Ga., have visited the nation's major cities and hamlets for well over fifteen years playing to appreciative audiences each time. Their homespun Georgia accents and humility are outstanding in the gospel field. No bluegrass festival is complete until The Lewis Family arrives. Their TV show over Station WJB, Augusta, Georgia has had a most successful and consistent run for nearly ten years. The Lewis Family Fan Club is an active, growing organization and The Family appreciates the faithful support they receive. As they travel their schedules closely they travel to meet them at their concerts.

It's country gospel, bluegrass, spirituals and gospel songs, beautifully presented, The Lewis Family style.

The LeFevres: gospel pioneers

The LeFevres

The Lewis Family

It takes a mountain of talent, ability and dedication to be privileged to celebrate a golden anniversary in gospel music! The LeFevres are truly pioneers in the field. They have a long record of successes and awards and two books go deep into the history of gospel music. The LeFevres have seen gospel music grow from meager, unrecognized beginnings to an extensive ministry today. For this, gospel music owes them a great tribute.

Their latest recording on the Canyon label is entitled "New Sounds of the LeFevres" featuring the exciting new talent of Ron Daley and Barbara Hodge.

Uns and Alphus LeFevres are two of the original members who are still active with the talented group. They have helped develop gospel music as we know it today. Eva Mae, wife and mother, has also made this music her vocation, giving the LeFevre family into a unique lifestyle.

LIVE radio, television and personal concerts have been enhanced by these greats in gospel music history for they have shared the riches in spiritual singing and living. Their recording studio in Atlanta is one of the most well-equipped in the music business. Their latest recording was installed for quality recording and engineering.

The LeFevres have a creative illustration for gospel music which attracts a wide spectrum of consumers. Their record sales are brisk as fans know The LeFevres "have it all together." Experience, ability, dedication and expertise in the recording field.

ADVERTISEMENT

OCTOBER 14, 1972, BILLBOARD

W-9

Ron Salsbury's J.C. Power Outlet

Jesus Music

* record, $5.98 90 stereo 8, $6.95 90 casette, $6.95

myrrh.

First Gear

Must 1400 7-6000 Must 4000

Bluegrass

In Canada: Word Records, Box 85A, Vancouver, B.C.

Canadian recording and distributing

The LeFevres: gospel pioneers

The Lewis Family

Ron Raney

"Sue Raney Moves Into Song Writing"

It isn't very often that a songstress is provided with the opportunity of creating her own music and lyrics. Sue Raney, a talented singer who had written a couple of inspirational songs that reflected her own feelings but felt that her concept was better suited to a different genre as a jazz performer.

Enter Ralph Carmichael, an old friend of previous recording ventures, and his Light Record label. He liked what he heard, wanted more, and so Sue gave the green light to pen a complete album.

The result is "Sue Raney's People Tree," a unique album that not only spans the generations gap, but also is a statement of purpose as a jazz offering. Not to mention, of course, its broad appeal to the ever-widening Jesus, religious, gospel, soft soul or whatever movement you want to call it that has swept the music scene.

These songs, inspired by Biblical passages, are original poems set to music that pulsate with the joys of life, that reflect spirituality and non-nonsense human, and share a common bond of life, the very taproot of existence.

Like sunlight through stained glass, these compositions range far beyond mere description. They bounce and move with vibrant activity, and are often punctuated with the sorrows that are part of life, yet reflect a compelling grace and dignity, and above all thankful.

As the Dayton Daily News reviewer observed, "Her latest album is a real turnaround... is replete with poetic ti- and haunting lyrics... with consummante taste, emotion, and even some passion. This is good music done simplicitically."

This magazine stated: "The meaningful, pleasing thinking, well done material takes on a pop religio- nous feel that offers wide program- ming and sales appeal. In top vocal form and well assisted by arranger Ralph Carmichael and the production of Lee Gillette, the title tune (Jesus People Tree) as well as Gillette and One Way are among the standouts. Much thought and care here."

While Howard Lascott of Variety said: "All these Burt Bacharach-style tunes... on this exciting LP, are a result of the strong (by Ralph Carmichael), supporting vocal groups, recording are out- standing. Music is exhilarating--it really rocks. Album is a winner."

With this kind of generous critical acclimation at its first listening efforts, what would Sue's advice be to other singer-composer-lyricists who would seek to put all their talents in one di- rection?

The advice is simple. "Write about what you know about, what you feel best. Put your music into a musical framework with which you are at ease," Sue explains.
The Florida Boys

*Continued from page W-9*

...duty for they are a standard—deeply respected quartet. They are solid, stable family men and fans admire their stage performances and off-stage friendliness. They enjoy steady repeat sales of their many albums for faithful fans collect each and every new release. Canaan is proud! The Florida Boys are on its label. In fact, The Florida Boys were the very first group to sign with Canaan and it has been a very meaningful and productive relationship ever since.

Blue Ridge Quartet

The Blue Ridge Quartet is definitely "On the Move." Their newest album on Canaan label is in answer to the public demands of literally thousands who crowd almost every night into the concert halls to listen and enjoy this hard-working group from Spartanburg, South Carolina.

Great flexibility is a facet of their success for the group is equally well-liked with talent. It is really THE RE for the fans when The Blue Ridge Quartet perform and the tumultuous applause is a tribute to their artistry. Featured at conventions, fairs, TV and radio and live concerts, the house is packed by fans from miles away to hear this unforgettable group.

These musicians are proud that group member Laverne Trigg has given them such great songs as "I KNOW," "That Day Is Almost Here" and "After Calvary," each a winner in its own right. These songs appear on the top gospel charts across the nation. But Strobel manages the group and successfully writes some winners.

There is a vast market for their excellent records for they assembled an outstanding array of blue-ribbon albums for the fans' selection. Proof of this can be found in the soaring sales this group enjoys. Using talent, material, production and expertise they offer the finest in gospel music on the Canaan label.

Sellout crowds attest to the truth that gospel is the greatest music in the world. The Blue Ridge Quartet sing with every fiber of their beings; they are grateful to be a part in the soaring growth of gospel music. At the National Quartet Convention in Nashville this year, the Blue Ridge Quartet was one of the featured groups entertaining.

With Sand in Their Shoes And a Song in Their Hearts...

THE FLORIDA BOYS

Salute

CANAAN RECORDS

Outstanding in Promotion Loyal in Friendship

"THE GOSPEL ACCORDING TO MUSIC"

Canaan RECORDS
The Thrasher Brothers

"America Sings" is the newest album from the fantastic Thrasher Brothers. Recorded on the Canaan label, it features the best in new and old gospel songs.

Everywhere the group performs it is the same—the emcee attempts to commend them, but the flattery of words and the eloquence of rhetoric are lost in thunderous applause. The building is filled to capacity, sometimes noisily under the impact.

The emcee calls for order, but order can only be restored by those who have created chaos from sheer musical ecstasy. Many crowds have remained seated, their hands red from their expression of appreciation, but on the contrary, the generators of happy pandemonium have had so many standing ovations since they burst upon the scene, until it appears to have been written in the program. Not one time, or two—not one town, or two, but again and again like successive waves.

To paraphrase Shakespeare, "There comes to every group the crest of the wave. It is up to them to catch it and ride." Joe, Buddy, John, Jim, and Randy have clasped the elusive crest with an iron grip, and "Those Singing Americans," The Thrasher Brothers, have cinched their saddle to the top and, like their earlier Canaan releases, are "Rid'n High."

The vinyl of albums and the 25 inches of television screen do not do them justice. One must be caught under the impact of their personal expression and vivacity in concert. They literally pour themselves out. They hold nothing in reserve and give of themselves unremittingly.

The Singing Hemphills

"Remarkably dedicated and talented artists" best describes The Singing Hemphills! Gospel fans love their young, eager and ever smiling faces, love their enthusiasm and loyalty—and appreciate their ability to entertain. Appreciative fans repeatedly purchase their Canaan albums. Gospel music, clearly established in the mainstream and lifelong of music lovers, is their very life and mission as they travel widely. Gospel music is becoming increasingly popular and these young ministers of music are an impressive part of it all.

Joel and LaBreeska Hemphill, together with Tim and Dixie McKeithen, love to sing time honored gospel songs and are impressively received not only by their audience—and just as warmly by other performers. This remarkable group is capably managed by Joel Hemphill, a great talent in the songwriting profession. Many highly respected artists perform and record his dynamic compositions. Salvation is the message and The Singing Hemphills are ever ready to present it through their beloved gospel music. These Canaan artists are happy to be part of the tremendous growth of gospel music.

Cathedral Quartet

Pure, unadulterated living gospel! That is "where it's at," musically when The Cathedral Quartet of Akron, Ohio step up to the microphones. An easy listening style of music is distinctively theirs and highly recommended to those fans searching for good gospel music with a dynamic message.

George Yance is a prolific and highly respected song writer for the group that Glen Payne manages. "Welcome To Our World" is the title of their newest Canaan album. Great performers that they are, they find themselves in the limelight of all-night singings, concerts, festivals and county fairs. For The Cathedrals, gospel music is a totally enveloping mission and their deep commitment makes them distinguishable and highly respected artists by their fellow gospel groups. Their Canaan albums contain many facets of interest and are highly coveted by their listeners. Cathedral albums are versatile in content and style for the group is exceptionally selective.

The Cathedrals performed for gospel fans assembled from far and wide at the National Quartet Convention in Nashville this past week.

THE BLUE RIDGE QUARTET

enjoys the fellowship of music they share with CANAAN RECORDS

Gospel Music, a universal language... Canaan Records, a dedicated voice
Lexicon/Light

Continued from page 7

Charmichael folk musicals, "Tell It like It Is," and "Natural High," have produced record-breaking sales for Lexicon/Light.

New Vibrations, enjoying wide re-ception on college campuses, was written by Tedd Smith, a long-time member of Billy Graham's staff. His latest musical, "Requiem for a No-body," is being considered as a prime time TV special to be aired Summer of '73.

A young composer that has done a lot of albums is Paul Johnson. His last-est on Light, "Paul Johnson and the Sure Foundation," features all his own compositions.

Among other composers and art-ists at Lexicon/Light are the likes of Andrae Crouch, Carol Carmichael and Sue Raney... all of them recording their own original material in their own very special style... each project turning into an album and a book so that people can sing along with the artist and song of their choice.

Lexicon/Light is providing a plat-form for the young singer/composer. While you can hear Byron Spradlin on his own Light album, "Edge of Drift-ing," you'll usually find him in person sitting on the steps of some college playing his guitar. He'll be singing original message songs and there will be a crowd of kids gathered around.

Jim Valley, formerly lead singer with Paul Revere and the Raiders, is now doing his thing up in the Pacific Northwest, singing mostly Jesus mu-sic from his own list of compositions.

His recent Light LP, "Family," shows the delicate sensitivity of this commu-nicator:

"Anti Blues" by Deltin Ford, an other talented singer/guitarist offers folk ballads with a power-packed mes-sage. Ford, a church singer and youth director, gets it on with kids.

Several groups you'll see featured on the Light label can be found all over the world most anytime. They are touring singing groups ranging in number from 4 to 150.

The Continentals, started by Carmel Roberts, are five college-age groups of around 30 each that take off in differ-ent directions around the world each summer. The day after school ends they all head for Los Angeles to re-lease before tours. "Look Inside" and "It's Getting Late," a musical based on the book "The Late Great Planet Earth," are two of their latest albums.

New Hope, who are from the Conti-nental organization, four year round in schools and churches. Their latest album, "Godsalophus," makes some strong statements about love, loneliness, confusion and credibility.

A new group from the Continental organization to watch for is The Jer-e-miah People. They use dramatic skits and songs to put their message across and will have a new release in November.

The Living Sound is a group of tal-ented singers from different parts of the country who met at Oral Roberts University. They have traveled around the world, giving concerts in audito-riums, churches and schools. Their di-rector, Larry Dalton, has penned three albums for them on Light.

Two all-family singing groups are among Light artists. The Brooks' (brother and sisters) new album is "Moving with the Brooks." A family group with their own family sound that travels around the country is The McCrary. Catch them on "Sunshine Day.

Probably the choir with the most ex-posure in the world today is the World Accents Singers from Oral Roberts University. Featured weekly on na-tional television and four prime time specials yearly, these kids are all stu-dents who must maintain their grade average to stay in the group. Their va-cations? Work! rehearsals, tapping and recording. Music from the telecasts is recorded for their albums. Try "Love Is."

Every religious catalog needs some large choirs... Light's got 'em. The 1:30 voice Amen choir of the First Bap-tist Church of Van Nuys, California, recorded an album, "Amen," that hit the charts for several weeks. Their di-rector, John Gustafson, is not the least bit afraid of experimenting in the interest of keeping church music rele-vant.

You'll find the King Family on Christmas with the King Family" and "Sunday with the King Family" fea-turing all the different groups within the King Family.

Another large group on Light is the Ralph Carmichael Chorale. You can hear them on their newest, Sunday AM. They are all studio singers who have worked with Mr. Carmichael through the years.

If that isn't enough variety for you, try one of the Lexicon/Light artists with unique talents and broad appeal.

Thurt Ravenscroft has become a legend in his own time. You've heard his voice on radio broadcasts, records, in choral groups, film scores and commercials ("Tony the Tiger"). Carmichael calls him the granddaddy of all the basses. He has done many of the Disney voices at Disneyland and is called "Pappy" by the Johnny Mann singers. His Light album combines stirring narration and

Those Singing Americans ★ THE THRASHER BROTHERS

MORE EXCITING THAN EVER!

INSPIRING!

We'll Be Heading Your Way Soon

Watch TV’s "America Sings"

Booking:
DON LIGHT TALENT INC.
Nashville, Tenn.

Canaan

Waco, Texas 76703

W-12

ADVERTISEMENT

OCTOBER 14, 1972, BILLBOARD
beautiful songs. "Ravenscroft Presents Great Hymns in Story and Song (Music book of arrangements also available)."

"Bill Cole's Right Now" is his first solo album for Light, but he's been singing since he was four years old. His baritone tenor has appeared on most of the Carmichael choir albums through the years. Cole has been singing professionally for over 25 years, starting his professional career in the Chicago area, but he now calls California home. Listed among his credits are some of the Disney voices, and he has sung on most of the network musical variety shows as well as serving as musical director for Andrae Previn, Andy Williams, Lorne Greene and others. He has been a part of Norman Luboff and Johnny Mann choral groups. Now he is head of A&R for Light Records.

Cliff Richard, top British rock star, is another Light artist heard on "Two a Penny" and "His Land."

Anne Criswell Jackson has appeared as soloist on radio and nationwide TV. Carmichael says, "She sings like her daddy preaches. (Dr. W. A. Criswell of First Baptist Church of Dallas). She is the most gorgeous right voice I've ever heard. If you want to check it out, her album is called "All My Life."

There are just some composers and artists from the catalog of Lexcon/Light pointing up the company's claim of variety and versatility in their attempt to make music for all tastes and ages.

Speaking of variety—there is one other artist featured on Light that is loved by millions. "Jimmy Durante's Songs for Sunday" shows that a man with the gift of moving people through laughter can also move people on a deeper plane. Whether the tempo is up or down, the sincerity of the man called Durante comes through loud and clear.

Richard, Patti Roberts: Singers

The meteoric rise of gospel singer Richard Roberts is easily explained when one realizes he is seen by 30 million on the quarterly Oral Roberts TV Specials—and by more millions weekly on the "Oral Roberts Presents" syndicated on 261 stations. Add to this a weekly radio program and the fact that he, with his wife Patti, has recorded 14 albums on the Light label and you have an honest-to-goodness success story.

With a warm, compelling vocal style, Roberts radiates an excitement about performing that not only comes from the new buoyancy of national popularity—but also as a reward for some years of hard work.

The son of Oral Roberts, Richard inherited a well-known name from his father—(Continued on page W-14)

Wendy Bagwell and the Sunliters say

"It's a fact with our hands up! Canaan Records is No. 1 in gospel music recording."

The proof is in the pudding:

BY YOUR REQUEST
*CAS-9716 03-9720 °C-9716
YOU WON'T BELIEVE THIS
*CAS-9859 03-9859 °C-9859
THE OLD CAJUN BAGWELL PLACE
*CAS-9859 °C-9859
THAT & THE OTHER
*CAS-9859 03-9859
TALK ABOUT THE GOOD TIMES
*CAS-9878 °C-9878

Also available in cassette.

For 3 fabulous, fun-filled years!

(Can you name the three?)

Have some Lewis bluegrass gospel on any of these fine albums:

THE LEWIS FAMILY
THANKS MARVIN NORCROSS &

CASAAN RECORDS

ANDRAE CROUCH & THE DISCIPLES

THE ARCHERS

THE BROOKS & LARRY LEWIS

ROY SALSBURY & THE 7 C POWER OUTLET

Randy Matthews

14530 Roscoe Boulevard, Suite 13, Panorama City, Ca. 91402 / (213) 894-9146
Bill Murray, Director

ADVERTISEMENT W-13
Lexicon Music: Carmichael's Baby
• Continued from page W:7

1967, accounts receivable for the first month of operation amounted to $34. Now they amount to some $130,000 a month wholesale.

The project now goes to about 5,000 dealers (Word does the distributing) and about 1,000 more dealers a year are being "converted" that is, the secular stores are now accepting the basically religious product. The response from young people has ac counted for this, for the most part. While the competition is registered in Waco as a Texas firm, all of the production is done on the West Coast. Carmichael and his people use three or four studios, and his house has been turned into a sort of workshop for copyists, arrangers, and others.

Still one does not begin to grasp the complete enormity of the operation. Carmichael does all of the music for the Oral Roberts weekly television shows and his four specials a year. He has done the Billy Graham film scores, since 1952. In the non-religious field he has done music (conducting and arranging) for specials with Peggy Lee, Barbara McNair, Duke Ellington, Debbie Reynolds, The King Family. He also wrote these scores.

He has had his music in more than 300 albums in the pop field, including those of Nat King Cole, Jack Jones, Roger Williams and the like. He arranged and conducted the gold record of Williams' "Bom Free." He has had four Grammy nominations. For nine of the past 10 years he has handled the music, in all phases, of the big Debbie Reynolds' Thalians show in the Los Angeles area.

Carmichael, who conducts most of the Light sessions, is himself the brother of some people at Lexicon Publications. Some 200 of the 500 copyrights in the company belong to him, and he has 60% of the But the biggest single package Car-

michael has done along with collaboration by Kurt Kaiser is "Tell It Like It Is," which he says started out as a "fun thing."

It is, first of all, a folk musical. Written in its entirety for local groups, it debuted at Baylor University in Waco, and really took off from there. There is no telling how many times it has been performed, with Lexicon providing all the books. In Denver, a Texas one-minute of music reports that his choral group performed it 108 times, and was looking for something else. So Carmichael and Kaiser wrote something else. But in the meantime, "Tell It Like It Is," was presented everywhere from campuses to shopping centers. It even became a NBC television special, with the Baylor choir. His next such effort, "Natural High," went the same way.

Next, Carmichael took his big musical, "He's Everything To Me," and put it in a small paper-back book with 53 other selections, and sold it for 50 cents. 600,000 of them were swept up by churches and choral groups across the nation. So he put out the next one, a larger book, titled "He's Everything To Me and 103," and sold it for a dollar. They now come off the press in 100,000 lots. Next will be "He's Everything To Me Plus 153." In hard back church songbooks, 3 songs, with a lyric, with an even larger book for the piano accompanist.

Some 450 choir directors from all over the nation paid their pennies to visit Waco and see performances of Lexicon Publications. Another workshop, repetoire with packets, albums and songbooks, brought 1,000 choir directors to the Greater Los Angeles Sunday School Convention, climaxd with a presentation of two Lexicon musicals attracting an audience of 5,000.

Sue Raney
• Continued from page W:9

"To me," she continues, "the Bible is endlessly fascinating and truly inspirational and contemporary gospel has proved to be an artistic explosion. The hymnal has been taken out of the coin corners of the church by youth and infused and re-interpreted with their boundless energy, spirit of the fresh candor. It has struck the horizon of creativity and provided the artist with unlimited scope. She also notes that contemporary gospel has astonished audiences in a most positive way, with hearing-over hearings-acceptance by the widest age group in music history. It has broken barriers. The same song is likely to be played on gospel, rock, or in the public school.

"You people are turning on to religion of their own way," Sue says. "You're hear- ing an artist who has had the One Way with them in mind—upmost music conveying the concept that Jesus can take away all the sad feeling you've got left, lifting you higher and higher, and giving you the remove im-perfection, take this one day to make it one way. Sue points out that it's really too early to tell what the over all public re-action of "Sue Raney's People Tree" will be. "The contemporaries of my teenage sister found the lyrics and tempo and religious ideas to be in their bag, so to speak, and were highly enthusiastic in their approval."

"As the generations of my generation were just as enthusiastic but in a dif- ferent way. For them, the lyrics had a greater intensity and spirit. They wel- comed the full orchestration and backing of the various vocal groups. "Even people beyond my generation found the selections satisfying, but not yet other generations. Many said that through this record they could see what the religious youth move-ment is all about and felt a reap proachment with the spirituality that spread and lost sight of." Sue con- cludes.

America's # One Soul Group
• Continued from page W:13

Boone, Johnny Cash, Jimmy Durante, and Dave Wilkerson. They have re- corded five albums for Light Records, one of which is an unbelievable live performance at Carnegie Hall, soon to be released.

Other stops on The Disciples' tours included the Los Angeles Greek Thea- ter, the Harrisburg, Pennsylvania, Farm Show, two nights on national television from L.A., the Ken- tucky State Fair, the Nebraska State Fair and many college and university dates.

Unity is an important factor in keeping them together. The Discip- les individually feel it's their own personal ministry.

Perry Morgan and Billie Thornton have been in the group from the be- ginning six years ago. Sandra Crouch, Andrea's twin sister, joined in 1970. Augmenting The Disciples is a pow- erful band called Son Light, four out- standing musicians from Oklahoma City, (with their own LP soon to be re- leased on Light).

Richard, Patti Roberts: Singers
• Continued from page W:13

father, but his success as a recording artist, Smith soloist and television personality is exclusively his own. As a teenager he started in a group of muscials and later spent a year in summer stock at Kansas City's Star- light Theatre. Today he spends four months every year in Hollywood work- ing in the Oral Roberts weekly shows and the innovative quarterly Specials. He has completed more than 200 week programs as a regular soloist and has guest-starred with top per- formers in 14 Specials. The newest step in Richard's career is his appearance with his wife Patti, and an entire musical troupe in the new Richard and Patti Roberts Con- cert. These two performances throughout the United States are pro- duced and booked by Stilt-Coonins- Evans, Inc. The show also features The McCrory, an explosive new black gospel group, and includes on-stage musical presentations for a four-part LP, all of which make it nothing short of a full musical production.

In recent months Richard has won- ded and his tremendous television expo- sure even more with appearances on Steve Allen, Mike Douglas, David Frost, Dick Cavett and Dinah Shore.

At a young 23, Richard Roberts' ca- reer is moving at breathtaking speed, and that's just the beginning.
Newton Has His Gospel Music Side

- Continued from page W-4

talk about any hypocrisy or disparity in appearance and reality that is sus-
pected in a person. It is common these days to even talk about entei-
tainers as having a credibility gap be-
tween their public and private life. But
Wayne Newton, for one, will never be ac-
clusive of having a credibility gap.
Wayne has become the top recording
artist of gospel records on the West
Coast.

Word Records, the leading label in
gospel and religious music, has just
released Wayne’s first album for them, “Only Believe.” The album is
not just a collection of religious tunes by a great recording artist. The songs contain that added dimension of emo-
tion and intensity that only a truly reli-
gious person can give them. Wayne
Newton is a religious person and “Only Believe” is an entirely credible
album.

Up until a few years ago, Wayne
Newton’s spiritual life was entirely a
private matter. But then he guest
starred on a “Bonanza” segment in a
role with religious overtones. Wayne
felt comfortable playing the part. He
found that he enjoyed expressing an
other deep and personal feeling like
religion before the public.

But then that’s Wayne Newton. His
adult life is a story of splendid suc-
sess. But there is always that
backdrop of a humble beginning and
of a plain and old-fashioned adorer-
ance to family, religion and country
and concern for his fellow man. And
this is a way of life that Wayne or any-
body can believe in.

The same credibility that Wayne
has on stage as a performer is the
same credibility that he has in his in-
selfless commitment to charitable
causes. He recently hosted the Jerry
Levis Muscular Dystrophy Telethon
from Las Vegas. Every year he is an
important part of the Danny Thomas
fund raising drive for the St. Jude
Hospital for children. He is also
deeply concerned with American In-
dian problems. So understandably,
the St. John Indian School and mis-
sion is a charitable organization that
is close to his heart.

All this work has not been without
recognition. Just this past July, Wayne
received the Golden Plate Award from The American Academy
of Achievement for his work in Utah for excellence
in his field. Past recipients of this
award include John Wayne, David
Wolper, Astronaut James A. Loveli
and heart specialist Dr. Michael Dela-
key. But those who are truly close to
Wayne Newton will admit that he is
not doing it for the awards nor for
record sales. He does it because he
enjoys doing it and that is credibility.

Pat Boone Family

- Continued from page W-4

Pat’s wife Shirley and their four
dughters often join him in appear-
ances and demand for the Boone fam-
ily has ballooned throughout the
country. The ensemble has reflected
all the positive elements that accu-
rately represent the American Spirit.

When the six appear together, it is
not a contived theatrical device, but a
warm and talented blending of real
garments genuinely devoted to enter-
taining and, what is more important,
to each other.

Pat’s popularity and success has
been sustained throughout the years.
He has been represented on the
charts for more than 200 consecutive
weeks, an all time record. The next
closest runner-up was listed 159
times. Out of the top 40 recording
stars during the rock ‘n roll era he re-
maind among the top three.

He has had no less than 60 songs
on the charts, 15 of which hit the top
10. His longest running hit, “I Love
Letters,” stayed on the charts for 34
weeks—a record for a single—and re-
mained at #1 for five consecutive
weeks in 1957.

Welk Stars Score On Word Album

The overwhelming response from
television viewers to the voices of
Norma Zimmer and Jim Roberts, reg-
ulars on the Lawrence Welk Show,
led to their first Word album, “Whis-
ping Hope.”

This very successful recording has
been followed by many others, includ-
ing “His Name Is Wonderful,”
Norma’s “Reach Out and Touch,” and
Jim’s “How Great Thou Art”

With the familiar strains of duets
such as “What a Friend We Have in
Jesus,” Norma and Jim express the
heart of their own experiences, sing-
ing with feeling and warmth. The
hymns and sacred songs they have re-
corded feature rich orchestral and
choral backgrounds, against which
their talented voices blend in distinc-
tive harmony.

When not busy rehearsing or sing-
ing on the Welk Show or recording for
Word, Norma might be found en-
grossed in painting (she is very pro-
ficient with oils) or perhaps ski-
ing the slopes of California and Colorado or, as she did a few years ago, across
the Alps in Europe. Randy, Norma’s
husband, taught her to ski. Their two
boys are also avid winter sports en-
thusiasts.

Jim plays a fine game of golf as a di-
version from the tension of network
television. Otherwise, Jim and his wife
spend as much time as they can with
their two sons at their Los Angeles
home.

Lexicon Music: Carmichael’s Baby

- Continued from page W-14

Michael has done along with col-
league Kurt Kaiser is “Like It Is,”
which he says started out as a
“fun thing.”

It is, first of all, a folk musical. Writ-
ten in its entirety for local groups, it
debuted at Baylor University in Waco
and really took off from there. There
is no telling how many times it has
been performed, with Lexicon provid-
ing all of the books. In Denton, Texas,
one minister of music reports that his
choral group performed it 108 times,
and was looking for something else.
So Carmichael and Kaiser wrote
something else. But in the meantime
“Tell It Like It Is” was presented ev-
everywhere from campuses to shopping
centers. It even became a NBC televi-
sion special, with the Baylor choir.

Next, the Choral Foundation
wants to put it in small paperback book
with 53 other selections, and sold it
500,000 copies. The project now
involves 450 choir directors from across
the country. So he put out the next one,
a larger book, titled “He’s Everything
To Me and 103,” and sold it for a dol-
lar. They are now off the press in
100,000 lots.

Next will be “He’s Every-
thing To Me Plus 153,” in hard
back for which they will pay centers.
It is even larger book for the
piano accompanist.

It seems 4,500 choir directors from
city to coast to coast to reach young people every-
where. He has written a book, ap-
peared on television and now has five
albums on the Word label, his latest
release entitled simply, “Dave Boyer.”

Dave is a gifted vocalist and saz-
phonist and weaves his musical tal-
ents into a program that really pene-
trates the hearts of his audiences.

CONGRATULATIONS
ON YOUR
22ND ANNIVERSARY

GRT CUSTOM PRODUCTS DIVISION

GRT OCTOBER 14, 1972, BILLBOARD ADVERTISEMENT W-15
When you think Folk Musicals...

think LIGHT/LEXICON

LIGHT/LEXICON revolutionized the youth musical scene with TELL IT LIKE IT IS. But it didn't end there. Bringing you great folk musicals that say all the things you believe has become a habit for Ralph Carmichael and his brilliant team.

COME TOGETHER
Jimmy & Carol Owens
LS-5592-LP; 37560 — Songbook

IT'S GETTING LATE
(Cry the great planet earth)
Cora FLORAH
LS-5605-LP; 37561 — Songbook

REAL
Bob OLDENBURG & Lenny ALLEN
LS-5071-LP; 37542 — Songbook

IN CHRIST THERE IS NO EAST OR WEST
Clark GASSMAN
LS-5514-LP; 37524 — Songbook

THE BOY WHO CAUGHT THE FISH
Jack COLEMAN
LS-5580-LP; 37530 — Songbook ($1.95)

REQUIEM FOR A NOBODY
Tedd SMITH
LS-5576-LP; 37537 — Songbook

NEW VIBRATIONS
Tedd SMITH
LS-5561-LP; 37508 — Songbook

NATURAL HIGH
Ralph CARMICHAEL & Kurt KAISER
LS-5556-LP; 37507 — Songbook

TELL IT LIKE IT IS
Ralph CARMICHAEL & Kurt KAISER
LS-5512-LP; 37561 — Songbook

All musicals available in 12" stereo LP ($5.98), stereo 8 tape or cassette ($4.95 each). All songbooks $2.95 each, unless otherwise indicated.
**BEST NEW SINGLE OF THE WEEK:**

**WORK TO DO**

**ISLEY BROTHERS**

**BEST NEW ALBUM OF THE WEEK:**

**GREATEST HITS**

**CHI-LITES**

**BRUNSWICK**

---

**By JULIAN COLEMAN**

More than 700 black businessmen and white executives from major corporations across the nation gathered for the annual black and minority business and cultural exposition PUSH Expo '72 held last week in Chicago, Ill. Over 24 recording acts from some of the major record companies around the country performed at one of the seven music concerts held during the five-day exhibition. Isaac Hayes, Aretha Franklin, Gladys Knight and the Pips, the Jackson Five, and Donny Hathaway were among those that performed. Motown's President Barry Gordy delivered the keynote address.

Sidney Seigelton, president of SAS Inc., announced the eighth European tour of The Patterson Singers beginning Oct. 9th in Berlin. The 24-date tour under the Frankfurt, Germany-based Lippmann & Rau Concert Agency will take the Patterson Singers, who record for United Artists, to Germany, Switzerland, Scandinavia and England.

Concert Capt & Executive Entertainment will present an afternoon of Shower of Stars Oct. 22 at Los Angeles Forum, headlined by the Staple Singers with The Chi-Lites, The Dramatics, Rufus Thomas and The Main Ingredients. MG M will join a third in the "Shift In America." The original script by Sterling Silliphant will again star Richard Roundtree.

**BITS AND PIECES:**

**My Soup**

By The Soft Tones on Arco is beginning to show up big in the Baltimore-Washington markets and now breaking in Philadelphia. New album product from the Mandala Label includes The Vibrations, "Taking A New Stand" by King, "The Beginning Of It All." Both showing signs of becoming good solid album entries. Mandala is distributed by Starday-King Records out of Nashville.

Shirley Caesar's latest single "Get Up My Brother" on Hob, Scepter's new label has the feel of an "Oh Happy Day." Check it out.

New Billy Preston LP due to be released Oct. 8th. It's entitled "Music Is My Life." **PICKS AND PLAYS:**

Tempations, "Papu Was A Rolling Stone," (Gordy); Harold Melvin and The Blue Notes, "If You Don't Know Me By Now," (Phil. International); Eddie Kendricks, "If You Let Me," (Tamla); Denise LaSalle, "A Man Straw Job," (Westside); Johnnie Taylor, "Stop Doggin' Me," (Stax); Four Tops, "It's The Way" Nature Planned It," (Motown), Manhattans, "One Life To Live," (Deluxe), Persuaders, "Peace In The Valley," (Win Or Lose); Eddie Holman, "My Mind Keeps Telling Me," (GFS); Billy Preston, "Slaughter" (Theme from "Slaughter"), (A&M); Johnny Williams, "Slow Motion, Part 1," (Phil. International), Stylistics, "I'm Stone In Love With You," (Aveco); Honey Cone, "Innocent Till Proven Guilty," (Hot Wax); Independents, "I Just Want To Be There," (Wand); Betty Wright, "Baby Sister," (Alston); Lamont Dozier, "Why Can't We Be Lovers," (Invictus); Temptations, "Dedicated To The One I Love," (We produce), Chi-Lites, "A Lonely Man," (Brunswick); Isaac Hayes, "Theme From The Man," (Enterprise); Laura Lee, "If You Can Beat Me Rockin' (You Can Have My Chair)," (Hot Wax).

---

**Continued from page 14**

Bluefield, W. Va. Mike Hammer was the previous program director of WKSZ, but now the station has been promoted to operations manager of WRAP and WFLZ. The station's new program director on him is the air is Mike Hoy, who had been program director of WRAP-FM.

Larry Cohen, former national promotion director of Jamie/Gundy Records in Philadelphia, has joined United Artists Records in New York. A native of Long Island, he was formerly the promotion director of Jamie/Gundy is Bobbi Henry. A female more and more are coming into their own in record promotion. When I was in Seattle the other day, met four of them, all pretty. And, of course, Ken Meacham of Record Merchandising, Los Angeles, is one of the best known "producers" in the business.

Churt Hanson is the new manager of KJSE-FM, San Diego. He replaces Conte Win, who was recently promoted to operations manager of KJSE-FM with its "The Yellow Sound" automation programming. Hanson had been general sales manager of KPSE-FM Lineup at KCEN, Reno, Nev. Now he shapes up this way. Bobby Music 6:10 a.m. Chris Mitchell until 2 p.m. Dave Price 2:30 p.m. Phil Harvey 6-midnight, and John West midnight-6 a.m. Charlie Van is the program director in El Paso of XELO, the Mexican powerhouse. His calls are 915-532-9787 and he's seeking some bilingual air personalities.

Denver, Colorado, air personalities includes Dave Meacham 6-9 p.m. Larry Vamp 9-12 a.m. Kent, and Frank Stanton midnight-6 a.m. Rest of the time, the station simulates the MOR programming of KHOW. The station uses a separate, full-featured popular MOR LP cuts and jazz, about 60 percent of the programming is MOR.

Robert Meunch has joined WGDN, Portland, Me. He'd been (Continued on next page)
**What's Happening**

NEW YORK—Kenny Gamble and Leon Louis, the production team behind the popular Gamble & Huff Records label, have announced plans to broaden the range of musical styles they produce beyond the field of contemporary black pop music. This expansion occurs at a time when, throughout the industry, producers are increasingly emphasizing the sales potential of different kinds of music.

Gamble and Huff are not turning their backs on the music with which they are traditionally associated. According to them, they feel that the stylistic labels applied to contemporary music are often reductive. They state, "We never segregated our music. Some people label us 'r&b' or 'soul' just because we're black."

Huff feels that both he and Gamble have made a commitment to the black market, which, he says, poses special problems of promotion and merchandising. These problems are better handled by others, he notes, than by Gamble and Huff, who, he said, "have never managed a black market for our records."

While their current artists' records are basically black, Gamble and Huff do not view their work as merely a move for more variety as a major change in direction. Rather he feels that the music they make for contemporary pop music and the consequent identification of musical styles, as a continuing process, and they note that it is the differences between the Beatles, the Stones and the Rascals all used black idioms and matched them to different types of music. Their aim is to create a more unified type of black music.

In the past, Gamble and Huff handled a variety of acts because they felt that music was a tool that could be used to affect the lives of people. "Why is your music r&b or soul, like a Nancy Wilson, a Laura Nyro or a Dustin Springfield," explained Huff.

**New Staff**

As the team's direction for growth, they have brought on new talent to their staff. The new additions include a wide range of musical styles and personalities, including funk, jazz, and soul. This allows the team to appeal to a broader audience and to continue their commitment to black music.

**CBS Agreement**

As part of their new agreement, Gamble and Huff plan to continue their commitment to black music and to focus on creating a more unified type of black music. They hope to create a more unified type of black music that can appeal to a broader audience. They also plan to use the new talent to create a more unified type of black music that can appeal to a broader audience.

**Genesis Films**

Continued.

**Vox Jox**

Continued from preceding page

with WMD-FM, Washington. So the hip up at WGAN now consists of Bud Sawyer, Jack Tupper, Leonard, Al Anderson, and Bob Lews. Charles R., the general manager of the station, has stepped as the general manager of the station. The new manager is Henry O. Looking for work, is Stewart Wright, 19, of Detroit, Massachusetts.

Chuck Dougherty, a name that I haven't heard in a long time, has recently been named program director of WIMR in Camden (Philadelphia). He'll continue his 10 a.m.-2 p.m. show. Rest of lineup includes Bill Bircher, mornings, Dan Curtis, George Lord, and Lee Meredith. Of the first things Dougherty did was pick up the Bill Bell "Feminine Forum" show, which is syndicated out of Los Angeles by Dick Clark Productions. He'd like a demo of the show, call Clark.

**Bruce**

with WMOD-FM, Washington. So the hip up at WGAN now consists of Bud Sawyer, Jack Tupper, Leonard, Al Anderson, and Bob Lews. Charles R., the general manager of the station, has stepped as the general manager of the station. The new manager is Henry O. Looking for work, is Stewart Wright, 19, of Detroit, Massachusetts.

Chuck Dougherty, a name that I haven't heard in a long time, has recently been named program director of WIMR in Camden (Philadelphia). He'll continue his 10 a.m.-2 p.m. show. Rest of lineup includes Bill Bircher, mornings, Dan Curtis, George Lord, and Lee Meredith. Of the first things Dougherty did was pick up the Bill Bell "Feminine Forum" show, which is syndicated out of Los Angeles by Dick Clark Productions. He'd like a demo of the show, call Clark.

**Bruce**

with WMOD-FM, Washington. So the hip up at WGAN now consists of Bud Sawyer, Jack Tupper, Leonard, Al Anderson, and Bob Lews. Charles R., the general manager of the station, has stepped as the general manager of the station. The new manager is Henry O. Looking for work, is Stewart Wright, 19, of Detroit, Massachusetts.

Chuck Dougherty, a name that I haven't heard in a long time, has recently been named program director of WIMR in Camden (Philadelphia). He'll continue his 10 a.m.-2 p.m. show. Rest of lineup includes Bill Bircher, mornings, Dan Curtis, George Lord, and Lee Meredith. Of the first things Dougherty did was pick up the Bill Bell "Feminine Forum" show, which is syndicated out of Los Angeles by Dick Clark Productions. He'd like a demo of the show, call Clark.

**Bruce**

with WMOD-FM, Washington. So the hip up at WGAN now consists of Bud Sawyer, Jack Tupper, Leonard, Al Anderson, and Bob Lews. Charles R., the general manager of the station, has stepped as the general manager of the station. The new manager is Henry O. Looking for work, is Stewart Wright, 19, of Detroit, Massachusetts.

Chuck Dougherty, a name that I haven't heard in a long time, has recently been named program director of WIMR in Camden (Philadelphia). He'll continue his 10 a.m.-2 p.m. show. Rest of lineup includes Bill Bircher, mornings, Dan Curtis, George Lord, and Lee Meredith. Of the first things Dougherty did was pick up the Bill Bell "Feminine Forum" show, which is syndicated out of Los Angeles by Dick Clark Productions. He'd like a demo of the show, call Clark.

**Bruce**

with WMOD-FM, Washington. So the hip up at WGAN now consists of Bud Sawyer, Jack Tupper, Leonard, Al Anderson, and Bob Lews. Charles R., the general manager of the station, has stepped as the general manager of the station. The new manager is Henry O. Looking for work, is Stewart Wright, 19, of Detroit, Massachusetts.

Chuck Dougherty, a name that I haven't heard in a long time, has recently been named program director of WIMR in Camden (Philadelphia). He'll continue his 10 a.m.-2 p.m. show. Rest of lineup includes Bill Bircher, mornings, Dan Curtis, George Lord, and Lee Meredith. Of the first things Dougherty did was pick up the Bill Bell "Feminine Forum" show, which is syndicated out of Los Angeles by Dick Clark Productions. He'd like a demo of the show, call Clark.

**Bruce**

with WMOD-FM, Washington. So the hip up at WGAN now consists of Bud Sawyer, Jack Tupper, Leonard, Al Anderson, and Bob Lews. Charles R., the general manager of the station, has stepped as the general manager of the station. The new manager is Henry O. Looking for work, is Stewart Wright, 19, of Detroit, Massachusetts.

Chuck Dougherty, a name that I haven't heard in a long time, has recently been named program director of WIMR in Camden (Philadelphia). He'll continue his 10 a.m.-2 p.m. show. Rest of lineup includes Bill Bircher, mornings, Dan Curtis, George Lord, and Lee Meredith. Of the first things Dougherty did was pick up the Bill Bell "Feminine Forum" show, which is syndicated out of Los Angeles by Dick Clark Productions. He'd like a demo of the show, call Clark.

**Bruce**

with WMOD-FM, Washington. So the hip up at WGAN now consists of Bud Sawyer, Jack Tupper, Leonard, Al Anderson, and Bob Lews. Charles R., the general manager of the station, has stepped as the general manager of the station. The new manager is Henry O. Looking for work, is Stewart Wright, 19, of Detroit, Massachusetts. Chuck Dougherty, a name that I haven't heard in a long time, has recently been named program director of WIMR in Camden (Philadelphia). He'll continue his 10 a.m.-2 p.m. show. Rest of lineup includes Bill Bircher, mornings, Dan Curtis, George Lord, and Lee Meredith. Of the first things Dougherty did was pick up the Bill Bell "Feminine Forum" show, which is syndicated out of Los Angeles by Dick Clark Productions. He'd like a demo of the show, call Clark.

**Bruce**

with WMOD-FM, Washington. So the hip up at WGAN now consists of Bud Sawyer, Jack Tupper, Leonard, Al Anderson, and Bob Lews. Charles R., the general manager of the station, has stepped as the general manager of the station. The new manager is Henry O. Looking for work, is Stewart Wright, 19, of Detroit, Massachusetts.

Chuck Dougherty, a name that I haven't heard in a long time, has recently been named program director of WIMR in Camden (Philadelphia). He'll continue his 10 a.m.-2 p.m. show. Rest of lineup includes Bill Bircher, mornings, Dan Curtis, George Lord, and Lee Meredith. Of the first things Dougherty did was pick up the Bill Bell "Feminine Forum" show, which is syndicated out of Los Angeles by Dick Clark Productions. He'd like a demo of the show, call Clark.
MINNEAPOLIS — Consumer electronics is one of the fastest growing merchandise categories in the multi-billion dollar retailing catalog show- room field, according to several experts interviewed here, who said that many operations are curing software too. Showroom sales vol- ume is expected to hit $3 billion by 1975 and will involve 400 differ- ent companies within the next 18 months.

Harold Roitenberg, president, Modern Merchandising, which has 16 showrooms, was among those rating electronics high. His firm is also offering tapes and records and is backed by J. L. Marsh, also loca- lized. Prices on all items are usually 5 to 10 percent lower than at retail stores.

While hardware presents little problem in the one-year catalog of showroom merchants, chart perishable software tools, and rack jobbers have proved valuable be- cause of their expertise, Roitenberg said. However, the nostalgia wave and better movement of label cata- log items has caused Modern Mer- chandising to consider some soft- ware buying on its own, he said.

Many of the top catalog show- room merchants are located in this area, including Creative Merchandising, American Mer- chandisers, Dayton-Hudson, NABS and Modern.

Now ranked as a $1.5 billion in- dustry, the business will have its biggest year in 1972, according to Charles B. Kozlowski, senior vice presi- dent of American mer- chandisers, who believes there will be a major effort at selling operations in the “creative” cate- gory to the software catalog show- rooms. Counting firms with subsidiary catalog operations, the total is more like 800.

With catalog showrooms not new, they go back a couple of cen- turies or more. But until the last five or six years, they were mainly one- and two-store operations, located on side streets and with an inven- tory right on the shelf.

A merican Merchandisers ar- ranged for the publication of 1.5 million catalogs this year, and has already “bought time” at the print- ers for 3 million catalogs next year, Roitenberg said.

American merchandisers is re- garded second in the catalog show- room field. First place is held by Creative Merchandising, the organization from which Modern Merchandising originated. Modern Merchandising is fast climbing and had totaled sales last year of $40.8 million, which it expects to double in ’72, when by year end it will have 22 showrooms.

Fast Growth
Supermarkets General is in the field, the mail order company has formed an association with a Ca- nada company to merchandise via catalog showrooms and another department store chain, said Don- ald Hudson, here, announced in Sep- tember that he had purchased two catalog showrooms and would be expanding into the field.

Dayton-Hudson had done some experimenting with direct mail mer- chandise via a catalog showrooms.

ConSUMER electronics and software are popular items with catalog showroom merchandisers. Above, a customer in a La Belle’s store selects items. This is one of 16 showrooms operated by Modern Mer- chandising, Minneapolis.

By IRENE CLEPPER

TV Cartridge Demographics, Role of Racks, Record-Tape Dealers

TV Cartridges

THE software men are pretty hard to figure out right now. But we are beginning to get some historical background on who is tapping on what.

As far as merchandising hard- ware and software in separate de- partments, Johnston said, “This is the kind of practice we would like to see and this is the kind of practice that is actually occurring. There is one major chain that is now moving their software depart- ments next to the TV departments primarily because they recognize that you must have software that is easily available to the guy who is going to buy the hardware. At the same time, I think it would be wrong if a dealer did not carry blank and pre-recorded tape at the hardware store.”

Cartrivision is offering display packs of software for the retailer and is also offering display racks. The packs contain assorted 3rd

rack jobber

“We don’t want to help the dealer here,” Johnston said, “because he really doesn't know what is going to sell yet. In a major city it’s not so much of a problem because everybody likes something. In a small city it is a different story. All of our software sales are fed into a data bank and we are starting to get some information that says, okay, these are the best sellers in town A and this in town B.”

Johnston also feels the software buyer who is going to be buying the hardware buyer the purchase the software buyer the buyer, of course, and they are all known — the software man is used to buying certain things. He knows what he is doing.

The software man is the kind of guy who is up in the latest rec- ords, tapes and other developments.

He knows where the demand is, and he knows when something’s happening in the industry. He has a closer relation to the entertain- ment industry.”

The Cartrivision executive also feels that the rack jobber will be heavily involved in software. “I think the rack jobber is the one rack jobber’s method of doing business from what we know today when it comes to our merchandise,” Johnston says. “I feel he will be somewhat of a wholesaler, a distributor and a rack jobber. I don’t know yet exactly what his role will be, but I know cartrivision will be involved in the entire thing.”

Several exhibitors showed catalogs including sports, with many inspirational rather than “how to.” A spokesman for Oxford Films said his firm’s sports action series were motivational. (Continued on next page)

Rela
tory

IT A, E I A J OINT PLAN

LOS ANGELES — The car- tridge hardware committee of the International Tape Assn. (ITA) will hold an informal get-together in an interchange of technical information with the Japanese equivalent, Industry Assn. of Japan tape manufacturers.

The ITA cassette hardware committee is co-chaired by Ed- mundsen of Norelco and Dick Lloyd of Panasonic.

Columbia Records, also on the ITA roster.

Wait on Retail

Sony TVC Thrust Industry, Teaching

CHICAGO—Sony Corp. continues to entrench itself in the in- dustrial and educational television cartridge field. It’s U-Matic Show- case here attracted 35 exhibitors of software and a program listed 112 titles, although most exhibitors said sales of the system in the consumer market is not strong enough to make current TV sets obsolete. Caron Pirie Scott promoted it (Billboard, Sept. 16). Public officials said their effort is in part to prevent consumers from passing up purchases of TV sets for fear of CTV that would make current TV sets obsolete. Caron Pirie Scott intends mainly to test consumer reaction to the new TVC me- dium, as well as to draw traffic.

They entered the market, including Creative Merchandising, Minneapolis.

“Demographics,” he continued, “are pretty hard to figure our right now. But we are beginning to get some historical background on who is tapping on what.”

As far as merchandising hard- ware and software in separate de- partments, Johnston said, “This is the kind of practice we would like to see and this is the kind of practice that is actually occurring. There is one major chain that is now moving their software depart- ments next to the TV departments primarily because they recognize that you must have software that is easily available to the guy who is going to buy the hardware. At the same time, I think it would be wrong if a dealer did not carry blank and pre-recorded tape at the hardware store.”

Cartrivision is offering display packs of software for the retailer and is also offering display racks. The packs contain assorted 3rd

rack jobber

“We don’t want to help the dealer here,” Johnston said, “because he really doesn't know what is going to sell yet. In a major city it’s not so much of a problem because everybody likes something. In a small city it is a different story. All of our software sales are fed into a data bank and we are starting to get some information that says, okay, these are the best sellers in town A and this in town B.”

Johnston also feels the software buyer who is going to be buying the hardware buyer the purchase the software buyer the buyer, of course, and they are all known — the software man is used to buying certain things. He knows what he is doing.

The software man is the kind of guy who is up in the latest rec- ords, tapes and other developments.

He knows where the demand is, and he knows when something’s happening in the industry. He has a closer relation to the entertain- ment industry.”

The Cartrivision executive also feels that the rack jobber will be heavily involved in software. “I think the rack jobber is the one rack jobber’s method of doing business from what we know today when it comes to our merchandise,” Johnston says. “I feel he will be somewhat of a wholesaler, a distributor and a rack jobber. I don’t know yet exactly what his role will be, but I know cartrivision will be involved in the entire thing.”

Several exhibitors showed catalogs including sports, with many inspirational rather than “how to.” A spokesman for Oxford Films said his firm’s sports action series were motivational. (Continued on next page)

Rela
tory

IT A, E I A J OINT PLAN

LOS ANGELES — The car- tridge hardware committee of the International Tape Assn. (ITA) will hold an informal get-together in an interchange of technical information with the Japanese equivalent, Industry Assn. of Japan tape manufacturers.

The ITA cassette hardware committee is co-chaired by Ed- mundsen of Norelco and Dick Lloyd of Panasonic.

Columbia Records, also on the ITA roster.

Wait on Retail

Sony TVC Thrust Industry, Teaching

CHICAGO—Sony Corp. continues to entrench itself in the in- dustrial and educational television cartridge field. It’s U-Matic Show- case here attracted 35 exhibitors of software and a program listed 112 titles, although most exhibitors said sales of the system in the consumer market is not strong enough to make current TV sets obsolete. Caron Pirie Scott promoted it (Billboard, Sept. 16). Public officials said their effort is in part to prevent consumers from passing up purchases of TV sets for fear of CTV that would make current TV sets obsolete. Caron Pirie Scott intends mainly to test consumer reaction to the new TVC me- dium, as well as to draw traffic.

They entered the market, including Creative Merchandising, Minneapolis.

“Demographics,” he continued, “are pretty hard to figure our right now. But we are beginning to get some historical background on who is tapping on what.”

As far as merchandising hard- ware and software in separate de- partments, Johnston said, “This is the kind of practice we would like to see and this is the kind of practice that is actually occurring. There is one major chain that is now moving their software depart- ments next to the TV departments primarily because they recognize that you must have software that is easily available to the guy who is going to buy the hardware. At the same time, I think it would be wrong if a dealer did not carry blank and pre-recorded tape at the hard
See Showrooms Hitting $3 Bil by '75

Continued from preceding page

The revolutionary 4th is coming!

The most revolutionary 4th, 3040 Webster Industries, MASTRO PARTS & ACCESSORIES

Angeles, CA. NOVEMBER 13, 14, 15, 1972

CATALOG SHOWROOMS

When answering ads... say you saw it in the Billboard

TV Cartridge Demographics

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the
typical, carpeted, air conditioned, well

TY Cartridge Demographics

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the

Continued from preceding page

dusty. We have at no time aban- doned our fight of franchise in the
LOS ANGELES—The mass consumer market in video will be captured by the video disk, according to Gerry Citron, president of the Video Long Play (VLP) TV disk system next two or three years, offered some reasoning that this market will come out ahead in the consumer market but why Norelco will also be involved in tape and film.

"The introduction of this system will not be for several years," Citron says, "but I can easily foresee the day when it will become a mass marketing item.

"Initially," he continues, "the system will sell in the neighborhood of a quality TV and with the economies of production, that price will eventually drop. Once the price moves over $700, consumer interest begins to tail off."

The disk is a playback only system, and many see the recording feature as the feature that will draw the consumer into the video marketplace. Why does Citron think VLP will not succeed? "With a video record," he says, "you purchase it with something produced on it, and you take it home with the idea that you're going to play whatever is on that record. To own a disk, you have to feel it's a good buy, it's not inexpensive. The hardware is not inexpensive either. The point is, you're actually asking someone to make a $1,000 plus investment and then he has to buy a camera. I don't know many consumers who are willing to put this kind of money down and then begin paying the present rates for tape. That's why I don't see a hell of a consumer market for tape."

Citron explained some of the merchandising and programming thoughts for the VLP. "I see the hardware sold where components and TV sets are sold now. The disks would be sold in the same manner as audio records, in the record and tape departments and furnished on that basis and through software distributors. From a merchandising standpoint, I would like to see the software pretty damn close to the hardware.

"As for programming, I don't see movies. If you've seen a movie six months ago, you might want to see it one more time. Then not for quite a while, I would imagine. This is a completely new concept and medium and you're going to have to develop new types of programming."

"What I do see is a great amount of instruction material and programs including travelogues and programs produced with popular entertainers for the disk. We can store 67,500 images on a disk and this means we can literally read out frame by frame. You could take the entire art collection of the world's 50 greatest art museums and store them on one record. When you want to see a particular picture, you index via an electronic keyboard to where that picture is."

"As for consumer outlets, Citron sees initial outlets as the 'class department store, specialty shops and so forth. When the price drops a bit, the volume merchandisers should do very well with this.'"

Concerning distribution for the disk, Citron says it is "much more analogous to the audio record than videotape to audio tape because of the cost of manufacturing (which is close to the cost of making an audio disk) and a retail, the physical configuration and the market to which it is appealing. Look for the mass market price to run from $250 to $400 for the hardware and from 99 cents to $12.98 for the software."

Norelco is involved in tape and film also, with film aimed almost entirely at the industrial market and tape aimed at both, but primarily industrial.

"Super 8mm is a world standard," Citron says, "and there are advantages in taking an extremely accepted format. There are no compatibility problems, for example. You can also get your slow motion and any other variations and there is tremendous economy."

As for tape, "This could be a consumer item but we see our VCR going about 80 percent in industry and education. The cost is the real prohibitive factor here.

"I don't know of anyone else involved in tape, film and disks," Citron adds, "with the possible exception of RCA. We see advantages in all three formats and don't see the three as being mutually exclusive of one another. The same person could own more than one. It's a matter of what does the job best. After all, the same person may own a car, plane and bicycle."
Hitachi Warns U.K. $8 Hike; Starts $720,000 Campaign

BY RICHARD ROBSON

LONDON—Hitachi has warned its dealers that further increases in the prices of the company's cassette and cartridge units will have to be made soon. In a dealer newsletter sent by the firm to all Hitachi outlets, the company says that following the floating of the yen and then the pound, "there will have to be some increases." The company also announced a new ad campaign.

The newsletter continues: "The floating pound is in effect a pound devaluation, and will be confirmed in the course of time, and all imports are inevitably affected, including Hitachi's.

"All these are pushing up prices and there will certainly be no immediate adjustments. We have always based our sales policy in the U.K. on quality and reliability and not on price advantage.

"Hitachi has now decided on the details of a $720,000 Press advertising campaign which is part of a major effort being made this autumn by the firm to boost sales of all its audio products. Through the campaign, Hitachi aims to reach 30 million readers.

"Space has been booked in the Sunday Mirror, Sunday Express, Melody Maker, New Music Express, Weekend and Sound & Picture Tape Recording to promote the company's tape units. At a separate campaign featuring Hitachi's in-car entertain-ment products is running in the motoring Press, Penthouse and Illustrated London News.

"To back-up the Press campaign, Hitachi has organized a series of showrooms so that local dealers can see and assess new products. The shows will also enable retailers to learn at first hand about Hitachi's future marketing and sales plans. Meanwhile, Stan Fenner, Hitachi's general manager, sales, has been appointed to the Board and now assumes the title sales director. Fenner has been with Hitachi since the company started its own independent U.K. operation.

Japanese Labels Push 'Q'

TOKYO—A total of 17 out of 211 titles listed in the new '72-'73 "Music in Japan" catalog are car-changed (14 regular matrix and 3 SQ) and are available in 8-track and/or cassette form. The two open reel titles are listed. The catalog is published by the Japan Phonograph Record Association.

The English-language brochure features charts of 268 different offerings, many of them interested in American and Japanese artists with black-and-white illustrations of the colorful record jackets and tape cases as well as brief annotations on each album. No prices are listed, however.

Most of the albums comprise recordings of Japanese vocal and instrumental pieces old and new, or Japanese artists' renditions of international pop, jazz and classical compositions. Seven 12-in. stereo discs recorded in Japan by European classical artists and several "non-musical" sound recordings reach 30 million readers. The birds and steam locomotives, are listed. One of the newest titles is a series of Peter Korda in China, so the manufacturer claims.

Nearly all of the 211 discs listed in the catalog are 12-in. stereo LPs. There is one color video tape recording.

The albums are listed, not by category but under the names and addresses of the Record Koryo's 14 member manufacturers who have been making LPs and speakers and tape units for export from Japan to the U.S.

**Motel Offers ‘Free Movies’ Via Cassettes**

**By RADCiffe JOE**

NEW YORK—Creative CineTel, Inc., has developed a programming plan through which it will offer, on videocassettes current feature motion pictures, never seen on commercial television, without charge to hotel and motel guests around the world.

Using the Sony U-Matic videocassette system, the firm’s first “free-motion” offering will be screened Oct. 22, at Downtown Inns in Denver, Memphis, Milwaukee and St. Louis.

Speaking at a press conference specially convened to debut the project, Ernest Bogen, president of Creative CineTel, said the system will carry no commercial advertising, and will not be appended to hotel guest bills, but will be treated as any cost inherent to the operation of a hotel, such as air conditioning, regular television or soap.

Under the CineTel programming plan, which is being handled by the firm’s New York and Los Angeles offices, a guest staying in a hotel for two days would have a choice of four first-run motion pictures. Films will run for 18 hours a day.

According to Bogen, agreements have already been reached with major motion picture studios for the release of motion pictures. National General Pictures Corp. will furnish the first features to be shown.

**Auto Console**

Equipment for the CineTel concept includes four Sony U-Matic Videocassette players, and an automatic console system developed by TeleMation, Inc., of Salt Lake City, which connects to the hotel’s master TV antenna. The TeleMation system provides automatic switch-over from one videocassette to another thus allowing the guest to view the movie without interruption.

Bogen who sees the project as one of the most innovative entertainment plans ever conceived for hotel and motel operators, predicted that within a year the CineTel system will be adapted by hundreds of hotels and motels around the world.

In addition to the Downtown Inns which will inaugurate the plan this month, other Downtown Inns in about 84 cities are expected to provide the service by early 1973.

Other hotel chains involved in utilizing the system during the coming year include the Imperial Hotel in New York and the Oklahoma Development Corp. According to Bogen, agreements, in principle, have been reached with both these organizations.

Meanwhile, CineTel has signed an agreement with TeleMation authorizing the latter company to provide and service the free movie tape.

**Actually, it was a better cassette we were trying to build. And we succeeded. But first we found we had to develop a new kind of tape. You see, to achieve the highest quality reproduction characteristics we were seeking, the miniature cassette tape had to have a far denser pattern of oxide particles than ordinary tape.**

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

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

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

**maxell**

The answer to all your tape needs.
Dear FIND Dealers:
The new FIND Catalog is all set for an early November issue date and promises to be a super package. A new section has been added which will be devoted entirely to JAZZ which shows indications of a strong market. Again, many major record companies have taken full page ads in this FIND issue as have some leading recording artists. This catalog will be much larger, product-wise, and our computer people tell us 5,500 items were just put in last month alone!

Make sure to note on your order if you wish same to be shipped back to you via UPS. The service is great and you can guarantee 3 day shipping service back. In many cases the postage is the same for UPS as it is for regular 4th Class Mail. Check with your local post office and UPS for full details. Fast, accurate service is guaranteed by FIND if you will please write down the MIC numbers on all orders you submit. Excellent results have been experienced by those dealers who give us much info as possible on their orders.

Good selling!

FIND Service International
P.O. Box 775
Terra Haute, Indiana 47808
AC (217) 277-7074
Cindy Tuschan

FIND Service International
9000 Sunset, Suite 414
Los Angeles, California 90069
AC (213) 277-7074

SPECIAL MERIT PICKS

FAUST (BMG-321) A stirring, hotly anticipated version of this classic rock hit. A marquee feature that is sure to be a smash hit.

COOL COUNTRY (BMG-322) A classic, timeless country hit that is sure to be a staple on any country station.

POPULAR

PB-1001 (BMG-323) A timeless pop hit that is sure to be a chart-topper.

RELIGIOUS

PB-1002 (BMG-324) A beautiful religious tune that is sure to be a favorite on any religious station.

CLASSICAL

PB-1003 (BMG-325) A classic orchestral piece that is sure to be a staple on any classical station.

ANIMALS

PB-1004 (BMG-326) A fun, lighthearted tune that is sure to be a hit on any variety station.

JAZZ

PB-1005 (BMG-327) A classic jazz tune that is sure to be a favorite on any jazz station.

Singer Co. Sells KLH

- Continued from preceding page

Sony Continues to Thrust In Industry, Teaching TVC

- Continued for $275 and tons for $30.

Video Center lists six sports features. Univision lists eight college basketball programs and refers to its adult series of X and R rated films varying in length from one to three hours.

New Blanks

Sam Liptak, marketing manager, Channel One, Pittsburgh, the only processor in the country, said his introduction of blanks for the U-100 duplicator (which has an initial list price of $8000) is sure to revolutionize the industry. Since many duplicators duplicate with individual U-Matic player-recorders, this Liptak said, possibly result in cassettes that will not play properly on other machines. A Sony spokesman said efforts to promote duplication via D-100s will offer copyright protection. It is also understood that the D-100 oriented blanks will enhance Sony's S/T Videocassette Duplication Corp. involvement.

Sony's new line of materials is marketed with the full cooperation of the Specialty Company, Matrix, and the National Radio and TV Association certification.

CLASSICAL

PB-1006 (BMG-328) An excellent classic piece that is sure to be a hit on any classical station.

ANIMALS

PB-1007 (BMG-329) A fun, lighthearted tune that is sure to be a hit on any variety station.

JAZZ

PB-1008 (BMG-3210) A classic jazz tune that is sure to be a favorite on any jazz station.

SONG

PB-1009 (BMG-3211) A beautiful religious tune that is sure to be a favorite on any religious station.

Singer Co. Sells KLH

- Continued from preceding page

Sony Continues to Thrust In Industry, Teaching TVC

- Continued for $275 and tons for $30.

Video Center lists six sports features. Univision lists eight college basketball programs and refers to its adult series of X and R rated films varying in length from one to three hours.

New Blanks

Sam Liptak, marketing manager, Channel One, Pittsburgh, the only processor in the country, said his introduction of blanks for the U-100 duplicator (which has an initial list price of $8000) is sure to revolutionize the industry. Since many duplicators duplicate with individual U-Matic player-recorders, this Liptak said, possibly result in cassettes that will not play properly on other machines. A Sony spokesman said efforts to promote duplication via D-100s will offer copyright protection. It is also understood that the D-100 oriented blanks will enhance Sony's S/T Videocassette Duplication Corp. involvement.

Sony's new line of materials is marketed with the full cooperation of the Specialty Company, Matrix, and the National Radio and TV Association certification.

CLASSICAL

PB-1006 (BMG-328) An excellent classic piece that is sure to be a hit on any classical station.

ANIMALS

PB-1007 (BMG-329) A fun, lighthearted tune that is sure to be a hit on any variety station.

JAZZ

PB-1008 (BMG-3210) A classic jazz tune that is sure to be a favorite on any jazz station.

SONG

PB-1009 (BMG-3211) A beautiful religious tune that is sure to be a favorite on any religious station.

Singer Co. Sells KLH

- Continued from preceding page

Sony Continues to Thrust In Industry, Teaching TVC

- Continued for $275 and tons for $30.

Video Center lists six sports features. Univision lists eight college basketball programs and refers to its adult series of X and R rated films varying in length from one to three hours.

New Blanks

Sam Liptak, marketing manager, Channel One, Pittsburgh, the only processor in the country, said his introduction of blanks for the U-100 duplicator (which has an initial list price of $8000) is sure to revolutionize the industry. Since many duplicators duplicate with individual U-Matic player-recorders, this Liptak said, possibly result in cassettes that will not play properly on other machines. A Sony spokesman said efforts to promote duplication via D-100s will offer copyright protection. It is also understood that the D-100 oriented blanks will enhance Sony's S/T Videocassette Duplication Corp. involvement.

Sony's new line of materials is marketed with the full cooperation of the Specialty Company, Matrix, and the National Radio and TV Association certification.

CLASSICAL

PB-1006 (BMG-328) An excellent classic piece that is sure to be a hit on any classical station.

ANIMALS

PB-1007 (BMG-329) A fun, lighthearted tune that is sure to be a hit on any variety station.

JAZZ

PB-1008 (BMG-3210) A classic jazz tune that is sure to be a favorite on any jazz station.

SONG

PB-1009 (BMG-3211) A beautiful religious tune that is sure to be a favorite on any religious station.
FOR SALE

Unique, new wholesale source!

attention tape dealers

NOW...

Yoo, too can get low INSIDE PRICES on cutout, dump budget tapes in all categories on 8-track or cassette tape.

no bootlegs!

CURRENT HITS—
All the latest releases by the original artists on the original labels at BOTTOM PRICES!

Write or call TODAY for free catalog and price list!

Nationwide Wholesale Distributors

600-612 MONTGOMERY ST.
LEXINGTON, KENTUCKY 40502

PHONE: (703) 683-4701

HPCARD 340 LIMITERS—FIVE (5) each. Dynamic 3" cards are available at 7, 12, and 18 Volts each. $49 each (Free Shipping). Contact: Lexmont, Inc., 5242 Forest Blvd., Ramona, California 92065.

APPLIQUE PARTS, HEAD STACKS AND LINKS, CONN. PLATES,CTL. PLATES, WIRING AND CONNECTORS, P.B. Box 321, Villa Park, Ill. 60181.

FOR LEASE

D.C. STUDIO IDEAL FOR RECORDING OR BROADCASTING (UNIVERSAL PUBLIC RADIO) is moving their Washington, D.C. headquarters to larger facilities. Our present space is available for lease. It includes a 12-room production area, and an associated control room. All rooms are pre-wired for use as a recording studio. Contact: Lewis Weeks, 210-343-1213.

RECORD PRESSING

RECORD PRESSING & TAPE Duplication available. We offer our own small 4" copy, any size. Contact: Don Young, 818-905-1424.

SITUATIONS WANTED

SALES MANAGER AVAILABLE: AVAILABLE: 8-15% (non-resident) 50% (resident). 50% (student) 30% (all other). Will move. Contact: Don Young, 818-905-1424.

MARKETPLACE

CHECK TYPE OF AD YOU WANT:

□ REGULAR CLASSIFIED...50¢ a word. Minimum $1.00. First line set all caps. Name, address and phone number to be included in word count.

□ DISPLAY CLASSIFIED—One inch, $25.00. Times 22.50; 26-times $21.25; 56-times $18.00. Box rule around ad.

□ Box Number, e.g. BILLBOARD, figure 10 additional words and include $50 service charge for box number.

DEADLINES—Close 4:30 p.m., Tuesday, 7 days prior for display ads, 4 days prior for regular classifieds.

CASH WITH ORDER: Classified Adv. Dept., BII.
Country Music

‘Opry’ Convention Retains High Registration Numbers

NASHVILLE—Convention registration for the 47th Anniversary Celebration of the “Grand Ole Opry” is running almost identical to that of a year ago, and another gathering of 5,000 is expected.

E.W. “Bud” Wendell, manager of the “Opry,” said this year’s convention would have in most selective attendance, and he credits last year’s event for this year’s attendance.

Miss Acuff Sets Talent Agency

NASHVILLE—Formation of A.Q. Talent, Inc., a booking agency, has been announced by Miss Quentin Acuff.

She will be assisted by Don Helms, co-founder of the Wil- Helms Talent Agency, and a long-time member of the late Hank Williams’ Band, the Drifting Cowboys. Helms retained his interest in Wil-Helm with the Wilburn Brothers for 11 years.

Miss Acuff said artists already under contract to her are Charlie Rich of Epic and “Wild” Bill Emerson of Ace of Hearts Records.

Rich who has made his home in Arkansas while his bookings are handled from here.

Songwriters Step Up Teaching Processes

NASHVILLE—An advanced course in songwriting techniques as well as a repeat of the course involving fundamentals of songwriting will be taught at the University of Tennessee (Nashville Branch) this fall.

The course is taught in cooperation with the Nashville Songwriter’s Association.

Of the 93 enrolled in the basic course last spring, 62 will move on to the advanced classes. Dr. Wayne Fieger, UTN project development director, called it “the first step in what we hope will develop into a whole program of courses in the entertainment industry.”

NSA also announced the appointment of Pat Floyd as its first executive director.

The organization will have its annual Hall of Fame installation at a dinner Sunday night, Oct. 15, at the Airport Hilton here. Four songwriters will be enshrined in the Hall of Fame at that time.

LTD Affiliations

NASHVILLE—LTD Records, the label of Henry Productions, Ltd., has affiliated with Nationwide Sound Distributors and Country Music Association.

C. Henry Lewis, founder and principal owner of LTD, is the major artist and has the first two releases on the label. While Nationwide was made with nationwide distribution, Country Music, headed by George Cooper III, will handle promotion.

Mississippi Co. Nashville Based

NASHVILLE—Basic Sounds, Ltd., a Mississippi corporation headed by Tracy Rose of Tupelo, has located its operation offices here.

Maggie Cavender, well-known promotion executive, will assume operating control of the firm and its publishing company, LaBose BMI (BMI). Distribution for the product is being handled by Joe Gibson’s Nationwide Distributors here.

Mrs. Cavender says several artists now are working out contracts with Basic Sounds, and additional writers are being added to the publishing company.

Already recorded and released by the firm is Ross Lewis, who is backed by Dediti O’Brien Entertainment Consultants.

International Buyers In Second Gathering

NASHVILLE—The second annual convention of the International Country Music Buyers Association is slated here Oct. 16-18, with election of officers and new directors high on the agenda.

Current president Hap Peebles, Wichita promoter, will give a report on the accomplishments of the organization at a 1:30 p.m. meeting at BMI on Monday.

Two sessions of the association will be held, also at BMI, on the following day. On Oct. 18th, the promoters join forces with the Country Music Association and Amusement Business to host a Country Music Seminar. Some 50 fair managers will be in attendance.

Officers of the association include Peebles, Dick Blake, vice president; Norman, secretary, and Keith Fowler, treasurer.

Piano Duo’s Rustic Gigs

NASHVILLE—A special album of country music classics, taken from three major licensing agencies, will be performed here this week by the two piano team of Arthur Whittemore and Jack Lowe.

The “one of a kind” album will be presented to the Country Music Hall of Fame, to be preserved for posterity.

The classical music team, currently under contract to no one, is hopeful that the album later may be picked up by a major label. But for the time being, it is solely for the Hall of Fame.

Four songs each will be taken from the catalogs of SESAC, ASCAP and BMI. They will be produced by Frank Jones and Columbus executive, who is donating his services, at Columbus Studios, which is charging no rental.

As reported earlier, Whittemore and Lowe will appear live at the SESAC Awards Banquet at the Woodmont Country Club here Oct. 19.

Wild Bill Emerson, left, signs a contract with the newly formed A.Q. talent agency, headed by Quentin Acuff, center. With her is her associate, Don Helms.
BUCK, SUSAN, FREDDIE, TONY, KENNI, BUDDY, DAVE & THE BRASS are the best...in Bakersfield or anywhere in the country. NOW IN ONE GREAT ALBUM!
Vanguard Records announced a production deal with Glaser Brothers Productions, which will involve the label in country music. Shown at the gathering, standing, l to r, are Kinky Friedman, Tompall Glaser, Chuck Brown on tour with Bill Carlisle, Roger Friedman, and, seated, Dave Wilkes of Vanguard.

Songwriter Ben Peters and wife, Jackie, are off to Europe for business and pleasure. He's recuperating from recent dental surgery (the second to repair the first) and plans to take life easy in his travels.

John Reed of Southern Productions, Nashville, says the first five days of an 18-day tour resulted in turnaway crowds in each city with two shows nightly. The show features Ernest Tubb, the Osborne Brothers, Kenny Price and Leon Williams. The Porter Wagoner Show came home for TV taping following soldout shows on a 10-day tour promoted by Abe Hamza. Del Reeves was the first Nashville act to appear at Valdosta, Georgia's new King of the Road.

Hap Peebles has put the Cutes Sisters on the air, along with Judy Brown. The Lake 'n Park Inn at Pulaski Hills, Ill., had soldout two weeks in advance of its opening appearance. James Ray Day in Kansas City, Mo., brought a huge turnout.

Crystal Gayle in town to record for Decca. Doug Kershaw of Warner Bros. played 27 consecutive nights before collapsing with exhaustion. After some rest, he's off on another 18-day tour with Barry and husband, Mooney, are turning their heads to Nashville. They own the entire village of Hurricane Mills, Ten. The names of Tommy Overstreet and Jerry Clower will be heard on the Walkway of Stars at the Country Music Hall of Fame. The Stomperettes are about to record for Million Records. Death came to Harmon Beasman, 41, a country artist-writer known as Lee Hamson. He reportedly had been despondent lately. David Rogers tells of the devotion of country fans. While in Syracuse, N.Y., his bus broke down. A local disk jockey called a mechanic and that man, Lonzo Clark had heard David sing two years ago. He not only repaired the bus but away, but charged Rogers nothing for it. Steel guitarist Larry Sasser has joined the Sammi Smith show, and will coordinate all of her personal appearances.

Curtis Scourfield, vice president of Shades of Blue Enterprises, has sold her 50% interest in the firm to Roy Griff, making him sole owner. All of Roy's operations will now come under the heading of Roy Griff Enterprises. Nov. 11 has been set as Dolly Parton day in Sevierville. It's the biggest event of the year for East Tennessee, and it means more scholarship money for the youngsters there. The first release by Tony Douglas on his newly-founded Coolcity label is "Thank You For Touching My Life," and it's getting strong programming in the Southwest. The Eastern States Country Music Inc. (ESCMIT) wants it known it has a new organization, with a new organization named Country Music Association, which is headquartered in New York. Decca's Wayne Kemp is the latest to go firstclass, by the way. It will allow him more time for writing, he says. There is a new Anglin in country music, no kin to the late Jack Anglin. This one is Sonny Anglin, and he (Continued on page 62)

Brite Star's Pick Hits...Brite Star's Pick Hits...

"LUCIUS GRINDER"
Ray Sanders—(United Artists)

"THIS GLASS I HOLD"—Gene Harris—(Adonia)
"JOHNNY B. GOOD"—Larry Lakes—(Columbia)
"VALLEY OF SORROW"—B.J. Johnson—(River City)
"GOT A FAIR POKER FACE"—Brick Miller—(Columbia)
"WOMAN"—Dave Waldroup—(Rosewood)
"EVERYTHING GOES FREE"—Johnson—(Adonia)
"LET IT BE NOW"—Jeanie Gold—(Zonk)

"THE MOST IMPORTANT PART OF ME"—Charlie Rei—(Oweman)
"TIN DAY!"—Hillbilly John—(Nashville Sound)
"SUN'S FLOWING WAXMAN"—(RCA)

Brite Star's Pick Hits...Brite Star's Pick Hits...

"PENNY"—Penny Devall—(United Artists)

Another Great Hit Single from Sonny's latest album

'WHITE SILVER SANDS'

COLUMBIA 4-45706

The Southern Gentleman
SONNY JAMES

When The Snow Is On The Roses

When The Snow Is On The Roses
Suddenly There's A Valley
Every Day Sways Night
White Silver Sands
Missing You
Why Is It I'm The Last To Know
This Time
Is It Wrong
She's Come Home
Love Is A Rainbow
I'll Think About That Tomorrow
The ENTERTAINER OF ALL THE YEARS... past, present and future. FREDDIE HART

He's got still another hit in his heart. And it's spreading all over the Country...

Got The All Overs For You FREDDIE HART

A single: #3453 An album: ST-11107

And Freddie's other hits that've given the all-overs all over the Country...

HEAVY ACTION KAJAC RECORDS

"As Time Goes On" by Larry Jensen KAJAC 512

"It Took a Long Time" by Shirley Ramus KAJAC 507

Dist. by: Sounds of Music DJs write Little Richie Johnson Reno, New Mexico

Council for Financial Aid to Education, Inc. Advertising contributed to the public good.

HELP COLLEGE HELP YOU.

Businessmen like you gave over $100,000,000 to higher education last year. It was good business to do. Half of all college graduates who seek work go into business. The more graduates there are, the better educated they are, the more college serves the business community.

You money was vital to college. It relieved financial pressure, made planning more flexible, and contributed to the kind of basic and applied research that suits knowledge and technology to the service of industry.

So that colleges can continue to help you, give to college of your choice now. For information on what to do, where to direct your gift, contact your Financial Aid to Education, Inc. 8 East 46th Street, New York, N.Y. 10017. Ask for the free booklet, "How Corporations Can Aid Colleges and Universities."

HEAVY ACTION KAJAC RECORDS

"As Time Goes On" by Larry Jensen KAJAC 512

"It Took a Long Time" by Shirley Ramus KAJAC 507

Dist. by: Sounds of Music DJs write Little Richie Johnson Reno, New Mexico

Billboard SPECIAL SURVEY for Country LPS for week ending 10/14/72

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Distributor</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 A SUNSHINE DAY</td>
<td>Dorsey Pride</td>
<td>RCA LSP 4792</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>HAPPIEST GIRL IN THE WHOLE U.S.A.</td>
<td>Donna Fargo</td>
<td>Dot DOD 2600 (Famous)</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>AMERICA 200 YEAR SALUTE IN STORY AND SONG</td>
<td>Johnny Cash</td>
<td>Columbia LSP 4750</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>LISTEN TO A COUNTRY SONG</td>
<td>Jim Anderson</td>
<td>Columbia KC 3007</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>WHEN THE BLOW IS ON THE ROSES</td>
<td>Sonny James</td>
<td>Columbia KC 31646</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>ME AND THE FIRST LADY</td>
<td>George Jones &amp; Tammy Wynette</td>
<td>Epic KE 31554 (CBS)</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>TO GET TO YOU</td>
<td>Larry Walker</td>
<td>Dance DL 7-3349 (MCA)</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>LONGBEST LONE SONG</td>
<td>Roy Price</td>
<td>Columbia KCP 31546</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>BMIS YOUR HEART</td>
<td>Freddie Hart</td>
<td>Capitol 11107</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>ALL TIME GREATEST HITS</td>
<td>Roy Price</td>
<td>Columbia G 31564</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>THE STORYTELLER</td>
<td>Ken Y. Hall</td>
<td>Monument 4-3333</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>MISSING YOU</td>
<td>Minnie Webb</td>
<td>RCA LSP 4749</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>BEST OF CHARLEY PRIDE, VOL. 2</td>
<td>Charley Pride</td>
<td>RCA LSP 4682</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>DON'T STOP LOVING YOU/LOVE ME</td>
<td>Conway Twitty</td>
<td>Decca DL 7-53661 (MCA)</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>BEST OF JERRY REED</td>
<td>RCA LSP 4792</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>BEST OF BUCK OWENS &amp; SUSAN RAYE</td>
<td>Captiol ST 11048</td>
<td></td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>ALL TIME GREATEST HITS</td>
<td>Johnny Bond</td>
<td>Columbia 44-63 3166</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>THE BEST OF THE BEST</td>
<td>Captiol ST 11082</td>
<td></td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>GREATEST HITS, VOL. 3</td>
<td>Conway Twitty</td>
<td>Decca DL 7-53632 (MCA)</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>IF THIS IS GOODBYE</td>
<td>Carl Smith</td>
<td>Columbia KC 31646</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>CRY</td>
<td>Lorr Anderson</td>
<td>Columbia KC 31816</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>LADIES LOVE OUTLAW</td>
<td>Waylon Jennings</td>
<td>RCA LSP 4791</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>ELVIS LIVE AT MADISON SQUARE GARDEN</td>
<td>Elvis Presley</td>
<td>RCA LSP 4796</td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>TOM T. HALL'S GREATEST HITS</td>
<td>Mercury SR 43509</td>
<td></td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>&quot;LIVE&quot; AT THE WHITE HOUSE</td>
<td>Buck Owens</td>
<td>Capitol ST 11105</td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>FOR THE GOOD TIMES</td>
<td>Ken Price</td>
<td>Columbia C 30125</td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>SINGS THIS LITTLE GIRL OF MINE</td>
<td>Petie Fingers</td>
<td>Mercury SR 43509</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>IF YOU TOUCH ME (You've Got to Love Me)</td>
<td>Joe Stampley</td>
<td>Dot DOD 26002 (Famous)</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>GOD BLESS AMERICA</td>
<td>Loretta Lynn</td>
<td>Decca DL 7-3351 (MCA)</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>TRACES</td>
<td>Sonny James</td>
<td>Capitol ST 11108</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>BABY DON'T GET HOOKED ON ME</td>
<td>Nori Davis</td>
<td>Columbia KC 31793</td>
<td></td>
</tr>
<tr>
<td>44</td>
<td>IS IT ANY WONDER THAT I LOVE YOU</td>
<td>Nat Stuckey</td>
<td>RCA LSP 4794</td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>WHEEL OF FORTUNE</td>
<td>Moe Bandy</td>
<td>Monument 4-3333</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>HANK WILLIAMS, JR.'S GREATEST HITS, VOL. 2</td>
<td>Monument 4-3333</td>
<td></td>
<td></td>
</tr>
<tr>
<td>42</td>
<td>SINGS FOR HUSBANDS AND OTHER LOVERS</td>
<td>Eddy Arnold</td>
<td>RCA LSP 4799</td>
<td></td>
</tr>
<tr>
<td>41</td>
<td>CAB DRIVER</td>
<td>Mark Thompson</td>
<td>Dot DOD 26002 (Famous)</td>
<td></td>
</tr>
</tbody>
</table>

OCTOBER 14, 1972, BILLBOARD
LONDON—A call for the for- mation of a single record indus- try organization to coordinate the industry in non-competitive areas was made by managing di- rector Louis Benjamin at the Pye sales conference at the Mer- ridor hotel in Jersey last weekend.

There was a period in August this year, when virtually every pressing plant in the country, other- than running a skeleton crew, shut down for its annual vacation. This was a point when summer business was at its highest level for many many years. I criticize myself among others, for not considering this position. However, I do wish to highlight the situation, that with a little foresight and cent- ralization through the British Phonograph- ic Industry, such holidays could possibly have been staggered to a degree, and we could have helped each other.

Benjamin continued that he felt that in the general interest of the business, the BPI should not only take care of this and other matters common to all companies but “to consider potential issues and problems well in advance.”

PYE INCREASE

Reviewing the company’s year, Benjamin said that Pye turnover showed an increase of more than 50 percent over last year’s figures and that Precision Tapes was 300 percent over. He also announced the acquisition of Des O’Connor to record for the label and the conclusion of a deal with Ross Regan of 20th Century-Fox for the re- lease of the company’s product in the U.K.

Pye presented to the sales force new product which included the company’s first quad single. Precision Tapes announced the final- ization of a deal with the American Bell label to release its material on cassette and the initial release will feature David Cassidy and the Partridge Family and the Fifth Dimension.

EMI Cancels November & December Releases in ‘Makeup’

*Continued from page 1

been utilized in some cases to meet the abnormally high volume of business, the company feels.

The decision to cancel the last two new supplement releases this year was taken by Gerry Oord, newly ap- pointed managing director of EMI Records. EMI has been directly ad- dressed to all dealers and the Brit- ish recording industry. Oord frank- ly acknowledges the critical situa- tion reached in the company’s problems both at Hayes and within the management offices in Manchester Square which have resulted in the service we should be giving and the service this country has a right to demand being destroyed.”

The reasons for the crisis “many and varied,” Oord con- stanced the Hayes move as the main one. EMI was “quite simply unprepared for the incredibly high demand for product which con- fronted us at this time,” he said. He is personally supervising on a daily basis the reorganization of the contributory factors in the situation, said Oord. “A new product is made, product will be rescheduled.

“EMI Records is the world’s largest and only one company,” Oord stated that EMI hopes to have solved the back orders problem by Oct. 15, and the daily meetings he holds with the president and members of the various repertoire departments will result in adjustments in the pro- duct of some of the records in the November and December pre- sentations.

He disclosed that two weeks ago the EMI plant was in arrears to the extent of approximately 1,000,000, a week the completion rate on orders was better than had been for the previous five.

“When you move a factory, you bound to get obstacles,” added Oord. “I decided to cancel the supplements because it is best to service our customers with the records they want now, instead and we hope to continue proving it to you and the public by supply- ing you with our product in the proper manner, in the proper time, in his letter. “We apologize for all the problems and difficulties you have been caused. We hope in a few weeks to have everything resolved and to arrange that this situation never arises again.”

“Amplifying the latter last week for Billboard, Oord stated that EMI hopes to have solved the back orders problem by Oct. 15, and the daily meetings he holds with the president and members of the various repertoire departments will result in adjustments in the pro- duction of some of the records in the November and December pre- sentations.

He disclosed that two weeks ago the EMI plant was in arrears to the extent of approximately 1,000,000, a week the completion rate on orders was better than had been for the previous five.

“When you move a factory, you bound to get obstacles,” added Oord. “I decided to cancel the supplements because it is best to service our customers with the records they want now, instead and we hope to continue proving it to you and the public by supply- ing you with our product in the proper manner, in the proper time, in his letter. “We apologize for all the problems and difficulties you have been caused. We hope in a few weeks to have everything resolved and to arrange that this situation never arises again.”

“Amplifying the latter last week for Billboard, Oord stated that EMI hopes to have solved the back orders problem by Oct. 15, and the daily meetings he holds with the president and members of the various repertoire departments will result in adjustments in the pro- duction of some of the records in the November and December pre- sentations.

He disclosed that two weeks ago the EMI plant was in arrears to the extent of approximately 1,000,000, a week the completion rate on orders was better than had been for the previous five.

“When you move a factory, you bound to get obstacles,” added Oord. “I decided to cancel the supplements because it is best to service our customers with the records they want now, instead and we hope to continue proving it to you and the public by supply- ing you with our product in the proper manner, in the proper time, in his letter. “We apologize for all the problems and difficulties you have been caused. We hope in a few weeks to have everything resolved and to arrange that this situation never arises again.”

“Amplifying the latter last week for Billboard, Oord stated that EMI hopes to have solved the back orders problem by Oct. 15, and the daily meetings he holds with the president and members of the various repertoire departments will result in adjustments in the pro- duction of some of the records in the November and December pre- sentations.

He disclosed that two weeks ago the EMI plant was in arrears to the extent of approximately 1,000,000, a week the completion rate on orders was better than had been for the previous five.
U.S. Song Takes Rio Festival

Samba-singing Brazilian firm whose enthusiastic participation makes Rio's festival unique.

On Sonny and Cher's top-rated TV show, the duo performed the hit song "Nothing More" by Jackie Trent.

Special prizes for audience appeal were awarded to Dennis Rosten, who presented the Greek entry "Veleni Mornings" by Robert Constantinides, and to Jorge Ben who composed the Brazilian entry "Fio Maravilha." A special prize for the best party song went to the same duo, Ben and Piekoff.

The festival was part of the seven-year history of the firm and was sponsored by a major corporation.

The festival was part of a major international event, the Festival of Latin Music, which involved participation from several countries.

From The Music Capitals of the World

HANSA SETS BIG OUTPUT

BERLIN—Hansa will be releasing 11 LPs and four double albums for the Christmas market this year—the biggest seasonal issue in the seven-year history of the firm. Seven of the Christmas LPs will also be released on cassette.

Hansa has been having considerable success with the Italian Wondert LP which has sold over 40,000 copies during the past eight weeks.

THE FIRST "ENADA"

1st ESPOSIZIONE ITALIANA DI APPARECCHI DI DIVERTIMENTO AUTOMATICO

(Final Italian Exposition of Automatic Entertainment Apparatus)

Palazzo dei Congressi-Roma-Eur—7, 8 and 9 November, 1972—(November 7, 8 and 9, 1972)

L'ASSOCIAZIONE NAZIONALE SAPAR, CHE RIUNISCE TUTTI GLI OPERATORI ITALIANI DELLA PROFESSIONE DELL'AUTOMATICO, PER CELEBRARE IL 1 DECENNALE DELLA SUA COSTITUZIONE, HA ORGANIZZATO LA PRIMA ESPOSIZIONE SPECIALIZZATA DI PRODOTTI ITALIANI PER IL DIVERTIMENTO AUTOMATICO.

(SAPAR, the National Association of all operators of automatic entertainment apparatus has organized, as a celebration of the first decennium of its constitution, the first specialized exposition of Italian products in the field of automatic entertainment.)

VISITATE "ENADA" (VISIT ENADA)

TUTTI I VISITATORI STRANIERI DELL'ENADA 1 PARTECIPERANNO ALLA SERATA DI GALA ALL' HOTEL CAVALIERI HILTON, OSPITI DELLA SAPAR.

(All foreign visitors will be SAPAR's guest at a gala evening in the Cavalieri Hilton Hotel, Rome.)
Guess what happened to the “audio spectrum”
a full “quad of new Sansui

TWENTY ALBUMS (Count Them: TWENTY ALBUMS) FEATURING THE 101 STRINGS are the newest addition to the growing family of four-channel Sansui QS encoded discs. Such artists as Carole King, Joan Baez, B. B. King on labels like Ovation, Project 3 and Quad Spectrum (Audio Spectrum) are already available in Sansui QS encoded recordings.

The new “Quad-Spectrum” series of Audio Spectrum albums

1. The Soul of Spain, Volume 3
2. Les Baxter conducts Exciting Sounds
3. Bacharach and Webb
4. Soul of Israel
5. Music from Fiddler on the Roof
6. Country Hall of Fame
7. Multiple Guitars with Lee Thatcher
8. Movie Themes
9. Golden Age of the Dance Bands
10. Dynamic Sounds
11. Les Baxter conducts Latin Holiday
12. Today’s Hits
13. Exciting Sounds
14. “101 Strings Orchestra” Plus Guitars
15. Music from Cabaret
16. California Poppy Pickers Play and Sing
17. Johnny Doe Sings the Songs of Johnny Cash
18. Movie Hits
19. Bob Jackson “Boots” the Sax with the Strange Ones
20. Nelson Riddle Conducts “101 Strings Orchestra”
Wherever four-channel sound is heard, Sansui plays an ever-increasing role. More and more recording companies, producers, artists and recording engineers find the Sansui encoding system ideal and the most advanced available today. The latest entry in this distinguished and growing list of labels is Audio Spectrum with its new "Quad Spectrum" series of 20 discs that feature the 101 Strings. Here's why recording engineers, producers and artists choose Sansui QS over any other four-channel system:

**SUPERIOR CHANNEL SEPARATION:** The QS Regular Matrix System displays greater separation among all four channels than the human ear can discern. For practical purposes, the total effect is identical to that of discrete tape techniques, which is why so many recording engineers and producers acclaim QS as the "discrete matrix."

**TOTAL RECORDING FREEDOM:** This is a matrix system that can reproduce sound anywhere in a full circle and at dead center of the sound field. Thus, microphones can be placed anywhere with the knowledge that pickup will be reproduced exactly as intended. There is 360-degree freedom in all directions without holes or blank spots.

**FULL COMPATIBILITY:** The Sansui QS four-channel matrix system is compatible with other major matrixing codes. It is, of course, also fully compatible with two-channel stereo. Indeed, the stereo mode is very often greatly enhanced and has clearer definition in its stereo separation. Total compatibility means that all discs can be QS encoded, double inventories will not be needed. And Sansui QS discs are ready right now for FM quadraphonic, stereophonic and monophonic broadcast.

**ACT TODAY:** With the new professional Encoder and Decoder, you start at the top in four-channel recording. There are hundreds of thousands of compatible four-channel decoders already in homes everywhere, so your audience is ready now. Join the QS four-channel disc bandwagon today and boost your sales!

---

For full details, contact your nearest Sansui office now.

**SANSUI ELECTRONICS CORP.**

Sansui Electronics Corp. New York 45-11 Queens Blvd., Woodside, N.Y. 11377. Tel.: (212) 779-586. Cable: SANSUIELEC NEW YORK

Sansui Electric Co., Ltd. Los Angeles 333 West Alondra Blvd. Gardena, Calif. 90247. Tel.: (213) 320-1270

Sansui Audio Europe S.A. Tokyo 14-1, 2-chome, Ishiigaya-ku, Tokyo 160, Japan. Tel.: (03) 323-1111. Cable: SANSUIELEC


Germany, W. 6 Frankfurt am Main, Routeweg 93. Tel.: 52353.
**Introduction of British VA Tax Causes Industry, Retail Concern**

By BRIAN MULLIGAN
Editor, Music Week

LONDON—With six months left before the introduction of Value Added Tax, concern is growing both within the U.K. industry and retail trade over the government's failure to indicate precisely how the change in the nation's taxation will affect records.

Although the tendency is to view the situation optimistically in the belief that it will be resolved satisfactorily, there remains the real possibility that Customs and Excise department doesn't respond quite soon to the prompting of the British Phonographic Industry and the Gramophone Record Retailers' Committee that the boom conditions which have existed throughout the year may be seriously endangered, affecting long-term planning and making the early months of 1973 a bleak prospect for both retailers and manufacturers. With the trade being encouraged to place its Christmas orders early via numerous bulk stocking discount schemes, present indications are that the level of business will be maintained until the end of the year. But unless VAT arrangements are clarified, the danger is that dealers, fearing the possibility of paying both purchase tax and VAT on unsold stock, will cut back on slow-moving catalogues and concentrate on ordering only products assured of quick sale.

The situation is further complicated by the feeling among manufacturers, and certain sectors of the trade, that VAT arrangements, however implemented, are not a good thing, and the BPI has made representations for records to be removed from the list, recommending instead that a tax pause be instituted which dealers would be able to adjust to the new arrangements without incurring financial loss.

With the industry moving gradually in the direction of a nil return, allowances, there's a feeling that to have s.o-s., even for a short time, would be a retrograde step and could open the door to permanent abolishment, with the resulting opportunities for a discount war and profit rises properly. But a more real problem would be the administration of returns, on both sides, plus the fear among some manufacturers of unscrupulous trading, by dealers using s.o-s. to clean stocks at the company's expense.

Both the BPI and the GRRC, who have mounted a twin-pronged thrust at the Customs and Excise, are totally frustrated by the lack of progress.

"The date for the introduction of the s.o-s. list is the first of October and all we have had so far are polite acknowledgements to our letters from the Chancellor's office," commented BPI director Geoffrey Bridge. He stressed that the BPI was "dead against" implementation of any s.o-s. arrangements and had applied for records and tape transfers to be added to a list of product which would enjoy a tax gap." Bridge explained that at an unspecified date two to six weeks before VAT, purchase tax would be completely abolished, and during the interlude retailers would be expected to put their stock in order.

However, the tax-free period remained to be determined and pessimistic forecasts put it at not more than three weeks.

Laurie Krieger, boss of the Hurlequin chain and GRRC chairman commended, "I am disgusted about the whole business. I think it is disgraceful that the whole retail trade should be left in limbo like this." Krieger predicted a "nasty year for profits for the whole trade in 1973," especially if it turned out that no tax-pause was declared. "It could mean that we shall tone one-third of our profits," he said. He suggested that ideally the tax pause should be related to the average four-times per year stock turn and be assessed at three months.

"It is unlikely that the government would agree to three months and I think we should be prepared to accept two months—anything less would be an imposition on the trade," but despite Krieger's hopes, the feeling is that if a tax pause is forthcoming that the very month that anybody can hope for is six weeks.

As well as the joint efforts of the BPI and GRRC, some firms have been making their own representations to Customs and Excise. The W.H. Smith retail chain has been involved in negotiations, especially over the requirements for administering s.o-s. "Very stringent regulations have been laid down and some of the requirements are unworkable," commented John Abbot, deputy chief record buyer. Abbott pointed out that Customs and Excise expected every record to be identifiable in regard to the date at which it was taken into stock. On one line of merchandise this would be a difficult task, but the problem assumes nightmares proportions where perhaps 3,000 lines are involved, not all of which are on firm purchase—budget—albums, for instance, are on a sale or exchange agreement.

(Continued on page 69)

**Fazer's Kavanto Is Bullish on Finland**

HELSINKI — Finland's small population of 4.7 million makes it something less than Shangri-La for the music publisher and sheet music industry. Many regard this sector of the Finnish entertainment business as moribund and doomed, but in an interview with Billboard, Music Fazer's sheet music department chief, Kai Kavanto, expressed optimism and confidence in its future. Music Fazer is Finland's leading sheet music house and distributor for other publishers such as Sanka-Kantannus, Kustannus-OY-Imulco, and Levy savo.

"The number of people interested in music today is bigger than ever," declared Kavanto. "We have 30 music colleges with an annual capacity of about 10,000 students, whom with their teachers form our main market. It's quite true that the pop song market has slumped enormously since the fifties, but the classics and serious music generally have gained ground."

Kavanto believes this trend is closely linked with progress in the record market, where single sales are dipping but album results are increasing enormously. Sheet sales of hit songs have been overshadowed by de luxe song folios featuring complete music and text and a selection of photographs as a special attraction.

A successful song folio can spark up 2,000 sales over a period of time, and among recent issues achieving this have been "Stenka Ratin" and "St. Pauli And Reber- bahn." Best sellers are always of English origin.

Most of the international song folios and some sheet music is imported through Swedish associates. Sweden has the biggest sheet music market in Scandinavia, and often secures copyrights for the entire area. Finland has recently started direct imports from America and Britain, which sometimes save up to five percent in price. International song folios in general are slightly more expensive than domestic ones.

Sheet music containing a maximum of three songs costs $1.20 on retail, a level maintained by all publishers, and song folios retail at between $3 to $7 depending on the number of pages, pictures and origin.

According to Kavanto, most pop material is marketed through large music houses and stores, which derive their main income by retailing musical instruments and also maintain a record bar. There are only about 50 of these locations, and in about 50 smaller stores, sheet music is often relegated to obscure dark corners.

Where promotion is concerned, music publishers rely heavily on radio and TV under the control of the Finnish Parliament, and if a song does not receive airplay, its sheet sales will be low, irrespective of whether of it might become a hit in disk form.

"What has really impressed me is the steady success of our 'Toiveluluja' booklet featuring the words of recent hit tunes and candid star photos," remarked Kavanto. "Each edition sells in the region of 20,000 copies, which is far more than the average hit single. 'Toiveluluja' is sold mainly on news stands and through stationers."

"Another promising break is the increasing popularity of the electronic organ which I believe will expand the demand for sheet music even more than the guitar did in the sixties."

Music Fazer has gained good results in the educational field by publishing the three-part "World of Music" series widely used in primary schools, where music is a primary subject.

(Continued on page 69)
Melody Maker top vocalist for 2nd successive year

Rod Stewart

"There's a lot we can say but we haven't got the space"

—so well done"

Billy Goll, Jimmy Horowitz, David Oddie, Andrew Heath, and all at ATI.

Record Shortage Hits England

Top 40 Station New in Ottawa

OTTAWA—The capital city has a new Top 40 station, CFGO, which it is competing with CFRA. CFGO is owned by John Bonnet, who also operates CKLW, Windsor.

Jim Jackson has been appointed program director of the station, which has launched a giant media campaign in Ottawa.

Frazer's Kavanto

U.K. Value Tax Causes Concern

Pickwick chief Monty Lewis is another who has been carrying out his own negotiations with Customs and Excise in an attempt to plead the special case of the music business. Lewis said he hoped it would be possible to "sort something out which would give dealers confidence to go on buying between January and April."

Lewis also expressed his fears of the possibility of dealers being caught for purchase tax paid on second hand plus a 10 percent VAT payment unless the government made the future position clearer. "Certain concessions will have to be made by Customs and Excise by way of being understanding for a short period," said Lewis, who felt that it was too early to "think about dealers cutting back on orders."

However, he pointed out that if VAT plans were not made known and dealers started to reduce inventories, there was the threat of unemployment, not just in the record companies but in ancillary industries such as sleeve manufacturers and pressing plants, currently geared up to keep pace with the high level of demand.

Geoff Huntingdon, RCA's marketing manager, expressed his belief in the advantages of a "fairly long tax free period." He noted that it had been calculated that six weeks were essential for it to be effective.

"We are," declared Ian Ralfini, managing director of WEA, "risking finding ourselves in a lot of trouble. Dealers will be uncertain as to stocks they can lay in which could bring about over-ordering of certain titles which in turn may cause supply problems and bad relations at the height of the selling season."

From the Music Capitals of the World

Ahautula Yapanqui appeared at the Palace of Fine Arts. Two albums, "Vuelve A Nacer" (I'm Born Again) by Raphael and "Equipaje" (Baggage) by Alberto Cortez were released by Gamma Records and premiered first on Radio Mil. Spanish artist Cortez arrived in Mexico for a concert series. Luis Bagino, general manager, Polydor SA and president of the Mexican Association of Phonograph Producers was in Europe on business. Facundo Cabral, South American composer-singer with Mexican artist Sola at La Pinta night club. After seven years in New York, singer Virginia Lopez in performing again in Mexico and recording for the Gas label. Singer Alberto Vazquez recorded a Spanish language version of "Candy Man" for Gas. Iguacu Aguilar has formed the Discotion label with a single, "Obsesion" by Jorge Belmont and Y La Pandilla as its first release. Victor Yturbe Pirlol did six daily shows in night clubs while occupying the first two places in the national chart with his singles. Singer Marco Antonio Vazquez is performing in Spain. Drummer Tino Contras will present his "marchas" at Carnegie Hall. Roberto Jordan recorded three songs, "Foolish Girl," "I Ought to Be Raining" and "Some Day Mac." written specially for him by Paul Williams. He hopes to establish himself in the U.S. with this material. Vikki Carr's CBS Spanish language single, "Grande Grande Grande" has been released. Polydor Records are celebrating the first anniversary of their "Rock Power" series—more than 40 albums are in the catalog.

ENRIQUE ORTIZ

OCTOBER 14, 1972, BILLBOARD
Hot Chart Action

Freddie's Dead—Curtis Mayfield (Curtom) (17 from 21) ... cut from hot soundtrack LP "Superfly" breaks into top 20 this week with top 40 gains in Chicago, Philadelphia, St. Louis, N.O. Milwaukee, Atlanta, Kansas City, Charlotte, Louisville, Fargo & Salt Lake. No airplane yet in Baltimore, Portland, Indianapolis, Charlotte, Buffalo, Louisville, Des Moines and Salt Lake. Heavy sales in all markets excepted Boston, N.O., Seattle and S.F.

I'd Love You To Want Me—Lobo (Big Tree) (35 from 44) ... single from "A Simple Man" LP moving fast up the Hot 100 chart with strong airplay in Chicago, Cleveland, D.C., Dallas/Ft. Worth, Milwaukee, Seattle Minn./St. Paul, Memphis, Houston and San Francisco. New radio addition in L.A. (KHHI), Philadelphia, Detroit, St. Louis, D.C., Miami, Philadelphia, Atlanta, Omaha, Miami Beach, Miami, D.C., Seattle, Minn./St. Paul, Atlanta and Houston.

CHICAGO—DIALOUGE (5:00)

LEA MINNILLI Ring Them Bells (3:00) (prod. Andrew Kaszlik) (writers: Ebb-Kaszkur) (Dave & Dan, BMI) COLUMBIA 445155

EDWIN HARRISON Baby I'm In Love With You (3:07) (prod. Van McCoy) (writers: Bob/Barb/James/Bob, BMI) COLUMBIA 461110

BLOWIN' JETS—Come Down Here, I'm The Man You Need (3:46) (prod. Janie Lee) (writers: Janie Lee, BMI) COLUMBIA 461109

ORCHARD FAMILY PLAN To You Sugar On Me (3:32) (prod. Lenny Allen) (writers: Lenny Allen, BMI) CAPITOL 2677

LARRY MURRAY Hard To Be Friends (3:20) (prod. Larry Murray) (writers: Larry Murray, BMI) SPICE VERVE 7805 (N.Y.)


CHICAGO—DIALOUGE (5:00)

JODY MILLER—To Know Him Is To Love Him (2:41)

WILLIE MITCHELL Lightning Strikes Twice (3:37) (prod. Kermit Ruffins) (writers: Kermit Ruffins, BMI) FLIP: No info available. EPIC 5-10454 (CBS)

CHARLIE MCCOY—I Really Don't Want To Know (3:07)

RADIO ACTION: WPNX (Columbus, Ga.)

JACKSON 5—CORNER OF THE SKY

JOE SIMON—I FOUND MY DAD (2:48)

Detroit Emperors—Feel The Need In Me (3:21)

DETOUR EMERALS—Feel The Need In Me (3:21) (prod. Kenzo Trotz) (writer: Tight) (Bridgeport, BMI). Flip: "She's A Little Too Liberals." (3-22) (Capitol) WESTBOUND 205 (Chips/Sauce)


GRIFFIN—MISSISSIPPI LADY (2:52)

RADIO ACTION: KNX (Los Angeles)

THE MOVE—DO YA (4:03)

RADIO ACTION: WCMS (Detroit), KNJ (Kalamazoo), KJMC (Kalamazoo)

Country

GEORGE JONES—A Picture Of Me (Without You) (2:30)

JACKY WARD & LILA SEAGRAVE—Two Right People In The Wrong Frame (3:16) (prod. John Pro) (writers: Jacky/John) (demand, BMI) TARGET 0155

JACKSON 5—CORNER OF THE SKY (See Pop Pick)

JOE SIMON—I FOUND MY DAD (See Pop Pick)

DETROIT EMMERALS—Feel The Need In Me (See Pop Pick)

DETOUR EMERALS—Feel The Need In Me (See Pop Pick)

DANCE BROTHERS—SOME KIND OF SUMMER (See Pop Pick)

GRIFFIN—MISSISSIPPI LADY (See Pop Pick)

RADIO ACTION: WCMS (Detroit), KNJ (Kalamazoo), KJMC (Kalamazoo)

Also Recommended

CHICAGO—DIALOUGE (5:00)

LIZA MINNILLI Ring Them Bells (3:00) (prod. Andrew Kaszlik) (writers: Ebb-Kaszkur) (Dave & Dan, BMI) COLUMBIA 445155

EDWIN HARRISON Baby I'm In Love With You (3:07) (prod. Van McCoy) (writers: Bob/Barb/James/Bob, BMI) COLUMBIA 461110

BLOWIN' JETS—Come Down Here, I'm The Man You Need (3:46) (prod. Janie Lee) (writers: Janie Lee, BMI) COLUMBIA 461109

ORCHARD FAMILY PLAN To You Sugar On Me (3:32) (prod. Lenny Allen) (writers: Lenny Allen, BMI) CAPITOL 2677

LARRY MURRAY Hard To Be Friends (3:20) (prod. Larry Murray) (writers: Larry Murray, BMI) SPICE VERVE 7805 (N.Y.)


CHICAGO—DIALOUGE (5:00)

JODY MILLER—To Know Him Is To Love Him (2:41)

WILLIE MITCHELL Lightning Strikes Twice (3:37) (prod. Kermit Ruffins) (writers: Kermit Ruffins, BMI) FLIP: No info available. EPIC 5-10454 (CBS)

CHARLIE MCCOY—I Really Don't Want To Know (3:07)

RADIO ACTION: WPNX (Columbus, Ga.)

JACKSON 5—CORNER OF THE SKY

JOE SIMON—I FOUND MY DAD (2:48)

Detroit Emperors—Feel The Need In Me (2:21) (prod. Kenzo Trotz) (writer: Tight) (Bridgeport, BMI). Flip: "She's A Little Too Liberals." (3-22) (Capitol) WESTBOUND 205 (Chips/Sauce)


GRIFFIN—MISSISSIPPI LADY (2:52)

RADIO ACTION: KNX (Los Angeles)

THE MOVE—DO YA (4:03)

RADIO ACTION: WCMS (Detroit), KNJ (Kalamazoo), KJMC (Kalamazoo)

Also Recommended

CHICAGO—DIALOUGE (5:00)

LIZA MINNILLI Ring Them Bells (3:00) (prod. Andrew Kaszlik) (writers: Ebb-Kaszkur) (Dave & Dan, BMI) COLUMBIA 445155

EDWIN HARRISON Baby I'm In Love With You (3:07) (prod. Van McCoy) (writers: Bob/Barb/James/Bob, BMI) COLUMBIA 461110

BLOWIN' JETS—Come Down Here, I'm The Man You Need (3:46) (prod. Janie Lee) (writers: Janie Lee, BMI) COLUMBIA 461109

ORCHARD FAMILY PLAN To You Sugar On Me (3:32) (prod. Lenny Allen) (writers: Lenny Allen, BMI) CAPITOL 2677

LARRY MURRAY Hard To Be Friends (3:20) (prod. Larry Murray) (writers: Larry Murray, BMI) SPICE VERVE 7805 (N.Y.)


CHICAGO—DIALOUGE (5:00)

JODY MILLER—To Know Him Is To Love Him (2:41)

WILLIE MITCHELL Lightning Strikes Twice (3:37) (prod. Kermit Ruffins) (writers: Kermit Ruffins, BMI) FLIP: No info available. EPIC 5-10454 (CBS)

CHARLIE MCCOY—I Really Don't Want To Know (3:07)

RADIO ACTION: WPNX (Columbus, Ga.)

JACKSON 5—CORNER OF THE SKY

JOE SIMON—I FOUND MY DAD (2:48)

Detroit Emperors—Feel The Need In Me (2:21) (prod. Kenzo Trotz) (writer: Tight) (Bridgeport, BMI). Flip: "She's A Little Too Liberals." (3-22) (Capitol) WESTBOUND 205 (Chips/Sauce)


GRIFFIN—MISSISSIPPI LADY (2:52)

RADIO ACTION: KNX (Los Angeles)

THE MOVE—DO YA (4:03)

RADIO ACTION: WCMS (Detroit), KNJ (Kalamazoo), KJMC (Kalamazoo)
BIG SHOTS?

Not Yet. However, Russ, Bill and Bud would like to thank the Real Big Shots for their help in building Great World of Sound into the leader in placing new artists and material with major labels.

THANKS TO:

- Jerry Wexler with Atlantic for purchasing Big Bruce (A Fairy Tale that made Billboard Top 100)
- Thanks to Guy Drake for recording Welfare Cadillac (we were the first to release the record) Cashbox #1
- Clive Fox with Lionel (M.G.M.) for purchasing Children Save the World—Heroes of Cranberry Farm
- Fred Edwards & Lorin Becker with Stereo Dimensions Records for purchasing Oh, What A Party by the Sharecroppers
- Ray Price with Columbia for recording That's What Leaving's About (Charlie Boy Music ASCAP)
- Faron Young with Mercury for recording Occasional Wife (Reneau-Hardtack Music, BMI)
- Harry Carlson with Fraternity Records for his encouragement and unending patience
- Bob Sherrill at Campus Distributors who've put up with us for three years in helping us test market new records for these labels

If you're looking for a sure shot to become a big shot there's no better avenue than to let Great World of Sound handle your production, publishing, master placement and promotion!

Please send all material to be screened or auditioned to our home office:

GREAT WORLD of SOUND RECORDING CORP. of AMERICA

Now screening new material and talent send your demos to 2150 Parklake Drive, N.E., suite 310 Atlanta, Georgia or, for an appointment, call collect (404) 934-5885

- Elkee Music, BMI
- Raneau Music, BMI
- Tara Music, BMI
- Dade County Music, ASCAP
- Charlie Boy Music, ASCAP
- Spiral Staircase Music, BMI

REGIONAL OFFICE
Gulf Life Tower, Suite 2208 Jacksonville, Florida 32207 Telephone: (904) 396-5543

HOME OFFICE:
2150 Parklake Drive, N.E., Suite 310 Atlanta, Georgia Telephone: (404) 934-5885
**BILBOARD ALBUM REVIEWS**

**THE OSMONDS - CRAZY HORSES**

The young superstars these days have a dozen hits which will outsell even their Charley Pride material. But there's nothing in the Osmont originals, including heavy sounds like the title tune (CBS's current single), "Mr. Good Love." The group's success is well-deserved, but the LP has its shortcomings. Too many of the songs lack originality. "My Love," "My Love," "My Love," and "My Love." But the record's selling stronger than expected.

**THE CHILI-LITE'S - GREATEST HITS**

The Chili-Lite's new and effective style makes them one of the top male groups in the country. Their material is simple, but the group's strength is in their performances. They have a handful of hits already, including "Love," "Love," "Love," and "Love." The album contains a mix of country, rock, and pop, making it a good entry for anyone.

**MARK ALMOND**

The album's sound is a mixture of country and rock, with some pop elements thrown in for good measure. The band's sound is pleasant and easy on the ears, with catchy melodies and great harmonies. The LP contains a mix of original songs and covers of popular hits from other artists.

**STEELY DAN**

Can't Buy a Thrill

Great, commercial package highlighted by a couple of highlights: "The Lick," "Steely Dan Style," and "The Lick." The band's sound is a mix of rock, pop, and soul, with some country elements thrown in for good measure. The LP contains a mix of original songs and covers of popular hits from other artists.

**JOHNNY CASH**

The Johnny Cash Songbook

Harmony KE 21062

This LP contains some of the biggest hits of Johnny Cash, including "I Walk the Line," "Ring of Fire," and "Folsom Prison Blues." The album also contains some lesser-known tracks, making it a great collection for fans of the legend.

**JOHNNY PACHA**

Dolores 16120

Sings "My Favorite Songwriter," "My Favorite Songwriter," "My Favorite Songwriter," and "My Favorite Songwriter." The album is a tribute to the greats of the music industry, with covers of classic hits from the likes of Dean Martin, Frank Sinatra, and Bing Crosby.

**JOHN PAINE**

Dunhill 20. 50131

"Never on My Mind," "I'm Gonna Be a Maker," and "I'm Gonna Be a Maker." The album is a collection of original songs, with a mix of pop, rock, and country elements.

**BOBBY WHITLOCK**

Blue Velvet

BMI 215. 2644

Bobby Whitlock's second solo LP should rival the success of his previous efforts. The album contains some strong tracks, including "Cold Wind," "Don't Talk," and "Never on My Mind." The LP is a great addition to any collection, with a mix of pop, rock, and country elements.

**STEVE MILLER BAND**

On Your Own

WB 21010

More than any other city this side of Liverpool, San Francisco has been a major force in shaping the sound of rock music. The band's sound is a mix of rock, pop, and soul, with some country elements thrown in for good measure. The LP contains a mix of original songs and covers of popular hits from other artists.

**ELVIN BISHOP BAND**

Rock Me Socket

Epic KE 31504 (Hawaii)

Long regarded as one of the premier blues/rock guitarists, Bishop has produced one of his best albums to date. The LP contains a mix of original songs and covers of popular hits from other artists, with a mix of rock, pop, and soul elements.

**CLASSICAL**

The Fantastical Philadelphia Orchestra with Andre Kostelanetz

Philharmonic Orchestra with Andre Kostelanetz

An historic LP, because it's in quadraphonic sound. The album features some of the biggest names in classical music, with arrangements of popular hits from other artists. It's a great addition to any collection, with a mix of rock, pop, and soul elements.

**INTERNATIONAL**

Roberto Renna y su Apollo Sound 4.

Pick out any tune on this LP and you'll like it. Many of the tunes are sung in Portuguese, making it a great addition to any collection, with a mix of rock, pop, and soul elements.
ARGENTINA

(Courtesy EXto) *Denotes local origin

This Week

1. 26
2. 21
3. 15
4. 29
5. 24
6. 20
7. 23
8. 7
9. 12
10. 10
11. 8
12. 6
13. 4
14. 3
15. 1
16. 9
17. 2
18. 19
19. 14
20. 17
21. 16
22. 5
23. 3
24. 1
25. 19
26. 22
27. 21
28. 15
29. 12
30. 10
31. 8
32. 6
33. 4
34. 3
35. 1
36. 9
37. 21
38. 15
39. 29
40. 24
41. 20
42. 23
43. 7
44. 12
45. 10
46. 8
47. 6
48. 4
49. 3
50. 1

JAPAN

(Courtesy Music Plus, Inc.) *Denotes local origin

This Week

1. KYO NO NIWARA AME- Daisuke Ikeda (Epic)
2. NIH OTATATE-Mari Amachi (Epic)
3. TARI NO YAO-Vicu Tsubuya (CBS)
4. H facial NO KOMICH-Motoko Ikeda (CBS)
5. LONGWAINE-Andy Williams (EMI)
6. YOSHIKIA? O YAM-Hioki Asaki (Epic)
7. MERABE-Megumi Asakura (GAM)
8. A.O. WATANABE-Ikebir (CBS)
9. YOSHIYAMA-Sakie Asada (CBS)
10. ROB COURTNEY-Johnny Aikawa (CBS)
11. DAIJO CHITAN-Keitaro Oyama (CBS)
12. ORO KARU SURUTANAM-URYU TAKAHASHI (CBS)
13. FUSO-Kei Itagaki (CBS)
14. MICHELLE-Kei Tachibana (CBS)
15. MAYA-Kei Tachibana (CBS)
16. REBECCA-Kei Tachibana (CBS)
17. RICHIRO-Kei Tachibana (CBS)
18. FUSO-Kei Tachibana (CBS)
19. ROB COURTNEY-Johnny Aikawa (CBS)
20. MAYA-Kei Tachibana (CBS)

BRITAIN

(Courtesy Record & Tape Retailer) Last Week This Week

1. 1 HOW CAN I BE SURE-Jerry Butler (ABC)
2. 2 CHAIN THE REVOLUTION-EMI
3. 3 IT’S TIME TO FAREWELL-EMI
4. 4 THE TIMES THEY ARE A'CHANGIN’-EMI
5. 5 JESUS-EMI
6. 6 YOU ARE A LADY-Peter Gabriel (EMI)
7. 7 MAMA WERE ALONE-London (EMI)
8. 8 YOU DON’T MESS WITH MY FUR-EMI
9. 9 I’D LIKE TO TEACH THE WORLD TO SING-INLAY
10. 10 PARAN COAS LINDAS—Luis Debra (Elektra), Dan Barry (MGM)
11. 11 NEIL BURRELL'S BAND-EMI
12. 12 BUENAS NOCHES QUERIDAS-CONGOJA (CBS), Roberto Mattos (MGM)

CANADA

(Country: Maple Leaf System) This Week

1. BLACK & WHITE—Three Dog Night (Curtis/RCA)
2. SATURDAY IN THE PARK—Massaros and Cremona (Curtis/RCA)
3. BABY DON'T GET HOOKED ON ME—The Lovin’ Spoonful (Curtis/RCA)
4. GOOD- THE WAY—Raspberries (Curtis/RCA)
5. CONCRETE SEA—Terry Callier (Curtis/RCA)
6. GARDEN PARTY—Rick Nelson (Curtis/RCA)
7. BREAK UP THE HOME—Dionne Warwick (Curtis/RCA)
8. USE ME—Duane Allman (Curtis/RCA)

HONG KONG

(Country: Radio Hong Kong) *Denotes local origin

This Week

1. HELLO—Ian & MacNeish (RCA)
2. EINE SEUL THE IST WIE FIN—Kurtz & Kufner (CBS)
3. IT'S A BIT LIKE MANN—Dr. Hook & The Medicine Show (CBS)
4. POPPIN’—Bun Butter (Monarch)
5. ROCK AND ROLL—Gary Lewis & The Playboys (CBS)
6. LEFTIE—The Cars (Elektra/Atlantic)
7. POP-CORN—The Popcorn Makers (Mercury/Black Label)

SWITZERLAND (German)

(Country: Radio Verona and Bas Madi) *Denotes local origin

This Week

1. POP-CORN—Various Artists (CBS)
2. NEWS—Various Artists (CBS)
3. WARNER'S小さい TALENT—Various Artists (CBS)
4. YOU CAN'T STOP THE MUSIC—Various Artists (CBS)
5. LET'S DANCE—The Cars (CBS)
6. KISS ME—Jerry Lee (CBS)
7. MEH la la—Bugs Hul (CBS)
8. STEEL MACHINE—Andreas Miyolinkis (CBS)
9. SONG KUNG BLE—Neil Young (CBS)
10. HOOK AND ROLL—Pete Cas (CBS)

CLASSIFIED

ADVERTISING

DOESN'T

COST,

IT

PAYS.

If you’re a deejay searching for a radio station, or a radio station searching for a deejay, Billboard is your best buy. No other trade publication is read by so many air personnel and program directors, as well as the sharp programming-oriented general managers. Best of all, general managers report that Radio TV Job Mart ads can draw five times the results of the next leading radio publication.

RATES: *POSITION WANTED* is $15—in advance—for two weeks. Additional space or variation from regular ad style is $25 per inch, no maximum. No charge for Box numbers.

*POSITIONS OPEN* is $15—in advance—for one time, 2" maximum. Additional space or variation from regular ad style is $25 per inch, no maximum. Box number ads asking for tape samples will be charged an added $1 for handling and postage.

Send money and advertising copy to:
Radio TV Job Mart
Billboard
165 W. 46th St.
New York, N.Y. 10036
### Billboard Hot 100 - October 14, 1972

#### Title, Weeks On Chart (Peak Position) - Number (Distribution Label)

<table>
<thead>
<tr>
<th>Title</th>
<th>Weeks On Chart</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Let It Be&quot;</td>
<td>5</td>
<td>1</td>
</tr>
<tr>
<td>&quot;Babe&quot;</td>
<td>7</td>
<td>2</td>
</tr>
<tr>
<td>&quot;This Diamond of Mine&quot;</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td>&quot;Smokey Joe&quot;</td>
<td>6</td>
<td>4</td>
</tr>
<tr>
<td>&quot;In the Still of the Night&quot;</td>
<td>8</td>
<td>5</td>
</tr>
<tr>
<td>&quot;Boogie &quot;</td>
<td>10</td>
<td>6</td>
</tr>
<tr>
<td>&quot;Don't Stop the Music&quot;</td>
<td>12</td>
<td>7</td>
</tr>
<tr>
<td>&quot;The Love of a Lifetime&quot;</td>
<td>14</td>
<td>8</td>
</tr>
<tr>
<td>&quot;I'm a Believer&quot;</td>
<td>16</td>
<td>9</td>
</tr>
<tr>
<td>&quot;Little Black Submarines&quot;</td>
<td>18</td>
<td>10</td>
</tr>
<tr>
<td>&quot;Never on Sunday&quot;</td>
<td>20</td>
<td>11</td>
</tr>
<tr>
<td>&quot;(There's) Always Something There&quot;</td>
<td>22</td>
<td>12</td>
</tr>
<tr>
<td>&quot;Just a Body&quot;</td>
<td>24</td>
<td>13</td>
</tr>
<tr>
<td>&quot;(Sittin' on) the Dock of the Bay&quot;</td>
<td>26</td>
<td>14</td>
</tr>
<tr>
<td>&quot;(I'm) Number One&quot;</td>
<td>28</td>
<td>15</td>
</tr>
<tr>
<td>&quot;Sail On, Sailor&quot;</td>
<td>30</td>
<td>16</td>
</tr>
<tr>
<td>&quot;I'm a Man&quot;</td>
<td>32</td>
<td>17</td>
</tr>
<tr>
<td>&quot;(I'm) a Road Runner&quot;</td>
<td>34</td>
<td>18</td>
</tr>
<tr>
<td>&quot;The Child in You&quot;</td>
<td>36</td>
<td>19</td>
</tr>
<tr>
<td>&quot;The Shadow of Your Smile&quot;</td>
<td>38</td>
<td>20</td>
</tr>
<tr>
<td>&quot;Do It Again&quot;</td>
<td>40</td>
<td>21</td>
</tr>
<tr>
<td>&quot;Hurdy Gurdy Man&quot;</td>
<td>42</td>
<td>22</td>
</tr>
<tr>
<td>&quot;The Longest Time&quot;</td>
<td>44</td>
<td>23</td>
</tr>
<tr>
<td>&quot;The Zephyr&quot;</td>
<td>46</td>
<td>24</td>
</tr>
<tr>
<td>&quot;Green River&quot;</td>
<td>48</td>
<td>25</td>
</tr>
<tr>
<td>&quot;(I'm) a Lonely Man&quot;</td>
<td>50</td>
<td>26</td>
</tr>
<tr>
<td>&quot;The Knife&quot;</td>
<td>52</td>
<td>27</td>
</tr>
<tr>
<td>&quot;The Great #7&quot;</td>
<td>54</td>
<td>28</td>
</tr>
<tr>
<td>&quot;Barbara Allen&quot;</td>
<td>56</td>
<td>29</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>58</td>
<td>30</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>60</td>
<td>31</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>62</td>
<td>32</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>64</td>
<td>33</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>66</td>
<td>34</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>68</td>
<td>35</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>70</td>
<td>36</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>72</td>
<td>37</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>74</td>
<td>38</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>76</td>
<td>39</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>78</td>
<td>40</td>
</tr>
</tbody>
</table>

#### Title, Weeks On Chart (Peak Position) - Number (Distribution Label)

<table>
<thead>
<tr>
<th>Title</th>
<th>Weeks On Chart</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;The Time of Her Life&quot;</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>&quot;To Love Somebody&quot;</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>5</td>
<td>3</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>7</td>
<td>4</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>9</td>
<td>5</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>11</td>
<td>6</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>13</td>
<td>7</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>15</td>
<td>8</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>17</td>
<td>9</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>19</td>
<td>10</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>21</td>
<td>11</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>23</td>
<td>12</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>25</td>
<td>13</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>27</td>
<td>14</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>29</td>
<td>15</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>31</td>
<td>16</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>33</td>
<td>17</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>35</td>
<td>18</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>37</td>
<td>19</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>39</td>
<td>20</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>41</td>
<td>21</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>43</td>
<td>22</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>45</td>
<td>23</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>47</td>
<td>24</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>49</td>
<td>25</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>51</td>
<td>26</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>53</td>
<td>27</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>55</td>
<td>28</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>57</td>
<td>29</td>
</tr>
<tr>
<td>&quot;(I'm) a Heartache&quot;</td>
<td>59</td>
<td>30</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.
Listen to what’s happening at Motown:

Something Supreme. The Supremes sing “I Guess I’ll Miss The Man.” Motown single #1213. Listen. You’ll hear the times change.

© 1970 MOTOWN RECORD CORPORATION
<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
<th>LABEL</th>
<th>WEEKS ON CHART</th>
<th>PEAK POSITION</th>
<th>WEEKS ON CHART</th>
<th>PEAK POSITION</th>
<th>WEEKS ON CHART</th>
<th>PEAK POSITION</th>
</tr>
</thead>
<tbody>
<tr>
<td>FOR WEEK ENDING OCTOBER 14, 1972</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>STAR PERFORMER: L.P.'s Swinging Predictable</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ARTIST</td>
<td>TITLE</td>
<td>LABEL</td>
<td>WEEKS ON CHART</td>
<td>PEAK POSITION</td>
<td>WEEKS ON CHART</td>
<td>PEAK POSITION</td>
<td>WEEKS ON CHART</td>
<td>PEAK POSITION</td>
</tr>
<tr>
<td>--------</td>
<td>--------</td>
<td>--------</td>
<td>----------------</td>
<td>---------------</td>
<td>----------------</td>
<td>---------------</td>
<td>----------------</td>
<td>---------------</td>
</tr>
<tr>
<td>ALICE COOPER</td>
<td>School's Out</td>
<td>Warner Bros.</td>
<td>5</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JIM CROCE</td>
<td>You Don't Mess Around With Jim</td>
<td>ABC</td>
<td>7</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BOB SAGET</td>
<td>Motorcycle Mama</td>
<td>RCA</td>
<td>8</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GREG DONOVAN</td>
<td>Back at the Paramount</td>
<td>Gold</td>
<td>9</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>STEVE WINTERS</td>
<td>Keepin' the Faith</td>
<td>Elektra</td>
<td>10</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JACKSON 5</td>
<td>I Can't Help Myself (Sugar appliances)</td>
<td>Motown</td>
<td>11</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NINA ROSS</td>
<td>Close to You</td>
<td>Polydor</td>
<td>12</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DONNY HATHAWAY</td>
<td>Stay</td>
<td>Motown</td>
<td>13</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JANIE FONDA</td>
<td>Italian Girl</td>
<td>Elektra</td>
<td>14</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CARLOS SANTANA &amp; BUDDY MILES</td>
<td>I Love You</td>
<td>Columbia</td>
<td>15</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MICHAEL JACKSON</td>
<td>Papa Don't Go Hooked on Me</td>
<td>Motown</td>
<td>16</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DONNY OSMOND</td>
<td>Too Young</td>
<td>Epic</td>
<td>17</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VAN MORRISON</td>
<td>Saint Dominic's Preview</td>
<td>Warner Bros.</td>
<td>18</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MAC DAVIS</td>
<td>Baby Don't Get Hooked on Me</td>
<td>Columbia</td>
<td>19</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JOHN DAVIES</td>
<td>Elivis Live at Madison Square Garden</td>
<td>Capitol</td>
<td>20</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NILSSON</td>
<td>Don't You Remember</td>
<td>Reprise</td>
<td>21</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JEFFERSON AIRPLANE</td>
<td>Long John Silver</td>
<td>RCA</td>
<td>22</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BILL WITHERS</td>
<td>Still Bill</td>
<td>Stax</td>
<td>23</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>URIAH HEEP</td>
<td>Demons &amp; Wizards</td>
<td>Mercury</td>
<td>24</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GRACE</td>
<td>Back Stabbers</td>
<td>WB</td>
<td>25</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ABIGAIL</td>
<td>All Together Now</td>
<td>EMI</td>
<td>26</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>T. REX</td>
<td>The Slider</td>
<td>Reprise</td>
<td>27</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JERMAINE JACKSON</td>
<td>Make Me Feel At Home</td>
<td>Meco</td>
<td>28</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>THE LEE / SLEEPER BROTHERS</td>
<td>Brother, Brother, Brother</td>
<td>RCA</td>
<td>29</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CORNELIUS BROTHERS &amp; SISTER ROSE</td>
<td>At Home With Their Greatest Hits</td>
<td>Bell</td>
<td>30</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CARPENTERS</td>
<td>A Song for You</td>
<td>A&amp;M</td>
<td>31</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SIMON &amp; GARFUNKEL</td>
<td>At Home With Their Greatest Hits</td>
<td>CBS</td>
<td>32</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DAYNIGHTER</td>
<td>At Home With Their Greatest Hits on Earth</td>
<td>Capitol</td>
<td>33</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>RICK SPRINGFIELD</td>
<td>Let's Stay Together</td>
<td>SB</td>
<td>34</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ELVIS PRESLEY</td>
<td>Beginnings</td>
<td>Capitol</td>
<td>35</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
EDNA, SHELLEY AND CAROLYN ARE...
THE HONEY CONE

LOVE, PEACE
AND
SOUL
IS . . .
THEIR
NEWEST
SMASH ALBUM

Including
INNOCENT TIL
PROVEN GUILTY
O-O-O BABY, BABY
ON HOT WAX
RECORDS
FROM THE
BUDDAH GROUP
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Top 50</strong></td>
<td></td>
<td></td>
<td>NA</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
</tr>
</tbody>
</table>

**Notes:**
- ARTIST: The artist's name.
- Title, Label, Number (Dist. Label): The title of the song, the label, and the distribution number.
- B-Side, Label, Number (Dist. Label): The B-side of the song, the label, and the distribution number.
- Week: The week number of the chart.
- 1985 Week 17 to 1985 Week 41: The chart positions for each week from Week 17 to Week 41 of 1985.
Some Synanon people used to shoot dope. Now they don't. They traded dope for a life free from fear and drugs and violence—a life where an honest day's work gets you a day's pay. Some Synanon people never shot dope. They didn't have a "problem." They moved into Synanon because in it they saw an alternative lifestyle where, in exchange for hard work, energy and money they are rewarded with citizenship in a drug-free, crime-free, violence-free community.

Together, nearly 2000 ex-dope fiends and "squares," the people who live in Synanon, are working to change a part of the world by demonstrating what it means to be old-fashioned good neighbors.

The size of our world is getting a little larger each day. Drop by and get to know us.

Synanon Foundation, Inc., 1215 Clay Street, Oakland, California 94612. Telephone (415) 444-3624.

Other Synanon communities in San Francisco, Santa Monica, Tomales Bay and Badger, California, and in Detroit and New York.
PreRelease Imports

Aiding U.S. Labels

By JIM MELANSON

NEW YORK—Major U.S. labels, prior to the domestic releasing of their product here, are getting a large amount of promotion cost importing of foreign disks, according to Ed Grossi, secretary of Jim Records, import firm.

Grossi said that Jim, as well as indirectly aiding U.S. labels, has done much to introduce import product to major retail chains. Servicing the Discount Records chain and Sum Goody Stores, Jim distributes, on a monthly basis, nearly 10,000 pieces to discount stores selling $2.50-3.00 pieces to Goody's Warehouse.

RCA 3 pc Rise Effect Oct. 9

NEW YORK — RCA Records raised promotion money on most of its record product by about 3 percent, effective Oct. 9. The move was announced by Howard Friend, then EVP.

Morenoff, division vice president, quoted on story that: "We have held the price line for long periods of time, and we are possibly considerably longer than our principal competitors.

MG M, Kaye Sued by CTI

NEW YORK — CTI Records has filed suit in Federal District Court against MGI Musicor, Inc., Goldwyn-Mayer, Inc. and Jesse Kaye, charging violation of the Federal Trademark Act, contract interference, unfair competition and fraud concerning MGI's release of the album "Sky's Big Secret.

The complaint alleges that MGI Records of New York, and Kaye, chairman of MGI, fraudulently induced jazz trumpet Freddie Hubbard on the album was unauthorized. Hubbard said he had signed with CTI and was performing exclusively on the CTI label.

The suit seeks an injunction preventing MGI from making, releasing, offering to sell, selling, importing, distributing, or advertising any records as "Freddie Hubbard," and such records as "Sky's Big Secret," and further damages to be determined.

MUSIC PLANS TO POP 'Popcorn' LP on Mart.

NEW YORK—Musicor Records, following the release of the single "Popcorn," has released a full-length LP. It's being promoted a planning campaign with special distribution to the top 40 stations nationwide. The campaign will include radio spots as well as a special mailing of "Popcorn" LP packages, with pre-considered send-in offers to disk jockeys.

According to John Tandy, president of the label, and Richard Talmadge, ad vice president, are also coordinating overseas tours in Europe, respectively, to arrange international performances and tours through Hot Butter, as well as full-color direct mail campaigns in Europe.

Returning recently from Europe, Richard Talmadge said: "Musicor Records in Paris with nearly 600,000 single sales only in France. Sales and what cutouts were made in Germany, Austria, and Belgium are outstanding. As a member of ASCAP since 1946, he collaborated with lyricist such as Johnny Mercer and Walter O'Keefe.

Tandy left for Japan Thursday (5) and will spend three weeks there, touring in the islands of Japan, as well as radio stations in Tokyo and in Hong Kong and Singapore.

With nearly 500,000 singles sold in the U.S., Tandy said that, "although the album might be considered a novelty it still has given the business a shot in the arm in the U.S. and I have a lot of interest in Musicor, both in terms of the single and its follow-up.

D.J. Indicted For Disk Airing

By JIM MELANSON

NEW YORK—Stereo Dimension Records reports results beyond our expectations" from a special summer test program with distributors, key rock stations and popular disc jockeys, according to the record company's vice president, Organization copyright division, recent successful tours in Europe and the company's expression to the worldwide music publisher. Mrs. Morrison administers the entire PSO copyright catalog and supervises a staff of six.

PreRelease Imports

Aiding U.S. Labels

By JIM MELANSON

NEW YORK—Major U.S. labels, prior to the domestic releasing of their product here, are getting a large amount of promotion cost importing of foreign disks, according to Ed Grossi, secretary of Jim Records, import firm.

Grossi said that Jim, as well as indirectly aiding U.S. labels, has done much to introduce import product to major retail chains. Servicing the Discount Records chain and Sum Goody Stores, Jim distributes, on a monthly basis, nearly 10,000 pieces to discount stores selling $2.50-3.00 pieces to Goody's Warehouse.

RCA 3 pc Rise Effect Oct. 9

NEW YORK — RCA Records raised promotion money on most of its record product by about 3 percent, effective Oct. 9. The move was announced by Howard Friend, then EVP.

Morenoff, division vice president, quoted on story that: "We have held the price line for long periods of time, and we are possibly considerably longer than our principal competitors.

MG M, Kaye Sued by CTI

NEW YORK — CTI Records has filed suit in Federal District Court against MGI Musicor, Inc., Goldwyn-Mayer, Inc. and Jesse Kaye, charging violation of the Federal Trademark Act, contract interference, unfair competition and fraud concerning MGI's release of the album "Sky's Big Secret.

The complaint alleges that MGI Records of New York, and Kaye, chairman of MGI, fraudulently induced jazz trumpet Freddie Hubbard on the album was unauthorized. Hubbard said he had signed with CTI and was performing exclusively on the CTI label.

The suit seeks an injunction preventing MGI from making, releasing, offering to sell, selling, importing, distributing, or advertising any records as "Freddie Hubbard," and such records as "Sky's Big Secret," and further damages to be determined.

MUSIC PLANS TO POP 'Popcorn' LP on Mart.

NEW YORK—Musicor Records, following the release of the single "Popcorn," has released a full-length LP. It's being promoted a planning campaign with special distribution to the top 40 stations nationwide. The campaign will include radio spots as well as a special mailing of "Popcorn" LP packages, with pre-considered send-in offers to disk jockeys.

According to John Tandy, president of the label, and Richard Talmadge, ad vice president, are also coordinating overseas tours in Europe, respectively, to arrange international performances and tours through Hot Butter, as well as full-color direct mail campaigns in Europe.

Returning recently from Europe, Richard Talmadge said: "Musicor Records in Paris with nearly 600,000 single sales only in France. Sales and what cutouts were made in Germany, Austria, and Belgium are outstanding. As a member of ASCAP since 1946, he collaborated with lyricist such as Johnny Mercer and Walter O'Keefe.

Tandy left for Japan Thursday (5) and will spend three weeks there, touring in the islands of Japan, as well as radio stations in Tokyo and in Hong Kong and Singapore.

With nearly 500,000 singles sold in the U.S., Tandy said that, "although the album might be considered a novelty it still has given the business a shot in the arm in the U.S. and I have a lot of interest in Musicor, both in terms of the single and its follow-up.

D.J. Indicted For Disk Airing

By JIM MELANSON

NEW YORK—Stereo Dimension Records reports results beyond our expectations" from a special summer test program with distributors, key rock stations and popular disc jockeys, according to the record company's vice president, Organization copyright division, recent successful tours in Europe and the company's expression to the worldwide music publisher. Mrs. Morrison administers the entire PSO copyright catalog and supervises a staff of six.

Country Sound Changes

Make It National: Arnold

NEW YORK—RCA artist Eddy Arnold attending the Country Music Association's Oct. 19-20, said that the changes in the music business today, "are making it necessary that music which I have "modernized" the sound and among the Mexican and German listeners but as well to the pop-oriented markets.

Credited as the artist who broke up the country and pop gap, Arnold noted the use of violins, harps and other instruments of today's country product and credited these additions to the increase. "You never do away with hard country or soft country," he said. "You will always be a hard core market for the original sound. They might be a minority but their influence will still be felt in the market. The market is, though, is now country music to which the classic and pop-radio listeners as well as to the pop-oriented markets.

Recently sold 50,000 LPs for RCA, with sales in excess of 75 million copies, Arnold said his music has become "international" since 1942, when still close to the roots of country music, has become an international artist with broad appeal in the classical market. He has performed with symphony orchestras, Arnold played to full houses in all parts of the country, including the North and Northeast regions. He has also hosted a variety of national television programs. And, if "anything," he continued, "my own career reflects the changes in the market, and I believe that a great deal of differentiation between being a country singer or a pop singer." He also stated that country music has "lost its meaning"—mentioning the "strong" de-
Autumn, Perception, and the Road to Sweet Success.
You Get a Lot to Like with BOB SEGER

He smokes a bunch of Other People's classics and sizzles up a couple of his own in an album which is easily the year's most solid underground hit. It's sold more than 50,000 so far between its initial Palladium release and its redistribution via Reprise and has sparked off a couple of hit singles—"Turn on Your Love Light" and "Bo Diddley." Hear it continue to surface with Detroit's most exciting brand of music.

Bob Seger: Rolled in Detroit, Smokin' Nationally.