Price Control: Its Effect On Industry

By MILDRED HALL

WASHINGTON — The Price Commission has made it crystal clear in its rules, directives and answers to queries, that both wholesalers and retailers in all industries—including the record industry—have the right to pass on price increases on products priced higher from the manufacturers. However, under the Economic Stabilization Act of 1950, all industries must hold their price markup to a so-called “base rate”—the firm’s own rate of markup above cost—and this rate cannot be increased or decreased by the price freeze of 1971, or in the last fiscal year before Aug. 15, 1971. A similar base rate limits the rate of profit.

The emphasis is on the word “rate.” Within the allowed percentages, increase in price or overall profit, the dollar amounts find their own levels. “To enable firms to retain economic flexibility, individual prices are not controlled,” the commission points out. Thus, each case is different, with each firm’s dollar markup and profit individually arrived at. Small firms with a limited number of employees are exempt from all price and profit controls, and so are retailers making less than $10,000 a year in sales.

The price control problem requires first that any price rise be “cost-justified.” The manufacturer has the advantage of being able to pass on all increased costs of operation and production, within his base-rate limits for prices and profits. But wholesalers and retailers can only raise prices when there is an increased cost of product to them. All other costs involved in doing business must be covered by their markup.

Retailers, the retailer and wholesaler can raise prices on product by the same percentage of markup he applied to his actual purchase price and transportation costs in effect during his base period. He can use one of his customary rate of markup to pass on to Nov. 15, 1971, as his base rate, or his average customary markup for his last fiscal year ending before Aug. 15, 1971.

The overall profit control is based on the ratio of net profits before taxes) to gross sales. All firms (manufacturers, wholesalers, retailers) are bound to pass this on the average of the best two of the last three fiscal years ending before Aug. 15, 1971.

If price rises on (Continued on page 70)

Pricing Influences MCA To Drop All Indie Distrs.

By CLAUDE HALL

LOS ANGELES—MCA, Records, in an effort to strengthen its distribution system and avoid government red tape, last week terminated its agreements with six major independent record distributors and will open sales offices in Detroit, Denver, Seattle, Charlotte, Nashville and Minneapolis.

Letters of termination have been sent, effective Nov. 1, to Art Kay, Detroit; Transcontinental, Denver; ABC Records & Tape Sales, Seattle; Carlol Distributors, Charlotte; Record Sales, Inc., Nashville and Halischer Bros., Minneapolis.

Rich Frio, vice president of MCA Records, said that MCA Records would now be "100 per cent" a branch operation.

Besides the desire of MCA Records president Mike Maliland to create "the total record operation," Frio said that the Federal Trade Commission had shown much interest lately in the pricing situation of distributors who sell records to their own rock operations. The MCA move thus stabilizes the rock world.

MCA Records, for example, has been selling its $3.98 suggested list of albums to distributors at $2.59 and to rockdealers at $2.88. The price to dealers is $3.20.

"Some confusion may have occurred," Frio said, "in that some distributors also have rock distributor operations. Because of the propriety interest a record label has in its product, this necessitated a rockjobber informing MCA of the amount of product it had taken out of its distribution arm and placed in its rockjobber wing and we'd rebel the operation for the difference. But the FTC evidently doesn't think the way we do and we decided to eliminate the independent distributor price.

"One of the reasons we also went to a totally branch operation," Frio said, "was that one distributor, repeatedly on 'hold' for not passing his bills with us, was actually hindering us from servicing that area with product." MCA will have one or two salesmen and one promotion man in each of the cities mentioned above. Personnel will be moved up from within.

The cutting of our distributor ties with these firms was only one facet," Frio said. "We will continue with their rockjobber operations and with their one-stop and dealer wings.

"Actually, this move on our part took a lot of soul-searching, since I've personally worked with the Handleman and Halischer men for something like 15 years," he felt, adding that both Dave Handleman and AMS Halischer had kept this move coming.

"But the key to cut out independent distributorship, he said, "was the rockjobber's interest in the whole pricing situation throughout the retailing chain. Specifically, the people who are involved in multi-faceted operations."

Labels Plan 'Opry Week' Strategy Meetings

By BILL WILLIAMS

NASHVILLE—Industry chieftains, preparing for a most quarter sales effort, have programmed strategic national and regional meetings in conjunction with their visits this week to the Grand Ole Opry Birthday celebration.

The overall strategy will attract heads of leading labels, and will bring in at least one new face in a sponsorship arrangement. The Mercury gathering, headed by president E.H. Steinberg, will take place Friday at the King of the Road road, and will involve four regional and 21 local promotion directors. Also on hand will be vice presidents Lou Simon and Charlie Fuch, and national promotion directors Frank Mull, Stan Bly, Long John Silver and Andre Rosen.

Rocco Laginestra, president of RCA, also will lead a heavy contingent, which includes such top executives as Gene Settler, Mort Hoffman, Harry Jenkins, Don Burkheimer, Frank Mancini, Ed Welker, Latty Schapacs, Bill Keene, Mel Fishman, Grelun Landon and Ed Scallon. Wally Cochran, coordinator (Continued on page 50)

Buddah Releases Newport LP Set

By JAN DOVE

NEW YORK — The Buddah Group's complete label will release a six-album set of recordings taken from this year's Newport Jazz Festival—available as a single boxed set or in individual sets of two double albums and two live albums.

The productions have been completed for artists contracted to (Continued on page 70)

U.K. Needletime—Expected Changes

By ROB PARTRIDGE

STAFF MEMBER, MUSIC WEEK

LONDON—The needs and desires of the British needletime situation is expected as a result of the new needletime agreement for the commercial radio, an announced last week. The agreement will give the commercial stations—due to start broadcasting in July and August of 1974—50 percent needletime and the BBC is expected to seek a similar arrangement for Radio Luxembourg.

The BBC at present has 82 hours needletime (Continued on page 56)

Matsushita In Dubbing Pitch; Snubs Warning

By HIDEO EGUCHI

TOKYO—One of the biggest manufacturers of home electric appliances in Japan has encouraged retailers to sell consumers on “taping off the air,” in spite of a previous warning from the recording industry (Billboard, Sept. 2)

In a full-page trade newspaper ad directed to the retailers of stereo cassette tape decks, the manufacturer, Matsushita Electric, said: "Let's recommend this point. It's point 1 of success. The lure of re-

Beattles’ Sales: 545 Mill Units

By BRIAN MULLIGAN

Editor, Music Week

LONDON—Ten years ago this month, the Beatles released their first Parlophone single, “Love Me Do,” marking the start of a career of possibly the biggest ever selling act.

On behalf of Billboard, EMI has compiled sales data to the end of June of recordings made by the group and by individual members, and it’s sales of the 23 singles, 13 LP’s and 14 albums (Continued on page 70)
HARRY STRIKES AGAIN!

*Gold That Is...RIAA Certified

And Again — "SPACEMAN"
And Again — "REMEMBER"
And Again — "AT MY FRONT DOOR"
And Again — "JOY"
And Again — "THE LOTTERY SONG"
And Again — "THE MOST BEAUTIFUL WORLD IN THE WORLD"
A&M's Alpert-Moss Gird for Next Ten

LOS ANGELES — A&M Records has cracked its 10th anniversary on the national scene, announcing the upcoming release of a new album by Quincy Jones, who has re-signed with the label and provides biographical and musical data for in-store browsers.

Creating services in services-proud St. Louis, the company's biggest problem is how to get the attention of each record industry executive to the trade. We feel that the 9x9's new education tool will add the three points it adds to its years for each LP until it will be used internally.

Warner Bros. began using 9x9 boxes and a larger box to distribute to WEA, which will launch the Warner Bros. promotion in the fall.
Blaster Bates, a demolition expert who found a bent for comedy. We also feature comedies more widely known in the U.S., such as Marty Feldman. Corbett feels the American public is not yet fully aware of the nuances and dialects of English spoken in the UK, and more visit England each year. Local NBC affiliate WMAQ, a long-time sponsor of "Cyrano," also airs British modems on the shop advertisements on the show.

The shop, which has a complete line of pirated records for an average price of $1.25 per 10 records, displays and point-of-purchase display material directly from Europe, and we are the only shop in that country.

One of the other items Corbett finds as steady sellers are soundtracks to British movies, such as the George Formby, "The Dandy," series. But Corbett says, "If the big thing for us is that we are an American shop, it is a major part of our business and we subscribe to a number of European periodicals and go to a lot of conventions and shows in Europe or for them in two to three weeks." Cartridge is the only row where he carries tapes, and tells customers they would be better off using the equipment because of the expense of importing them. He is not allowed to display them in the shop. Display of records is set up by country, and Corbett says, "If the Swedes are on that country, the shop is about 80% of their own."

There is also a distinctive lack of sales material in the shop. "About 10 percent of our stock is rock and roll," Corbett adds that we don't have and don't seek out that category.

**Atlantic Sets 16-LP Plan**

NEW YORK—Atlantic Records released 16 new albums this week as part of its 16-LP plan, including a series of blues albums taken from the company's vaults. The plans will be sold at a country-wide series of sales meetings across the U.S. The featured artists include Bob Kolenit, vice president, publicity, who has been with the company for 25 years.

The show was executed by Ron Naar's audio visual production company, "The Great American Duet," featuring Frank E. Edwards, Delaney and Bonnie, and the Mindbenders. The show featured a special guest, the Modern Jazz Quartet, Giants of Jazz, and the Modern Jazz Quartet.

*Blue* products feature blind Willie McCullin, John Lee Hooker, Texas Tunes and Shimmy and Mama Yankey.

**Legal Pirates' Bid Refused By Top Court**

NEW YORK—The U.S. Supreme Court has refused to review the landmark appellate court decision declaring the "legal piracy" law unconstitutional. The court refused to hear the appeal of the "legal piracy" case, which was decided in favor of Fox Agency publishers holding that manufacturers of pirated recordings do not obtain authorization to use copyrighted material and that the Copyright Act authorizes seizure and destruction of equipment used in making infringing recordings.

Bill Curren, former president of the Board of Directors of Viewlex, Inc., reported that the New York State Supreme Court has refused to hear the appeal of the copyright infringement case, and that the action was commenced in Phoenix, Arizona, in the spring of 1971.

The court's refusal to hear the appeal of the Ninth Circuit, sitting in California, agreed with the Fox Agency publishers that the court was upholding the copyright laws and that the Copyright Act authorizes seizure and destruction of equipment used in making infringing recordings.

**Scepter Meet Bows 9 LPs**

NEW YORK—Scepter Records has introduced nine new LPs at sales meetings throughout the country, according to Ed Kuskin, vice president of marketing.

Kuskin, Sam Goff, executive vice president, presented the new line at sales meetings in New York, Chicago, where the series was introduced, and in Los Angeles. Sales meetings were held at the Modern Jazz Quartet, Giants of Jazz, and the Modern Jazz Quartet.

Product displayed, with a strong emphasis on promotional and merchandising activities, included albums by Shirley Caesar, the Thompson Brothers, The Swan Silvertones and the Watertown Choral Ensemble.

**English Humor & European LP Stock Build Retail Shop**

LOUIS ARMSTRONG, who was a big hit for the shop, has opened a new branch of his shop in New Orleans, which will be managed by Joe Allison. The shop will be located at 923 Orleans Avenue, New Orleans, and will be open daily from 10 A.M. to 10 P.M.

The shop, which has been in operation for over 20 years, is now under the management of Joe Allison, who has been with the shop for over 10 years.

**MCA Slashes Album Prices**

LOS ANGELES—MCA Records is reducing the price of its "Best of..." series and its high-quality limited edition series according to Rick Froi, vice president.

The label will "mass market" all of its two-to-five album sets except "Jimmy Durante Superstars," the "Jerry Lewis Special," "The Tommy Awards," and "The Capitol International Series," which Corbett calls "the best thing that ever happened to us."

Domestic labels which specialize in overseas product are handled by the shop, including Angel, Fontana, and MCA, as well as the Capitol International Series, which Corbett calls "the best thing that ever happened to the shop."

The shop deals also with domestic distribution, including Odeon Ltd. and Peters International. "A big sale is going on for $10 an LP that moves 300 copies such as the Fabian LP," Corbett says, "but the big thing for us is that we are an American shop." We are a major part of our business and we subscribe to a number of European periodicals and go to a lot of conventions and shows in Europe or for them in two to three weeks." Cartridge is the only row where he carries tapes, and tells customers they would be better off using the equipment because of the expense of importing them. He is not allowed to display them in the shop. Display of records is set up by country, and Corbett says, "If the Swedes are on that country, the shop is about 80% of their own."

There is also a distinctive lack of sales material in the shop. "About 10 percent of our stock is rock and roll," Corbett adds that we don't have and don't seek out that category.

**More for Less News See Page 70**

**Executive Turntable**

EXECUTIVE TURNTABLE: At Warner Bros. Records, Inc., Murray Giffin has been named vice president and assistant treasurer and Eddie Rosenblatt vice president and director of sales and promotion. The appointments were announced by Mo Ostin, chairman of the board, who will be joined by new acquisitions Ed West, Stan Cornyn and Lenny Waronker. Dick Sherman, formerly sales manager for Warner-Forrest and more recently Motown's West Coast director of sales and MoWest and Natural Resources' label chief, has been appointed vice president and general manager of Wheeler Dealer, Inc., a national record marketing organization. And, after a fashion, has been appointed administrative director, Nashville Div., of Capitol Records. He will assist division head Joe Allison. Prior to his appointment to Ashworth managed Mos Rose Publications, Inc., in Nashville. ... Raymond J. Nelson, an assistant vice president and a member of the board of directors for the Sony Corporation of America. He has been vice president of the consumer products division at Sony since late 1969. The Leo Margolies, appointed vice president and general manager of Viewlex Packaging, Inc. Reporting to him will be Santi Rohan, director of manufacturing operations, Max Schena, director of printing operations, Richard Seidel, controller, and Norman Rais, general manager of Viewlex's West Coast division.

**News & General**

**Legal Pirates' Bid Refused By Top Court**

NEW YORK—The U.S. Supreme Court has refused to review the landmark appellate court decision declaring the "legal piracy" law unconstitutional. The court refused to hear the appeal of the "legal piracy" case, which was decided in favor of Fox Agency publishers holding that manufacturers of pirated recordings do not obtain authorization to use copyrighted material and that the Copyright Act authorizes seizure and destruction of equipment used in making infringing recordings.

Bill Curren, former president of the Board of Directors of Viewlex, Inc., reported that the New York State Supreme Court has refused to hear the appeal of the copyright infringement case, and that the action was commenced in Phoenix, Arizona, in the spring of 1971.

The court's refusal to hear the appeal of the Ninth Circuit, sitting in California, agreed with the Fox Agency publishers that the court was upholding the copyright laws and that the Copyright Act authorizes seizure and destruction of equipment used in making infringing recordings.

**Jep Curren Visiting U.S.**

NEW YORK—JASRAC (The Japanese Society of Rights of Authors, Composers, and Publishers) has announced that Max Suga, chairman of the board, will come to the U.S. for a short stay, visiting members of his organization.

The JASRAC executives held extended discussions with the Warner Bros. Records, Inc. president, managing director, the Harry J. Anslinger, vice president, Federal Communications Commission (FCC), and the Leo Margolies, vice president, Viewlex Packaging, Inc. (VPI), for a short stay, visiting members of his organization.

Hal Charn has opened his own licensing liaison office in business in New York City. Charn has been appointed national sales manager for the Sweepstakes Corporation, and has been appointed director of licensing for the Programm Corporation. He will be responsible for the sale of music and music-related products.

Barbara Dalton has joined Brown Bag Records as director of sales and marketing for the Sweepstakes Corporation. She will be responsible for the sale of music and music-related products.

Philips Records, he was recently involved in various management enterprises... Arthur Schindel has been appointed director of information systems for the Polygram Corporation. He will be responsible for the sale of music and music-related products.

At Warner Bros. Records, Inc., Murray Giffin has been named vice president and assistant treasurer and Eddie Rosenblatt vice president and director of sales and promotion. The appointments were announced by Mo Ostin, chairman of the board, who will be joined by new acquisitions Ed West, Stan Cornyn and Lenny Waronker. Dick Sherman, formerly sales manager for Warner-Repriege and more recently Motown's West Coast director of sales and MoWest and Natural Resources' label chief, has been appointed vice president and general manager of Wheeler Dealer, Inc., a national record marketing organization. And, after a fashion, has been appointed administrative director, Nashville Div., of Capitol Records. He will assist division head Joe Allison. Prior to his appointment to Ashworth managed Mos Rose Publications, Inc., in Nashville. ... Raymond J. Nelson, an assistant vice president and a member of the board of directors for the Sony Corporation of America. He has been vice president of the consumer products division at Sony since late 1969. The Leo Margolies, appointed vice president and general manager of Viewlex Packaging, Inc. Reporting to him will be Santi Rohan, director of manufacturing operations, Max Schena, director of printing operations, Richard Weichman, controller, and Norman Rais, general manager of Viewlex's West Coast division.
We got a million good reasons for releasing the new Hollies single: "Long Dark Road."

We can put those million reasons in seven words: "Long Cool Woman in a Black Dress."
The same talents that brought you this incredible hit are about to repeat themselves with "Long Dark Road."
Or to put it in other words: The Hollies are about to Blitz America again.
On Epic Records

The Hollies on tour

Albany, N.Y., Oct. 17
Buffalo, N.Y., Oct. 19
Keene, N.H., Oct. 20
Gorham, Maine, Oct. 21
Boston, Mass., Oct. 22
Raleigh, N.C., Oct. 25
Johnson City, Tenn., Oct. 26
Charlotte, N.C., Oct. 27
Spartanburg, S.C., Oct. 29
Fayetteville, N.C., Nov. 1
Springfield, Mass., Nov. 3
Rochester, N.Y., Nov. 4
New York, N.Y., Nov. 5
Washington, D.C., Nov. 6
Atlanta, Ga., Nov. 8
Statesboro, Ga., Nov. 9
New Orleans, La., Nov. 10
Louisville, Ky., Nov. 11
Chicago, Ill., Nov. 12
Detroit, Mich., Nov. 13
Seattle, Wash., Nov. 15
Portland, Ore., Nov. 16
Salem, Ore., Nov. 17
Berkeley, Calif., Nov. 18
San Diego, Calif., Nov. 19
Los Angeles, Calif., Nov. 22
Buddah Group in Banner Quarter

NEW YORK—Neil Bogart and Art Kass, co-presidents of the Bud- dah Group, announced that the company has entered its 25th year of continuous marketing of records.

At a recent meeting with company officials, Bogart and Kass noted that the company's product output has grown while sales have risen.

Concurrent with chart success for many of their artists, Buddah and its sales activity for the company, with singles by Mayfield, Whitehead, Overton and Dreyfuss, are considered sales and chart successes.

Co-president Art Kass commented that the company has "released many LPs this past quarter (five with five of those in the first quarter, as opposed to 17 albums in the previous quarter). We anticipate," he continued, "that the company will release 50 percent less product this year than in previous years.

Co-president Neil Bogart stated, "Too much good product is being lost due to the lack of retail, radio and record com- panies simply must adjust to the times. Independently, the studios' record play- lists have not expanded, more and more of these outlets are combining and developing level, and this inevitably results in more push on product.

Bogart further commented that singles activity is meeting with less than in previous years.

The company, therefore, is now working to develop successful singles and albums that would previously have been marketed solely through albums. "Our philosophy here has been that every album contains 10 or more singles that market independently, and this strategy will result in a balance between albums and singles," said Bogart.

Threshold Expansion

NEW YORK—Threshold Records, the innovative New York-based label, has announced a new LP, "The Moody Blues Seven Sojourn," released in late October.

Entertainment Weekly's Robert French, in his review of the first single, "Children Born of Age," requested in September, will tour the U.S. and has its first LP released this month.

Threshold is distributed in the U.S. by London Records.

Matsushita in Dubbing Pitch; Snubs Warning

* Continued from page 1

Warning regarding stereo FM (Operation: Hit Music Recording).

Through the ad, the Japan National Broadcasting companies are not only warning listeners of the danger of a tape deck, recording all-out, the means of recording. The ad said, "This is not an ad to be taken lightly. A tape of top of the list of 'couple' functions enjoyed with, is recording stereo FM stations on a tape, that the ad does not have confidence to the extended con- tinuity of success in sales of the 'couple' stereo cassette tape deck and home stereo console.

The manufacturer is a member of the National Broadcasting Association of Japan, which was sent a warming last July from the Japanese Phonograph Record Association, to stop such "total" household tape, cassette manufacturers, against "tapping off" record sales promotion by EIA members.

U.S. Adt Stand For Suit

JOE HAVRICK, Publisher, Advertising encourages the duplication of music from radio and records via hardware and software are appearing in U.S. publications as well as in other countries and in other popular media.

A number of firms have placed such ads in consumer and trade-oriented magazines.

In the current New Yorker, Sony Corp. of America advertises its model HP-2319 compact system and its ad features a cancel record ad in the- adds. A quote in the ad's: "Or tap a tape taken from the turn," while another says, "Now you can take that first step into the world of music from your turntable."
Two never-before-released records from the group who was once called Tyrannosaurus Rex.

Two of their early albums, "My People Were Fair And Had Sky In Their Hair... But Now They're Content To Wear Stars On Their Brows" and "Prophets, Seers and Sages—The Angels of the Ages" are finally available in this country as a two-record set. It's "A Beginning."

On A&M Records
### Executive Turntable

- **Ralph I. August** has been named West Coast manager for CBS/ FM sales. Making his headquarters in Los Angeles, August last recently, was an account executive for KHS, Los Angeles.
- **Ken Greenberg** has been named advance promotion representative for Warner Brothers’ records group, Stonewood. For the past two years, he was advertising and publicity director for FM Productions, the Bill Graham production company.
- **Bernard Yellow** has been appointed director of creative services for Stanton Magnetics, Inc. He formerly served as director of promotion for Columbia Records, and director of Knomark, Inc., a subsidiary of Packard. Okie Duke has formed Blue Crown Music (BMI) in Hollywood. At Rattle he will be the general professional manager.
- **Lambert Johnson**, president of Sun, Moon and Stars, a West Coast distribution company, has founded Cinemedita International, a film distribution wing. Alan H. Nathan has been appointed to the board of directors of Abkco Industries, as well as being named vice president and general counsel for the company. Prior to joining the firm, Kain was involved in private law practice.

**Place your old mailing label here**

### Off the Ticker

GRT’s signing of three tape manufacturing/distribution contracts with ABC-Dunhill, Dot/Paramount and Fantasy Records will make a substantial addition to future sales volume, according to the tape company. Alan J. Baskey, president of GRT, Sunnystone, Inc., said earnings for the second quarter ended Sept. 30 probably had a “substantial increase” from a year ago. In the second quarter, earnings were $254,733, or nine cents a share, on sales of $6,000,000. GRT completed its licensing agreement with Dot/Paramount, a manufacturing/distribution contract with Fantasy, and revised its existing contract with ABC-Dunhill. The pact with ABC/Dunhill provides that the record company’s product becomes GRT’s exclusive property on Jan. 1, 1973. The contract also extends the agreement two years, through 1975, and provides GRT with exclusive distribution rights for future recordings and recordings rights to the ABC/Dunhill product line. Full payment was made to the company in the form of 25% of quarterly sales.

### Market Quotations

**As of Closing, Thursday, October 12, 1972**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>ABSCO Inc.</td>
<td>6 5/8</td>
<td>5 3/4</td>
<td>3</td>
<td>8 1/8</td>
<td>6 7/8</td>
<td>7</td>
<td>7 5/8</td>
<td>4 3/4</td>
</tr>
<tr>
<td>Bethlehem</td>
<td>13 1/2</td>
<td>13 1/2</td>
<td>3</td>
<td>15 5/8</td>
<td>15 1/4</td>
<td>12</td>
<td>15 3/8</td>
<td>14 1/4</td>
</tr>
<tr>
<td>Card Tech</td>
<td>8 1/2</td>
<td>8 1/2</td>
<td>7</td>
<td>10</td>
<td>9 1/2</td>
<td>9</td>
<td>9 1/2</td>
<td>8 1/2</td>
</tr>
<tr>
<td>Delco</td>
<td>41 3/4</td>
<td>41 3/4</td>
<td>136</td>
<td>47</td>
<td>42</td>
<td>62</td>
<td>46</td>
<td>41 3/4</td>
</tr>
<tr>
<td>Kuch Corp.</td>
<td>8 1/2</td>
<td>8 1/2</td>
<td>6</td>
<td>10 3/4</td>
<td>10 3/4</td>
<td>12</td>
<td>10 3/4</td>
<td>9 1/4</td>
</tr>
<tr>
<td>National</td>
<td>3 1/2</td>
<td>3 1/2</td>
<td>6</td>
<td>4 1/2</td>
<td>4 1/2</td>
<td>7</td>
<td>4 1/2</td>
<td>3 1/2</td>
</tr>
</tbody>
</table>

**CBS 3d Quarter Income, Revenues Up**

NEW YORK—CBS has estimated third quarter net income at $20.8 million on an estimated net sales of $342.4 million, representing a 10 percent increase in earnings and a 7 percent increase in revenues. Net income was $18.8 million and net sales, $321.4 million, during the comparable period last year.

Third quarter earnings per share are estimated at 72 cents, compared with $.65 of the same quarter of 1971.

For the first nine months of 1972, net income is estimated at $53.6 million on revenues of $1,086.4 million. Comparable results in 1971 were $47.1 million and $892.2 million respectively. Nine months’ earnings are estimated at $1.85 per share, against $.43 per share for the first nine months of 1971.

### Campus News

**News (another good reason for subscribing to the ‘I’ means the most important information in the world.)**

### In Billboard. Get into it!

<table>
<thead>
<tr>
<th>Billboard b 5105 Patterson Street Cincinnati, Ohio 45114</th>
</tr>
</thead>
<tbody>
<tr>
<td>Please fill me in on your exclusive Campus News coverage and authorize all of these infant industries, every Monday.</td>
</tr>
<tr>
<td>1 year $40, 3 years $90, 5 years $150</td>
</tr>
<tr>
<td>Payable in advance or send your old subscription to Continental U.S. or Canada</td>
</tr>
<tr>
<td>Please check nature of business</td>
</tr>
<tr>
<td>1. Retailers of Records, Tapes</td>
</tr>
<tr>
<td>2. Distributors, Operators, One-Stop, Rack Jobbers</td>
</tr>
<tr>
<td>3. Dealers, Manufacturers &amp; Broadcasters</td>
</tr>
<tr>
<td>4. Mfg./Producers of Records, Tapes, Equipment</td>
</tr>
<tr>
<td>5. Talent-Artists, Performers, Agents, Managers</td>
</tr>
</tbody>
</table>

### Financial News

**CBS has achieved six consecutive quarters of sales and earnings improvements over comparable periods in years previous.**

ăm its long, broad-based, broadcasting and music sales continued to improve, business, the Holt, Rinehart & Winston division’s sales were up 11% and the general softness in the educational textbook market.

### ESTATE WITH SEPTELL DOWN FULLY EQUIPPED 16-TRACK RECORDING STUDIO

Fantastic Mexican hacienda estate. (Encino, Calif.). Secluded with electric gates. Room for tennis court. Separate guest house, utility room, 5 bedrooms, 6 baths, 5 bathrooms, 31/2 acres, 1,500 sq. feet on 1/2 acres. Fabulous bar, family room, living room. Three fireplaces, 5 bedrooms, 5 bathrooms, 2 walk-in closets. Air-conditioned. $300,000. If equipment is desired, add $100,000.
DIANA ROSS IS BILLIE HOLIDAY in "Lady Sings The Blues."

Diana Ross. She's practically a legend herself. And now, in her first motion picture, she portrays the legendary blues singer, Billie Holiday. Preview audiences have predicted Academy recognition for her stunning performance.

And now, the most memorable moments of that performance, including her long awaited vocal interpretations of the best known Billie Holiday classics, are available in Motown Record's first original motion picture soundtrack album.

Diana Ross is Billie Holiday in "Lady Sings The Blues," a beautifully packaged two-record set that includes a special 8-page full-color souvenir booklet. Listen.

Listen to what's happening at Motown. You'll hear the times change.
Talent Signings

NEIL DIAMOND
Winter Garden, New York

The Winter Garden Theatre has announced the booking of Neil Diamond's 1st tour show. The show will run from November 22 to December 23, 1979.

Talent In Action

2 Promoters Try to Bust ‘Monopoly'

NEW YORK—Julius Eskin and Arthur Warrner, partners in the concert production firm of New Audience, are trying to offer the public the chance to purchase tickets for the New York City concert market. Winter stated that the firm is the first to offer the opportunity to purchase tickets for the New York City concert market. Winter stated that the firm is the first to offer the opportunity to purchase tickets for the New York City concert market.

SEEFER USSR TOUR MAPPED

NEW YORK—Phil Seeger's personal manager, left for Moscow Thursday (12) to complete arrangements for Seeger's 15 week tour of the USSR. The tour will be booked around six performances with cities to be named at a future date. Length is scheduled for Moscow in 10 days.

Unsurpassed in Quality

Glossy Photos

Gilio Photos

Color Prints

Color Litho

Custom Prints

Custom Litho

Digitalized

Matted Enlargements

Glossy Photos

Color Litho

Custom Prints

Custom Litho

Digitalized

Matted Enlargements

Capitol Theater Fall Concerts

NEW YORK—The fall series of concerts at the Capitol Theater in Passaic, N.J., opened Oct. 13 with The Tuba and Commander Cody & His Deuces. The Capitol Theater, located in the heart of the town, is a popular venue for concerts and events.

Skylark will join John Sebastian in Atlantic City on Oct. 14. Skylark will be joined by the Guess Who, and a few special guests. The show will feature an energetic mix of rock, pop, and folk songs, with a special emphasis on theGuess Who's hits.

NEIL DIAMOND
Winter Garden, New York

The Winter Garden Theatre has announced the booking of Neil Diamond's 1st tour show. The show will run from November 22 to December 23, 1979.

From The Music Capital of the World

The Winter Garden Theatre has announced the booking of Neil Diamond's 1st tour show. The show will run from November 22 to December 23, 1979.

LAURA DENI

BILL WITHERS

ZULEMA

Carnegie Hall, New York

Bill Withers, who is booked at Carnegie Hall for the first time, delighted the audience last night with his fans and his fans' fans. Withers gave an energetic performance, opening with "Lean On Me" and followed it with a fluidity of stage presence that is rare in the music industry. His fans were literally carried through the night by his infectious rhythm and sing along. His fans' fans were delighted by the evening's remaining numbers. Withers' unique sound, characterized by his gentle yet powerful vocals, was on full display. His fans' fans were delighted by the evening's remaining numbers. Withers' unique sound, characterized by his gentle yet powerful vocals, was on full display.

LAURA DENI

JIM MELASSON

LOS ANGELES

The Alternative Chemists Songwriters Workshop has begun its 9th year of operations. The workshop will continue until September 1980. The workshop is designed to help songwriters develop their skills and to promote the exchange of ideas among songwriters.

JIM MELASSON

LAURA DENI

BILLY WITHERS

ZULEMA

Carnegie Hall, New York

Bill Withers, who is booked at Carnegie Hall for the first time, delighted the audience last night with his fans and his fans' fans. Withers gave an energetic performance, opening with "Lean On Me" and followed it with a fluidity of stage presence that is rare in the music industry. His fans were literally carried through the night by his infectious rhythm and sing along. His fans' fans were delighted by the evening's remaining numbers. Withers' unique sound, characterized by his gentle yet powerful vocals, was on full display. His fans' fans were delighted by the evening's remaining numbers. Withers' unique sound, characterized by his gentle yet powerful vocals, was on full display.

LAURA DENI

JIM MELASSON

LOS ANGELES

The Alternative Chemists Songwriters Workshop has begun its 9th year of operations. The workshop will continue until September 1980. The workshop is designed to help songwriters develop their skills and to promote the exchange of ideas among songwriters.

JIM MELASSON

LAURA DENI

BILLY WITHERS

ZULEMA

Carnegie Hall, New York

Bill Withers, who is booked at Carnegie Hall for the first time, delighted the audience last night with his fans and his fans' fans. Withers gave an energetic performance, opening with "Lean On Me" and followed it with a fluidity of stage presence that is rare in the music industry. His fans were literally carried through the night by his infectious rhythm and sing along. His fans' fans were delighted by the evening's remaining numbers. Withers' unique sound, characterized by his gentle yet powerful vocals, was on full display. His fans' fans were delighted by the evening's remaining numbers. Withers' unique sound, characterized by his gentle yet powerful vocals, was on full display.
WEA Plans Budget Line in '73

LOS ANGELES—The newly formed Warner-Elektro-Atlantic special products division plans to have around 50-60 budget albums in release next year. The division, headed by Mickey Kapp, also plans providing programming for cable systems and other video-related formats. Kapp has the freedom to develop new markets for music programming, he explains, using the catalogs of the three companies: "acceptability" of country outside of Nashville.

Dual LP Set to Aid Free Clinic

LOS ANGELES—A two-record set to sell at $1.98 and featuring artists from a number of major record labels is being coordinated by local attorney Gil Gillin to aid the Los Angeles Free Clinic. The album, to be pressed by Capitol Records and distributed by Custom Fidelity, will be sold C.O.D. initially according to Gillin. Gillin is now awaiting final approval on the project from the L.A. Department of Social Services.

Advertising will be through public service radio. The set will be distributed initially to the West Coast before moving into national distribution.

"The money that comes in from the LP will go into a locked account in a local bank and the Clinic will get a minimum of $1.00 per disk," Gillin said.

The actual tunes have not yet been determined," Gillin says. "But they will be cut released over the past 12 months. Warner Bros., Capitol, United Artists and Elektra are among the labels participating."

The LP is tentatively titled "Music for Street People, A Benefit for the L.A. Free Clinic." Target date for release is Dec. 3.

MIA Denver In Sales Boom

NEW YORK—Musical Isle of America’s Denver branch reports sales increases of more than 50 percent in key locations since its opening two months ago, according to Bob Krug, general manager of the Denver Musical Isle rack-jobber and one-stop complex.

A distributing wing is also expected to open on the same premises early next month. The new wing, along with a number of other major independent distributors in addition to the seven Musical Isle branches, are all wholly owned units of the United Artists mass merchandising division.

Commenting on the business surge being enjoyed by the company, Krug observed that at the May Company, well-known chain, "we replaced the fixtures and the product 100 percent and we did it without ever closing the doors."

In the four stores of the total of six services through Musical Isle which have already had their refurbishing, business is up 50 percent over the previous level. The two other stores in the chain are now undergoing the same treatment.

BMI to Award Students 15G

NEW YORK—The 21st Annual BMI Awards to Student Composers will make a total of $15,000 available to young composers.

Established in 1951 by BMI in cooperation with music educators and composers, the BMI Awards give cash prizes to encourage the composition of concert music by Western Hemisphere student composers under 26. Prizes, ranging from $250 to $1,000, will be awarded to the students in financing musical education. To date, 173 students, ranging in age from 8 to 25, have received awards.

No limitations are established as to instrumentation or length of manuscripts. Students may enter no more than one composition, which need not be composed during the year of entry.


Gold Awards

"Donny Hathaway" Live has been certified gold by the RIAA. It marks the second gold LP for the Atco recording artist.

OCTOBER 21, 1972, BILLBOARD
CASTLE MUSIC ARTISTS HAVE HEAVY DATES

NEW YORK—Castle Music has a booking schedule for artists throughout the fall. Orphan (London) is scheduled for performances at Seton Hall University, South Orange, N.J., Sunday (15), Sandy's, Beverly, Mass. (16-17), Nichols College, Dudley, Mass. (23) and the State University of New York at Delhi (27).

Henry Gray (ABC) will join Continuums in Boulder on the bill at the Academy of Music in New York Dec. 2 and at the Painters Mill Music Fair, Owings Mills, Md. (3).

Jonathan Edwards (Atco) will be appearing with Orphos and the New Riders of the Purple Sage at the Academy of Music Nov. 22-23.

Marvin Muhl will be in Boston for a WBCN/Intermedia ''Warner Bros. broadcast Oct. 19, at Clark University.

(Continued on page 60)

N.Y. JAZZ CLUB ‘UPTOWN’

BEVERLY HILLS—Models Ball Oct. 8 at the Beverly Hills Hotel.

3 DOG NIGHT LP ON RADIO

NEW YORK—Three Dog Night, currently on a European tour, will premiere their latest LP, “Live in Europe,” on the Kid Jensen Radio Luxembourge program in late October. The two-hour show, devoted solely to the group, will feature interviews with Three Dog Night and is expected to reach in excess of 13 million listeners.

The first date and initial recording session on the tour was at the Sun Tower in London Friday (6). Upcoming dates and sessions include Frankfurt (18) and Copenhagen (22).

Confused about 4-channel records?...

Fidelitone gives you the facts

Playing 4-channel records on 2-channel stereo equipment

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

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

Playing 4-channel records to hear 4-channel sound

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

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

Fidelitone is a prime supplier of needles to leading phonograph manufacturers. All Fidelitone needles are made to exactly replace original equipment needles with full original performance quality.
INMATES SEE 'LATIN THING' NEW YORK—Fantas Records, in cooperation with New York State's Ossining correctional facility, presented the musical documentary "Our Latin Thing" for the institution's inmates Sept. 7.

George McGrath, director of volunteer correctional services at Ossining, praised the label and thanked them for their cooperation in helping to rehabilitate the inmates and in "sharing what you have with our men."

Meanwhile, Marty Jakubowski of Metro Audio is understandably eager to note that Metro was on hand for the Ann Arbor Blues and Jazz Festival, held at Ottis Spann Memorial Field over the weekend of Sept. 8. Metro's remote truck caught concerts by a virtual potpourri of Chicago blues artists, contemporary jazz greats and young white blues interpreters. Among the notables were Howlin' Wolf, Buddy Guy and Junior Wells, Miles Davis, Sun Ra, Sippi Raff and the Siegel-Schwall Band. But the list definitely goes on...

SOUND STUDIO OPERATOR

We represent a client interested in providing capital as a co-venturer with an organization interested in operating a sound studio conveniently located in mid-town at the door of subway and bus services. Naturally, we will consider just leasing the facilities.

SUTTON TOWNE

Break.

Take a work-break in The Finger Lakes Region of Upstate New York.

Get a break in the price you pay for top-flight studio recording.

Fly in or drive up. Delightful, modern accommodations and gorgeous scenery await you. Break away from the Big City Syndrome, and get professional results at demo prices!

Professional engineering in a 16-track studio. Create in a pleasant, relaxed atmosphere.

FULLY EQUIPPED...EXPERTLY MANAGED

- Scully Recorders
- EMT Reverber
- Neumann, Electro-Voice, Altec Mikes
- Moog Synthesizer
- Steinway — 'B' Grand
- UREI Limiters
- Altec Graphic Equalizers

Our new Burrn Noise Reduction Unit assures 'Quiet' you won't believe!

Modern air-conditioned studios with private entrance, automatic elevator, loading zone at the door.

PHONE OR WRITE TODAY FOR STUDIO RESERVATIONS.

SLEEPY HOLLOW RECORDING INC.
WILLIAM D. STORM • DOUGLAS B. MCLEAN • 329 EAST STATE • ITHACA, NEW YORK 14850

(607) 272-8199

16 TRACKS AT $40/HR • 4 OR 2 TRACKS AT $25/HR • BOTH PRICES PLUS TAPE

headroom

????????

dbx 187
adds 10dB
more dbx

incorporated. 296 south street. waltham mass. 02154

OCTOBER 21, 1972, BILLBOARD
Eight new releases from Atlantic

1. **Close to the Edge: Yes**
   - A strikingly original and beautiful LP built around two extended pieces of music. The group projects a shimmering motif of sound built from Wakeman's keyboards, Howe's guitar, Squires' bass, Bruford's drums and Jon Anderson's soaring vocals.
   - SD 7244

2. **Class Clown: George Carlin**
   - George Carlin just gets funnier and funnier. But more importantly, Carlin is concerned with the truth and humanity, and these basic values shine through all of his humor. This album contains "The Seven Words You Can Never Say on Television" routine, as well as other Carlin favorites.
   - LD 004

3. **Full House: The J. Geils Band "Live"**
   - J. Geils' latest, "Full House" is a live album in every sense of the word. Destined to be a definitive work in its field, the album is hard core rock and roll which has an impact which is nothing short of phenomenal.
   - SD 7241

4. **Diamonds in the Rough: John Prine**
   - John Prine continues to explore the musical potential of the country blues idiom and create specific, precisely etched mood masterpieces with his brilliant lyrics. Each song tells a story in a very real and poignant way, with a delicate layer of irony underscoring many of the songs.
   - SD 7240

5. **Batdorf & Rodney**
   - Batdorf and Rodney continue to spin swirling melodies and harmonies around their lyrics with deftness and undeniable taste. Their musicianship mixes feeling with exceptional intelligence and superb production.
   - SD 5056

6. **Delbert & Glen**
   - Delbert & Glen is actually Delbert McClinton and Glen Clark, two talented country rockers from Texas who really know how to get to the true grit and funkiness of their musical-spiritual environment. They play and sing really well, and their original material is among some of the best you've heard in a long time.
   - CH 601

7. **Black Heat**
   - A new seven-man group from Washington, D.C., Black Heat has clean, tight, hard-punching soul sounds flavored with Latin and African rhythms. This is hard-charging, frequently eloquent music.
   - SD 7237

8. **Silverhead**
   - With a flurry of colours, flash and sound, here comes Silverhead, an exciting musical-visual conglomeration from England, led by Marquis Michael Des Barres and advocating "Jewel Sexuality." Silverhead is the next thing in rock.
   - SP 8407

Atlantic Records. It all started here and it's not stopping.

*An Atlantic Custom Label*
Cooper Union
Heads Programming

NEW YORK — The Cooper Union, the private, free-college located in a converted church on New York, launched its "Speech Series" with an address by Newton Minow, former FCC chairman, on Oct. 4.

The lecture series is part of Cooper Union's speaker-program which offers lectures free of charge on a wide range of topics related to the performing arts.

Others appearing have included Alvin Perlmutter, NET producer, and Minow, slated to appear later this fall are Jack Willis, program director for WNET/1; educational TV for New York; Marshall Lawler, professor of film at Harvard University; and Gerald Kaufman, executive director of the National Endowment for the Arts. Current and future programs are presented in television at KQED, San Francisco.

‘Changes’ Ship Tie-in
On WPGU FM-Fete

CHICAGO — "Changes", a folk music program originated and produced by the student staff at WPGU FM at the University of Illinois, will be featured in a tie-in promotional effort behind The Ship, Elektra Records recording set which first received exposure via the program. Described as an "autocratic printing", broadcast reunited members of the group in a special show of the campus station which initially programmed the group and featured a new Elektra and eventual recording activity.

Discount Records and Elektra Records have put together a merchan- dize promotion as drawn into an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.

Elektra Records, which has both a budgeting program and promotion of the show, bought time during the show and space in the school newspaper. "Changes" was described in a recorded commercial as an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.

KJR Promotion
Continued from page 5

Discount Records and Elektra Records have put together a merchan- dize promotion as drawn into an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.

Elektra Records, which has both a budgeting program and promotion of the show, bought time during the show and space in the school newspaper. "Changes" was described in a recorded commercial as an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.

Elektra Records, which has both a budgeting program and promotion of the show, bought time during the show and space in the school newspaper. "Changes" was described in a recorded commercial as an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.

KJR Promotion
Continued from page 5

Discount Records and Elektra Records have put together a merchan- dize promotion as drawn into an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.

Elektra Records, which has both a budgeting program and promotion of the show, bought time during the show and space in the school newspaper. "Changes" was described in a recorded commercial as an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.

KJR Promotion
Continued from page 5

Discount Records and Elektra Records have put together a merchan- dize promotion as drawn into an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.

Elektra Records, which has both a budgeting program and promotion of the show, bought time during the show and space in the school newspaper. "Changes" was described in a recorded commercial as an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.

KJR Promotion
Continued from page 5

Discount Records and Elektra Records have put together a merchan- dize promotion as drawn into an in- portant factor in the exposure of area, music to Chicago which has gone on to secure record contracts similar to a special promotional push behind the group’s first album. The show also supplied the broadcast of "Changes" on the radio station, due to the late arrival of the set in Chicago.
"CRUSADERS 1!"
The non-stop airplay album.

"Crusaders 1." now has two hits. While "Put It Where You Want It" was climbing the charts, stations started programming another single from the same album: "So Far Away." It's a jazz-rock version of Carole King's song. From the people who invented jazz-rock. Watch it become a classic. For more good news, stay tuned to the Crusaders smash album.

"SO FAR AWAY"
b/w "That's How I Feel"
BTA-217

Blue Thumb Records
Distributed by Famous Music Corporation
A Gulf + Western Company
Now, another fine programming aid for your library. FIND’s “Recordings in Release” is perhaps the most extensive listing of active LPs, cassettes, 8-tracks and reel-to-reel recordings (including all our own promotions, currently available. That’s more than 55,000 items, fully classified by type of product including jazz, classical, spoken word, humor, international, 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 programmers who fill out the coupon below and enclose a check or money order (see applicable box) payable to FIND Service International.
NEW YORK—RCA Records last week launched its first 4-channel symphonic work, a premiere of Shostakovich's new Fifth Symphony, conducted by Eugene Ormandy and recorded in complete, discrete channel sound.

It is the third Quadracade to be released, following the Sound of the Philadelphia Orchestra. This album features discrete channel sound by Dmitri Shostakovich, currently Russia's leading composer, to be premiered in this country by the Philadelphia Orchestra and Eugene Ormandy and to be premiered in the U.S. on records by RCA Red Seal.

Miss Witosky produced the album for RCA and the engineer on the recording sessions was Paul Goodman. The recording is being released simultaneously on a discrete 4-channel 78, a discrete 4-channel 8 channel cartridge tape, a regular Stereo 8 cartridge tape and as a stereo cassette.

Jazz, Symphony Meet In 'Integrated' Concert

NEW YORK—Jazz and symphonic music came full circle at the Sept. 29 concert in Dallas at McFarlin Auditorium, which hatned Woody Herman and his Thunderbird West and the Dallas Symphony Orchestra under the direction of Anshel Brusilow. It marked the first time a major jazz orchestra was integrated into one musical body with a symphony orchestra to play music specifically written for the groups. Previously, symphonies have worked in conjunction with other bands or rock groups, but as separate groups.

Two such combined orchestras, totaling 101 musicians played a range of compositions written by Alan Broadbent, the New Zealand born arranger and composer for the Herman Herd. The highlight of the concert was Broadbent's composition "A Scene," and also featured his other works "Be Our Guest," "The Children of Lima," and "Two Face."

The concert was worked out after months of planning between Anshel Brusilow and Woody Herman and his orchestra's manager, Hermie Newton.

Gold Medal To Horowitz

NEW YORK— Vladimir Horowitz was honored recently by the Royal Philharmonic Society in London, which awarded him its organization's highest honor, the gold medal.

Although the society considers posthumous recipients eligible, it does not necessarily make the award annually, as a unanimous decision is made by the committee. The last award was made to Vladimir Horowitz in 1970, and recent awards went to Zoltan Kodaly in 1967 and Pierre Monteux in 1963.

The Russian-born pianist has recently made a number of new recordings for Columbia Masterworks. Horowitz' most recent venture was a recording of works by Chopin, and is soon to release an 8-CD album.


Under the new contract, the pension fund will be completely employer financed with increases each succeeding year. Previously, orchestra members financed their pension fund by a 3 percent deduction in their salary check.

Monies withheld for the past 11 years will be returned in a lump-sum payment, plus interest as a tax-free sum.

Gisela May In N.Y. Date

NEW YORK—Brecht-Weill interpreter Gisela May is appearing at the Village Gate from Oct. 3 to Oct. 7. The Deutche Grammophon artist is returning to America after a successful tour of the States last spring.

Miss May, who is a member of the East Berlin Ensemble, the opera company the composer com- posed for, has concertized widely and has been heard in this country on the Deutsche Grammophon recording of the Brecht-Weill "The Seven Deadly Sins," winner of a Grand Prix du Disque.

She presents a program of both German and English versions of Weill-Brecht songs, including selections from Threepenny Opera, "Mother Courage," "The Seven Deadly Sins" and other Brecht-Weill collaborations.

NOW AVAILABLE

OLDIE LIST

TOP TWENTY

1950 - 1954

The only publication that lists EVERY RECORD in Billboard Top 20 from 1950 thru 1954.

Fourty-four pages list over 226 records...alphabetically.

Send $15.00 for each copy to:

"THE MUSIC DIRECTOR"
P.O. Box 177, Chestnut Hill, Mass. 02167

VIOLENTIST Joseph Szegi, right, with a personal advance copy of Columbia Records' special six-record set, "The Art of Joseph Szegi," during the Prix Mondial du Disque ceremony at Montreux Switzerland. Peter de Rougemont, left, vice president of European Operations for CBS Records International, made the presentation. The set was just re leased in the U.S. to honor the artist's 80th birthday.
Soul Sauce

BEST NEW SINGLE
OF THE WEEK:
"CORNER OF THE SKY"
JACKSON 5

AL GREEN

(MOTOWN)

(HI)

By JULIAN COLEMAN

As part of a European concert tour which is also designed to promote his "Super Fly" soundtrack album, Curtis Mayfield has been booked into the new Hard Rock Arena in Manchester, England Nov. 3. Meanwhile this week the soundtrack album on Mayfield's own Custom Records label hit number 1 on the top 200 album chart. A follow-up album will be done if and when a sequel is made.

Music of Black America is a new course offering this fall in the Ethnic Studies Program at the University of Texas. Miss Irina Swanin touches the course which is open to all students without prerequisite. It will survey black music from its origins in colonial America to the present. Recordings and live performances will be integral to the course, which aims to increase the general awareness of Americans of the Black contribution to their culture.

Metromedia Corp. has signed actor-director Patrick McGoohan to consult and produce film, TV, and stage projects. As "My Soul," it was announced by Charles W. Fries, executive vp in charge of production, who is also executive producer on the film. The feature, rolling in Santa Fe, N.M., will star Richie Havens and Joan Baez. And to lead cast will be Susan Hueby and Tony Jo White. Also starring are Tina Turner and Susan Tyrrell.

BITS AND PIECES

News from the Jerry Butler Workshop/Chappell Music—the signing of Micki Farrow, his first female writer, and a new single disc from Billy Butler, "Now You Know," on Pictone Records. Bob Heller Enterprises has set a series of concerts this winter at colleges starring such artists as Bill Cosby, Johnny Ola Show, Stevie Wonder, Gideon & Power, the Crowders and Richie Havens...Winfield Parker coming up with a soul reading of Mac Davis' "Baby Don't Get Hooked On Me" on GSF. West African group Osibisa currently on their third U.S. concept-tour is represented on the charts with its new Decca album, "Heads."...

! Help! We're Being Robbed

ROBBED OF A MILLION SELLER

Because we were refused Air Play on this Record and this is A DAMN SHAME.

JUKE BOX OPERATORS, 'DREAM'

200,000 SOLD WITHOUT AIR PLAY

Not Ordered — Sold

Sold from Juke Box Play and Word of Mouth

BIG IN CHICAGO, MEMPHIS, NEW ORLEANS, DETROIT AND CLEVELAND.

Breaking In New York, Dallas, Atlanta, Houston and Baltimore

Stoop Down Baby

LET YOUR DADDY SEE


daly 871

BY

CHICK WILLIS

OPERATORS and DJs - Samples sent if requested

LYAL RECORDS

226 North Burdick Street Kalamazoo, Mich. 49006

Soul

Soul Singles

BEST SELLING

BEST SELLER

Soul Singles

SOC Special Survey for Week Ending 10/21/72

* STAR Performer—LP's registering greatest proportionally upward progress this week

This Week Last Week

Title: Artist, Label & Number Weeks on Chart

GUITAR MAN. John Lee Hooker, Chess 1990 (Chess). 15

30 IF YOU LET ME

Eddie Kendricks, Tamla 45222 (Motown). 3 (Continued)

36 THAT'S HOW I'M COMING

Jermaine Jackson, Motown 1201 (Motown, ASCAP). 9

39 I'M STONE IN LOVE WITH YOU

Stevie Wonder, Motown 73199 (Alfa, Atlantic). 14

41 HOW COME YOU'RE NOT THERE

Linda Ronstadt, Atco 7022 (ABC-Paramount, ASCAP). 15

42 TOAST TO THE FOOL

Marvin Gaye, Tamla 54223 (Tamla, Motown, ASCAP). 5

44 IN THE VALLEY

Paul Revere & the Raiders, Warner Bros. 2712 (Warner Bros). 2

46 MY DING-A-LING

Johnnie Taylor,gon 2120 (Epic, RCA). 5

47 MAY I HAVE THE BEST MAN WIN

Stevie Wonder, Motown 5770 (Motown, ASCAP). 4

48 I CAN SEE CLEARLY NOW

Johnny Nash, Epic 5-5902 (CBS, Columbia). 2

49 I NEEDS THAT I NEED

Glass House, Inwest 9290 (Capitol) (Gold forever.) 3

51 MISTY BLUE

Joe Sample, Sword Stage 7-1508 (CBS) (Tuffnut, BMI). 1

Vox Jox

* Continued from page 23

edly, etc. Lord points out that Vernon is going to WJI, Detroit, and he lost Don Imus to WNRC in New York. Musically Vernon is "the greatest working step in radio."

A new program is managed by Jack Thyier, one of the best in the business. Irina Swanin is the new music director of KEX, Portland, Ore., for Jim Hollister. Swanin has re-


returns the old KEX "pot" award (promoter of the year) to the record promoter giving the station the best service. He's also reinstating the "rapt" award (Really Awful Promoter) which is a good idea but is a little clone was a radio station builds up a rapport with local promotion forces, there's no call for such an award. And more cases now than the front for not building such a rapport can be laid at the feet of the radio station. Treat promotion people with dignity and they'll treat you with the same and give you the job. And if you don't do that, like the Vox Jox, you're going to lose that job. This, thus receives this month's Purple Toasted Wheat Award.

Bill Wilkins, acting music director and swing man at WATC in Cleveland, is looking (216) 245-

7660. Giving up the ghost, in more ways than one, KVOV, Las Vegas, has switched to using old radio shows such as Fibber McGee and Molly, Lonnie Runter, etc. In between the old shows, the radio station features current albums, Cy Newman is owner. Shows were obtained from WATC and WVIF, Los Angeles, and J.D.M. Productions and Command Productions somewhere in California. WATC had featured a unique format, CDs were in several albums, and featured a novel format. Ed Hardy is now with KCSV, Denver, and has all the right stuff on WWDC, Washington. Jack Hayes, formerly of KOA, Denver, and part-time MOR work at KGA, Deer, is seeking full-time Top 40 or progress them program. (303) 366-1921. Andy Kase, who had been with KQX, Red Oak, IA, is now with KRIT, Ottumwa. WA. Station is MOR days, Top 40 at night. Staff includes Chuck Conner 5:39 a.m., 7:30 a.m., 5:30 p.m., 7:30 p.m. (Continued on page 25)

October 21, 1972, Billboard Page 33
Mike Spiro, W-AML, Laurel, Miss., writes that he's working with Jones & Associates, Trussville, Ala., on a three-hour weekly syndicated show. Stations wishing to send the Jones & Associates Radio Tape can obtain one by sending their local card to Jones & Associates, Route 3, Box 52E, Trussville, Ala. 35173.

**continent from page 34**

Clare Stone: Until 1 p.m., Lance Remund 1:37 p.m., Tim Taylor 3:56 p.m., and John F. midnight.

Mickey Bell, W-AML, Laurel, Miss. reports that he's working with Jones & Associates, Trussville, Ala., on a thre...
Tape/Audio/Video

Pacific Stereo: Retail Catalyst

By EARL PAIGE

CHICAGO—The management of the newest hi-fi component chain to invade this market isn’t worried about the recent proliferation of outlets here (see separate story). The firm, Pacific Stereo, made a careful study of the area and decided it was undervent, at least for its purposes. And as Tom Andersen, co-founder of the California-based CBS Records subsidiary put it, “We tend to expand into a market, rather than compete for business that is already there.”

Andersen, who with C. T. Heist, took over a wholesale electronics business in 1958 and built it into a 17-store hi-fi component chain, said he thought the potential of Chicago being a $25 million annual market for components may be fairly accurately. It was not his idea, but a brainstorm at a late 1972 meeting when he said plans already call for probably four more Pacific Stereo outlets here. Company officials have previously talked about expanding to St. Louis.

Here for the official opening of the Oak Lawn store along with Rivel, vice president retail distribution and audio products, CBS Records, Andersen talked about Pacific Stereo’s own niche. In this respect, Rivel said there is no worry over the vertical nature of CBS now owning a retail component chain because Pacific Stereo doesn’t carry CBS’s Masterwork brand or even lines (Continued on page 37)

EVR Dims But Keeps Boosters

By RADCiffe JOE

NEW YORK—The problem-plagued EVR TV cartridge system, made a well-received appearance at the recent Video Publishing Year 111, despite widely circulated rumors last week that the firm was about to go out of business. This Dr. Goldmark brainchild was

The unit was shown by the Hitachi Corp., and is expected to be offered to the U.S. market in 1973 at a cost of about $850. Earlier, at the ViFest ’72 Convention, the Mitsubishi Co., another EVR licensor, also demonstrated its system in this country, with the hope of launching a complementary market and merchandising program in the near future.

However, despite the rallying cry, which has been coming out of the Hitachi and last Mitsubishi camps and the continuing assurance from retail, both Hitachi and Mountain Systems, that it still plans to support its licensees in this country, some retail sources suggest that neither "new" EVR labor is likely to be seen in retail the near future.

Behind the scene in the Japanese camp a huddle has developed to decide what should be done with the aging system. There is no secret that development of the planned EVR duplicating center in Japan has slowed virtually to a stop, and that as a result, output estimations are off.

Only EVR processing plant now operative is at the EVR Partner’s facilities in Basildon, England. (Continued on page 39)

Amplex Drops Instavideo

CABLE 346

Chicago Retail Hub: Push on Tape, Hi-Fi

By ANNE DUSTIN

CHICAGO—The highly competitive consumer electronics market here is the scene of many sales of both software and hardware with the opening of yet three more stores this Fall.

Only recently McGhe Industries, locally based chain, bowed its fifth outlet (Billboard, Aug, 26), and the of the others, features both software and equipment. Back, in the market with its 25 outlets and seven new locations according to Tony Dalesandro, manager, Moncalle Island of America, which rachet, GRT’s, CBS-owned, Calif.-based chain, is closed.

Dalesandro said “I can remember for probably four more Pacific Stereo stores that were just a few hi-fi stores here and now it’s one of the most competitive markets in the country.”

Pacific Stereo opened the first of six stores here last April, with a big “pre-grand opening” promotion and promotion to be open are in Evanston, North, Leland, Niles and Oak Park. It was estimated that the grand opening of two new stores, in Downers and Hoffman Estates, for a total of seven stores for the chain that already has two Chicago locations, and stores in Morton Grove, Melrose Park and Evergreen Park.

Features of Pacific Stereo’s tale include twice to offered, has required to a test in stereo and the stereo's name now owning a software and hardware. However, they feel that the manufacturer’s name is the one to buy public to select one system or the other and nothing against the manufacturers on warranty ratings as well.

As an association, the stand four-channel stereo systems is based on three primary factors. First of all, an association spokesman, manufacturers are promoting a product which has only limited one-turning—pointing out that there has been very little "software" available, with very few four-channel recordings and tapes, and very few, if any, four-channel broadcasts.

Secondly, there has been and still remains a great deal of confusion among manufacturers as to what is meant by four-channel system. In their rush to market the "new" product and hype sales, manufacturers have introduced three different four-channel systems and none of which was compatible with the others. As a result, the association’s concern is that the industry itself settles on one system as a standard, as what done in the case of color television dealers claim that two-thirds of four-channel equipment consumers will find themselves with the "wrong" system.

And finally, there is considerable doubt among many retailers that customers really want four speakers in their homes or would want to double their cost in speakers to listen to a limited amount of four-channel recorded programs. The association emphasizes the fact that its retailer members are not opposed to innovation in sound equipment. However, they feel that the manufacturer’s name is the one to buy public to select one system or the other and nothing against the manufacturers on warranty ratings as well.

As an association, the stand four-channel stereo systems is based on three primary factors. First of all, an association spokesman, manufacturers are promoting a product which has only limited one-turning—pointing out that there has been very little "software" available, with very few four-channel recordings and tapes, and very few, if any, four-channel broadcasts.

Secondly, there has been and still remains a great deal of confusion among manufacturers as to what is meant by four-channel system. In their rush to market the "new" product and hype sales, manufacturers have introduced three different four-channel systems and none of which was compatible with the others. As a result, the association’s concern is that the industry itself settles on one system as a standard, as what done in the case of color television dealers claim that two-thirds of four-channel equipment consumers will find themselves with the "wrong" system.

And finally, there is considerable doubt among many retailers that customers really want four speakers in their homes or would want to double their cost in speakers to listen to a limited amount of four-channel recorded programs. The association emphasizes the fact that its retailer members are not opposed to innovation in sound equipment. However, they feel that the manufacturer’s name is the one to buy public to select one system or the other and nothing against the manufacturers on warranty ratings as well.

As an association, the stand four-channel stereo systems is based on three primary factors. First of all, an association spokesman, manufacturers are promoting a product which has only limited one-turning—pointing out that there has been very little "software" available, with very few four-channel recordings and tapes, and very few, if any, four-channel broadcasts.

Secondly, there has been and still remains a great deal of confusion among manufacturers as to what is meant by four-channel system. In their rush to market the "new" product and hype sales, manufacturers have introduced three different four-channel systems and none of which was compatible with the others. As a result, the association’s concern is that the industry itself settles on one system as a standard, as what done in the case of color television dealers claim that two-thirds of four-channel equipment consumers will find themselves with the "wrong" system.

And finally, there is considerable doubt among many retailers that customers really want four speakers in their homes or would want to double their cost in speakers to listen to a limited amount of four-channel recorded programs. The association emphasizes the fact that its retailer members are not opposed to innovation in sound equipment. However, they feel that the manufacturer’s name is the one to buy public to select one system or the other and nothing against the manufacturers on warranty ratings as well.
Pioneer Installation Centers

LOS ANGELES—Pioneer Electronics of America has made its first move in establishing a chain of factory-owned stereo installation centers, according to general sales manager Steve Solot.

Solot said the concept has been tested successfully for the past 90 days at a pilot facility in San Diego, CA. A Los Angeles installation center is planned for later this month and centers are set for the near future in San Francisco and New York.

"Pioneer will engage strictly in car stereo installation so as not to compete with its dealers in hardware sales," Solot said. He added he hopes this will solve a long-standing problem of where to have a car stereo installed.

Each installation center will also serve as a warranty service station for the maintenance and repair of Pioneer car stereo.

Retail Hub: Tape: Push

Continued from page 36

Oak Park, Park Forest, Norridge, Calumet City and Lansing. Sale hours were 6-12 Friday, and all day Saturday.

In software, Allied featured $4.95 and $5.95 Capitol stereo albums at 99 cents, and 40-minute blank cassettes for 79 cents.

Musicraft ran the gamut of electronic brands during an annual warehouse clearance, with special emphasis on receivers. Sale items included a Kenwood 3130 AM/FM 5-watt receiver reduced from $219.95 to $159.95; Scott stereo receivers, models 367 (120-watt); model 377 (160-watt) and model 387 (270-watt) sale priced at $200, $249 and $279; a Sherwood FM stereo receiver S-8900 (225-watts) at $266. reduced from $399.95; and two Fisher 4-channel receivers, model 301 (140-watt) at $100 off, and model 601 (90-watt) at $379, from a list price of $599.

Musicraft offers 15-day trial on equipment, 60-day exchange privileges, and service in each of the five stores located Near North, Morton Grove, Oak Park, Beverly and Homewood.

Warshavsky & Co., who offer everything automotive in one store on State St., included a 6-watt micro-mini 8-track car tape unit at $39.95 in a weekend sale.

Mastro Cassette Keyhole Hubs

These are genuine acctual components.

Write for samples

Mastro Industries, Inc.
100 West Webster Ave.,
N.Y., N.Y. 10011

European Distributor
M.I.P.
Consorzio per la Produzione di Stereo Audio
Milan, Italy.

In January, 3M Declares War on Cassette Confusion.
MINNEAPOLIS—Catalog showroom firms have found consumer electronics to be a popular merchandise category. Curt Carlson, president, Modern Merchandising, yet another showroom firm in the burgeoning field.

Experts interviewed in a round-up here (Billboard, Oct. 14), estimated showroom volume to hit $3 billion in 1975 and to involve over 400 different operations.

Operations

Customers arrive at a showroom about 90 percent pre-sold, Roitenberg says. "They study the catalog and put out its only advertising medium—and they actually advertise themselves. We try every year to make the catalog better, especially the graphics, so that people can study and make good choices. The copy is carefully written so that the features of the good—better—best can be factually compared."

When the customer enters the showroom he has two choices: he can either browse around, looking at the merchandise, or he can go directly to a desk and make out his order, referring to a catalog, if he needs to, for the right stock number. He gives the order to the person at the order desk, and, when his order arrives, via conveyor belt, to the pick-up counter, his name is called over the store's public address system. He then pays for it in cash, or charges it on Master Charge or Bank Americard. These arrangements were just made, within the month, at Modern Merchandising. Previously, except for business firms, the transactions with customers were all on a cash basis.

The Modern Merchandising stores are divided into two sections—will call and self service. Self service takes in such categories as beauty aids and toiletries, toys and sporting goods. Electronics, jewelry and small appliances are in will call. The difference is that in will call the items are displayed one-of-a-kind. The customer is free to look at it and consult a clerk for more explanation, but he cannot himself determine the quality of a particular merchandise. He has to make it out on his own. In the self-service sections, the merchandise is arranged in multiples on the shelves and he can help himself, select his purchase through a check-out lane with a cash register at the end, put it on a standard retail establishment. Entry and exit to the self-service departments is by turnstile.

Low Prices

Prices are about five to 10 percent lower than in standard retail stores, Roitenberg said. Mark-up is about 24 percent across the board.

Reasons for the lower prices in-clude: Lower advertising costs: The catalog does the ad job and has a cumulative effect. Roitenberg publishes his own, Carlson, who has his done by American Merchandisers, says the cost is about $1 each. These are supplemented by flyers throughout the year which advertise seasonal items and call attention to special purchases the company may have made. Aside from a newspaper ad to announce a grand opening, there is no other advertising cost. Distribution of the catalog is by application from a customer at a catalog showroom; or by automatic mailing if the consumer has bought something during the previous year (NABS) or two years (Modern Merchandising).

Smaller loss due to pilferage: The stores are smaller than most retailing establishments and thus easier to supervise; most of the stock is safely in the warehouse; only sample stock is on display; in will call and self-service has good controls.

As a result of fact, they think that this isn't a bad traffic-prompter. NABS predicts that electronics will account for about fourth place right away in the 10 categories of goods the store carries and are giving it 1,600 square feet of its 25,000 to 30,000 square foot area, noting approximately that a lot of this type of merchandise can be compacted into a small space.

"It's popular and a good traffic builder," said Carlson. They do (Continued on page 40)

Tape/Audio/Video

Catalog Showroom Firms Find Consumer Electronics, Software Popular

By IRENE CLEPPER

Share in the industry's most exciting Pre-Christmas Sales Promotion Program!

TKD SUPER DYNAMIC CASSETTES

EARN ATL's SEAL OF QUALITY APPROVAL

...world's only cassette tested and approved by Associated Testing Laboratories, Inc.

SPECIAL OFFER ON TKD CASSETTE SHOWCASE

... retail buyer gets $10 value display and storage cabinet for $4 with purchase of $15 worth of TKD cassettes

SPECIAL TERMS

Ask your TKD Rep about TKD's Special Program, designed to put more dollars in YOUR pocket.
Tape Duplicator Pacts More Sophistication

- Continued from page 36


several years," Bonetti said, "it that while the non-exclusive li-

cence was prevalent two years ago, it has become almost a museum piece.

Two years ago, many firms were involved in the tape duplication business, but now, of course, there are only two duplicators really active in the market-

place with a product, the EVR. Earlier this year, we con-

tracted with several additional firms to license the EVR, including Coi, Evolution and Stereo Di-

mension, respectively. The EVR system is not large.

Bonetti added, "There is no strong consumer loyalty to any branded product in the mass merchandising field and we intend to move into that void." 

Dealers will receive marketing aids and in-store promotions including counter displays, racks, posters and window stickers. The product is being merchandised in individual poly bags and in poly-

bags of two and three tapes.

IN JANUARY, 3M DECLARES WAR ON CASSETTE CONFESSION.

IN JANUARY, 3M DECLARES WAR ON CASSETTE CONFESSION.

Tape Duplication: Tape/Video

Lee Torrence, Jr.


tape/Video

yields you the

world's most popular tape winder, for loading cassettes, 8-track and blank tape.

ELECTRO SOUND 100-48C

ELECTRO SOUND 200

We carry a full line of tape duplicating equipment.

AUDIOMATIC CORPORATION

257 West 54th St. New York, N.Y. 10019 (212) 582-4870 Cable AUDIOMATIC

LITTLE SOFTWARE

"Q" Systems, TV Cartridge Bow in Finnish Intl. Show

By KARI HELPALOITU

HELINSKI - The recent Helin-

siki International Trade Fair re-

presented the official debut in

July of the "Q" Systems, a new

product in the 4-channel stereo and TV cartridge units. The Q Systems, which are based on the original Finnish cassette technology, were

officially introduced at the fair.

"Q" Systems were demon-

strated at the fair, and the interest from both manufacturers and consumers was significant.

The Q Systems units are designed to provide a high-quality audio performance, with a wide frequency response and low distortion. The units are also easy to use, with a simple control panel and straightforward operation.

The units are available in two models: the "Q" Systems 400 and the "Q" Systems 600.

The "Q" Systems 400 features a 4-channel stereo system with high-quality speakers and a wide frequency response. The unit also includes a digital equalizer and a variety of audio inputs and outputs. The "Q" Systems 600 is similar, but includes additional features such as a built-in receiver and a variety of video inputs and outputs.

The units are available in a variety of colors and finishes, allowing consumers to choose the model that best suits their needs.

The "Q" Systems units are currently available in Finland, and plans are underway for their introduction in other countries in the near future.

EVR Dims

- Continued from page 36

land, and even this may be af-

fected if recent rumors that Mo-

torola—one of the plant's prime customers—will not make the $100 million investment in the system comes true.

Further aggravating the prob-

lem is the fact that the company has its license to reproduce GE's EVR patent. Rank Bush Murphy has repeatedly denied that the busi-

ness ever had a patent on the EVR system, which he said was developed by his company.

Despite the bleakness of out-

look, there is still optimism by many concerned with the project, that the system will eventually be able to move out of the doldrums into which it has slipped, and go on to become a viable entity, suc-

cessfully competing with other systems in the market.

OCTOBER 21, 1972, BILLBOARD
TAPE BOOMING
ATC Chief Sees U.K. TV Disk

By IRENE CLEPPER

LONDON—The television cartridge will be in
vogue less in feature movies and more in cul-
tural material and educational formats with the
video LP becoming the mass mar-
ket medium, ac-
cording to Sir Lew Grade, dep-
uty chairman and chief executive

Associated Television Corp. Ltd.
here. ATC expects to have 12 to
16 major productions ready by
1976, the year Sir Grade believes
the market will become viable.

Grade’s comments were made
during a press conference here on
the occasion of ATC’s hosting U.S.
entertainment journalists to show
them projects ATC has for
radio and television. Also discuss-
ing TV cartridge and tape subjects
was Louis Benjamins, managing di-
rector, Moss Empires and Pike Rec-
dords, Ltd., major ATC subsidiaries.

Grade said ATC does not con-
template making movies for TV.
Benjamins agreed on the direction
of video packages being directed
at cultural and educational subjects
and said “The video disk will go
to the more general mass audi-
cence. The big problem now with
the video disk is time. But this is
a technical problem and it’s being
worked out now. Video disks will
be on the market and will run for
20 minutes, so there will be video
disk albums."

He said the disk offers the ad-
vantage of not being re-recordable
by the user but he put a three-year
estimate on the wide development
and marketing of TV disks here.

Precision Tapes, Ltd., a Pike sub-
sidiary, is opening
up new distri-
bution chan-
nels for pre-
corded tapes
in gas stations
and mot r ele-
ments of the
later are sell-
ped one. Bena-
ajim said tapes
are especially suitable for boats
because of radio static and the
need for costly suppression equip-
ment for radios.

He said 4-channel won’t
have the impact stereo had. “I don’t
say a won’t sell, it just isn’t that
different.” He said that many
households can’t afford four
speakers and it’s difficult to posi-
tion the listener for the optimum
enjoyment of 4-channel, he said.

Stereo recording
that’s exciting!

at a low cost that’s surprising

Stereo recording
that’s exciting!

Atracive, creative listeners with
the superior, truly exciting performance of the new
Westrex 3DI/solid state system. Select the
complete Deluxe system, a modernizing system designed
around your present equipment, a supplementary
basic system, or any unit. Purchase
or 5-year lease.

Lease the new Westrex OakMaster system for less
than $1,500 per month. Cutting out one stereo side
per day pays for all of it... the Westrex 3DI
is the economical counterpart, new Westrex solid state
drive system, automated Scully lathe, advanced Westrex
mastering console. Scully 1/4 in. tape reproducer, and
complete monitor system.

Catalogs Sell Electronics

Continued from page 38

their own buying of records and tapes.

At Modern Merchandising—
where some stores are in this business
and records and some aren’t—elec-
tronics is given “almost a top ranking
and there are still first, but not always
coming on top right,” said Irwin
Roitenberg, vice president in
charge of merchandising.

The category ranks right along
with jewelry.

The corporation relies on a job-
ber—J. L. Marsh—to service its
stores. “It’s too hard for us to keep
up with what’s in the top 40 or
the top 100 or whatever,” Irwin
Roitenberg admitted. “The jobber
takes the slow-movers out and just
uses the popular singles. We let
these experts t ake care of the
problem.”

There is consideration at Mod-
ern Merchandising, however, of do-
thing some of the buying, at least,
in software. “We’ve been talking of
including some things such as a
three-pack of the nostalgia sounds
of the 40’s—something along those
tines,” Roitenberg added. “We’re
told that these retain their popu-
larity and could even be listed in
the yearly catalog.”

The importance of taking a good
catalog is stressed by all the catalog
showroom operators. They are
dealing with a psychological factor
here, they feel, and they test it with
respect. “The American pub-
lisheek, when a catalog is coming
out, has it checked with a catalog,”
Roitenberg declared. It’s a wish
book—but it also serves a prac-
tical purpose, because people can
plan their purchases.

A typical 350-page catalog will
show some 8,000 items.

Modern Merchandising does 24
percent of its volume by mail. “We
can offer, by catalog, what people
in some areas can’t expect to get

through the stores in their area,”
said Roitenberg, but he added that
plenty of urban residents seek out
the catalog showrooms, too.

Modern Merchandising’s guaran-
tee policy is probably typical. If
it’s an initial failure, replacement
of the merchandise; if it’s been out
a while, repeat. “Electronics are a
headache,” Roitenberg admits, “be-
cause of initial failure. A tube gets
out of place and it’s nothing;
sometimes the mechanism won’t
work and the consumer is un-
happy.”

Records and tapes present spe-
cial problems to the catalog show-
room merchandisers, but they are
too good a category to pass up, it
is generally agreed, and the self-limiting
choices of a catalog that is only
and year should possibly
make it capable to impose
records and tapes which are so
mercurial in their popularity
changes. But both Modern Mer-
chandising and NABLS solve the
problem by simply listing the
equipment and letting the customer
assume, correctly, that records and
tapes—other than the tape blanks which are listed—are available.

Amplex Drops

Continued from page 37

Sept. 30 that Toshiba will manufac-
ture and market Imvideo in Japan through joint-venture
company called TOAMCO. TOAMCO
is a joint venture involving early
next year.

Amplex, which has sent a technical
personnel originally assigned to the
design of the Imvideo sys-
tem, have been reassigned to new
projects in the U.S. domestic
and the close circuit and broadcast
recording fields. In all, costs of
development and equipment de-
velopment effort have been written
off by the parent company.

Bowman Auto Unit

Continued from page 38

LOS ANGELES—Boman Astra-
tronics, division of California
Auto Radio, Inc., has introduced
the model 2000 AM-FM stereo
radio, capable of installation in
either the 8-track or import
autos.

The unit features manual tuning,
on/off volume, balance control,
steering column and light and
frequency control.

Opens 4th Store

CHERRY HILL, N.J.—Stu
Mills is opening his newest Sound
Associates stereo shop on Haddon-
field Road across from the Gar-
der Sound Shop. It will mark the
fourth store for Stu Mills, who
already operates Sound
Associates stores in Exton, Pa., Bur-
lington, N.J., and Bowling Green,
Ohio.

Sound Associates of Cherry Hill, N.J., PLAN to
open a 2,000 square foot store in the
area. While emphasis will be on
the service department, the store will
also carry a wide selection of stereo
equipment major brands including
Boston Acoustics, JBL, Lansing, San-
sui, Pioneer, Dual and Miracord.

40
OCTOBER 21, 1972, BILLBOARD
**Outline MOA Anniversary at Va. Confab**

NORTHERN Va. — Music Operators Assn. (MOA) President Hurlan Wingrave said he will announce some of the details of the national group’s 25th anniversary celebration at a Music Operators of Virginia meeting here Oct. 19-21 at the Sheraton Virginia.

Other speakers include MOA executive vice president Fred Granger, Chicago, and the Lt. Governor of Virginia.

**New Shape Wurlitzer Plugs**

NORTH TONAWANDA, N.Y.—Wurlitzer has adopted a new shape for its 73 Americans jukebox and is plugging the machine’s programing appeal. For example, in 100 and 1000 selections, Wurlitzer box jukeboxes, the 200 -selection model can be programmed by making seven jingles.

**Program Features, LP Play**

Conn, to have album product in branch distributor facilities, a move brought on also by Wurlitzer’s promotion of a furniture jazz machine, which offers a great LP selection.

**L.A. Location Contract Suit**

ST. LOUIS ASSN. — Possible expansion of the local St. Louis jukebox business organization was an expected topic at a meet held last week by Fred Granger, Music Operators of America (MOA) vice president, Chicago. The Missouri Concrete Council normally made up of out-state businessmen, has been active for over 20 years.

**KAN. ASSN. AID**

The Kansas Amusement & Music Industry is proudly displaying a letter from Mrs. Henry S. Collett, superintendent, Tko Kwang Orphanage, Seoul City, Korea, thanking it for voting to support that facility. KAMA meets next in El Paso, December 1st and president Don Fornoe in January.
200-160 and 100 Selections
This is **Americana**

Best Sound in the business
wrapped in a new, high profit producing package

Because today music means more to people than ever before, Wurlitzer stylists have outdone themselves in wrapping what has always been the best sound in the business in a package unparalleled for profit promoting beauty. All you have to do is see it, hear it, and you can't help but say it... Americana has got to be the biggest money maker ever offered to music operators.

Now in the showrooms of Wurlitzer Distributors and branches

**Wurlitzer**
The Wurlitzer Company  North Tonawanda, N.Y. 14120
117 Years of Musical Experience
**Select List of Christmas 45's**

- **Continued from page 41**

  **Bell, Thad: Couldn't Be Better** 8-10.
  **Harry Connick Jr.: I'll Be Home For Christmas** 12, **Harry Connick Jr.: Baby, It's Cold Outside** 12, **Hank Williams: Cold, Cold Feeling** 12.
  **Brewer, Bob/Shep: Hammertime** 12.
  **Peters, Dave: True Life Love** 12.
  **Reed, John: Cold, Cold Feeling** 12.

**KENWOOD**

Melba Moore: Happy Holiday Night/The Lord's Prayer 75-10.

**LOWE**

Lovell Feltone: I Want A Snowman With A Scarf! 04-10.

**OLSON**

Ron Boddington: Let It Snow, Let It Snow, Let It Snow 04-12.

**PHOENIX CITY, ALA.: COUNTRY LOCATIONS**

Betsy Gonsels: Christmas Favorites, Dong-dong Daredevil 04-01.

**TWIN FALLS, IDAHO: COUNTRY LOCATIONS**

Larry Mahler: Country Christmas 04-02.

**VALPARAISO, FLA.: EASY LISTENING LOCATIONS**

Henry Nekovsky: Do You Remember Christmas? 04-01.

**What's Playing?**

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

**Jukebox programming**

- **Continued from page 35**

  **Garvin, Pat: Tightrope** 5.
  **Holley, Jim: It's Christmas All Year Round** 5.
  **James Brown: Soul Christmas Night** 8.
  **Mason Avery: Something** 9.

**AMOS, IOWA: HIGH SCHOOL AGE LOCATIONS**

Robert W. Johnson: Lovin' Is Back 05-34.

**BEAVER DAM, WIS.: NEW PURCHASES**

Bob Walliser, program director, said that he enjoys listening to the station's Christmas music selections, which include:

- **Leondar Herper: Closest Movin' Co.**

**BEAUFORT, SC: LOCAL PURCHASES**

New purchase program director, said that he enjoys listening to the station's Christmas music selections, which include:

- **DAVIS: INTERNATIONAL LOCATIONS**

Rod Roddy, talk show host at KLJF, Dallas, suspended a couple of weeks ago for saying something against United Fund collection efforts, Roddy returned to his job with the un- derstanding that he would give equal time to the UFO's refusal to hire nurses alleging they're "smart ulcers." LC decided not to defend themselves.

**RODERICK, Tod:**

Rod Roddy, talk show host at KLJF, Dallas, suspended a couple of weeks ago for saying something against United Fund collection efforts, Roddy returned to his job with the understanding that he would give equal time to the UFO's refusal to hire nurses alleging they're "smart ulcers." LC decided not to defend themselves.

**HUTCHINSON, KAN.: GENERAL LOCATIONS**

Alfred Bishop: Christmas Favorites, Dong-dong Daredevil 04-01.

**TWIN FALLS, IDAHO: COUNTRY LOCATIONS**

Larry Mahler: Country Christmas 04-02.

**VALPARAISO, FLA.: EASY LISTENING LOCATIONS**

Henry Nekovsky: Do You Remember Christmas? 04-01.

**MANKATO, MINN.: COUNTRY PURCHASES**


**CHICAGO, III.: SOUL LOCATIONS**

Leondar Herper: Closest Movin' Co. 05-34.

**BRYAN, TEX.: NEW PURCHASES**

Clyde P. Johnson: Christmas Favorites, Dong-dong Daredevil 04-01.

**CHICAGO, III.: EASY LISTENING LOCATIONS**

**HUTCHINSON, KAN.: GENERAL LOCATIONS**

Alfred Bishop: Christmas Favorites, Dong-dong Daredevil 04-01.

**TWIN FALLS, IDAHO: COUNTRY LOCATIONS**

Larry Mahler: Country Christmas 04-02.

**VALPARAISO, FLA.: EASY LISTENING LOCATIONS**

Henry Nekovsky: Do You Remember Christmas? 04-01.

**MANKATO, MINN.: COUNTRY PURCHASES**


**CHICAGO, III.: SOUL LOCATIONS**

Leondar Herper: Closest Movin' Co. 05-34.

**BRYAN, TEX.: NEW PURCHASES**

Clyde P. Johnson: Christmas Favorites, Dong-dong Daredevil 04-01.

**CHICAGO, III.: EASY LISTENING LOCATIONS**

**HUTCHINSON, KAN.: GENERAL LOCATIONS**

Alfred Bishop: Christmas Favorites, Dong-dong Daredevil 04-01.

**TWIN FALLS, IDAHO: COUNTRY LOCATIONS**

Larry Mahler: Country Christmas 04-02.

**VALPARAISO, FLA.: EASY LISTENING LOCATIONS**

Henry Nekovsky: Do You Remember Christmas? 04-01.
Now you’re gonna get it.

The Works.

You deserve it. The fantastic 1973 Rock-Ola 450 jukebox and 506 Tri-Vue Wallbox. A total music system.

Country Music

Starday-King Concentration
Country, Close in Cincinnati

NASHVILLE — Starday-King has closed down its Cincinnati operation, moved its recording equipment to Macon, Ga., and will concentrate heavily again on country product.

Hal Neeley, Starday-King president, said about 80 percent of all recording now will be done here, and the bulk in Macon. The building which housed the Cincinnati studio now is for sale.

As an initial move, Neeley has resigned Red Sovine, who was with the label for many years before making a recent change. He now has returned. Merle Travis also is under contract, and Neeley is adding new artists.

Additionally, the company has finished five bluegrass LP's, all of which will be released shortly. Neeley feels bluegrass is on the verge of becoming a big selling item again, reflecting its popularity at colleges and in other concerts. The bluegrass albums will include both new and old material, some of it in the collector's item category with original groups or teams.

The label will not neglect other fields. It currently has three soul singles on the Billboard chart on various companies, and has recently reactivated the Deluxe label. This has scored heavily with the Manhattan and Rueben Bell. Most of this production is going on in Macon.

Goodwin's Formation
With no Animony

NASHVILLE — Bill Goodwin, former executive vice president of the Hubert Long Agency, undertook the start of his own firm "one of no animosity" toward anyone, but only to try to make it on his own.

Goodwin also made it clear that

Bill Anderson, Decca artist who joined him in his new agency, will honor every signed contract he has with the Hubert Long Company.

"Bill Anderson and I have become very close over the past three years, and I had booked most of his dates," Goodwin said. "When I decided to go on my own, it was only natural that Bill would go with me." Also joining him were Leney Van Dyke and Roy Drusky.

Anderson agreed. "No one knows how close Hubert Long and I were," he said. "When Hubert died, going with Bill Goodwin was my only way of continuing my relationship with him.'

Bobby Brenner, who has taken over Anderson's personal management, said he had been a consultant to the artist for two years. "I negotiated his new Decca contract for him, and his writer's contract with BMI," he said.

Goodwin said he had the highest regard for Dick Blake, now president and principal owner of the Long agency. "There was absolutely nothing personal in my move."

HAPPY CONVENTION
To All Radio People
For The Thousands
Of Spins On
"JANIE SAD SONG"
By
SMILEY MORRISON
#1010 Portland Records
Produced by Gene Breeden

EXCITING NEW RECORD
EXCITING NEW ARTIST
BOB WOOD
"Everywhere You Go"
By
"Remember"
on
Country Capers
Produced by John Elliott
Published by Countryway Songs, BMI
If we have missed sending you a DJ copy, please let us know.

Distributed by MGM Records, Inc. © 1972 MGM Records, Inc.

Principal Figures in the recent sale of Hubert Long, international, looking and publishing, are shown here. Left to right, Dick Blake, Lincoln Lakoff and Ison Long.
Donna Fargo is the happiest girl in the whole U.S.A. because Billboard, Cashbox, and Record World just named her Most Promising Female Vocalist.
### Turner Sets Tower In Musical Action

**NASHVILLE** — The Nashville Tower, a production and advertising company, has been established here under the guidance of Scotty Turner, former country A&R chief for United Artists. Working with him will be Harold Sheed, vice president, who worked in Memphis in television and radio broadcasting, and advertising, Nelson Larkin, vice president, a record producer and studio owner from Huntsville, Ala., and Bill Haynes, formerly of Hubert Long, International, with experience in sales, public relations and broadcasting.

Nashville Tower will have several subsidiaries, including The Nashville Sound Castle, Armor Productions, and Irongull Music (BMI). Its collective aim, according to Turner, is "a new approach to the production of commercial advertising through a well-planned program."

The initial concept of the organization will be one devised by movie and television personality Dale Robertson, who is associated with the firm.

Chairman of the board of directors of the Nashville Tower is C.C. (Buck) Williams, a Tennessee banker, who said the company plans to build its own structure within the next two years. In addition to housing all the company's offices, it will include a modern recording studio.

At present, the company is independently producing programs, working with Price Mitchel, writer-singer James Hendricks, a new (Continued on page 56)

### Lady Bookor to Open Agency

**NASHVILLE** — Formation of a talent agency dealing primarily in the field of nonclub country bookings has been formed here by Eleanor T. Mead.

Called ACT II Talent, Inc., the firm already has under contract such artists as Peggy Lee of Dot, Billy Grammer of JMI, Roy Byrd and the Shenandoans, the Russell Brothers, Lari Lee Woods, and Julie Ann Beiker.

Mrs. Mead, who has a diverse background, also will handle the business management of Miss Little. A final year law student, she has worked as a bacteriologist, a teacher, and in real estate sales.

Since her clients have strong religious beliefs, they will not work club dates. But they will work heavily in concerts, fairs, colleges and the like.

### Billboard Hot Country Singles

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist &amp; Label</th>
<th>Number</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>FUNNY FACE</td>
<td>8</td>
<td>stumpers</td>
<td>1087</td>
<td>13</td>
</tr>
<tr>
<td>2</td>
<td>IT'S NOT LOVE BUT IT'S NOT BAD</td>
<td>7</td>
<td>Billy Byrd</td>
<td>405660</td>
<td>15</td>
</tr>
<tr>
<td>3</td>
<td>NOT YOUR MAN</td>
<td>6</td>
<td>Johnny Cash</td>
<td>3149</td>
<td>15</td>
</tr>
<tr>
<td>4</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>5</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>5</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>5</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>6</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>5</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>7</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>5</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>8</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>5</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>9</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>5</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>10</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>11</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>12</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>13</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>14</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>15</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>16</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>17</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>18</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>19</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>20</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>21</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>22</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>23</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>24</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>25</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>26</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>27</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
<tr>
<td>28</td>
<td>I'M AIN'T NEVER HAD A MAN</td>
<td>10</td>
<td>Porter Wagoner</td>
<td>4667</td>
<td>15</td>
</tr>
</tbody>
</table>

### Super Promotions Is BRITE-STAR

Complete record promotion and distribution Services.

- Masters Leased
- Nashville Sessions Arranged

Send all records for review to:

**STAR PROMOTIONS**

726 16th Ave. N, 6
Nashville, Tenn. 37203
Call: Nashville (615) 244-4646

---

**DOYLE HOLLY** signs a personal management contract with Don Fowler of the Buddy Lee Agency.

**GOVERNOR WINFIELD DUNN** of Tennessee proclaims October Country Music Month. Witnessing the signature are Leroy Van Dyke, left, and Mrs. Jo Walker, executive director of the Country Music Association.
Charlie McCoy, six-months-on-the-National-chart, and 200,000 albums later.

Charlie McCoy has just gone from being considered the best harmonica player in Nashville, to being chosen "Best Instrumentalist of 1972" by the Billboard and Record World CMA poll.

And we're celebrating by releasing Charlie's second Monument album. (The first is over 200,000 already, and still going strong.)

It includes his latest hits, "I Really Don't Want to Know." And it's filled with even more spectacular tunes, and playing, than the album that caused all the fuss.

Charlie McCoy's new hit, "I Really Don't Want to Know." And his second big album, On Monument Records
Distributed by Columbia Records
Industry Executives Mass for Strategic Country Week Meet

* Continued from page 1 *

of the convention for RCA, said all five regional managers also would be brought in for a series of business meetings, and would attend all scheduled functions. They also will man suitcases at both the airport and the Ramada Inn, downtown.

For the first time, the Wilkes Record Company in Omaha, Nebraska, is taking part. It will sponsor a Nashville Song-Writers party on Thursday at the Municipal Auditorium Pavilion. President Mike Peevyhouse will be among those attending.

Decca, hosted here by vice president Owen Bradley and by Chuck Doherty, will be headed by MCA president Mike Masland, along with vice president Rick Froio, Pat Pilato, Vince Cosgrove, Joe Sutton, Lou Coov, and other officials such as David Skipper and Tom Morgan. In addition, Decca is bringing in 15 branch and district managers.

Capitol also has a strong con-
tingent set. With vice president Wade Pepper handling all the arrangements, the group will include vice presidents Barry Kimmelman, Brown Meggs, Mauri Lathourer, Ken Nelson, Al Cooney, Dan Davis and Marvin Bertsil, and new A&R director Joe Allison with the balance of the Nashville office.

United Artists is bringing in president Mike Stewart, who is attending for the first time, and officials such as Jack Mesler, Skip Vinet, Mike Lipton and Lloyd Lepage. The label also is bringing in the Nitty Gritty Dirt Band for special performances.

Columbia's delegation will be exceptionally strong, headed by president Clay Davis. Others on the list are Ron Alexenburg, Jack Craigo, Steve Popovich, Bruce Lundvall, Rick Blackburn, Jim Tyrrell, Bill Farr, Earl Cal Roberts, Don Ellis, David Wynshaw, Bob Althouse, Al Teller, Don DeVito, Jack Gold, Paul Baratti, Zim Zemical, Norm Zeig- ler, Charles Lourie, Kip Kohn and Stan Montero and, from Canada, Charles Camelleri, Burr Dunnsche and Jack Robertson. Grame Fergen, coordinating the program, has told area promotional men also will attend.

Famous Music will send presi-
dent Tommy Martell and other officials including Herb Gordon, Chuck Gregory, Carmon LaRosa, Bill Lang, Dave DeVan, Yvonne Miller, Andy Mielo and Commendador to cover the Lion Planet Airmen. The MGM visitors will be led by president Mike Curb.

Musical Action
* Continued from page 48 *

talent named Michael Ross, and Earl T. Connally.

Turner said commercials made by the firm would be done through the union, and not through a "jingle mill." He added: "We will approach all of these sessions as we would a regular recording session."

The firm has temporary quarters at 1700 Broadway, just off Music Row here.

CHARTED EVERYWHERE

American Heritage Records "ALMOST DAWN IN DENVER"
by Jimmy Snyder

"LIVING MY LIFE WITH A CHEATER"
Sherrin Linton

"I'LL BREAK OUT AGAIN"
by Darrell McCall
Dist. by Shelby Singleton
DJP-5508 - for DJ copies, write LITTLE RICHIE JOHNSON Belen, New Mexico

Say You Saw It in Billboard

Nashville Scene
* Continued from page 46 *

George Hamilton IV off on another of his junkets to Great Britain and the British Isles. The dates include an appearance at London's Royal Albert Hall. Paul Riceby of Dot has taken the pop hit, "Good Time Charlie's Got the Blues," and made it country, under the guiding hand of Pete Drake. He'll perform it at the country convention in Nash-
ville, its first country night this year. Jerry Reed was featured.

Bill Anderson and the cast of his show will appear at the Big D Jamboree Nov. 11, following their show at the Longhorn Ballroom the same night. The Gross Brothers take time out from college and high school to attend the convention. KLCN's country music format will be highlighted with the airing of the Glen Campbell Special, five days a week.

Russ Pate's first release on Capa is said to be "the transfiguration of a great new sound that country music has desper-
ately needed. It has drawn strong comments from various jocks. The Record Rack in Southeast Texas says orders come in for a new Johnny Jane release even before the record was released. This was true of dubs released to stations in the area.
JOE ALLISON
NERECO PRODUCTIONS
CONGRATULATIONS JOE AND ALL THE BEST TO YOU ON YOUR
NEW ASSOCIATION WITH CAPITOL. AS MY DOT RECORDS' PRODUCER FOR THE PAST FIVE YEARS, I WANT TO
THANK YOU FOR "TIPS ON MY FINGERS", "YESTERDAY, WHEN I WAS YOUNG", "I NEVER PICKED COTTON", "THANK GOD AND GREYHOUND", AND MANY MORE PLUS MY LATEST SINGLE "LAWRENCE WELK – HEE HAW COUNTER REVOLUTION POLKA". AGAIN, ALL THE BEST.
SEE YOU IN NASHVILLE.

ROY CLARK
DOT RECORDS
HELP WANTED

LEON RUSSELL
&
DENNY CORDELL
are looking for full time
Studio Balance Engineer
and
Studio Maintenance Engineer
for their superb
Shelter Records recording complex in Tulsa, Okla.

Contact: MISS EILEEN with particulars
at (213) 660-1605

SHELTER RECORD PROD CO INC.
5112 Hollywood Boulevard, Los Angeles 90027

MANAGER OF ROYALTIES AND COPYRIGHTS

Large record company
Must be extremely knowledgeable and competent in all areas of royalties and copyrights as it pertains to the record industry.
Highest salary plus excellent benefit package.

Replies: BOX 617
c/o Billboard, 2160 Patterson St., Cincinnati, Ohio 45214
follow the "pye-oneers"
Fine sound is fine sound anywhere in the world. When it comes to first-rate, four-channel stereo, the growing preference for Sansui QS Regular Matrix encoding isn't just a local peculiarity, or even a national one. Recognizing this, Pye Records Ltd., of London, England—renowned for the highest of reproduction standards—is one of the first labels in Europe to recognize the special virtues of Sansui QS Regular Matrix four-channel encoding.

WHAT PYE RECORD JACKETS SAY:

"This Quadrrophonic Record was made using the 'Sansui QS' matrix encoder. Use of this encoding process permits the production of a compatible recording that contains 2-channel stereo and 4-channel quadraphonic programme information, without loss in frequency response, dynamic range, etc.

"The compatibility feature of this record process makes this type of record a good investment for the future. When this record is played through your present stereo system it will be reproduced in improved full fidelity 2-channel stereo sound. With the addition of a decoding amplifier, and two extra speakers to your present stereo system, it will permit you to reproduce the full quadraphonic information on this record.

HARP TRANSPLANT. The harp of David Snell and orchestra with both pop and classical works transilluminated for top quad listening.

GREAT FILM AND TELEVISION THEMES. Cyril Stapleton & His Orchestra do up a pleasant assortment of mostly movie theme music in four-channel.

WHY CAN'T WE ALL GET TOGETHER. The Button Down Brass featuring the Funky Trumpet of Ray Davies with their unique combination of today's sound.

QUADRAPHONIC SAMPLER. A feast of easy listening with a delightful mix of oldies and classics by Britain's top orchestral ensembles.
Pye's reasons for going with QS Regular Matrix are outlined on their record jackets. Advantages of the Sansui QS Regular Matrix system include:

COMPLETE OMNIDIRECTIONALITY.
Accurate pickup and reproduction of any source in any direction of the sound field, over a full 360° circle, and any signal inside the sound field, including dead center (overhead effect). There's no need to locate performers in special positions while avoiding other spots. QS Regular Matrix provides the same total acoustic perspective as discrete tape, and the same freedom to experiment with performer placement.

TOTAL COMPATIBILITY.
Sansui QS Regular Matrix encoding is compatible with:

(a) Two-channel stereo playback of encoded recordings, with natural, enhanced stereo perspective. The rear-channel information tends to spread outside the speakers and beyond them for a broadened sound image when played back in two-channel. That's why only one version of any performance serves as both the two-channel and four-channel stereo disc.

(b) Four-channel playback (ambience synthesis) of conventional, two-channel stereo recordings. Indirect ambient sounds are reproduced in the rear channels for realistic studio or concert-hall perspective.

(c) Decodes other matrices. The Sansui-encoded disc decodes at least reasonably well on all other designs.

(d) Uses all existing home hardware. Any conventional stereo cartridge, phonograph, stylus, receiver and reproducing equipment can play the encoded disc (or accept the encoded broadcast), without quality impairment or damage, and reproduce in the conventional, two-channel mode. Any such system can be converted to four-channel by the addition of a decoder with rear-channel amplification and an extra pair of speakers.

(e) Uses all existing professional equipment. To record, only the encoder need be added to existing studio equipment. Cutters, tape equipment — everything else — remains the same as for two-channel.

(f) Broadcastability. QS Regular Matrix encoded records may be broadcast through existing transmitting equipment. The encoder need be added only for matrixing live programs or discrete tape sources. Playing already encoded discs or tapes automatically transmits the four-channel encoded signal.

QS Regular Matrix encoding is really as easy as Pye. Isn't it the system you should be evaluating right now? Put it to the test yourself. Compare it with any other. For a demonstration or literature, call or write us directly at any of the locations listed here.
New Agreement Seen Triggering Major Overhaul in Needletime

From The Music Capital’s of the World

In 1974, on his return to London in 1954 he joined the international department of CBS in Paris, and in 1957 he assumed responsibility for sales to group companies in the export division of the company. He negotiated a licensing deal for the production of a series of records based on his future single releases. The deal calls for sales to go into effect this week with the issue of "Got Me Dead Wrong" by Skin Alder. The agreement also included the installation of a new general management system for the Phonodisc owned Musical Rendevous budget record company, has agreed to several changes in the sales department under the leadership of John Reynolds, Roy Wilcox, a Southern area sales manager who has joined the company as Sales Manager. In West and Area manager. Two salesmen have also left MFP to join Musical Rendevous. Among them are Clive Wilson and John Mewes, Gaff Management, who has been utilizing Phonodisc’s production and distribution network. They will appear on the label with MFP records, which have just signed a worldwide recording agreement with Gaff Management. The next album in the group’s next album will be issued in America and Germany. The Gaff management group’s manager, has joined the General Manager of the group’s first edition of Solid Gold Parade of the Pops, Multiple Sound Distributors budget record company, has been advertising on UK television. Volume Three, issued this week, will be promoted with 15 and 30 second ads running during the last two weeks of October on the Sound Specialties, Western, and Midwest TV areas. The campaign, initiated by managing director, is to build on the last year’s development in attempting to expand the Phonodisc brand name and follows an extensive advertising campaign throughout the Mecca ballrooms.

Specialists consultants, who believe that the potential development of its 1,000-acre site has been enhanced by system which for the last 10 years housed the records manufacture and distribution center—have suggested that it might be used for housing, light industry, offices and warehouses. The site includes 50 acres of low-grade farmland and a small residential area as well as factories and offices. Currently EMI owns, about 4,000 people on the Hayes site and will maintain its electronics and engineering operations there at the present level.

Holly Mackerel, the counterculture group, was strongly promoted by producer Tommy Curtin, who has seen the record companies, CBS, and Decca, who have their first single issued on October 29th. This precedes their debut album "Holly Mackerel" which is to be issued on November 4th.

TOKYO

Caravelli and his Magnificent Strings (CBS) gave their first Japanese performance in Tokyo, Sept 29. The group, consisting of 12 strings, 3 flutes, 6 violins, 4 cellos, 4 violas, 2 French horns, 2 trombones, 2 bassoons, 2 oboes, and 1 harpsichord, had been set for the last couple of days. Hiroyuki Takeda, the first Vicky is currently on her fourth Japanese tour and is highly praised by Phonogram International recording manager, Ken Bunster, Milestone's vice president for international affairs.

(Continued on page 57)
2 Japanese Firms Kick Off K-Tel Records With Tests

From the Music Capitals of the World

By HIDEO EGUCHI

TORONTO—Two companies in Japan have gone into production of recorded discs and production forces together to introduce K-Tel Records to the Japanese consumer market.

Test marketing of K-Tel Records (first launch in Japan was begun Sept. 23 by Synkco Ltd., a division of Takashimaya and K-Tel International, president of the joint venture with Toshiba Music Industries Ltd. and Toshiba EMJ Capital joint venture.

The sales planning firm of Synkco was established one year by Takashimaya, one of Japan's major department stores, and K-Tel International, president of the joint venture with Toshiba Music Industries Ltd. and Toshiba EMJ Capital joint venture.

Production of K-Tel Records in Japan is being handled by the joint venture.

The initial 20-stereo LP album entitled "Power Hits" comprises 20 songs produced by U.S. and U.K. artists and originally released by EMI Capitol Records, whose license in Japan is owned by Toshiba Musical Industries (TMI).

Earlier, CBS/Sony Records Inc., according to a report of the manager of the American-English joint venture, turned down an offer of a production of K-Tel Records in Japan but was keenly interested in the outcome of the new joint venture.

The K-Tel Records test marketing is being undertaken for one year in the city of Tokyo, second most densely populated city of Japan, with about 10,000 presellings of "Power Hits." It has been distributed to the six department stores affiliated with the K-Tel Records head office under Toshiba contract dealership in Fukuoka, Nagasaki and Osaka, with a total of about 50% of the area of the city is about 6,700,000.

Retail price for each album has been set at 2,900 yen (about $1.05), slightly less than the cost of regular monthly LP releases in Japan which average in price 20 yen per month.

The album is being distributed to the six department stores, 600 radio and 300 television spot commercials during the month, and an "extended play" version of "Power Hits" is available.

Based on the sales results, marketing of the "Power Hits" album by K-Tel Records in other parts of Japan has been planned. The marketing will take place between early November and early January, during which two distributors in retail and audio-visual retail stores are opening a nationwide mail-order house, Flash.

There is no plan to produce and market music tapes of K-Tel Records in Japan, as K-Tel Records has no plan to produce products other than EMI Capitol master recordings.

---

From page 36

The independent, phonograph-tape distributor, Yarre, wholly owned by Toshiba, and chain of railroad co-op stores, has opened retail stores.

A second retail store with a 200 yen (75 cent) price tag has been set up in mid-November, the first time the Finnish record industry has been keenly interested in the retail music business during last year.

With U.K. singer Clive Richard on his tour in Japan this week, a new "English" of Bows (The Nice) and "From the Godfather" on Japanese charade.

The independent, phonograph-tape distributor, Yarre, wholly owned by Toshiba, and chain of railroad co-op stores, has opened retail stores.

A second retail store with a 200 yen (75 cent) price tag has been set up in mid-November, the first time the Finnish record industry has been keenly interested in the retail music business during last year.
**Israeli Song Winners To Make Tour of U.S.**

TEL AVIV—The Israeli Hasidic Song Festival 1972 ended last week with the announcement of the three winners, who after a series of international contests, will make their first tour of the United States. The three winners were Moshe Kerem, a 39-year-old songwriter from the Datsa-Das-Das, a folk song group from Western Galilee; Yehuda Katz, who won both the vocal category and the music composition award for his song "I Am a Man"; and Aliza Gal, a 22-year-old singer from Jerusalem.

Three judges, representing the music industry and the Jewish Community Council, selected the winners from over 200 entries. The festival, sponsored by the Israeli Information Agency, was held in the Tel Aviv Convention Hall and was attended by 10,000 people.

The winners will perform at a series of concerts in the United States, starting with a performance at the New York City Auditorium in mid-October. The tour will be sponsored by the Jewish National Fund and is expected to be a major event in the music world.

**Polish Trade Seeks Exports of 0.1 Mill LPs**

WARSAW—The Polish record industry has been successful in exporting its product. The Polish Ministry of Audiovisual Industries announced that over one million albums, with a total of $15,000,000, have been exported to over 100 countries. The exports include records, tapes, and musical instruments.

The Polish Ministry of Audiovisual Industries is working to increase the export of its product, with a goal of exporting 1.5 million albums in the next five years.

**Tokyo Pub Execs in U.S. For Subpublishing Deals**

NEW YORK—Seeking subpublishing deals for exploitation of various music rights, Takeshi Ishiguro and Mituo Morikawa, officers of the Tokyo Music Pub Co., are in New York for business visits with major record companies. The Tokyo Music Pub Co. is involved in the publication of the Japanese music industry.

**From Time To Time, Music Capitals of the World**

**Peak Televiewers See 5th Song Contest in Finland**

HELSINKI—The fifth annual Song Contest in Finland, organized under the auspices of the commercial Manni, will be held in Helsinki on May 20th. The contest will feature 24 contestants, each representing a different region of the country.

**GRT Canada In Media Deal**

TORONTO—GRT of Canada has acquired record and tape distribution rights in the country for $2.5 million, according to a company spokesman. The deal, which was announced last week, includes the sale of a number of records and tapes, including those of the Canadian rock group, the Guess Who.

**Phonogram Boosts Euro Promotion**

BAAARN—Phonogram International is increasing its promotion efforts in Europe in an effort to increase sales. The company has announced a new marketing campaign, which includes the release of a new album by the rock group, the Rolling Stones.

**Hayes Site Gets Survey**

LONDON—Specialist consultants, retained by EMI to advise on the sale of their tape assets, have completed a survey of Hayes Site. The survey, which included a detailed analysis of the current market and potential future market, was conducted over a period of three months.

**Fanny Foreign Tour Is Set**

NEW YORk—The all-girl rock group Fanny, in the midst of a European tour, will be the first group to play at the new King's Hall in London. The group will be in England for a week, and then will tour Scandinavia and the Far East.

**M/MEDIA IN SHIFT TO GRT**

NEW YORK—Metramedia's Records has switched its distribution to GRT. The company has a number of agreements with the company, including one for the distribution of its records and tapes. Jack Wiedenroth, president of Metromedia, said that the switch was made in order to increase the company's exposure.

**Negrak in More**

AMSTERDAM—Dutch record company Negrak has moved to a new location at Gronmophouse, 2000 Amsterdam, Holland. The company's address was 2000 Amsterdam, Holland, O.P. Box 139, Tel: 020-260706, Telex 41206.

**Israeli Song Winners To Make Tour of U.S.**

TEL AVIV—The Israeli Hasidic Song Festival 1972 ended last week with the announcement of the three winners, who after a series of international contests, will make their first tour of the United States. The three winners were Moshe Kerem, a 39-year-old songwriter from the Datsa-Das-Das, a folk song group from Western Galilee; Yehuda Katz, who won both the vocal category and the music composition award for his song "I Am a Man"; and Aliza Gal, a 22-year-old singer from Jerusalem.

Three judges, representing the music industry and the Jewish Community Council, selected the winners from over 200 entries. The festival, sponsored by the Israeli Information Agency, was held in the Tel Aviv Convention Hall and was attended by 10,000 people.

The winners will perform at a series of concerts in the United States, starting with a performance at the New York City Auditorium in mid-October. The tour will be sponsored by the Jewish National Fund and is expected to be a major event in the music world.

**Polish Trade Seeks Exports of 0.1 Mill LPS**

WARSAW—The Polish record industry has been successful in exporting its product. The Polish Ministry of Audiovisual Industries announced that over one million albums, with a total of $15,000,000, have been exported to over 100 countries. The exports include records, tapes, and musical instruments.

The Polish Ministry of Audiovisual Industries is working to increase the export of its product, with a goal of exporting 1.5 million albums in the next five years.

**Tokyo Pub Execs in U.S. For Subpublishing Deals**

NEW YORK—Seeking subpublishing deals for exploitation of various music rights, Takeshi Ishiguro and Mituo Morikawa, officers of the Tokyo Music Pub Co., are in New York for business visits with major record companies. The Tokyo Music Pub Co. is involved in the publication of the Japanese music industry.

**From Time To Time, Music Capitals of the World**

**Peak Televiewers See 5th Song Contest in Finland**

HELSINKI—The fifth annual Song Contest in Finland, organized under the auspices of the commercial Manni, will be held in Helsinki on May 20th. The contest will feature 24 contestants, each representing a different region of the country.

**GRT Canada In Media Deal**

TORONTO—GRT of Canada has acquired record and tape distribution rights in the country for $2.5 million, according to a company spokesman. The deal, which was announced last week, includes the sale of a number of records and tapes, including those of the Canadian rock group, the Guess Who.

**Phonogram Boosts Euro Promotion**

BAAARN—Phonogram International is increasing its promotion efforts in Europe in an effort to increase sales. The company has announced a new marketing campaign, which includes the release of a new album by the rock group, the Rolling Stones.

**Hayes Site Gets Survey**

LONDON—Specialist consultants, retained by EMI to advise on the sale of their tape assets, have completed a survey of Hayes Site. The survey, which included a detailed analysis of the current market and potential future market, was conducted over a period of three months.

**Fanny Foreign Tour Is Set**

NEW YORk—The all-girl rock group Fanny, in the midst of a European tour, will be the first group to play at the new King's Hall in London. The group will be in England for a week, and then will tour Scandinavia and the Far East.

**M/MEDIA IN SHIFT TO GRT**

NEW YORK—Metramedia's Records has switched its distribution to GRT. The company has a number of agreements with the company, including one for the distribution of its records and tapes. Jack Wiedenroth, president of Metromedia, said that the switch was made in order to increase the company's exposure.

**Negrak in More**

AMSTERDAM—Dutch record company Negrak has moved to a new location at Gronmophouse, 2000 Amsterdam, Holland. The company's address was 2000 Amsterdam, Holland, O.P. Box 139, Tel: 020-260706, Telex 41206.
The country world of The Mervyn Conn Organisation.

The Mervyn Conn Organisation means the best of "Country" throughout the U.K., Europe and Scandinavia.

Fifth International Festival of Country Music

Country Tours.
Top-line artists, bringing the Country message to a growing army of devotees in the U.K. and Europe.

GEORGE HAMILTON IV - with the Stoneman Family, and at the Royal Albert Hall, Summi Smith, OCTOBER-NOVEMBER 1972.
SLIM WHITMAN - with a supporting line-up of country stars, FEBRUARY-MARCH 1973.
And there are more outstanding tours in the pipeline!

Nashville International
This label will make an ideal partner for the well-established Carnaby label, as well as those represented by the organisation - Mega Records and Tapes, and Target Records.

Mervyn Music.
U.K.'s leading house for Country Music. Representing in the U.K., BIG BOPPER MUSIC CO., JACK and BILL MUSIC CO., CORRIDOR MUSIC CO., DIXIANA MUSIC, NASH-BEAU MUSIC CO., TRACIE MUSIC, HALL CLEMENT CO., KING COAL MUSIC CO.

THE MERVYN CONN ORGANISATION
Mervyn Music
Mervyn Conn Promotions Ltd
Carnaby Records
Nashville International Records
Lillian Music
MC Music Ltd
Mervyn Conn Agencies Ltd.

CHANDOS HOUSE, 45/6 CHANDOS PLACE, LONDON WC2N 4HS
Telephone: 01-836 7255/6/7
Cables: Promdisc

Nashville representative: Emily Bradshaw
PO Box 44, Nashville, Tennessee 37202
Telephone: AC 615-327-4857/883-7284
Castle Music

Continue from page 17


ADVERTISING SELL A LOT MORE THAN CARS, COOKIES AND COMPUTERS.

not the sure way and times are indeed good that the advertising is getting a fair deal. Growing numbers of advertising people and communications media—magazines, newspapers, TV, radio, direct mail and mail orders for magazines and books are using advertising. It’s more the usual subject for sales and advertising and sales departments. And it works just as well for education and health issues.
your competitors are at midem
your clients are too!

vos concurrents sont au midem
vos clients aussi!

and you?

MIDEM
7th international record and music publishing market
January 20/26.73
Palais des Festivals, CANNES, France

INTERNATIONAL REPRESENTATIVES
FRANCE:
Christian JALLABERT
3. rue Garnier
92200 NEUILLY
Tel 747.64.00 +
Telex 21550 Systele
Paris - Ext. 171

U.S.A.:
John NATHAN
250 West 57th St.
suite 1103
NEW YORK N.Y. 10019
Tel (212) 489.13.60
Telex 235.309 OVMU

GREAT-BRITAIN:
Rodney BUCKLE
25 Berkeley House
15 Hay Hill
LONDON W1
Tel (01) 493.55.63
CATCH BULL AT FOUR

CAT STEVENS

CATCH BALL AT FOUR

Al Green

I'm Still in Love With You
On X8669 (London)

One of the hottest acts today, Al Green should draw two sales interest with this LP, which uses his recent single smash as the title track. It's a formula that should work for the man who's really "Look What You're Doing To My Heart" (1973) and "Let's Stay Together" (1974). His Old Days" and "Simple Beautiful" entry also includes a standout reading of Kris Kristofferson's "For the Good Times."

JOHNNY RIVERS

LP: River United Artists UAS 5650

Rivers is a form of music that originated in Jamaica, won Dusty Fair in the British LP, and that almost made the US charts. It's a formula that should work for Rivers now as "Look What You're Doing To My Heart" (1973) and "Let's Stay Together" (1974). His Old Days" and "Simple Beautiful" entry also includes a standout reading of Kris Kristofferson's "For the Good Times."

ERIC CLAPTON

The Best of Eric Clapton At His Best
Polydor B 325

The Best of Eric Clapton is perhaps not as comprehensive an LP as one would hope for as there is considerable overlap with material already released in "The History of Clapton, The British Blues Recordings," which is almost certainly the better buy. This is indeed a double welcome-back-good-bye CD for theinder-rhythm-guitar-root LP for Johnny Rivers. Outstanding cuts are "Blues is a Child," New York City Days" and "Come Home America."

JOHN MAYALL

LP: John Mayall At His Best
Polydor PD 3504

The exams have been taken, some Mayall will. He is not only a versatile musician in his own right and is quite the droll knock at winning some of the most accomplished instrumentalists into his studio, but he's also a master of formalized elements and spontaneous instrumentals. Recorded live at L.B.'s Fabulous Whiskey A Go Go highlights include "Bad Medicine" and "Christmas Tree" and "High Pressure Living."

LEONARD COHEN

STUDIO ALBUM

Decca D 7403

Cohen's second studio album produced at Atlantic records is uniformly excellent throughout. The album is uniformly excellent in its recording, and the songs that it contains. "When everybody gets his fill of song and song for everybody's satisfaction. The blackest most relaxed feeling is quite definitely apparent on "Outside Looking In," "Don't Look Back" and "Roof That Ain't."
"NEIL DIAMOND'S SHOW LENDS GLITTER TO BROADWAY.
Call it an idea whose time had come, call it the right performer in the right circumstances, call it the final stage in the mass popularization of rock. Neil Diamond's one-man show at the Winter Garden is all those things, and more. His opening last night was not only a personal triumph for him, but also a small stimulus in a show business development that may start a few vital juices flowing in that tired old lady, Broadway."

Don Heckman—The New York Times

"Neil Diamond's come back in triumph."

Patricia O'Haire—Daily News

"There's a new hit musical on Broadway. Its name is Neil Diamond."

Alfred G. Aronowitz—New York Post

WINTER GARDEN THEATRE, 1636 Broadway, N.Y. 10019
Al Green sings "You Ought To Be With Me!"

His fifth million plus single in a row.
<table>
<thead>
<tr>
<th>WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>WEEK ON CHART</th>
<th>WEEK ON CHART</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PAPA</td>
<td>CURTIS MAYFIELD</td>
<td>Superfly (A&amp;M)</td>
<td>28</td>
</tr>
<tr>
<td>2</td>
<td>PAPA</td>
<td>LEO WATTS</td>
<td>Instrumental</td>
<td>26</td>
</tr>
<tr>
<td>3</td>
<td>PAPA</td>
<td>NORM MYERS</td>
<td>Sing Me a Song</td>
<td>24</td>
</tr>
<tr>
<td>4</td>
<td>PAPA</td>
<td>A LEE STEWART</td>
<td>Never a Dull Moment</td>
<td>24</td>
</tr>
<tr>
<td>5</td>
<td>PAPA</td>
<td>ROY HAYNES</td>
<td>Columbia KC 31102</td>
<td>24</td>
</tr>
<tr>
<td>6</td>
<td>PAPA</td>
<td>ELTON JOHN</td>
<td>Tasty Bride</td>
<td>23</td>
</tr>
<tr>
<td>7</td>
<td>PAPA</td>
<td>SEALED &amp; CROFTS</td>
<td>Days of the Future Passed</td>
<td>23</td>
</tr>
<tr>
<td>8</td>
<td>PAPA</td>
<td>TIM ROSE</td>
<td>1970</td>
<td>23</td>
</tr>
<tr>
<td>9</td>
<td>PAPA</td>
<td>CHUCK BERRY</td>
<td>London Brunswick</td>
<td>23</td>
</tr>
<tr>
<td>10</td>
<td>PAPA</td>
<td>THE BAND</td>
<td>Big Red</td>
<td>23</td>
</tr>
<tr>
<td>11</td>
<td>PAPA</td>
<td>NEIL DIAMOND</td>
<td>Moods</td>
<td>23</td>
</tr>
<tr>
<td>12</td>
<td>PAPA</td>
<td>THREE DOG NIGHT</td>
<td>Seven Separate Fools</td>
<td>23</td>
</tr>
<tr>
<td>13</td>
<td>PAPA</td>
<td>MICHAEL JACKSON</td>
<td>Ben</td>
<td>23</td>
</tr>
<tr>
<td>14</td>
<td>PAPA</td>
<td>EMERSON, LAKE &amp; PALMER</td>
<td>Trilogy IV</td>
<td>23</td>
</tr>
<tr>
<td>15</td>
<td>PAPA</td>
<td>O'JAYS</td>
<td>Back Stabbers</td>
<td>23</td>
</tr>
<tr>
<td>16</td>
<td>PAPA</td>
<td>MAC DAVIS</td>
<td>Baby Don't Get Hooked On Me</td>
<td>23</td>
</tr>
<tr>
<td>17</td>
<td>PAPA</td>
<td>GILBERT O'SULLIVAN</td>
<td>Raindrops Keep Fallin' Down</td>
<td>23</td>
</tr>
<tr>
<td>18</td>
<td>PAPA</td>
<td>RASPBERRIES</td>
<td>Straighten It Out</td>
<td>23</td>
</tr>
<tr>
<td>19</td>
<td>PAPA</td>
<td>VAN HORN</td>
<td>Ladies Of The Lou</td>
<td>23</td>
</tr>
<tr>
<td>20</td>
<td>PAPA</td>
<td>ELVIS PRESLEY</td>
<td>Elvis</td>
<td>23</td>
</tr>
<tr>
<td>21</td>
<td>PAPA</td>
<td>DONNY ODYSSEY</td>
<td>Time Square</td>
<td>23</td>
</tr>
<tr>
<td>22</td>
<td>PAPA</td>
<td>YES</td>
<td>Close To The Edge</td>
<td>23</td>
</tr>
<tr>
<td>23</td>
<td>PAPA</td>
<td>FIFTH DIMENSION</td>
<td>Greatest Hits</td>
<td>23</td>
</tr>
<tr>
<td>24</td>
<td>PAPA</td>
<td>BILL WITHERS</td>
<td>Bill Withers</td>
<td>23</td>
</tr>
<tr>
<td>25</td>
<td>PAPA</td>
<td>URIAH HEEP</td>
<td>Demons &amp; Wizards</td>
<td>23</td>
</tr>
<tr>
<td>26</td>
<td>PAPA</td>
<td>T 9</td>
<td>The Seven Breakfasts</td>
<td>23</td>
</tr>
<tr>
<td>27</td>
<td>PAPA</td>
<td>JEFFERSON AIRPLANE</td>
<td>Long John Silver</td>
<td>23</td>
</tr>
<tr>
<td>28</td>
<td>PAPA</td>
<td>PARENTS</td>
<td>At Home With The Greatest Hits</td>
<td>23</td>
</tr>
<tr>
<td>29</td>
<td>PAPA</td>
<td>JERMAINE JACKSON</td>
<td>Philadelphia</td>
<td>23</td>
</tr>
<tr>
<td>30</td>
<td>PAPA</td>
<td>TISBEE</td>
<td>Brother, Brother</td>
<td>23</td>
</tr>
<tr>
<td>31</td>
<td>PAPA</td>
<td>CORNELIUS BROTHERS &amp; SISTER ROSE</td>
<td>United Artists UAS 5559</td>
<td>23</td>
</tr>
<tr>
<td>32</td>
<td>PAPA</td>
<td>NILSSON</td>
<td>Son of Schmilsson</td>
<td>23</td>
</tr>
<tr>
<td>33</td>
<td>PAPA</td>
<td>SIMON &amp; GARFUNKEL</td>
<td>Greatest Hits</td>
<td>23</td>
</tr>
<tr>
<td>34</td>
<td>PAPA</td>
<td>GRAMMY FUNK RAILROAD</td>
<td>Capital SXMX 11009</td>
<td>23</td>
</tr>
<tr>
<td>35</td>
<td>PAPA</td>
<td>RICK SPRINGFIELD</td>
<td>Beginnings</td>
<td>23</td>
</tr>
<tr>
<td>36</td>
<td>PAPA</td>
<td>ALICE COOPER</td>
<td>School's Out</td>
<td>23</td>
</tr>
</tbody>
</table>

**TOPS & TAPE**

<table>
<thead>
<tr>
<th>WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>WEEK ON CHART</th>
<th>WEEK ON CHART</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PAPA</td>
<td>CURTIS MAYFIELD</td>
<td>Superfly (A&amp;M)</td>
<td>28</td>
</tr>
<tr>
<td>2</td>
<td>PAPA</td>
<td>LEO WATTS</td>
<td>Instrumental</td>
<td>26</td>
</tr>
<tr>
<td>3</td>
<td>PAPA</td>
<td>NORM MYERS</td>
<td>Sing Me a Song</td>
<td>24</td>
</tr>
<tr>
<td>4</td>
<td>PAPA</td>
<td>A LEE STEWART</td>
<td>Never a Dull Moment</td>
<td>24</td>
</tr>
<tr>
<td>5</td>
<td>PAPA</td>
<td>ROY HAYNES</td>
<td>Columbia KC 31102</td>
<td>24</td>
</tr>
<tr>
<td>6</td>
<td>PAPA</td>
<td>ELTON JOHN</td>
<td>Tasty Bride</td>
<td>23</td>
</tr>
<tr>
<td>7</td>
<td>PAPA</td>
<td>SEALED &amp; CROFTS</td>
<td>Days of the Future Passed</td>
<td>23</td>
</tr>
<tr>
<td>8</td>
<td>PAPA</td>
<td>TIM ROSE</td>
<td>1970</td>
<td>23</td>
</tr>
<tr>
<td>9</td>
<td>PAPA</td>
<td>CHUCK BERRY</td>
<td>London Brunswick</td>
<td>23</td>
</tr>
<tr>
<td>10</td>
<td>PAPA</td>
<td>THE BAND</td>
<td>Big Red</td>
<td>23</td>
</tr>
<tr>
<td>11</td>
<td>PAPA</td>
<td>NEIL DIAMOND</td>
<td>Moods</td>
<td>23</td>
</tr>
<tr>
<td>12</td>
<td>PAPA</td>
<td>THREE DOG NIGHT</td>
<td>Seven Separate Fools</td>
<td>23</td>
</tr>
<tr>
<td>13</td>
<td>PAPA</td>
<td>MICHAEL JACKSON</td>
<td>Ben</td>
<td>23</td>
</tr>
<tr>
<td>14</td>
<td>PAPA</td>
<td>EMERSON, LAKE &amp; PALMER</td>
<td>Trilogy IV</td>
<td>23</td>
</tr>
<tr>
<td>15</td>
<td>PAPA</td>
<td>O'JAYS</td>
<td>Back Stabbers</td>
<td>23</td>
</tr>
<tr>
<td>16</td>
<td>PAPA</td>
<td>MAC DAVIS</td>
<td>Baby Don't Get Hooked On Me</td>
<td>23</td>
</tr>
<tr>
<td>17</td>
<td>PAPA</td>
<td>GILBERT O'SULLIVAN</td>
<td>Raindrops Keep Fallin' Down</td>
<td>23</td>
</tr>
<tr>
<td>18</td>
<td>PAPA</td>
<td>RASPBERRIES</td>
<td>Straighten It Out</td>
<td>23</td>
</tr>
<tr>
<td>19</td>
<td>PAPA</td>
<td>VAN HORN</td>
<td>Ladies Of The Lou</td>
<td>23</td>
</tr>
<tr>
<td>20</td>
<td>PAPA</td>
<td>ELVIS PRESLEY</td>
<td>Elvis</td>
<td>23</td>
</tr>
<tr>
<td>21</td>
<td>PAPA</td>
<td>DONNY ODYSSEY</td>
<td>Time Square</td>
<td>23</td>
</tr>
<tr>
<td>22</td>
<td>PAPA</td>
<td>YES</td>
<td>Close To The Edge</td>
<td>23</td>
</tr>
<tr>
<td>23</td>
<td>PAPA</td>
<td>FIFTH DIMENSION</td>
<td>Greatest Hits</td>
<td>23</td>
</tr>
<tr>
<td>24</td>
<td>PAPA</td>
<td>BILL WITHERS</td>
<td>Bill Withers</td>
<td>23</td>
</tr>
<tr>
<td>25</td>
<td>PAPA</td>
<td>URIAH HEEP</td>
<td>Demons &amp; Wizards</td>
<td>23</td>
</tr>
<tr>
<td>26</td>
<td>PAPA</td>
<td>T 9</td>
<td>The Seven Breakfasts</td>
<td>23</td>
</tr>
<tr>
<td>27</td>
<td>PAPA</td>
<td>JEFFERSON AIRPLANE</td>
<td>Long John Silver</td>
<td>23</td>
</tr>
<tr>
<td>28</td>
<td>PAPA</td>
<td>PARENTS</td>
<td>At Home With The Greatest Hits</td>
<td>23</td>
</tr>
<tr>
<td>29</td>
<td>PAPA</td>
<td>JERMAINE JACKSON</td>
<td>Philadelphia</td>
<td>23</td>
</tr>
<tr>
<td>30</td>
<td>PAPA</td>
<td>TISBEE</td>
<td>Brother, Brother</td>
<td>23</td>
</tr>
<tr>
<td>31</td>
<td>PAPA</td>
<td>CORNELIUS BROTHERS &amp; SISTER ROSE</td>
<td>United Artists UAS 5559</td>
<td>23</td>
</tr>
<tr>
<td>32</td>
<td>PAPA</td>
<td>NILSSON</td>
<td>Son of Schmilsson</td>
<td>23</td>
</tr>
<tr>
<td>33</td>
<td>PAPA</td>
<td>SIMON &amp; GARFUNKEL</td>
<td>Greatest Hits</td>
<td>23</td>
</tr>
<tr>
<td>34</td>
<td>PAPA</td>
<td>GRAMMY FUNK RAILROAD</td>
<td>Capital SXMX 11009</td>
<td>23</td>
</tr>
<tr>
<td>35</td>
<td>PAPA</td>
<td>RICK SPRINGFIELD</td>
<td>Beginnings</td>
<td>23</td>
</tr>
<tr>
<td>36</td>
<td>PAPA</td>
<td>ALICE COOPER</td>
<td>School's Out</td>
<td>23</td>
</tr>
</tbody>
</table>
SMOKE GETS IN YOUR EYES
A new way to look at something that's been around for years.

A new single (AM 1357) by Blue Haze on A&M Records.

Produced by Phillip Swern and Johnny Arthey
<table>
<thead>
<tr>
<th>Week</th>
<th>Chart Position</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Week On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1961</td>
<td>170</td>
<td>Nitzinger</td>
<td>Capitol SML 11081</td>
<td>170</td>
<td></td>
</tr>
<tr>
<td>1960</td>
<td>156</td>
<td>Frank Zappa</td>
<td>Weas / Hot Rats</td>
<td>Reprise RS 9044</td>
<td></td>
</tr>
<tr>
<td>1964</td>
<td>177</td>
<td>Ray Price</td>
<td>All Time Greatest Hits</td>
<td>Columbia CL 31384</td>
<td></td>
</tr>
<tr>
<td>1973</td>
<td>174</td>
<td>Mark Reverse</td>
<td>Anthology</td>
<td>ABC Special 5005</td>
<td></td>
</tr>
<tr>
<td>1975</td>
<td>176</td>
<td>Millie Jackson</td>
<td>Sugar SP 3501 (Polydor)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>179</td>
<td>Johnny Cash</td>
<td>America: A 20 Year Salute in Story &amp; Song</td>
<td>Columbia CL 31645</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>184</td>
<td>Slade</td>
<td>All the Way</td>
<td>Pye 2383</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>180-187</td>
<td>Led Zeppelin</td>
<td>Physical Graffiti</td>
<td>Atlantic 752</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>193</td>
<td>Fifth Dimension</td>
<td>Individually &amp; Collectively</td>
<td>Capitol EAS 1172</td>
<td></td>
</tr>
<tr>
<td>1973</td>
<td>194</td>
<td>Moody Blues</td>
<td>Days of Future Passed</td>
<td>Atlantic 752</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>195-197</td>
<td>The Isley Brothers</td>
<td>Mainstream</td>
<td>A&amp;M 752</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>199</td>
<td>Bob Dylan</td>
<td>Blonde on Blonde</td>
<td>Columbia CL 31645</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>198</td>
<td>The Who</td>
<td>Quadrophenia</td>
<td>A&amp;M 752</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>201</td>
<td>Jesus Christ, Superstar</td>
<td>Various Artists</td>
<td>Decca SDM 7520</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>192</td>
<td>Python Lee Jackson</td>
<td>In a Broken Glass</td>
<td>CWS Artists SP 3506</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>203</td>
<td>Various Artists</td>
<td>Y Sally</td>
<td>Capitol EAS 1172</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>197</td>
<td>Cashman &amp; West</td>
<td>A Dog Named Dream</td>
<td>DUNNY OSS 90-483</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>191</td>
<td>Joe Walsh</td>
<td>Barnstorm</td>
<td>ABC Special 5005</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>198</td>
<td>Ray Conniff &amp; the Singers</td>
<td>Alone Again (Naturally)</td>
<td>Columbia CL 31645</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>201</td>
<td>Bonnie Raitt</td>
<td>Give It All Away</td>
<td>Warner Bros. RS 95</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>204</td>
<td>Sir Michael</td>
<td>When the Snow Is on the Roses</td>
<td>Columbia CL 31645</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>190-195</td>
<td>Bill Cosby</td>
<td>Inside my Mind</td>
<td>Mercury K 32192</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>196</td>
<td>Mickey Hart</td>
<td>Big Black</td>
<td>Warner Bros. RS 95</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>197</td>
<td>Henry Manne</td>
<td>The Maniac Generation</td>
<td>Capitol EAS 1172</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>198</td>
<td>Mark-Almond</td>
<td>Columbia CL 31645</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>199</td>
<td>Brownsville Station</td>
<td>A Night On the Town</td>
<td>Big Time EAS 1172</td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td>200</td>
<td>Gentle Giant</td>
<td>Three Friends</td>
<td>Columbia CL 31645</td>
<td></td>
</tr>
</tbody>
</table>
URIAH HEEP.
IN THE U.S.A. IN CONCERT.

TOUR DATES:

10/13 Community Center, Tucson, Ariz.
10/14 Community Center, Phoenix, Ariz.
10/15 Sports Arena, San Diego, Calif.
10/19 Hollywood Palladium, Los Angeles, Calif.
10/20 Swing Auditorium, San Bernadino, Calif.
10/21 Santa Clara City Fairgrounds, San Jose, Calif.
10/22 Armory, Salem, Ore.
10/24 Community Center, Berkeley, Calif.
10/25 Paramount Theater, Portland, Ore.
10/26 Paramount Theater, Seattle, Wash.
10/27 Agridome, Vancouver B.C., Can.
10/28 Corral, Calgary, Alberta, Can.
10/31 Coliseum, Denver, Colo.

11/2 County Coliseum, El Paso, Tex.
11/3 Memorial Coliseum, Corpus Christi, Tex.
11/5 Terrace Ballroom, Salt Lake City, Utah.
11/6 Pershing Auditorium, Lincoln, Nebr.
11/8 City Auditorium, Colorado Springs, Colo.
11/9 Fairgrounds, Oklahoma City, Okla.
11/10 Municipal Auditorium, Dallas, Texas.
11/11 Music Hall, Houston, Tex.
11/12 13-20 Vacation
11/21-22 Auditorium, Chicago, Ill.
11/23 Kiel Auditorium, St. Louis, Mo.
11/25 Harra Arena, Dayton, O.
11/26 Sports Arena, Toledo, O.
11/28 Massey Hall, Toronto, Can.
11/30 Coliseum De Quebec, Quebec City, Quebec, Can.
12/1 Forum, Montreal, Quebec, Can.
12/2 Ottawa Civic Center, Ottawa, Can.
12/4 Sudbury Arena, Sudbury, Ontario, Can.
12/8 Sportatorium, Hollywood, Fla.
12/9 Coliseum, Jacksonville, Fla.
12/10 Bayfront Center, St. Petersburg, Fla.
12/12 Rockne Hall, Allentown, Pa.
12/13 Syrian Mosque, Pittsburgh, Pa.
12/15-16 Academy of Music, New York City
12/17 Hampton Rhodes Coliseum, Hampton Rhodes, Va.

ARE YOU IN CONCERT WITH URIAH HEEP?
Take advantage of this sell-out tour by stocking their current hit album, "Demons and Wizards", plus their 3 other super selling catalog albums.

From the Mercury Record Corporation Family of Labels/Mercury, Philips, Vertigo, Dial, Mister Chand.
A Product of Mercury Record Productions, Inc./35 East Wacker Drive, Chicago, Illinois 60601
Buddah & Atlantic Split World ‘Mystery’ Rights

Continued from page 1
other labels to appear on the Cob- nett label include Guy Baker, Bob Flack, B.B. King, Curtis Mayfield, Herbie Mann, Les McCann and Billy Eckstine.

Volume Six in the series, titled ‘The Canned Fish Album,’ is a collection of performances by Flack, Mayfield, King and others which will be distributed by Buddah in the United States. Buddah Records will handle the package for the rest of the world. The album will retail at $24.98 and include the total backlog of the series and other memories of the nine-day event.

Price at $7.98, the two double albums feature the Jam Sessions recorded live at New York’s Radio City Music Hall and including original artists like Dizzy Gillespie, Thelonious Monk, Sonny Stitt, Art Blakey, Max Roach, Richard Davis, Roland Kirk, Gerry Mulli- nian and Nor Asherley.

A new album has been recorded by the radio group of Jimmy Smith’s jam sessions which he knew B.B. King, Junior Bland, Joe Turner, Zoot Sims, and Illinois Jacquet.

Price Commission rules are sub- ject to the approval of the FTC and its decisions can be appealed. Price and wage control rules up to June 14 are contained in a 321-page book, "Price Stabilization of the Code of Fed- eral Regulations," which was pub- lished in May. A pocket edition has been published.

Price Commission rules are subject to the approval of the FTC and its decisions can be appealed. Price and wage control rules up to June 14 are contained in a 321-page book, "Price Stabilization of the Code of Federal Regulations," which was published in May. A pocket edition has been published.
"DO YOU WANT TO BOOGIE OR DO YOU DON'T CAUSE IF YOU DO I WILL WITH YOU BUT IF YOU DON'T I WON'T"
Radio stations are playing a single that's not even out yet.

THAT'S CRAZEE!

Now you can order Slade's latest #1 English hit, the one everyone's been playing.

Dave Herman, one of the d.j.'s who forced its American release, said it "May very well be the 'Satisfaction' of the '70's. People just won't be able to get enough of it."

And stations all over the country are agreeing with him.

"MAMA WEER ALL CRAZEE NOW"

SLADE