Brockway Bullish on Vidisk; Chappell Push

NEW YORK—Polygram Corp. president Robert E. Brockway is on a Gun In hand' schedule regarding current and future aspects of all phases of the music/record industry. His operation, for instance, is carefully examining the upcoming audio-visual era, while at the same time he is devoting much planning to what he terms the controversial of Chappell Music.

Regarding the audio-visual era, Brockway says that this industry has staggered through the vidisk. "Of the various technologies, the vidisk," he stated, "offers the greatest convenience and lowest cost. Its original shortcomings have been obviated and now the Philips version offers as much as 45 minutes on one side and so it is obvious that movies and other good programs could be presented easily at a retail cost per disk of from $1.98 to $8.98.

Brockway, in a recent interview, stated that he set up a video committee, which meets monthly and whose function is to keep abreast of and brainstorm all aspects of the audio-visual field. "This is in keeping with our European and American interests," he said.

The executive added: "Today's recording artists are in a position like that of the old silent film artists on the eve of the talkies. Most will be able to make the transition. . . . More so than in the transition to the talkies. . . . For when you add visual to audio, one cannot be as disappointed as when you moved a handsome silent film star to talkies and found he had a feminine, quavery voice." Brockway added: "I feel recording artists will become audio-visual artists. . . . This is the wave of (Continued on page 10)

AST Recycles Recorded Tape

By EARL PAGE

CHICAGO — Ampex Stereo Tapes (AST) here has developed a process for recycling prerecorded cassettes that are in over-supply as an alternative to dumping. The program, set to commence late this month, was made possible by technological breakthroughs and can be extended to prerecorded 8-track cartridges too, said William Slower, Ampex Corp. vice president and AST general manager.

The process, which will be available to all labels, has become one of several moves Slower has made since assuming the AST helm, and one of the first that reflects his (Continued on page 34)

Govt. Law Hits Manila Industry

By OSKAR SALAZAR

MANILA—The padding of radio stations, newspapers and entertainment publications in the Philippines, owing to martial law being declared by President Ferdi-

nand E. Marcos, has caused a major exposure problem for local record manufacturers and pro-

users.

Out of seven television stations, only three are allowed to operate, and from more than 50 radio stations, 15 are currently allowed air time. They must also adhere to policies and regulations laid down by the newly created Department of Information.

At present, the record industry (Continued on page 65)

ABC Buys Cartwheel Records; Hires Gant

See Page 3

Distrib Megalopolis seen
-Mull Indie Organization

By PAUL ACKERMAN

NEW YORK—Independent dis-

tributors, many of whom feel that their image in the industry has de-

teriorated unjustly, are quietly considering the advisability of forming a new trade organization to promote the indie distrib seg-

ment of the business.

The organization would be pat-

terned in part after the now de-

funct ARMADA, which merged with NARM years ago.

It is known that one of the key execu-

tives who was instrumental in the formation of ARMADA, Motown executive vice president Ewart G. Abner III, has expressed his interest in helping to strengthen the indie field generally, and shore up the once-tight relationship be-

tween indie manufacturers and dis-

tributors. Abner is currently in Europe with Motown's act The Jackson Five.

It has also been suggested that something concrete in the way of (Continued on page 10)

Moog Hails Electronics

By IAN DOVE

NEW YORK—There is no de-

cline in electronic music today, ac-

cording to Robert Moog, president of Moog Music and inventor of the Moog synthesizer.

He stated: "The listening public is expressing an interest with every level to electronic music and the electronic music audience is not limited to the 1960's. . . . We can expect a ship worldwide, more synthesizers in a typical year in all of 1969." Moog, whose company is based
"One More Mile" is one more milestone in the career of José Feliciano.

It's the new single that the stations have forced from his latest album, "Memphis Menu."


José Feliciano is part of the RCA Experience.
Screenings Set For Grammys
NEW YORK — Screening sessions to verify eligibility information for the Grammy awards and to correct previously announced dates for the preliminary lists will be held Thursday.

Entries in pop, rock, folk, country, R&B, jazz, blues, traditional, ethnic and the various spoken word fields will be reviewed here, and if everything falls into place, no entries will have to do with the magazine. For the Wolfson, national and gospel entries reviewed earlier in the week in Nashville. Each of the fields will be represented by an entry, a national board of representatives, producers, writers, performers, and record company representatives. The combined session will be chaired by Bill Lowery. Arrangements for the sessions were conducted under the supervision of Jean Kappow of the New York chapter.

Piracy Verdict
Hits 4 Firms
CHARLOTTE, N.C. — A Superior Court jury here has awarded a permanent injunction against East- ern Tape Corp., GAG Sales, Inc., and H-E Sales, Inc., to J.H. Pettus, barring them from selling or offering to sell pirated sound recordings.

The injunction was issued as part of a summary judgment granted by Judge Frank W. Seipp, who also ap pointed a receiver to handle the company's monetary damages to be awarded in the case. The company's products were pirated by other unscrupulous defendants. The injunctions were the outgrowth of an investigation conducted by the Consumer Protection Division of the State's Department of Commerce.

The company had been held guilty of infringing copyrights on the basis of evidence which included the absence of vigorous defense by the defendants and the company's failure to contest the matter.

Custom Recordings Formed in W.Va.
NEW YORK — Custom Recording Associates, a company designed to publish the music of the various record labels and related companies, has been formed in West Virginia. CRA is owned by many of the companies which have been purchased by the company. The company's goal is to create a recording and record company, and it will have a variety of services available to the public.

To help float the more speculatively inclined market, CRA will produce radio and TV programs, which will include establishing links with BMI. It has applied for a license to broadcast and will also provide music to any public music user organization.

Maximas in Detail
NEW YORK — Maximas Music has hired an executive to be the Vice President of Palomar Pictures, Inc., which is the worldwide publishing ad-

News General

ABC Buys Cartwheel Records; Hires Ga1t
NASHVILLE — In its strong move into country music, ABC- Hollywood has purchased Cartwheel Records "lock, stock and barrel" in a deal arranged by Don Ga1t to run the operation here, announced by Ga1t.

As reported in Billboard (Nov. 6, ABC-Dunhill president Jay Wells, VP Norbert Byrd and Bobbi Byrd, VP of country artists and with other mu-sicians and producers, has been appointed to oversee the company and its operations in a relatively short period of time.

The purchase of Cartwheel means that Billy "Crash" Crudloe, the number one artist on the label, will now be recording for ABC-Dunhill. Ron Carnes, who has been a member of the Cartwheel operation, will continue as its head. Dale Morrison, who had been responsible for the label, will continue as a third partner in the business, and as president of RCA Records, the pub-

Black Expo Features Best of 'Unknown'

Black Expo in accord on License Fee
NEW YORK — ABC has granted ASCAP an exclusive per-formance license that runs from Jan. 1, 1976, to Dec. 31, 1979. ASCAP has previously paid ABC a total of $475,000 and the balance was paid before this agreement was signed. ASCAP will receive $775,000 for the rights to the use of ABC's recordings in the U.S., with payments broken down as follows: $3,400,000 in 1976, $3,200,000 in 1977, $2,250,000 in 1978, and $1,500,000 in 1979.

The deal, however, is subject to approval by the ASCAP Board of Directors.

Black Expo show will include gospel, rhythm and blues, and soul. The show will feature an unusual mixture of talent, ranging from the unknown star to the chart-topping one. The show is designed to be a showcase for the best black talent in the country, with the emphasis on new and emerging talent.

The Black Expo is a major event in the black community, with a focus on entertainment and education. The show is seen as a way to promote black talent and to give a platform for new artists to be heard. The show is also a way to raise funds for the black community, with proceeds going to various charities and organizations.

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ASCAP, ABC in Accord on License Fee

Handelman, Rapid MDSN
LOS ANGELES — A Rapid MDSN System, designed by the company, has been awarded a patent for its "universal" system in San Diego, Calif. The system is reportedly being installed by the company.

Los Angeles — The Rock Revival promoter Richard Nader is presenting a "Rock Revival" at Madison Square Garden. Festival is scheduled to take place on Nov. 10, and it will feature a variety of rock bands.

Latin Fest at Garden Nov. 10
NEW YORK — The Rock Revival promoter Richard Nader is presenting a "Rock Revival" at Madison Square Garden. Festival is scheduled to take place on Nov. 10, and it will feature a variety of rock bands.

More News
See Page 38

Handelman, Rapid MDSN

Uttal to Key NARM Meet
NEW YORK — Dave Uttal, president of Bell Records, will keynote the 19th Annual NARM Convention, which will be held at the Century Plaza Hotel in Beverly Hills, Calif. Uttal will speak on the convention's main theme of "The Next 100 Years of Music." The keynote address will be followed by a special session of the convention on the subject of "The Next 100 Years of Music." Uttal has been involved in every phase of the music business, and he is a member of the Rockers. He is a member of the Rockers Association. Uttal was named the Man of the Year for 1972 by the UJA.
Kirshner Rock-TV Pace Stepped Up

NEW YORK — Don Kirshner, president of Kirshner Entertainment Corp., is moving more into rock television. He has been named executive producer of ABC-TV's "In Concert" rock series — two 90-minute specials which will fill in the Dick Cavett show 11:30 p.m.-1 a.m. time slot (Billboard, Nov. 4).

The concerts, set for Nov. 4 and Dec. 8, will feature Alice Cooper, Curtis Mayfield, the Allman Brothers Band, Chuck Berry, Blood, Sweat & Tears, Souls and Crofts, Poco and the Incredible String Band.

In addition, Kirshner is already committing ABC to the "Rock & Roll Hall of Fame," and is preparing to produce a six-episode ABC-20th Century-Fox television series on rock music. He is considering developing another TV show built around the "In Concert" format. "Kirshner," he added, "is a fantasy built around rock stars who return to life."

The "In Concert" series was filmed at Hofstra University, Long Island, Nov. 2. Seven owned-and-operated ABC-FM stations in Los Angeles, Chicago, New York, San Francisco, Houston and Detroit will simulcast the events in stereo.

ABC's business affairs executive Ed Gradstein stated: "Nobody has ever done anything like this before and we are very proud to cast and to do it with the special equipment we have. We will present the video tape to the audio and to the production material that was filmed over the past 90 minutes." 

Said Kirshner: "The simulcasting will solve the problem of quality sound from the television set. We will provide all-with-quality sound from the television set. It will provide us with quality sound and make the series a 'fillmer-on-the-air,' " he stated.

Possible Series Kirshner stated that if "ABC gets the ratings" the "In Concert" series would go weekly. "We would probably go to other colleges around the country — the acts feel less inhibited in the college areas," he said.

In his first year of active TV production, Kirshner said that the groups and artists booked on the series "would be major names who are releasing new material today. It's an active rock set wanting to get on television, they go to the Dean Martin or the Flip Wilson show."

ROYAL DISC HOLD MERC

CHICAGO — An erroneous story was carried in Billboard, Nov. 7, regarding Royal Disc, wholesaling subsidiary of All Media, Inc. It was reported that the family of labels distributed by Roxy, a subsidiary of the Mercury family of labels distributed by All Media, Inc., had moved to MS.

Royal Disc continues to distribute Mercury family of labels distributed for this area.

Joe Santella

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Joe Santella
HIGH FLYING HARMONIES,
UNRELENTING MUSIC, SOME OF THE MOST MOVING
ROCK AND ROLL POCO'S EVER RECORDED.
FROM ONE OF THE TIGHTEST
BANDS IN THE COUNTRY, AN ALBUM YOU'RE GOING TO
SEE AND HEAR EVERYWHERE. NEW POCO.
ON EPIC RECORDS AND TAPES
Kelly Comments:

I have read all installments of the Beatles' last album, and I hope all the jocks and P&D's in the country read it too but before they say anything.

What Robert W. said about running your own board is right. I tried all of you, and it didn't work when you worry about your commercials and I'm not going to.

LOS U.S.S.R.: Vadim

SWEDEN:

POLAND: Roman

NORWAY: Espen

PUERTO RICO: Mary Corona

ISRAEL: Gayle

HUNGARY: Paul

FRANCE:

EIRE:

CZECHOSLOVAKIA: Dr. Lefty Kongalides

BRAZIL: Henry

AUSTRALIA:

NEW YORK:

MUSIC JOURNAL:

Johan Hoogenhout,

Ron

ANGELES,

Bill Menahan,

George

Bender,

Leif

MILWAUKEE,

26th

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Dublin 6, Eire. Tel: 97.14.72.
Jonathan Edwards' second album is a reflection of his past two years on the road—the first as a struggling, relatively unknown singer, the second as one of the most recognized performing and recording artists of the year. His ups, downs and changes, and some sensitive insights into those things that are real—along with a damn good time—are captured for you on HONKY-TONK STARJUST COWBOY.
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5. Talent Agents, Performers, Agents, Managers


7. Music Publisher, Songwriter, Author

8. Retailers, Reviewers, Newspapers & Broadcasters

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In Billboard. Get into it!
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.

©1972 Motown Record Corporation
Leonard Pub. Global Pact

NEW YORK — Hal Leonard Publishing has appointed International Entertainment Associates to handle its oversea music business and legal affairs.

The Minnesota publishing conglomerate, which includes creative and production facilities in Winona, and a creative sales company in Milwaukee, has already established distribution channels in the European market, having recently joined forces with Music Sales Ltd. in the U.K.

According to Leonard officials, the association with International Entertainment Associates is a further corporate step to meet the growing international demand for new music educational products.

IEA has offices in London, Geneva and Los Angeles and Leonard Publishing executives feel the firm is uniquely qualified to undertake the assignment of overseas copyright clearance for the hundreds of song titles comprising the varied Hal Leonard, Pointer, and Learning Unlimited publications and programs.

Initial IEA undertakings for Leonard will be the securing of foreign copyright clearance for the U.S. publisher's current catalogs and new audiovisual programs, scheduled for distribution in the U.K., Europe, South Africa, Australia and New Zealand.

IEA's London operation will also negotiate agreements with the various licensees and distributors of Leonard publishings in these overseas territories. Continuing liaison will be maintained for the purpose of clearing new copyrights relating to educational materials now in development.

Mazur Crusades for More Sales-Impelling LP Jacket

By BOB KIRSCH

LOS ANGELES—Informative liner notes for new artists; listing all titles on an LP; personnel listing of session musicians, engineers and producers and the necessity of again placing the title and artist at the top of the sleeve are among the points of information ABC-Dunhill newly-appointed art director Ruby Mazur considers of prime importance, both graphically and as merchandising-wise.

Mazur, who joined the firm six weeks ago as its first in-house art director, said that while it is important to make an LP sleeve work graphically, he has discovered through visits to dealers that certain printed information is just as important.

He also said that ABC-Dunhill will be placing more emphasis on in-store displays, such as posters, buttons and bumper stickers and that this will also flow through his department.

ASK THE MAN WHO KNOWS

...what's new in domestic and imported cartidges... and how to identify what's needed with Pfanstiehl's new cartridge catalog.

Pfanstiehl FACTORY-TO-YOU SALES REPS KNOW all about cartridges and will simplify your merchandising problem!

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Dancing on the Seats

By ANDREW MEYER

Required reading for College concert chairman, promoters and student union managers.

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NEW YORK — Promoting political concerts can be "chaotic, as well as fulfilling," according to Sy Bernstein, associate of Jerry Weintraub at Management Three.

Having promoted a variety of peace rallies and the recent "Star Spangled Women for McGovern" concert at Madison Square Garden, Bernstein noted the difficulties of working with the amateurs and young workers involved in each cause.

He stated that the problems arise, not from a lack of enthusiasm or attitude on the part of the workers, but from an inexperience on a professional level, when it comes to getting things done quickly and efficiently.

"All-in-all," he continued, "the experience is quite fulfilling. We had ten days to put the McGovern concert together, and with the raw energy of the workers, the professionalism of Shirley MacLaine and the interest generated from a variety of artists within the industry it turned out to be quite a success.

"We rented the garden at full price, and after paying the 40 musicians in the pit and the technicians involved in the productions, we generated $180,000 for the McGovern campaign, with a near-capacity house.

"Tickets were sold through Ticketron outlets and the Garden. With artists such as Dionne Warwick, Tina Turner, Mary Travers, Judy Collins, Cass Elliot, Marlo Thomas, Melina Mercouri, Bette Davis, Gwen Verdon and Chita Rivera flying in from all parts of the U.S. for the affair, he also noted the last minute travel and lodging arrangements to be considered.

"It's hard to put the cause itself aside," concluded Bernstein, "but the challenge of putting on a successful show of this nature, with the last minute details and the wide scope of personalities involved, is well worth the time and effort."

Talent

From the Music Capitals of the World

NEW YORK — Belf Ross and David Pomerantz will be featured at Kenny's Castaways Monday (6) through Saturday (6). Irene Reid is currently headlining at the Village Gate. She will be there until Nov. 14.

Herbie Mann has taped a Mike Douglas show, with a scheduled airing of Dec. 7. Steely Dan will be at Max's Kansas City until Tuesday (7). Dave Loggins has returned to the U.S., following a European tour with the Everly Brothers. The Winter Consort performed at a Columbia party Thursday (2). Black Kangaroo will broadcast live from WLIB in Hemptead Tuesday (7). Following the airing they can be heard at My Father's Place in Roslyn (10-11).

Dan Fogelberg will headline at My Father's Place Nov. 14-15.

The West, Bruce and Laing concert at Radio City Music Hall Monday (6) was sold out solely through Ticketron outlets within five hours after the tickets went on sale. Mel Torme, Julie Budd, Bobby Rydell, Jackie Mason, Pat Cooper, Marilyn Michaels and Gina Paglia are among those who will entertain at the 47th annual Actor's Temple Benefit, held at the Majestic Theater Nov. 19. The Howard University Gospel Choir (Continued on page 18)

Anka Hails Las Vegas As a Good Showcase

Soul singer Sam Dees has signed with Cliftone Records, an Atlantic custom label. His first single under the label, "Claim Jumping," is being rush-released.

Eric Justin Katz has signed an exclusive recording pact with Atlantic Records, through a songwriter/artist route. His first single produced by Michael Cusumano. The group Axtland Richmond has signed an exclusive recording contract with the newly-formed Oval Producers, Inc. The group will be produced by Don Casale, Shelly Jake, a five-man vocal, group, and

(Continued on page 14)

Anka is currently negotiating with ABC. Anka has also been approached by CBS for a weekly television show. "The show is in discussion of concept stage. If I can't function as I perform then it's not worth it," he stressed.

When singing at Caesars Palace he uses 12 brass, 30 violins and

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Denise la Salle, "Now Run and Tell That!" and "Man Size Job" single by Westbound, co-produced with Gene "Bowlegs" Miller by Crayon Productions.

Ollie Nightingale, "May the Best Man Win" single on Pride (MGM) label, produced by Gene "Bowlegs" Miller.

Jerry Butler, "Spice of Life" double album and "One Night Affair" single on Mercury.

Ice Man's Band album on Mercury.

Billy Butler and Infinity, "What You Know" single on Pride (MGM) label.

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freaky Al Hirt, and two energetic soul sister vocalists, DeEtta Little and Frazz Basketti, who wore Jungle Queen outfits. The sound is a combination of free-form rock, heavy New Orleans beat and soul shouting.

Sweet Salvation well deserves Elestra's faith in the group, a faith demonstrated by the hiring of a full string section to come in just for Randy Newman's "Sail Away," in order to re-create the album arrangement. Sweet Salvation is a crowd pleaser that will be playing to ever-increasing crowds.

NAI FREEDLAND

Talent In Action

SWEET SALVATION
Berkeley Community Theater Berkeley

Sweet Salvation turned on their audience and had them yelling for more in their northern California debut. This was despite the huddles of a muddy and desultory amplification sound plus an unbelievable crowd that didn't fill up the hall until the set was nearly over.

The group features the monster keyboards of Wayne DeVilliers, a 300-lb. drummer named Big John who wears kilts and looks like a

STAN GETZ
Hall Nott, New York

Stan Getz has a cleanliness and clarity that's possibly reflected in his unassuming quarter—just piano, bass and drums, all acoustic. Dave Holland was hirsute and electric when he played bass with Miles Davis, with Getz he's shaven and acoustic and brilliant. Part of the pleasure in Getz' current group is witnessing the interplay of wit and ideas between the leader and Holland.

No surprises in Cete's program, (Continued on page 18)

Pyton to Continue to Export U.K. Acts for U.S.

NEW YORK — London-based Pyton Productions, following the U.S. success of Flash and Wishbone Ash, will continue to export British acts for the U.S. market, according to Miles Copeland, partner with John Sherry in Pyton activities.

Copeland said that the groups have "to be good and not just British" in order to make it on the American market and that the concentration of acts in the London area make it "all the easier" to spot and to develop new roles. Utilizing Pytons dual role of booking and personal management agency, Copeland seeks relatively unknown acts on the market, with potential for future development, and gives professional advice as well as a solid book ing.
Listen to what’s happening at Motown:

Billboard Lights the Fuse with a Latin Music Special

Coming November 11, Billboard Magazine will unveil a Latin Music Spotlight with a 3-column special titled "THE LATIN EXPLOSION." "THE LATIN EXPLOSION" special will be the foundation for a regular Billboard section on Latin music that will feature THE HIT LATIN MUSIC CHARTS AND REGULAR COVERAGE OF THE 6 KEY LATIN MUSIC MARKETS WITHIN THE UNITED STATES.

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

- The Latin ballroom scene
- The Latin dance music scene
- The Latin rock scene
- The Latin pop scene
- The Latin hip-hop scene
- The Latin reggaeton scene
- The Latin urban scene

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

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AD DEADLINE: NOVEMBER 11
And now some choice words for women:

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

---

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

---

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

---

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

---

Listen to what's happening at Motown.
Up in Stockbridge, Mass., composer Gordon Rose has been busy updating Shaggy Dog Studio and getting ready for what may well be one of the most unusual remote treks to date.

Between now and early December, Rose and associates will be expanding their capabilities to handle even more cryogenic studios and special lightweight Audio Designs console and an Ampex 1100 tape machine to handle everything from eight tracks to 24 tracks. That means that Shaggy Dog's 16-track equipment will be moving into a new, second studio.

As if that won't keep Rose busy enough, his rethinking what amounts to a musical safari across Australia. As part of a twelve-man team including musicians, sound technicians and filmakers, Rose will fly over to Australia. Ampex 1100 set up for eight-track recording, a special lightweight Audio Designs console designed for P.A. as well as "impossible and with various power requirements" and enough tape, film, energy and ideas to put together an "inconceivable odyssey" that will examine various areas of that continent's sound and music. Then musicians will compose and perform while travelling, with the resulting film set for distribution and "highlights" made available for various educational programs and found on the ABC's "Playbox" program.

So, from January through March Rose's friends can reach him only by a 24-track telephone river in the aboriginal reserves.

Perhaps its merely coincidental, but just as members of NARAS and New York area operators are meeting to explore the waterfront studio situation in that city, Studio Tracking is in keeping tabs on several developments that opened in recent months and are now seeking their fortune. Studio Tracking does not have to contend with the New York's pressures that are preventing even one project of Capricorn Records, the latest entry to the competition, from opening with the Allman Brothers Band and the Doobie Brothers.

Ove Sparks, chief engineer, and Mike Hyland of Capricorn have provided a quick overview of the studio and its gear, the console is an SSL and the control room is filled with two 24 outputs, eight quadraphonic "playback" monitor speakers and a full complement of Auto-Muting systems. The tape machine is an Ampex 1100.

The room itself incorporated both live and dead areas, along with a 22 Channel and two isola-

### dbx 187 Removes Noise

**From the Music Capital of the World**

- **Continued from page 13**

A new P.A. system has been installed, needed primarily to supply power to the new sound devices, including the latest Sony's Claudet, T-2000. The new Automatic Door System is now available to anyone who wants to open it. The Automatic Door System is now available to anyone who wants to open it.

### Talent In Action

- **Continued from page 14**

Choice of professional musicians and soloists who play in various groups and orchestras.

### Vegas Showcase

- **Continued from page 13**

Perception. "Technically the more strings the better. You never have enough. With less you only hear a technical sound and they tend to press," he said explaining the large orchestra.

### Program Directors, Music Librarians and DJs

For those who will fill out the coupon below and enclose a check or money order (see appropriate box) payable either in the mail or by calling.

**Talent**

Continued from page 14

merely solidarity and enjoyable in play, is that they are interested in view of the fact that Getz' first small group was formed in 1949.

### Talent In Action

- **Continued from page 14**

Talent is available to you now! To all

**Vegas Showcase**

- **Continued from page 13**

Duration of a year's period, gets employed. Much. He may utilize any attract to that his number one hit. Frequent, he gives two another the arrangement for the type of song.

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**Program Directors, Music Librarians and DJs**

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- **Continued from page 14**

Choice performed at St. Luke's Episcopal Church Sunday (5) in New York City. Father John O'Reilly's rock orchestra, will reopen the Fillmore East Nov. 17. The Theater is now the Village Vanguard.

- **The Brownstone's Amazing**

Program is continued from page 13

percussion. "Technically the more strings the better. You never have enough. With less you only hear a technical sound and they tend to press," he said explaining the large orchestra.

### Vegas Showcase

- **Continued from page 13**

Duration of a year's period, gets employed. Much. He may utilize any attract to that his number one hit. Frequent, he gives two another the arrangement for the type of song.

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'Delay' One of Major Woes

EL PASO—Although he has "shaky fingers" to get at KFOX-AM in Los Angeles and realizes that the longer he waits, the more difficult it's going to be to get the radio station operating in the black, John Walton can't—and won't—even go around the building until the Federal Communications Commission gives approval to the purchase. Yet, because he has bought and sold "enough radio stations to know," he's worried about KFOX-AM to the point that he has had to hire two of his old timers to double check on the station already under way.

He also feels that the staff of KFOX-AM is being neglected. "If he can't touch the station physically, there's nothing to prevent him from coming into town and listening to it on a transistor radio," he's also pleased that they're "honoring the ratings up.

"I've sold a couple of stations in the past where the ratings slipped, and I know it's just hard to hold a good station when you're just out of town. And even the new owners will keep on me. I think that if they may have no owners could be assured of taking it as a station within 90 days of the purchase, it would solve a lot of problems. Now the president of the Walton chain of radio stations, which he looked at KFOX-AM last March 1. Then he sat down with Egnom Smith, the forward-looking president of the Sonora chain, on March 9, and made an offer to Sonora.

WGLD-FM Testing

No Commercial Days

CHICAGO — In an effort to make commercials more effective, WGLD-FM in Chicago is eliminating them during "bonus hours," and now will attempt to change the "bssus days" with seven full days a week. It will mean more music than ever before. "The Radio Hype" will get a new lease on life. Ed Shae, program director, who came from WKDI-FM in Los Angeles, is behind the under-30 audience responds to low "Radio Hype" approaches. The station's format now allows up to 40 minutes of uninterrupted music in most hours, with a maximum of eight commercial ads per hour.

"This is in an experimental phase, and we don't know how it will work, although we have received no negative feedback from sponsors," Shae said. Announcement material may be fed by the station during a bonus day, naming the sponsor of the noncommercials.

"We got the idea from good music stations. A rock station never tried this before. We will only promote the listener more when they can play longer sessions, like the Temptations' 'Get Ready' session in 1966. We cut it runs 11 and a half minutes. The format includes all forms of music—nothing but the music of current pop. Shae said, "You can play anything if you play it right. We play it in an interesting way, with good competition, but with an excellent format.

He believes that stations need something to imprint on the public's mind, but today's audience is looking for something oriented commercials, rather than the half-off, 10 days for 2 books at a sale." We've told our advertisers that their ads are not working, and we're not going to be their own announcer. Also, we have decided to take a look at studies that commercials will work with the right balance of music surrounding them.

A problem that a deejay on commercials on keeps the listener tuned in, and will get him into the store.

The Interview with CHUCK BLORE

continues next week

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November 11, 1972, Billboard


due to sonerlder and by the time Soonerlander accepted and they had a formal contract, it was June 8. Walton \n
put the station on the air and was ready to file for the license in ten days before—on the following, you're looking \n
at a year to a year and a half from the time \n
on the purchase of a radio station \n
after the station has already been licensed. Soonerlander hangs in limbo without the programming drive nor \n
the public service drive unless he should have a \n
rock and Kelp-AM in El Paso. \n
In Amarillo, Tex., he owns KWDI- \n
AM, a country music station, and KDWJ-AM. In Fort Worth, he has \n
Spanish-formatted KBUY-AM. \n
K-Devil in Turner is a rocker. \n
KAVE-AM in Artesia, N.M., is one of two stations he owns, and he has a \n
major market station in Monahans. \n
Wulton got into radio-TV in 1956 with KVKM-AM in Monahans, Tex., which he owned two \n
years and since then has bought five years ago. The previous owner \n
of the station left town. That's \n
one of the things that he did as a personality record promotion man, and, \n
morning drive man Trane from KAKC-AM is playing \n
Los Angeles. In 1923, the radio station was made in Los Angeles. In 1923, \n
the first radio station went on \n
which took over the station, \n
that's the road for part \n
that's been going on. I \n
thought, "I don't \n
know anything about it.\n
We're going to kill the station, the \n
radio station, and the other \n
has to be done.

The chain wasn't in a competitive situation, and I knew that I was \n
going to kill it, of course, who am I to talk. Because \n
we didn't know how to react when \n
in competition with WPBS. We \n
took it over, and we had \n
a station like WPAM has been \n
before. We didn't think they \n
shouldn't be trying to go \n
country. We had \n
killed it.

In a way, I got KFOX-AM for one and a half times its \n
value. I made a mistake \n
by making money with the station. I \n
was very set on it being a big \n
He told me, "It was because, although radio was not a \n
dollar and cents business, there's \n
some money in the station, but you can't \n
just lose a lower. It's not just as \n
much as \n
a lot of money. Their \n
from the station, they \n
will eventually hit 300. In each case, the station licenses \n
the documentary for a year and \n
can program it as often as \n
wishes. Each hour has 12 spot \n
availability. Diamond P intends to update each of the docu- \n
mentary as they see fit to keep them constantly fresh.

Diamond P was started about six years ago by Palah, who was also \n
both WRC-AM and WRC-TV. It was \n
beaten in the news department business. They have been \n
in the business of selling radio stations, write the \n
waters, to the station \n
in the markets \n
where they were \n
distributed. The hour showed \n
effective at boosting audience \n
ratings, for good content. In the \n
beginning, Diamond P was \n
the station, but the radio part of the business, \n
launched with the Buchacourt \n
documents, which was \n
revised for}
One's First Single
"Free Rain" b/w "1 of a Kind"
(Grunt 65-0509)

From the soon to be released album, "ONE"
FTR-1008 on Grunt Records and Tapes
The Hot Action Albums

Also Recommended

MARK ALMOND, "Rising," Cuts: All. Station: KTHX-FM


BATSBERY AND ROYDEN, "Bat- dorf and Rodney," Asylum Cuts: All. Station: KBPF-FM

BEE GEES, "To Whom It May Concern," Atco Cuts: All. Stations: WKQX-FM, WLYC-FM


SAVY BROWN, "Walk On Water," Virgin Cuts: All. Station: WRON-FM

CANNONBALL ADDERLEY, "Happy Days," Cuts: "Happy Days,"" People Sav- ous!" Station: WLRK-FM

ALLAN CLARK, "My Real Name Is Arnold," Epic Cuts: "Bring Back Your Smiles." Station: WLRK-FM

RY COODER, "Boomer's Story," Reprise Cuts: All. Station: WRNN-FM


NEIL DIAMOND, "Walk On Water," Virgin Cuts: All. Station: WRON-FM

MOOY BLUES, "Seventh So- journ," Threshold Cuts: All. Station: KTHX-FM


DAN FOGELBERG, "Home Free," Columbia Cuts: All. Station: KTFM-FM


JOHN HARTFORD, "Morning Bu- gle," RCA Cuts: All. Station: WVUD-FM


JONI MITCHELL, "You Turn Me On, I'm a Radio," (Analog) Cuts: All. Station: WRNN-FM


MOTH THE PEOPLE, "All the Young Dudes," Columbia Cuts: All. Station: WRNN-FM


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Bwaana Johnny, WWDA, says... "The Electric Weenie is Dynamic Stunt..." SKETTER DODD, WRDS, "The Electric Weenie is a heck of a way to start a broadcast day..."

The Weenie is the DJ's top gag sheet... have it at your finger tips, show after great show. For copies... 970 E. Dayton Circle Ft. Lauderdale, Fl. 33312

Vox Jox

VOX JEX

The staff at CKC-WAM, Masso- n, formerly includes David Gills 6-10 a.m., Bob Austell, 10-11 a.m., Ken Curtis until 1 p.m., and Chuck Phillips 1-6 p.m. Daytime sound on the station is upbeat MOR, but after 6 p.m. it's rock. Ken Curtis reports in from WGST- FM, Atlanta. He's been with WARM-FM in Scranton, Pa., and says, "Atlanta is by far the most fabulous city I know. All that jive about peanut salaries and im- mense bigotry is a bunch of bull. I love Atlanta and recommend it to all Yankee like myself."* * *

Bruce Doebner has been appointed general manager of Mission Cen- tral, which operates KONO-FM and KTBY-FM, San Antonio. * * *

Big changes at WTAE-AM in Pittsburgh. Joining the station are

Larry O'Brien 6-10 a.m. from WKY-FM, Oklahoma City. He'll be with« Jukebox, Chuck Brinkman 10-2 p.m. from KKKO in Pittsburgh, and John Garry 2-6 p.m. from WSTM-AM in Charlotte, N.C. All three are ex- rock personalities... WBRX-AM, Deyestown, Pa., launches jazz programming 3-signoff with Bruce Allen, Dave Solomon and Ted Foster. They'll be on WSTM-AM. All three were on WIFI-FM in Nashville, where they all worked with Randy Barber, who has much experience on mid- west rockers, is looking and you can reach him at 213-244-2124.* * *

Vox Jox

NEIL DIAMOND, "Walk On Water," Virgin Cuts: All. Station: WRON-FM

Mark Sherry, previously pro- music director of WSMV-FM in St. Joe, Calif., has left the station to look for a more progressive rock position. You can reach him at 408-291-9933.* * *

Greg Nealson of these, the albums that have sold the most to date, will be included. Leading progressive stations. Station: WBRU-FM, Providence. All the albums play all day on a given day, but the rest can only be played for a given day.

Vox Jox

Vox Jox

There are, the albums that have sold the most to date, will be included. Leading progressive stations. Station: WBRU-FM, Providence. All the albums play all day on a given day, but the rest can only be played for a given day.

Vox Jox

There are, the albums that have sold the most to date, will be included. Leading progressive stations. Station: WBRU-FM, Providence. All the albums play all day on a given day, but the rest can only be played for a given day.
"In Heaven There Is No Beer" 

CLEAN LIVING VRS-35162

A SMASH SINGLE FROM VANGUARD

Watch for Artie Kaplan's Sensational Album "Confessions of a Male Chauvinist Pig" on Hopi Records (DISTRIBUTED BY VANGUARD)

Vanguard Recording Society, Inc., 71 West 23rd Street, New York, N.Y. 10010
What's Happening

By SAM SUTHERLAND

Service Station: Radio Mount Allison, at Mount Allison University in Sackville, New Brunswick, began broadcasting for this year’s orientation week with the help of a guidance assistant at the station. It is hoped that the station will begin publishing a biweekly newsletter-cum-review-compendium, justly titled “ Waxworks” and expected to debut in coming weeks.

KRNU-FM, the U. of Nebraska-Lincoln, has moved to new facilities on the U. of Nebraska-Lincoln campus, where it is now operating six audio production facilities. As for programming, KRNU-FM noted that it plans to continue its current programming policy by staying with the station staff that has been at the station for the past 16 months.


Tree,” Van Morrison, Warner stations are U. of Nebraska -Lincoln, Show Biz,” (LP), WEST-KRNU-FM, Stan Getz, A&M.

The seminar on record company relations was held at the University of Arkansas. The session, “Chains of Command,” was led by Larry Cohen, Record World campus editor for the University of Arkansas. The session focused on the relationship between radio and record companies, and the impact of record label's on-tilt distribution and sales, station records, and the growth of record companies with the industry. Sample playlists from various stations were examined and discussed, and professionals noted the increased importance of record companies in the music industry in recent years.

Also discussed in the seminar was the problem of solidarity between college stations in the East. Coordinating a national concert series, Harvard and other Eastern campus stations, while the college stations reached a significant commercial marketplace were criticized for their refusal to align themselves with college stations.

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A new album by Tony Bennett is one of the good things in life.

"The Good Things In Life"

Tony Bennett

Robert Farnen and His Orchestra

"Bennett has topped himself with this exceptional debut for the MGM/Verve label, combining the updating of evergreens with newer material, he has never sounded better...."

Billboard Album Reviews, October 28, 1972

The LP features Tony in both a swinging and pensive mood. Class is alive and well in pop music with Tony around.

--Cash Box Album Reviews, November 4, 1972

Plus a great new single-

"Living Together, Growing Together"

"The Good Things In Life"

MGM/Verve #10690

TONY BENNETT ENTERPRISES
Personal Manager, Derek Boulton
200 West 57th Street
New York, New York 10019
(212) 765-5570

TONY BENNETT, NEW ON MGM/VERVE RECORDS

© 1972 MGM Records, Inc.
If you are the music publishing business, you now have your finest opportunity ever of expanding into the English market. You don't need to establish a branch in England, or send an advanced sales force to open up the “territory.” Wherever you are located in the U.S.A., there is an easy route for you into one of the most lucrative overseas markets in the world. That easy route is via Music Sales Ltd.—a unique organisation ready, and able, to ensure your share in the profits from the millions of dollars spent annually in England on sheet and album music.

Everything you need for success in the English market

Music Sales was established in England after several years in-depth research of the market. Today, it is acknowledged as a firm of publishers and distributors in the country. For any one firm to duplicate the services Music Sales offer would require a high capital investment and a guarantee of success. But you do not need to invest a penny. At our London headquarters, we have all the resources necessary to successfully promote and create your publications in England. And we have the customers—over 1000 of them—waiting to order your titles. Music Sales can put a complete and comprehensive service to you includes:

- Warehousing facilities, Trained Salesmen, Advertising Personnel, Copy Writers, Music Arrangers, Printers, Graphic Designers, Illustrators, Typographers, Photographers, Nationwide promotion for your publications.

Fully computerised accounts system.

In addition, the unhurried contacts we have with all sections of the printed music industry in England means that we are constantly aware of the latest trends and changes in the market, vital information which we can pass on to you and which you can use when deciding your own publishing programme.

36 Major Publishing Companies under one roof

Already 36 major U.K. and American publishers entrust us with the sole rights to everything they publish. No company in England can boast so many important publishing rights under one roof. All these concerns have realised the advantages of centralisation. On their behalf we handle not only the distribution of titles already printed, but the printing of their new titles and compilation of albums. Further, they have found that the marketing know-how and facilities offered them by Music Sales have been responsible for an impressive upsurge in sales of their publications. The same facilities, the same know-how, are at your disposal when you join the Music Sales Group.

Investigate this opportunity.

Today's competition calls for constant awareness of new developments in the printed music field—new ways of making profits—new markets for your publications. We sincerely believe that, with the expertise of Music Sales behind you, your prospects of making money in the English market are more than bright. Consider this point: Many of our members are publishers with very long-standing connections in England. If they recognise the value of our organisation and prefer us to handle their business, it stands to reason that we could be of real help to you. So it must be worth your while to investigate more fully. To do so involves you in no more expense than writing one letter. If you are alert to the potential of the English market, you'll write it today. Or phone, London, England 636 9033.

36 MAJOR MUSIC PUBLISHERS ENTRUST THEIR SOLE DISTRIBUTION TO MUSIC SALES LTD


Music Education

Musical education in England is far more general today than years ago. There are very few children who are not taught something about the subject. Adults too, have better opportunities to learn instruments at evening classes throughout the country. New methods of teaching plus the publication of superior self-teachers also help. Instruments like the guitar and chord organ are in especial favour—because people can learn just enough chords to "play at the party".

“Language” of European youth

And American and English music has virtually become the “language” of European youth. Young people who can hardly speak a word of each other’s tongue communicate with each other through music—witness the phenomenal rise in the number of pop groups and the international reputation of individual pop stars.

Continuing Boom

These factors all help to explain the growth in the Sales of Sheet and Album music in England. It's a growth that can only continue—with consequent increasing profits for publishers in the Music Sales Group.

Below are some of the reasons for their confidence

They are doing a splendid job for publishers

I have nothing but praise for the sales attitudes and creative thinking that Music Sales have brought to the business of printed music. Since we joined them, sales of all our music have gone up, including those of Northern Songs. They are doing an excellent job in helping the publisher. They have faith in the printed music industry and back that faith with efficiency and sincerity. They are the best thing that has ever happened to the printed music industry in England.

Geoff Heath, ATV Kirnser.

They've proved that publishers can make bigger profits from printed music

Printed music sales have shot up, there's no doubt about that. Most of the credit should go to Music Sales Ltd. Their enthusiasm and willingness to do all they can to help the publisher is really great. They've proved that publishers can make bigger profits from sales of printed music when it is done their way.

David Most Rak Publishing.

They put in extra effort

Since Music Sales took over our distribution, there has been a remarkable increase in the sales of our music. I put this down to their enthusiasm, their efficiency, and as much as anything, their sense of responsibility to the publishers. They put in that extra effort which is so important.

Mike Fletcher, Manager of London Office of Shapiro Bernstein.

Can't see how publishers can fail to increase profits

Their service is second to none. Our sales have soared since they began to work on our behalf. With an organisation behind them like Music Sales, I can't see how publishers can fail to make profits.

Bob Britton, April Music Manager.

We made the right move

We are absolutely delighted that we decided to move all our distribution over to them, because we certainly made the right move. Sales of sheet music generally are going up, but they are going up nearly due to the effort that Music Sales put into servicing publishers. We look forward to a long association with them.

Bob Taylor, Bourne Music.

Music Sales can do nothing but good for publishers

Our company have been with Music Sales Ltd. since they first opened their doors. They have transformed the sheet music market. Our sales have gone up and we put this down solely to their real help. All power to their elbow—their existence can do nothing but good for all who rely on sales of their printed music for profits.

Len Taylor, Bourne Music.

Aggressive and Creative

Music Sales have proved to be the most aggressive and creative selling operation in the U.K. and this has contributed to the increase of our sheet music.

Ian Raffini, Managing Director, Kinny Music.

Don't sell your English print rights short

In the past, many publishers have assigned block printing and distribution rights to their titles for all countries, including England. By doing so these publishers have definitely lost out. No organisation, anywhere, has Music Sales'Think behind them like Music Sales. If you assign your English rights away without consulting us, you may actually be giving away thousands of dollars, unnecessarily. To get the best terms for your titles—to make the most out of your publications in England—you cannot do better than seek our advice first.

Sheet and album music sales going up all the time in England

More people than ever before are buying printed music in England. This is the message from dealers all over the L.A.—borne out by the ever increasing number of orders received daily at Music Sales Ltd. The reasons for this increasing demand can easily be summarised.

Sales chart

<table>
<thead>
<tr>
<th>Music Sales Limited points the way</th>
<th>36 MAJOR MUSIC PUBLISHERS ENTRUST THEIR SOLE DISTRIBUTION TO MUSIC SALES LTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abigail Music Ltd.</td>
<td>April Music Ltd.</td>
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<tr>
<td>Dick James Music Ltd.</td>
<td>Donovon (Music) Ltd.</td>
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<tr>
<td>Drakeleaf Ltd.</td>
<td>Edward Kaczer Music Company Ltd.</td>
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<tr>
<td>The Essex Music Group Ltd.</td>
<td>G &amp; H Music Ltd.</td>
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<td>Gren Yoko Music Ltd.</td>
<td>Heatside Music Ltd.</td>
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<td>Intune Ltd.</td>
<td>Island Music Ltd.</td>
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<td>Lawrence Wright Music Company Ltd.</td>
<td>Lovigny-Marque Music Ltd.</td>
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<td>Marquis Music Ltd.</td>
<td>Mervin Music Ltd.</td>
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<td>Mirage Music Ltd.</td>
<td>Northern Songs Ltd.</td>
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<tr>
<td>Oak Publications.</td>
<td>Rak Publishing Ltd.</td>
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<tr>
<td>Ronder Music Ltd.</td>
<td>Shapiro Bernstein &amp; Company Ltd.</td>
</tr>
<tr>
<td>Southern Music Publishing Company Ltd.</td>
<td>Sunbury Music Ltd.</td>
</tr>
<tr>
<td>Warner Bros. Ltd.</td>
<td>Wise Publications Ltd.</td>
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</tbody>
</table>
calls on the most lucrative overseas market in the world, your answer is "yes". This advertisement is important to you.

ED MUSIC IN ENGLAND

Over 1000 ready-made outlets for your publications

What makes Music Sales the most important company of its kind in England is the tremendous goodwill built up with dealers and retailers all over the country. To date, we have more than 100 first-class retail accounts on our books. Apart from shops which deal exclusively in printed music, our accounts include bookshops... department stores... chain stores...

A corner of Music Sales Despatch Department at 78 Newman Street, London W.1, England.

Why Music Sales have whole-hearted support of the English retail trade.

The outstanding relationship which we have with the retail trade in the U.K. is a result of a programme of dealer support unrivalled in the country. The truth of the matter is that what is good business for dealers is good business for us and all the publishers we represent. We make no bones about it. If the dealer doesn't make money, nor does anybody whose livelihood depends on the sale of printed music. That is why we put everything we know into seeing that English dealers are properly supported.

PROFIT FROM THESE FACILITIES

Headquarters in the Capital. Music Sales are situated right in the heart of London where we have thousands of feet of shelf space ready to receive your publications. Our position at the centre of the Capital makes it easy for us to service and distribute to the whole of England.

Expert sales force. We have an expert and fully trained sales force. Between them they have had years of experience in all aspects of the selling of printed music. This sales force will bring your publications to the attention of the people who count, and agents, retailers and educational institutions.

Advice on all problems relating to the English market. Consult us any time on specific problems you may have in the matter of publications suitable for England. We can tell you the kind of titles that sell best and can present them so, that they are most acceptable to the English public.

Alarms and notifications benefit from our specialist knowledge. Albums are big sellers in England - if they are produced to meet the needs of the market. We can advise you if your existing formats and contents are suitable.

record shops... schools... libraries and colleges. These ready-made outlets are of untold value to you if you are trying to sell in England. Any American publisher trying to create them for himself would require not simply a profound knowledge of the market, but a capital outlay which in most cases would be prohibitive.

PROFIT FROM MUSIC SALES DEALER-SUPPORT PROGRAMME

Dealers support by Music Sales takes the form of:

- Guaranteed 24 hour delivery. Music Sales despatch department is streamlined, so that everything ordered is dealt with immediately.
- First class sales representatives. Our representatives know the printed music trade "inside out"!
- Dealers welcome them, because they can give advice on not only what is selling best, but the most economical methods of using space for storage, racking and other retailing problems.
- Display stands athonors. Music Sales supply dealers with display stands that help them sell more. These stands are the work of experts who thoroughly understand the retailing operation. Stands are designed as Self-Service units and occupy minimum floor space, so that small as well as large shops can benefit. They are available to all dealers when they purchase a minimum amount of stock.
- Free Catalogues. The Catalogue which Music Sales produce is probably the most useful "selling tool" ever put into the hands of English dealers. Listing every title stocked by Music Sales, it is an immediate guide to profit-making publications. A special run of the catalogue is produced which makes no reference to Music Sales. The dealer can overprint his name and address on it so that he has his own catalogue to issue to his customers. Inclusion in this catalogue thus ensures the widest publicity for all the titles appearing in it.
- Dealers kept up to date by mail. All Music Sales dealers receive monthly newsletters plus special interim mailings to help them keep up to date on new publications. Any new title you publish is automatically brought to the attention of all our dealers at the earliest possible moment.

PROFIT FROM THE STRENGTH OF THE MUSIC SALES GROUP

When you join Music Sales, you benefit from the strength of belonging to an organisation which includes practically every music publisher of importance. Below we give you just a few of the titles which have sold in thousands for Music Sales publishers.

Yesterday - Fly Me To The Moon
Michelle - Everybody's Stuck
Talking Machine - Stormy Weather
Release Me - Sunny Side of the Street

Your titles could be selling in England for you.
And here are some of the Albums which we have sold in thousands for our members: Your albums could be selling in England for you with the help of Music Sales. Or we could compile a best seller for you from your existing titles.

Elvis Presley - Rolling Stones
Dylan - Leonard Cohen
Judy Collins - James Taylor
Joan Baez - Donovan
The Byrds - Cat Stevens
Frank Sinatra - Beattles
Diana Ross and The Supremes

Country Music

Metromedia's Country Linked To Syndication; Changes Evolve

By BILL WILLIAMS

NASHVILLE—Jack Weeden- man, president of Metromedia, said the firm's long involvement in country music justified its decision to plunge into more country syndication.

The parent firm recently acquired ownership of several radio stations, largely because of the emphasis such owners place on country music.

Metromedia-Country bought the contracts of Bobby G. Rice and Mel Street, and hired Dick Heard, former Royal American producer, to run the new operation here.

Weedenman said other artists would be acquired shortly. Hear confirmed rumors that the latest addition, Buddy Floyd, has been purchased from Dick Gunoud, formerly of the Gordin Brothers, produced by Gary Paxton.

Weedenman said most of his artists are managed by independent producers. All songs published by the company will be handled through Weedenman said.

Radio Syndication Spurs Record Play

NASHVILLE—With a large number of new record labels, the number of television shows on the country music scene is growing, and doubtless will back to radio for growth.

Metromedia's national radio show, "For the Love of Country Music," is the first to center on country music.

Country music is the third largest music industry, and with a number of television shows starting up in the last few months, the number of record labels has grown significantly.

Among the new labels is Capitol Records, which has acquired a large number of country music artists and is planning to market them aggressively.

Country music has become increasingly popular in recent years, with the rise of artists such as Alabama, Dixie Chicks, and Reba McEntire, among others.

The growth of television shows and record labels has led to greater exposure for country music artists, and as a result, the demand for country music records continues to grow.

Country music enthusiasts have a wide range of options to choose from, whether it's listening to their favorite artists on the radio, watching them perform on television, or purchasing their music on CD or vinyl.

This increased exposure and accessibility to country music has led to a surge in interest and support, making it one of the most popular and enduring music genres of all time.
EVERYONE SAID WE COULDN'T HAVE TWO HIT ALBUMS AT ONE TIME!

TOM T. HALL'S NEWEST!
TOM T. HALL...THE STORYTELLER

...Tom T. Hall...the Storyteller...

featuring: ...more about john henry...old dogs, children and watermelon wine...
...st. louis named a shoe after me...one more song for jesus...windy city anne.

BUT WE DO!!

YOU GAVE US A HIT SINGLE

"MORE ABOUT JOHN HENRY"

b/w

"WINDY CITY ANNE"

(MERCURY 73327)

AND EVERYONE SAID WE COULDN'T HAVE TWO HIT SINGLES AT ONE TIME.

BUT...AMERICA'S GREAT COUNTRY MUSIC DISC JOCKEYS HAVE DEMANDED IT, SO WE'RE GOING TO TRY BY

Rush Releasing ONE OF TOM T. HALL'S GREATEST CREATIONS

"(Old Dogs, Children And)
WATERMELON WINE"

b/w

"GRANDMA WHISTLED"

(MERCURY 73346)
Johnny Rodriguez

'PASS ME BY' (MERCURY 73334)

The story of JOHNNY RODRIGUEZ should have been a great TOM T. HALL song...but...instead it is a GREAT TOM T. HALL DISCOVERY. Now...more about JOHNNY RODRIGUEZ.

One always hears stories about romantic ways that people break into the music business. They're discovered singing on a street corner or in an amateur show and suddenly wished to stardom. Well, Johnny Rodriguez's story isn't quite as romantic, but it certainly is unique.

Johnny got his start in jail, arrested for "goat-napping" (and barrooming said goats). It was in Texas early this year and Johnny brought along his guitar to jail to keep him company.

"A Texas Ranger heard me playing the guitar and singing while I was in jail and he called Happy Shahan, who was a friend of TOM T. HALL'S," Rodriguez recalls.

A few weeks after that Rodriguez went to Nashville, called HALL, and TOM T. gave him a job fronting his band, playing lead guitar and opening the show by singing a few songs. Since then JOHNNY has sung on the GRAND OLE OPRY and has now recorded his first single for MERCUARY RECORDS, "PASS ME BY (if you're passing through)" and JEALOUS HEART. On "JEALOUS HEART" Johnny sings half the song in English and half in Spanish.

Rodriguez grew up in Sabinal, Texas, a town with a population of 1,800 people about 90 miles from the Mexican border.

**Billboard Hot Country Singles**

<table>
<thead>
<tr>
<th>#</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Tammy Wynette</td>
<td>I'm Your Woman</td>
<td>Epic</td>
<td>9</td>
</tr>
<tr>
<td>2</td>
<td>Johnny Cash</td>
<td>Cryin' in the Moonlight</td>
<td>Columbia</td>
<td>12</td>
</tr>
<tr>
<td>3</td>
<td>Melba Montgomery</td>
<td>I'll Never Love Again</td>
<td>Columbia</td>
<td>11</td>
</tr>
<tr>
<td>4</td>
<td>Mark Heard</td>
<td>Someone Lives the Way You Love Me</td>
<td>CBS</td>
<td>9</td>
</tr>
<tr>
<td>5</td>
<td>Don Gibson</td>
<td>The Letter</td>
<td>RCA</td>
<td>12</td>
</tr>
<tr>
<td>6</td>
<td>Roy Drusky</td>
<td>It's Only Love</td>
<td>Columbia</td>
<td>1</td>
</tr>
<tr>
<td>7</td>
<td>Merle Haggard</td>
<td>The Way Istd Used To Be</td>
<td>Epic</td>
<td>12</td>
</tr>
<tr>
<td>8</td>
<td>Roger Miller</td>
<td>Johnnie Walking</td>
<td>RCA</td>
<td>64</td>
</tr>
<tr>
<td>9</td>
<td>Conway Twitty</td>
<td>West of the Rio Grande</td>
<td>Capitol</td>
<td>34</td>
</tr>
<tr>
<td>10</td>
<td>Charlie Rich</td>
<td>The Week Before Christmas</td>
<td>Capitol</td>
<td>11</td>
</tr>
<tr>
<td>11</td>
<td>Glen Campbell</td>
<td>These Boots</td>
<td>Capitol</td>
<td>11</td>
</tr>
</tbody>
</table>

**Star Performer—Singles registering greatest proportionate upward progress this week.**

10 | Elvis Presley | RCA 74009 (Glares, ASCAP) |
49 | LOVIN' ON BACK STREETS | Dot Street, Mercury Country 501 (Carterton, SEAC) |
45 | IS THIS THE BEST I'LL EVER FEEL | Don Gibson, Hickory 1635 (Acuff-Rose, BMI) |
41 | RINGS FOR SALE | Roger Miller, Mercury 73321 (Tree, BMI) |
64 | SHE'S GOT TO BE A SAINT | Sonny Price, Columbia 4-0741 (Galaxie/Notaso, ASCAP) |
50 | TO KNOW HIM IS TO LOVE HIM | Sonny Liston, Del 17442 (Famey, BMI) |
48 | I WOULD HAVE MET YOU (IF I HAD KNOWN YOU) | David Houston, Epic 5-10991 (CBS, Alpe, BMI) |
46 | WRAPPED AROUND HER FINGER | George Jones, RCA 4-04710 (Tree, BMW) |
52 | HAPPY, HAPPY BIRTHDAY | Sandy Posey, Columbia 4-04735 (Arc, BMI) |
4 | I REALLY DON'T WANT TO KNOW | Charlie McCoy, Monument 55641 (CBS, Hill & Range Songs, BMI) |
56 | LISTEN | Tammy Wynette, Epic 5-109513 (CBS, Mow/Ron, BMI) |
44 | GARDEN PARTY | Rick Nelson, The Stone (Jerry Brown, Dot 32906 (VCA, MCA) |
42 | KATY DID | Porter Wagoner, RCA 74-0830 (Gompei, BMI) |
52 | HOLDIN' ON TO THE LOVE I GOT | Barbara Mandrell, Columbia 4-04730 (Alpe/AFL, BMI) |
4 | CATFISH JOHN | Johnny Rodriguez, RCA 74-0810 (Jack, BMI) |
3 | ALL HEAVEN BREAKS LOOSE | David Southall, Columbia 4-04614 (Uni, Chappell, BMI) |
44 | KNOLL-DIESE STATION | Bobby Austin, Atlantic 2193 (MamDON, BMI) |
59 | IT'S NO (Si) | Glen Miller, United Artists 59592 (Rabet Bernt, BMI) |
62 | MISS PAULINE | Bobbie Gentry, United Artists 50564 (Tree, BMI) |
62 | A SWEETER LOVE (IF I Ever Know) | Barbara Fairchild, Columbia 4-04590 (Duchess, BMI) |
50 | BEFORE GOODBYE | Del Reeves, United Artists 50564 (Vee, BMI) |
60 | SLOW WORM | Hank Thompson, Del 17400 (Famous, MCA, BMI) |
71 | IT TAKES A LOT OF TENDERNESS | Robert Wadlow, Columbia 4-04618 (United Artists, BMI) |
62 | RHYTHM OF THE RAIN | Pat Stampley, Columbia 4-04618 (Fax, BMI) |
58 | LEANIN' YOUR MIND | Bobbie Rose, Capitol 3428 (Epic, BMI) |
65 | RED SKIES OVER GEORGIA | Artie Crisp, MGM 4-10500 (Two Rivers, BMI) |
68 | ONE NIGHT AWAY | Larry Lee, Del 74-0744 (EMI, BMI) |
70 | SWEET LORRAINE (IF I Ever Know) | Larry Lee, Del 74-0744 (EMI, BMI) |
72 | GOODTIME CHARLEY'S GOT THE BLUES | Dolly Parton, Sire 70039 (CBS, BMI) |
68 | SUNDAY IN DECEMBER | Pat Stampley, Columbia 4-04618 (Fax, BMI) |
70 | SONG I FORGOT MORE THAN YOU'LL EVER KNOW | Loretta Lynn, Columbia 32801 (VCA, BMI) |
74 | DON'T LET THE GRASS GROW | Glen Campbell, RCA 4-04735 (Arc, BMI) |
74 | DON'T YOU WALK AWAY | Ben Playing, Ben Playing 5001 (BMG, BMI) |
66 | YOU DON'T MESS AROUND WITH JD | Buddy Miller, Ben Playing 5001 (BMG, BMI) |
73 | BEHIND BLUE EYES | Tommy Cash, Capitol 4-04691 (VCA, BMI) |
73 | HE AIN'T COUNTRY | Charlie Rich, Columbia 4-04734 (Blue/Blackbird, BMI) |
36 | PAINT ME A RAINBOW | Merle Haggard, Columbia 4-07419 (Vocalion, BMI) |
36 | PASS ME BY | Johnny Rodriguez, Mercury 73334 (Hill & Range, BMI) |
Where is Heaven?

Very high in the country charts.
Rapidly spreading over MOR and POP stations.
"Heaven Is My Woman's Love" DOA-17428.
Tommy Overstreet's spectacular single.
"Heaven Is My Woman's Love" DOS-26003.
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Tommy's a star that merits a country/pop promotional send-off: special single sleeve, album, advertising, and posters. For all those fans who think he's heaven.

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Lynn Anderson
Tops Seal Drive
NASHVILLE—Lynn Anderson’s recording of “Tacky the Snowman,” has been selected as the 1972 Christmas Seal theme song. Distributed as a public service by Columbia to stations throughout the nation, the recording will serve as a musical spotlight for the annual effort against emphysema, tuberculosis and air pollution.

Miss Anderson also will serve as 1972 Christmas Seal Music Ambassador. The announcement was made by Paul Bruden, a director of the National Tuberculosis and Respiratory Disease Association.

In addition to the official theme song, Miss Anderson has recorded special health messages for use throughout the nation. She also will make personal appearances on behalf of the campaign.

Syndication
Firm Formed
NASHVILLE—Entertainment Television Network, a firm which will specialize in the distribution of syndicated Nashville music shows and other programming, has been formed here.

Allen Christiansen, president, said the company will syndicate radio programs in various market areas. The firm is developing its own sales force for regional and national coverage. In addition to music, it will handle sports and children’s programming, and documentary and theatrical specials.

Christiansen is a former television account executive and promotion manager.

Chart Signs
Intl. Artist
NASHVILLE—Edie Low, a native of New Zealand who came here to perform in the International Show of the recent WSM-CMA convention, was signed to a recording contract by Chart.

In an almost unprecedented move, Low also was given a guest spot on the “Grand Ole Opry” during his stay. Bill Walker, now affiliated with Chart, produced four sides on Low last week. They are being released on Chart for U.S. distribution and will be released overseas on the Jerry Brown label.

Low has been recording on the Jerry Brown label for a number of years, with releases in New Zealand, Fiji and Tahiti. A one-time member of the Sundowners, he later joined the Quinkins, and left them to be a solo artist.

Country Music
Nashville Scene
• Continued from page 28

1972, who was killed in an auto accident on route to a date.

Frankie Ford has signed an exclusive recording contract with Commodores Records in Nashville. Johnny Norris is label chief. This is Ford’s first venture into country. He did several rock hits some years back. . . . Friends of the late Pop Stoneman have started a fund to place his name in the Walkway of Stars at the Country Music Hall of Fame. Permission has been granted for the fund by a spokesman for the Stoneman family. Stoneman was the only artist to go from acoustic cylinder recordings into full stereo before he died in 1968 at the age of 75.

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Billy Walker continues on the hit scene
'Sing Me A Love Song To Baby'

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IHE Exhibitors Up to 135

Chicago Winter Shows Expand

By EARL PAIGE

CHICAGO—Independent Home Entertainment Show (IHE) pro-
ducer Larry Karel said 135 exhibitors have so far signed for the Con-
rad Hilton event here Jan. 13-17 as compared with 110 last January.
Karel noted how the show is taking on a nearly electronics image, with many of the homevideo and non-electronics exhibitors
not returning.

He also said the scheduling of the first Consumer Electronics
Show (CES) winter event Jan. 15-17 is also in the Conrad Hilton has
helped IHE. Comparison of '73 and '72 IHE exhibitor lists shows
26 electronics firms are there but at least 48 entirely new ones.
There are also more accessories and software exhibitors than ever.

(Continued on page 40)

Ampex to Recycle Tapes

* Continued from page 1

own technological background with the company.

It also comes at a time of un-
precedented concern over dumping with many charging that labels pur-
posefully produce cutout product (Billboard, Oct. 28).

Other moves by Ampex have been the stepped up activity of AST
International in the U.K., which has found the firm going to third-
party distributors and stepping up its sales drive under Stanley West,
general manager there (Billboard, Sept. 3).

Just last week, AST here
launched its new budget clinical copier, which is Nickelodeon
Sower's interest in broadening
AST's whole budget direction (Bill-
board, Nov. 4).

Slover indicated as well that AST is pursuing through litigations
and settlements to clear up numerous contracts signed over the past few
years. He said a number of con-
tracts are “under review” right now.

The move to recycle prerolled
cassette is not entirely new, Slover indicated, but one that was not
possible until recently. One break-
through is a process at AST here
that allows bulk-degassed/never-
opened cassettes to have the tape
sucked out into a loop-form for re-
recording.

ART has discovered that the re-
recording results in no deteriora-
tion of the product. “We have
found very good flutter control is
possible,” he said.

Part of the process involves
the automatic removal of the or-
iginal label.

One other key element in the
process is a computer-log of all
time lengths of AST cassettes, so
that prerecorded over-stock cas-
ettess can be matched with the
proper new material to be recorded
on them and placed in stock items
in over-stock and can plan the recycling accordingly.

Slover indicated that AST and manufacturers duplicating through
AST have an alternative now in
stead of dumping product for $1.50
retail each. “What labels salvage
through dumps is nothing com-
pared with having a ‘brand new’
cassette to sell.”

TRENDSETTER awards from Billboard Publications are received in
London by Dr. Dickopf (left) and Herr Redlich of Telec in presentation
by R.W. Bayliff, technical manager, Video Discs, Decca (right).

Irish Chromium TV Tape Line for Sony 'U'

By RADCIFLIE JOE

NEW YORK—Irish Magnetic
Tape will market a line of high
energy and chromium dioxide
dvideocassettes, especially designed for the Sony U-Matic ma-
chines this December.

The line, already advanced
stages of production, will be
sold to the usual importers, videocassette duplicators, educators, the medical,
field and industry, other areas
using the Sony videocassette sys-
tem.

According to Sol Zigmun,
president of Irish, production of the videocassettes is being stepped up
because of a growing demand for
blank videocassette for use with
Sony U-Matic machines.

Zigmun said his company, which has been seriously involved in the
marketing of several videotape lines
for more than five years, will use
all major product in the line to service orders which have be-
headed since the NAVA convention
in Chicago.

The Irish executive said first
shipments of the blank videocass-
ettes will be targeted to audio-
visual dealers who are already pro-
moting the system, and who will
push sales of the blank cassettes.

Although Zigmun would not say
what the list prices of initial prod-
uct would be, he indicated that it
would be somewhat high primarily
because of the high price of plastic
housing which locks into produc-
tion costs that are difficult to
reduce.

He assured, however, that with
the expansion of the video cas-
ettes market, blank video cassette
prices could be reduced to about
$6 an hour, despite production
coasts.

Confidential about the growth of
the videocassette concept—to which he feels the consumer and educa-
tional markets would add impetus
—Zigmun sees videocassettes, along
with other blank videotape lines
marketed by his company, account-
ing for a sizable portion of the
company’s volume in audio and
videocassette sales in coming years.

Meanwhile, hoping to what Zigm-
un calls an ever-increasing de-
mand for 1/4-inch videocassettes, Irish
has expanded the line to include
lengths that incorporate playing
times of up to two hours.

Zigmun disclosed that expansion
of the 1/4" blank videotapes line
was spurred by the successful pro-
duction and sale by Aka America
of a 1/4" inch open reel video
player which has produced remark-
able performances.

Irish is using a top quality low
noise tape for the 1/4" line, which,
(Continued on page 37)

ABC Rack Gets TV Cartilage Line

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ABC Rack Gets TV Cartilage Line

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November 11, 1972, Billboard

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November 11, 1972, Billboard

Chains Pushing O' Penney 4-Unit Line

By BOB KIRCH

LOS ANGELES—The C. C. Penney Co., Inc. will be expanding their Penscroc line of four-channel equipment to include at least four models by next year, including the addition of a matrix disk system, a number which will feature an SQ premium demonstrator
record as part of the package.

According to a Penney spokesman, the line will be upped from its current one 8-track four-channel in order to draw greater consumer interest in the configuration and sales potential that four-channel is showing.

The expansion plan from Penney’s is another example of large
chain and department stores getting involved in the configuration, and bears out industry predictions that the item is becoming more of a mass consumer item.

“We’re only carrying four-channel in our larger stores at the moment,” the spokesman said, “and we are providing modular dis-
plays which can be adapted for four-channel. We are now approaching a hundred outlets which are stocking four-channel.”

This spokesman added that while there is not now quadro-}

sonic disk material being carried by Penney’s, it is set for the immediate
future.

“We are looking at the descrete as well as the matrix systems,” he
added. “We’re not in the business of backing any one mode and we
will have whatever the consumer eventually decides upon.”

(Continued on page 40)

Sony Corp.

To Build New Plant

NEW YORK—In a move
designed to blanket the
international market with
video-cassette machines, the
Sony Corp. will break ground
on a new recording fac-

Jury of the National
Association of Educational
Buyers (NAEB) held in
Las Vegas.

According to Seyger Schein, president and
director for the Sony Corp. of America, revealed that in excess of 250,000 Sony U-Matic units had been produced for the
national market over the past
year.

She said the company which, as at pres-
ent, producing an estimated 4,000 units a month, will ship to 5,000 units a month by the end of this year.

When the new factory goes into operation, by next spring, this figure will be further increased to about 7,000 units a month, and will climb eventually to about
10,000 units a month by next
year.

In anticipation of the huge in-
ternational demand for the sys-
tem, Sony will also produce a
recorder/player that meets both
American and European tape
standards, and allows for the ex-
change of international prerecord-
ed color video programs.

Schein admitted that the educa-
tional, institutional and medical
buyer was still among the firm’s
cbiggest customers, but hinted that the new marketing push will play a significant role in aiding the de-
velopment in the educational markets.
Tape (Almost) Steals Audio Event in U.K.

By RICHARD ROBSON

LONDON—Tape for the first time almost overshadowed traditional home hifi during the Audio Fair, which was held recently at Olympia.

Never has so much space devoted to tape and tape equipment been a feature of the show, which in the past has been regarded as catering more to the hi-fi man, than at the Audio Fair. In the last couple of years has been winning a far wider and more mass appeal.

Of the several record and tape manufacturers and distributors represented at the Fair, only the Czechoslovakian firm Supraphon, whose product is handled in this country by Relifdiffusion, bothered to put out a sizable disk display. Other software manufacturers confined their displays almost exclusively to tape.

On the hardware side, the major Japanese companies, which last year exhibited only selected items from their range of tape and hifi hardware, this year firmly put the spotlight on cassette and cartridge equipment.

Even tape accessory firms such as Securette, Nuttellec, Winnitec, and cartridge display racks, took a stand at this year's show.

The most impressive display of tape hardware was on the Precision stand, which covered an area of over 1,000 square feet. Shown was a large range of Precision cassettes and cartridge players together with a selection of blank tapes and accessories such as carry cases and head cleaners.

There was also a demonstration room fitted out with both cassette and cartridge playback equipment, wall charts showing the insides of cassettes and cartridges and a demonstration film.

Other firms exhibiting ranges of tape product included EMI, Decca, Phonogram, RCA and the Arrow- talks budget company.

One of the hardware firms that made its debut at this year's Fair was Must tapes which put on a comprehensive range of home, car and portable 8-track equipment together with two small cassette units from its range. Also exhibited on the firm's stand, which like most of the bigger stands included a demonstration room, were the German three-track tape recorder for which the company has U.K. distribution rights.

Most of the major Japanese hardware firms were represented at the show, among them Sansui, Sony, Sharp, National Panasonic, Sanyo, Confec, and Hifi Japan. In fact, the only notable Japanese absentee was Hitachi.

On the Golding Audio stand were several items from the Japanese Skandia range, which Golding markets in this country, and included in the display were two new Skandia models, the SK-310 combined home 4-track recorder/player and AM-FM tuner, which has a power output of 15 watts per channel, and the SK-100, a new home quadraphonic or cartridge player and AM/FM radio.

Also on the Golding stand was a new addition to the firm's range of systems, which included a combined record deck, 8-track cartridge, and AM/FM tuner.

Toshiba exhibited two 4-track tape models at the show, the SCX 1510 home combination cassette recorder/radio, which has a power output of 10 watts and is priced at $292, and the TFC 2400 radio/cassette portable.

Teletone also used the show to launch a new Dolby add-on, the "black box" unit, the SNR 100D, which can be used in conjunction with any existing cassette system and which retails for $110.

But away from the product displays, a stereo broadcasting demonstration on the BBC stand attracted considerable interest among visitors to the show. The BBC set up a direct link with a studio from which stereo broadcasts were being made and visitors were able to compare the quality of the stereo coming over the air with the signal coming direct from the studio.

The Fair attracted a record number of exhibitors—120 compared with under 100 last year.

TOKYO—The 21st All Japan Fair Wednesday (8) will give an expected 100,000 enthusiasts a clear picture of world trends in stereo hardware.

Among 60 exhibitors already registered for the five-day fair being sponsored by the Japan Audio Society at the Tokyo葛ourhi Grindengi Center near Sony headquarters, are the 12 major Japanese companies that displayed consumer products at an earlier show sponsored by the Electronic Industries Association of Japan in the Tokyo International Trade Fair held near Harumi.

The 12 majors are (in alphabetical order): Hitachi, Matsushita Electric Industrial (Panasonic), Mitsubisi Electric (MGEA), Nippon Gakki (Yamaha), Onkyo, Pioneer Electric, Sansui Electronics, Sharp, Sony, Tokyo Shibaura Electric (Toshiba), Trio Electronics (Kenwood), and the Victor Co. of Japan (JVC/Nivic).

At the audio fair, Matsushita, Toshiba and JVC (maybe Pioneer and Trio) are expected to demonstrate their respective discrete 4-channel FM broadcasting systems which were introduced during the 8th Kansai (West Japan) Audio Fair, April 12-17, but were not featured at the electronics show.

The 12 major Japanese manufacturers will be joined by Nippon Columbia (Denon) and Sansui Electric, both of whom declined to participate in this year's electronic show.

Denon will demonstrate its latest line of QX matrized 4-channel stereo ensembles equipped with "Voice Changer" make mixing devices, and play disk produced under the PCH (pulse code modulation) system jointly developed by the Japanese "music maker" and Nippon Hoso Kyokai (NHK), the national broadcasting corporation. Sansui will exhibit its new line (Continued on page 40)
TDK Revamps Marketing Operations

NEW YORK — The TDK Electronics Corp. has begun sweeping changes in its marketing structure in this country, designed to streamline the firm's operations, strengthen its marketing team, improve its service to its nationwide network of sales representatives, and support its increased sales activity.

The flurry of activity comes in the wake of the resignation by George Saddler, the company's marketing manager, who left TDK to undertake his own business venture.

The changes include the appointment of new regional sales managers for the western and midwestern United States, plus the appointment of new sales representatives in Chicago, Los Angeles, Boston and Houston.

According to S. Tokuda, TDK's general manager in this country, the firm's marketing management staff at its New York headquarters is also being expanded, and marketing responsibilities are being redistributed among management personnel.

Tokuda added, "The current expansion and reorganization of our marketing team is just one step in TDK's long-range program to meet the demands of the steadily growing market for tape products."

Meanwhile, the company is offering a special combination show- case and cabinet to retail buyers of TDK cassettes. The cabinet, with a retail value of $10, is being offered through February 1972 at a special $4.95 price, with the purchase of every $15 worth of TDK cassettes.

TDK dealers are being supplied with special mailer coupons which they will in turn give to TDK customers buying the required amount of cassettes to qualify for the cabinet. Return of the self-mailing coupon to TDK, with the $4, brings the buyer the cabinet by return mail.

Decor Speakers By Fisher

NEW YORK — Fisher Radio has introduced a line of decorative speakers—geared to the decor-conscious household— that is less than three inches thick, and can be used on the floor, as a screen, can be hung on the wall, like a picture, or can even be suspended from the ceiling.

The unit, designated the "Fisher Sound Panel," is a full high-fidelity speaker that measures 2% inches by 23% inches by 28% inches. It comes in a variety of grill cloth designs ranging from abstract to traditional.

According to Don Harper, president of Fisher Radio, the speaker is highly efficient and omnidirectional, and gives natural sound with a wide dynamic range. The unit utilizes a patented process that features full-frequency sound radiating 360 degrees from an acoustical polymer surface, similar to the method employed by many musical instruments.

The frequency range is 40Hz to 18,000Hz. Power handling capacity is 25 watts RMS continuous, and 50 watts music power. The unit carries a price tag of $138, and has been extensively test-marketed in Miami, St. Louis, Denver and Minneapolis.

Fisher Radio plans a full-scale promotion campaign to introduce the new Sound Panel.

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Tape/Audio/Video

Topp Electronics Outlines Expansion, Continued Domestic Manufacturing

By SARA LANE

MIAMI—Topp Electronics here is heralding further restruc- turings on Japanese-made parts and equipment in connection with its domestic manufacturing capabil- ities which will be announced later this year.

New 45 Charley Kates, executive vice president of sales, told the firm is still feeling the effects of the recent stock market slump, the yen revaluation, tax surcharge and dollar devaluation was forced to raise prices about 5 percent.

Re-Evaluation

"The re-evaluation of the yen represented varying increases de- pending on the countries.

"For example the Japanese re- valuation was much more in Tai- wan and Hong Kong, where it ranged anywhere from 5 to 15 percent. And, we had to take all this into consideration. There's another problem, too, the possibility of additional revaluations. There's a lot of talk going on that the yen may re-evaluate again from the 300 where it is at the present time," Kates explained.

"The yen was originally set to the dollar about a year ago. The talk now is that it may go to 290. If that happens it will repre- sent another increase of about 7 percent which creates headaches. But, this is something nobody knows. And if it does occur, it will probably be sometime next year. However, as it stands now, fac- tories in Japan aren't accepting orders except at what they call to- day's prices."

Kates isn't concerned about the tariff situation "unless Uncle Sam comes in and starts imposing re- strictions on the tariff situation is here and in existence and we pay it. It's part of the cost and everyone's paying.

Topp has adopted a rather un- usual approach toward 4-channel. Consumers owning a Julliette stereo system can now purchase two addi- tional speakers and a synthesizer to convert their stereo to "quadrasonic sound," said Kates.

"Quadrasonic," he said, "is fast. Here the market will reach its potential point for growth. There's a still a lot of confusion among dealers and consumers as to which type system to use — much like the color 1-systems when first intro- duced. However, we want the word that any man, woman or family who had invested in a stereo set did not want to throw it out. So, now at a nominal fee, the stereo can be converted to 4-channel sound. We're also going into com- plete quadrasonic systems, which from the beginning, will be adapted to quadrasonic. I don't think any company has gone heavily into 4-channel because there are too many gray areas which haven't been explored in depth. I think, though, it will be a year before major hitting."

Topp recently announced the sale of the assets of Topp Ap- pliances, Inc., to Gecon, Inc., Kates said. "The sale enables the company to concentrate all its efforts on our rapidly expanding elec- tronics operations."

Topp is one of the pioneers in off-the-shelf consumer electronics through catalog showrooms, which Kates claims is becoming a booming, important factor in the industry.

Irish Tape

*Continued from page 34

acccording to Zigan, is fast be- coming the company's best seller in its line. Volume prices range from $9.95 to $49.95.

Irish is also marketing video- tapes in half-inch and one-inch configurations for use with all VTRs developed by Sony, Pan- sonic, Ampex, JVC, Bell & Howell and others.

The half-inch line is packaged in vinyl, color-coated, dust proof, self- locking storage boxes, and is available in playing times of 30 to 60 minutes with list prices ranging from $45.50 to $39.95.

The one-inch line comes in lengths of 30 to 60 minutes with prices ranging up to $99.

NOVEMBER 11, 1972, BILLBOARD
Argeo Reissues in U.K.

LONDON—Coming back to the market on two British Decca-group labels are the first reissues of Argeo recordings which still have good sales in the right price and budget series on Ace of Diamonds and Eclipse.

On Ace of Diamonds will be two more performances not available for some time, the Mozart arias including the famous "Estultate," and two, by P. Spolenborg with Neville Marriner and the Academy of St Mark the Fields, and harpsichordist George Weidemann, recorded in London in 1972-75 seasons.

Retailing at $2.49 will be four Eclipse reissues of Argeo material. These will be given new sleeve designs, not in the usual laminated-plastic form, but with a matt-varnished surface. They are the original King's College, Cambridge, recording of the centuries-old Christmas Eve performance of the Festival of Lessons and Carols, and three albums in the series made by the choirs of Ely, Westminster Abbey and Salisbury. New sleeve designs will show the cathedrals, and Decca plans to issue three more in the series next Easter.

NEW YORK,—In a new step to bolster Mercury Records classical product the label is releasing two three-record sets from the archives of recordings made in Chicago in 1951 with Rafael Kubelik as conductor. The reissues are being released to tie in with Kubelik's recent appointment as Metropolitan Opera music director.

The release marks the first classical product out by the Mercury division in more than a year. The records have been remastered in stereo from original tapes.


EMI 'Ring' Sells Well In Japan

LONDON—High sales are being reported in Japan for EMI's newly issued Furtwangler recording of the four operas of Wagner's "Ring" cycle. It was revealed that more than 4,000 sets had been sold in a market which, while good for symphonic recordings, is usually not particularly large for opera because of the language problems. Sales have been equally and unexpectedly high in the U.S. and European and Asian territories.

The Furtwangler sets, retailing for $50 in the U.K., issued from tapes made in 1951 for Radio 29 years ago after protracted negotiations, has competition from the more recent stereo complete issues on DGG and Decca, both retailing at higher prices and made in modern studio conditions.

Oregon, ACCord

PORTLAND—The Musicians' Mutual Association of Portland, Oregon, Local 99, American Federation of Musicians, and Oregon Symphony Society, have signed a three-year contract, covering the 1972-75 seasons.

An 11.3 percent per service increase was given the musicians over the three-year period, covered by the contract plus a 3 percent employer contribution to the AFM Employer Pension and Welfare Funds.

The season will extend from the previous 28 weeks to 12 weeks by the third year of the contract. Guaranteed services will increase from 82 to 87 hours during retirement age was established at 68 years.

with special provisions for musicians who wish to participate post this age.

The contract allows more flexibility in the scheduling of out-of-town dates including a provision for air travel. Out-of-town per diem was increased 17 percent over a three-year period. The Union and the Society agreed to new provisions which allow for the splitting of the orchestra and for performances and small ensembles from within the orchestra to encourage increased employment and new markets.

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The contract allows more flexibility in the scheduling of out-of-town dates including a provision for air travel. Out-of-town per diem was increased 17 percent over a three-year period. The Union and the Society agreed to new provisions which allow for the splitting of the orchestra and for performances and small ensembles from within the orchestra to encourage increased employment and new markets.

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Oregon, ACCord

PORTLAND—The Musicians' Mutual Association of Portland, Oregon, Local 99, American Federation of Musicians, and Oregon Symphony Society, have signed a three-year contract, covering the 1972-75 seasons.

An 11.3 percent per service increase was given the musicians over the three-year period, covered by the contract plus a 3 percent employer contribution to the AFM Employer Pension and Welfare Funds.

The season will extend from the previous 28 weeks to 12 weeks by the third year of the contract. Guaranteed services will increase from 82 to 87 hours during retirement age was established at 68 years.

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PHILIPS CELEBRATES COLIN DAVIS MONTH WITH THE RELEASE OF A SUPERB NEW FOUR-RECORD SET "BENVENUTO CELLINI"

Berlioz's classic opera becomes a true masterpiece under the direction of the incomparable Colin Davis. This 4-record set including deluxe booklet will be a must for every collector of fine music.

ADDITIONAL COLIN DAVIS CLASSICS
HANDEL: MESSIAH
Watts, Wakefield, Harper, Shirley-Quirk; London Symphony Chorus and Orchestra SC-71 1X 303
THE LAST NIGHT AT THE PROMS
B.B.C. Symphony Orchestra 6592.001

OTHER COLLECTORS EDITIONS ON PHILIPS IMPORTS
PAGANINI: VIOLIN CONCERTO NO. 1 & 4
Henryk Szeryng, violin; London Symphony Orchestra/Gibson 6504.175 Musicassette No. 7515.103
GREGORIAN CHANT: "SAVVE FESTA DIES"
Benedictine Monks of Clairvaux 6580.061

From the Mercury Record Corporation Family of Labels, 35 East Wacker Drive, Chicago, Illinois 60601
U.K. Duplicating Shortage Leads to new RCA Plant

LONDON—The general shortage of duplicating capacity in the U.K. is no acute RCA has finally given the go-ahead by its American parent company to build a tape duplicating plant at its Washington, County Durham, record pressing facility. The plant is scheduled to become operational early next year.

Plans for a cassette and cartridge manufacturing facility have been in existence since the Washington factory was originally conceived but the final decision to build a production line was not made until earlier this year.

Goldmark Unit To Correct TVE Distortion

NEW YORK—Goldmark Communications Corp., has developed a device which it claims will automatically eliminate distortion of pictures viewed on videocassette systems.

The device, developed by Thornton Cook, a senior engineer at Goldmark Communications, monitors video signals as the magnetic tape moves through the videocassette player. In this way it detects errors caused by tape stretching or energetic movement and continuously corrects the tape tension as images are fed to the television screen.

According to Blair Benson, director of audio-video engineering for Goldmark Communications, the device, called a Skew Correction System, was first shown to the electronics industry at a recent meeting of the Society of Motion Picture and Television Engineers held in Los Angeles.

Benson said that research and development of the device was triggered by the fact that a major problem in videocassette players utilizing magnetic tape, is picture distortion. This distortion, he said, “is caused when the tape tension during playback of programs does not equal the tension when the magnetic tape was recorded on a recording of a program.”

“Thus the timing of the picture presentation on the TV screen does not match the timing of the picture recording. Development of the Skew Correction System eliminates the need for constant manual adjustments, without costly equipment modifications.”

Negotiations are already underway for non-exclusive licensing arrangements to manufacture the device for use in video cassette systems, already in use in both this country and abroad.

Another Penney's spokesman added, “The Queen’s cassette sales are only carrying four-channel reels at present because there has been too much confusion in the area. There has also been a lack of customer acceptance in this area. When we felt it hasn’t met with acceptance on a larger scale, we will go right into it.”

Another chain planning more activity in four-channel is S. Kresge Co.

“While we think Christmas may be the taking off point for four-channel and multi-channel sound, we give a scenario of a purchase a four-channel unit and will play it up in direct mail,” said Kenne.

Kresge added that the basic problem in four-channel sound is a cosmetic one. He feels that the confusion concerning the various mixes has been a factor, but that most immediate sales have been having to do with size of the configuration.

“We have had a fair number of units, which have come from who want to know where they are going to take tape to, and the one who,” he added, “in thinking this will come to a certain extent of something that’s already acquainted with four-channel.”

Kresge displays its quadruple horizontal head, a free-standing cassette. A card is set up explaining the system in layman’s language, and it includes, “Kresge. If one of our salesmen notices a customer reading the brochure, he has been instructed to approach the consumer, show him the cassette system, and add some further explanation to what is written.

Kresge is carrying matrix disks and a large selection of tapes. He said that the tape has been better than originally expected. One explanation for this, he feels, is that Kresge keeps its record and tape department next to the cassette department, the theory being that a person purchasing a four-channel unit will want something to play it on.

The executive also added that he will be bringing in new photographic department about the possibility of carrying some four-channel models for the camera system. He said he has had several customer requests for this, but he feels the firm in September, said Kenne, “will have a new unit, not only a good place for the consumer to be informed, but it is not going to be only a picture in the showroom, but does not present the cosmetic problems that it has in the house.

What other home entertainment products are moving particularly well are the Freeway Home Theater playback/record/unit with really plausible, it is called Freeway. “They have become steady more popular recently, we are not sure and we expect them to move very well at Christmas. Cassettes are also doing well, but they are not that high as”，he said, “In the elder. We think it’s better people up-grading to a 8-track but the cassette market is growing in other areas.”

Along with the growth in tape equipment sales, Kenne said there has been a noticeable increase in blank tape sales, especially in the cassette configuration.

See 60 Exhibits, 100,000 At Japanese Audio Fair

Continued from page 33

of stereo components being introduced to the electronic market this winter. Sonics 1973 will demonstrate its Q 8 regular market in dis- due to this month with discrete 4-digit displays.

Nine other manufacturers who participate in the electronics show have registered for the audio fair. They include Alfa-Motorola, Astondia Sound, Audio-Technica, Bel-O, Foster Electric, Micro Sounds, RCA, Sansui, and TDK Electronics.

These will be joined by, along with Aki's, Elektra, BASF, Fujikyd Photo Film, Hitachi, Maruta, Nikko Electric, Philips Japan, Roland Electric Industries (Rotoel), Sumitomo 3M (Scottish), and TEAC.

Also participating in the audio fair will be Braun Electric Japan, more noted in this country for its handy shavers and hair dryers; also Marantz, Fair East, newly established in Tokyo. Marantz prod- acts were exhibited at the "11 Ja- pan Electronics Show and the 20th All Japan Audio Fair by Standard Radio, New Haven Tape's by Super- scope, company parent of Marantz. This year the fair will offer buyers a chance to better compare different systems and com-

ponents than the electronics show, which featured televisions, radios and audio products from around the world. Recorders besides stereo photographs and record players among other consumer products.

Quadrophonic record turntables will be included at the audio fair by Denon, JVC, and Micro, 4-channel pickup cartridges by Au- dio-Technica (Electro-Voice in U.S.), and Shun-Shin, Micro Mo- sen (Grande brand), and Sanyo, speakers by JVC, Matsushita, and Pioneer; tape decks by Akai, Sony, and TEAC, loaded tape books by Fujio Photo Film, Sumitomo 3M, and TDK, among others.

Exhibitors of audio products from the U.S. and Europe are expected to appear in some proportions. Even the sponsor does not know the future of the product to be exhibited by Luxembourg, the sole Japan- audio for Eastman Kodak.

The audio fair is expected to set all-time highs in the number of visitors and exhibitors. Last year's fair attracted 63,249 persons and 62 exhibitors, although the Ja- pan Audio Society modestly pre- pared 50,000 brochures.

Non-Slip Cassette Drive For BASF's Ferric Oxide Blanks

LONDON — BASF's popular range of low-manganese ferric oxide blank cassettes will soon incorpo- rate a unique development, Special Mechanics — two plastic "sleeves" in the end of each cassette which together guide the tape smoothly onto and off the device.

At the moment, only the firm's range of high-quality chromium dioxide blanks incorporate the Special Mechanics feature.

The Special Mechanics ensure constant free running of the tape and improved performance of the cassette by eliminating jarring caused by tape movement in tape running, particularly on noise heads, because of their extreme tape length of over 56 feet and thin- ness, are particularly prone to running difficulties.

These tapes were on display at BASF's stand at the Audio Fair. The ferric oxide range of chromium dioxide tapes, 15-minute per side C-50 blank, the CCMC and 90/120 portable cas- sette units, ranges of open reel and professional heads, and exhibited a number of blank being released on BASF's new label, which was launched in this country this month.

In addition, the company showed a comprehensive display of pre- recording equipments from forms that use GASP tape for use in the cassette industry include Precision, Deka and RCA.

GRT's Sept. Sales Peak

LOS ANGELES—GRT Music Tapes, a division of GRT Corp., enjoyed its biggest month ever in terms of orders, production and shipment growth. The company, according to vice president, marketing, White Sonnen, "The combination of three exceeded a million pieces," Sonner, said, "and we had a daily average during the month of 40,000 units. This is the first time to this before was in September in 1972.

Sonner added that there is no "real single reason for the success of the GRT's plant, on which we do, we are doing," he said, "in reality getting straightened out. The point, of course, a number of strong releases, including the Osborne-Kuch Richie + Henk, Chuck Berry and Sammy Davis Jr. These were the strongest sales, the company's "are pretty good across the board, including sound..."

September was also "a very" month for the company's audio tape catalog mounted," said Sonner, "and we did have a country and western program running the strongest. This included a 10 percent discount to people who buy a minimum order of 500 orders." Take advantage."

Sonner is hoping for an even better showing this month, which is a two-week month like September. It also marks the final period for the firm's tip incen- tive and he feels this will be a help.

Chicago IHE Winter Shows

Continued from page 34

Tape/Audio/Video

NOVEMBER 11, 1972, BILLBOARD
Jukebox programming

CHRISTMAS POLL

Programmers Find Few New Soul Titles;
See Early Start in Holiday Programming

Chicago.—Programmers of soul locations report that it is expec tively delayed in the introduction of new Christmas records but most feel that all will eventually make it in time for the holiday.

Grady Caughman, one-stop manager, Jackson, Miss., said he as a result, new titles aren't really getting used until several weeks into the season.

Caughman, who orders new records each Christmas, plans to reorder more singles that went well this year and which are expected to be popular again this Christmas.

An early start in the introduction of Christmas music was made by Joe Henderson and his band in Austin, Tex., on November 15.

CAUGHMAN

Programmers Potpourri

Brunswick, Virgo Bow Oldies

Brock, Nation, Mel, said, "I expect most of the hits for Christmas to be the same as last year." He added, "Our biggest hit last year was "Get the Sweetest Girl/Blues Woman," and we're hoping that will be the most popular this Christmas.

ROBERT W. CHRISTI

Coin Machine World

VA. OFFICERS

New officers re-elected of the Music Operators of Virginia are John Cameron, president; Newport News; Jim Donnelly, first vice president, Norfolk; Ralph Craven, second vice president, Harrisonburg; Thomas Bailey, secretary-treasurer, Gloucester; and Louis Carse, assistant secretary, Richmond.

ILL., WIS. MEET

The Illinois Coin Machine Operators (ICMO) had a successful convention of local vending operators and a complete new officers list last weekend.

The meeting will be held Sept. 23 at Playboy Club, Lake Geneva.

Jukebox Business in Las Vegas Related to New Hotel Bar Locations

LAS VEGAS—Revenue from jukeboxes is not all it should be here, according to mixed reports from two operators, one of a subsidiary of ARA Services, and the other, a new establishment.

The ARA subsidiary reports a profit of $1,000 on the sale of the new establishment, while the other reports a profit of $2,000.

"A tremendous number of our clients have to provide free music and they price it under $1.00 per minute. We're in a position where we've lost up to 30 percent of our sales," he said.

Katz, who has been in town for eight months, feels that the "solution to the problem would be a good sales presentation of local vending operators and a complete understanding of the problem by all the distributors. We're not the only ones to blame," he said.

Katz's company, which has a total of 200 machines, and $10,000 in sales, is expected to increase its sales by 25 percent this year. Katz has said that he would like to see a 25 percent increase in jukebox sales from January to August, with a 10 percent jump during September and October.

Jukebox Business: Key Rule for Fast Food Concept

By EARL PAIGE

Chicago.—The three proprietors of That Dog Joynt here were already sold on a jukebox but the operator made the deal even sweeter by adding a jukebox to the date menu.

In one case, the owners and personnel allowed patrons to vote on what records they wanted (Billboard, Nov. 4, 1968). Also, from the start, management set up ground rules that probably constituted the key for jukebox operation in fast food outlets.

Speaking for his partners, Jonathon Cullus and Jeff Tesler, both said they were happy to have found jukeboxes.

"It's a complete breakthrough," said Cullus. "We have a jukebox at a fast food outlet, which is really unusual. People really enjoy it. It's a great way to entertain customers, and it's something they can relate to. It's a great way to keep their minds off the food."
Rock-Ola gives you The Works: a totally dependable m
The Works is everything. A total jukebox/wallbox system with flair and excitement that demands action. And underneath it all, Rock-Ola dependability that cuts your service and maintenance costs down to the bare minimum.


You can't be around it for five minutes without digging for coins to play it.

The theme is red and it's executed in lenticular glass that sets the design in shimmering Animotion® as you approach.

The digital selection system joins our sightline program deck and animated number-in-play display to make the 450 the easiest to operate jukebox ever made. Everything is within your natural reach, close to eye level.

But, you'll be glad to know, we haven't tampered with the works. Swing open the program deck and you'll see the same Rock-Ola works you know by heart.

The same time-honored revolving record magazine.

The same fast-loading program holder assembly.

The same easy-to-service modular components.

Underneath its startling new looks, the 450 is a familiar friend.

But The Works is more than an exciting new jukebox.

It's a total music system that includes the first truly new wallbox design in over twenty years.

The Rock-Ola 506 Tri-Vue wallbox.

The pages are gone. The bulk is gone. One look says why.

One third of the 160-selection program is on display as flat as this page.

Turn the knob and the unique three-sided program strip holders revolve to reveal another third of the program.

All 160 selections within a second.

Slim, compact, beautiful in any location. The 506 is also the easiest to service.

The entire program assembly "snaps out" for quick title strip changing.

The cashbox holds more than any wallbox ever made.

And it's compatible with any receiver; relay or solid state. With any Rock-Ola 160 or 100 selection phonograph. With LP's or singles.

The 450 jukebox and the 506 wallbox. The Works.

Get yours at your Rock-Ola distributor.
What's Playing?
A weekly programming profile of current and oldie selections from locations around the country.

Baltimore, New Purchases

JERRY J. SANT
Executive Sales & Service Manager

Washington, New Purchases

Western Automatic Music Co.


Jackson, Mbs., Soul Purchases

Glen Spill
Capitol Music Co.

"Every Night," 45483; "I Love You," 45483; "I Love You," 45483-B; "I Don't Want to Be Mad," 45960; "Just Don't Know," 46651-B.

Baton Rouge, La.; Soul Purchases

Joyce Ashford


Chicago, High School Age Purchases

Betty Schott

Western Automatic Music Co.


Jackson, Mbs.; Soul Purchases

Glen Spill
Capitol Music Co.

"Every Night," 45483; "I Love You," 45483; "I Love You," 45483-B; "I Don't Want to Be Mad," 45960; "Just Don't Know," 46651-B.

Chicago, Soul Purchases

Billy McClain
Eastern Music Co.


Chicago, High School Age Purchases

Betty Schott
Western Automatic Music Co.


Jackson, Mbs.; Soul Purchases

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"Every Night," 45483; "I Love You," 45483; "I Love You," 45483-B; "I Don't Want to Be Mad," 45960; "Just Don't Know," 46651-B.

Chicago, Soul Purchases

Billy McClain
Eastern Music Co.

If you're a deejay searching for a radio station, or a radio station searching for a deejay, Billboard is your best buy. No other trade publication is read by so many air personalities and program directors, as well as the sharp programming-oriented general managers. Read all of managing managers report that Radio-TV Job Mart ads can draw five times the results of the next leading radio-TV publication.

Rates: "POSITION WANTED" is $15—in advance—for two times, 2" maximum. Additional space or variation from regular ad style is $.25 per inch, no maximum. No charge for Box numbers.

"POSITIONS OPEN" is $15—in advance—for one time, 2" maximum. Additional space or variation from regular ad style is $.25 per inch, no maximum. Box number ads asking for tape samples will be charged an added $1 for handling and postage.

Send money and advertising copy to:
Radio-TV Job Mart
Billboard
165 W. 46th St.
New York, N.Y. 10036

Position Open

Cleveland's 21 FM Radio Personality has 2 yrs. as news reporter, 2 yrs. as music director at another FM. Also 1 yr. as music producer, 1 yr. as midday programmer, 1 yr. as air talent. Would like to work on station with more variety. Contact: W.L. TAYLOR, 12345 FM, Cleveland, Ohio 44111.

Positions Wanted

WANTED FULL TIME WOESE, age 19, years on radio, 2 yrs. as deejay. Used to playing and programming. Live experiences as radio personality. Excellent work ethics, excellent social skills, easy to work with. No job offers. Contact: J. M. SMITH, 12345 FM, Cleveland, Ohio 44111.

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NEW YORK CITY, NY 10036

BUBBLING UNDER THE HOT 100

101. I GOT A BAG OF MY OWN — James Banks, Polydor 14153
102. ONE LIFE TO LIVE — Manhattans, De-Luxa 139 (Troyline/king)
103. I NEVER SAID GOODBYE — Ginger Hampden, Ferris 40027 (London)
104. PEACE IN THE VALLEY — Persuaders, Wire Or Love 225 (Capitol)
105. FOR THE FIRST TIME — Andy Kim, Columbia 4-45660
106. TRAGEDY — Ardent, Epic S-10199 (CBS)
107. WAIT ON IN — Joe South, MGM 14429
108. THERE ARE TOO MANY SAVIORS ON MY CROSS — Richard Harris, balloons 4223
109. FEEL THE NEED IN ME — Detroit Emeralds, Westbound 209 (Chess/Jonass)
110. I'M THE ONE — James Gang, ABC 11536
200. PETER TOWNSEND — Who Came First, Decca DL 7-1017 (MCA)
201. GORDON LIGHTFOOT — Old Dan's Records, Reprise MNS 2116
202. MILES DAVIS — On The Corner, Columbia KC 31096
203. BUBBLY — Deco DL 7-5340
204. ELEPHANT'S MOUTH — Apple SHS 3289
205. LONDON WATERFRONT III — Apple SHS 3289
206. WAYNE NEWTON — Can't You Hear the Song, Chekto CHE 1003 (RCA)
207. Tommmy James & The Shondells — I Think I Love My Baby, Bear 7504
208. BEST OF JACK BRUCE — Polydor P 3035
209. DAVID BOWIE — Space Oddity, RCA 4-45660
210. THE CYRUS — Atlantic 4-45660
211. WAR — The World Is A Ghettos, United Artists UAS 16572
212. SOUNDOCK/JERRY BUTLER — Melodia, Prido P 006 ST (MGM)
213. JOHN MAYBURR — Decca DL 7-1017 (MCA)
214. BEST OF GINGER BAKER — Polydor P 3034
215. THE ROLLING STONES — Seventh Sajoures, Thames 15456 (Warner)
216. BREAD — Guitar Man, Elektra EKS 7504

WARNER BROS. top executives and Chrysalis co-chairmen aboard the Warner Communications jet for a week-long tour of WEA London facilities. Rear (from left), W.B. marketing director Ross Thyet, W.B. president Joe Smith, Chrysalis co-chairman Chris Wright. Front, W.B. creative services director and vice president Stan Gortman; Chrysalis co-chairman Terry Ellis and W.B. board chairman Mo Ostin.
### BEST SINGLE OF THE WEEK:

"I Got a Bag of My Own"  
**James Brown (Polydor)**

**WAR**  
(UNITED ARTIST)

### BEST NEW ALBUM OF THE WEEK:

"The World Is a Ghetto"  
(BILLBOARD)

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### Soul-Sale Chart

<table>
<thead>
<tr>
<th>Week</th>
<th>Title/Artist</th>
<th>Label</th>
<th>#1</th>
<th>#2</th>
<th>#3</th>
<th>#4</th>
<th>#5</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;I Got a Bag of My Own&quot;</td>
<td>James Brown</td>
<td>Polydor</td>
<td><strong>WAR</strong></td>
<td>UNITED ARTIST</td>
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### Billboard Soul LP's

<table>
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<tr>
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<th>#2</th>
<th>#3</th>
<th>#4</th>
<th>#5</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;I Can't Help Myself (Sugar Pie, Honey Bunch)&quot;</td>
<td>The Four Tops</td>
<td>Motown</td>
<td><strong>Berry</strong></td>
<td>United Artists</td>
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<td></td>
</tr>
</tbody>
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### Billboard R&B-Singles of June 1973

<table>
<thead>
<tr>
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<th>Title/Artist</th>
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### Sammy Davis Jr.

- "The World Is a Ghetto"  
- "Can't We Talk It Over?"  
- "Little Girl"  
- "Someday My Prince Will Come"  
- "I Got a Bag of My Own"  

---

### Weekly Action

- "I Got a Bag of My Own"  
- "Can't We Talk It Over?"  
- "Little Girl"  
- "Someday My Prince Will Come"  
- "I Got a Bag of My Own"
N.A.A.C.P.
Beverly Hills-Hollywood
SIXTH ANNUAL
IMAGE AWARDS

Hollywood Palladium
6415 Sunset Blvd.
Hollywood, California
Saturday, November 18
Cocktails 6:30 pm  Dinner 8 pm
Dress: Black Tie
Cicely Tyson
Honorary Chairman
Donation: Per Person
$100.00 (Gold)  $50.00 (Silver)  $25.00 (Red)
Reservation Deadline: Nov. 11
Information call: (L.A.) (213) 469-8106
Tables reserved on request.

Entertainment:
Jackson 5
Redd Foxx
Nickolas Ashford
and Valerie Simpson

Producer
Mark Warren
(Director of the Bill Cosby Show)
Musical Director
H.B. Barnum

Image Awards are presented annually by the N.A.A.C.P. Beverly Hills-Hollywood Branch to individuals and organizations in recognition of their artistic excellence and outstanding contributions toward the furtherance of brotherhood and the maintenance of dignity of minorities in the entertainment industry.
We called Hudson and Landry and asked them to endorse Billboard's "Talent in Action".
Boy did we get a wrong number!

We told them that we only wanted them to tell people that Billboard's "Talent In Action" special, coming December 30, was an indispensable guide for leading talent buyers and promoters with complete listings of recording artists, personal managers, and booking agents all over the world.

They told us that a funny thing happened to them on their way to the studio.

We told them that Billboard's "Talent In Action" has faithfully covered the top talent of the international music industry, with artist profiles and a chronicle of their achievements over the last year.

They told us that a woman gives birth to a baby every 8 seconds.

We told them that "Talent In Action" is read by music influential in every major city in the world.

They told us we had to find that woman and stop her.

We told them that "Talent In Action" is perhaps the best buy anyone dealing with talent would make all year.

They told us they might be interested.

We told them that if they agreed, they would have to do it for nothing.

They told us what we could do with our offer.

Billboard's "Talent In Action" is coming DECEMBER 30—AD DEADLINE: DECEMBER 11
Call the Billboard Sales Representative nearest you.
Ride high
with Penny Farthing—

—only three years old
but already a big wheel
amongst the world's
independent labels
Congratulations,
Larry Page and Penny Farthing.
It's been 3 good years for all of us.

1972 is the Centenary Year marking the introduction of the Penny Farthing bicycle to mankind. It is also the year during which Penny Farthing Records celebrates its third birthday.

The man behind the bicycle on the record label is Larry Page and he heads an operation which is currently riding high in the international disc world. An operation reckoned by many to be one of the world's leading independent labels whose product can be found in stores everywhere.

Page is not the first artist to graduate to big things on the other side of the footlights but he is certainly unique in his track record of endeavour and outstanding success. The young guy who was born in the shadow of the mighty E.M.I. factory at Hayes, Middlesex, England and at the age of fifteen went to work for the aforesaid factory packing records, then went on to become Larry Page. The Teenage Rages, had the female element of his audiences screaming for more. Now his own record product is packed by other people, goes right around the world, and has his licensees and affiliates asking for more.

Page has always had the courage of his own convictions during his seventeen years in the entertainment industry, during which time he has guided and helped the careers of The Troggs, for whom he produced many hits including the not-to-be-forgotten "Wild Thing", The Kinks, Vanity Fare, Sonny and Cher, Stamford Bridge, Shocking Blue, The Baron Knights, and his latest world beater — Daniel Boone.

In 1966 Page launched the label bearing his own name, Page One Records, together with Dick James but didn't hesitate to move out in 1969 when he considered the situation unworkable despite the fact that he left behind a thriving record label.

Page then had the problem of looking for a new label name for, as he said, Dick was reluctant to part with the name Page One, and still is, but he recalled a production company by the name of Penny Farthing and on checking he found that it was possible to buy this name, which he did.

As Page had a ready-made staff, the problem then was office space. This problem was temporarily solved by the infant Penny Farthing organisation meeting in the Hilton Coffee Bar at 9:30 every morning, discussing and allotting the day's tasks and re-convoking at the same time...
It's Great to be associated with you LARRY

GOOD LUCK!

from

PETER KIRSTEN
ALTUS MUSIKVERLAG,
7 STUTTGART 1
NAGELSTRASSE 4,
GERMANY

HAPPY TOGETHER SINCE FIRST DAY!

GO ON LARRY . . .

LET'S BURST THE BELGIAN CHARTS AGAIN AND AGAIN AND AGAIN AND AGAIN

FROM YOUR FRENCH COUSINS DISC'AZ

PHONOGRAM BELGIUM
Ride high with Penny Farthing - Advertorial supplement sponsored by Penny Farthing Records

venue at 5.0 p.m. to report progress and development.
Page eventually located suitable office premises in Tilney Street, next door to the Dorchester Hotel in Park Lane and the nearby Hilton Coffee Bar lost its twice daily regular customers after eight weeks.
The Tilney Street headquarters added a substantial rent and rates liability to his wages tab when he took on the premises. "It's expensive round here" he admitted, "but it's probably one of the best possible sites for a record company in England."
He and his staff decorated the premises themselves at the end of their daily work, and subsequent work and alterations have now converted it to "luxury" status.
Now settled in his offices, Page hit further snags. The second Penny Farthing single released, "Venus" by Shocking Blue, proved to be his first hit and with the reassuring accolade of the disc climbing the charts, Page thought the company's fortunes were similarly on the upgrade until the nightmare setbacks affecting Phonodisc, the infant distributing arm of Philips and Polydor.
"'Venus' should have got Penny Farthing under way" Page opined, "but Phonodisc's teething problems ensued and brought the worst period I have known since I have been in the business. No matter how good records were, they just didn't see the light of day. We were spending vast amounts of money on promotion and finding we were literally selling only one or two copies on some releases".
An exodus of other independent labels began from Phonodisc, leaving the solitary Penny Farthing. Page considered doing likewise but decided to stay. Not only that, he...

CONGRATULATIONS PENNY FARTHING RECORDS LTD.

FOR BEAUTIFUL SUNDAY
+ 1000 HITS!

YOUR EXCLUSIVE DISTRIBUTORS IN MEXICO

THE LEADING COMPANY WITH YOUNG IDEAS
LOOKING FORWARD TO A GREAT NEW RELATIONSHIP

Congratulations

A division of Columbia Pictures Industries Inc.,
1776 Broadway, New York
N.Y 10019
Ride high with Penny Farthing - Advertisorial supplement sponsored by Penny Farthing Records

took advertising space in the music trade press to tell everyone he was staying and declared his faith in Phonodisc's ability to sort itself out and provide good service.

"We got destroyed on the Phonodisc situation but I really did believe in the people I was involved with," Page said.

Page is a self-made man without the faults of one and is a firm upholder of the highest ethics in business. He disliked the policies and practices of some other independent labels at a time when he was struggling to keep Penny Farthing functioning and solvent.

"Indies were going under and leaving a lot of unpaid bills. I am thoroughly disgusted by those who go 'comfortably bankrupt' as one of them openly described it to me, because that kind of bad image tends to rub off on the industry."

Knowing the market is an essential item for the boss of an independent label and Page never loses sight of what Joe Public in Britain seems to want and is prepared to buy and in the past year this has varied from Daniel Boone's original hit, "Daddy Don't You Walk So Fast" and "Beautiful Sunday"; one of the top soccer teams in England, Chelsea, for whom Page commissioned his writers Daniel Boone and Rod McQueen to write a theme song, "Blue Is The Colour" which in the first week of release shot to number five and has since passed a quarter of a million sales; to the beautiful theme of a BBC tv serial - "Sleepy Shores" by Johnny Pearson and his Orchestra which again went top 5.

He has visited record stores in various parts of the country, first removing his distinctive spectacles to avoid recognition, and watched.

TO PAGE 9

Larry Page with Larry Uttal (President of Bell Records) at the recent signing of Penny Farthing for U.S. distribution

congratulations for the third anniversary

RADIO TRIUNFO, LDA.
PRACA DO MUNICIPIO, 309 — PORTO
RUA DO CARMO, 23 - 27 — LISBOA
LUGAR DO SEIXO — E MAMEDE DE INFESTA
RECORD AND TAPE PLANT

THE MOST IMPORTANT PORTUGUESE INDEPENDENT RECORD COMPANY
IS
THE REPRESENTATIVE IN PORTUGAL OF

JANET McCLYMONT OF THE ROYALTY SERVICES DIVISION OF M.C.P.S. CONGRATULATES PENNYFARTHING RECORDS ON THEIR 3RD ANNIVERSARY AND WISHES THEM CONTINUED SUCCESS
Ride high with Penny Farthing - Advertorial supplement sponsored by Penny Farthing Records

Freddie Munao, General Manager of the Larry Page Group of Companies in the U.S.A.

Larry Page seen with centre Terry Fenn, his administrative right hand man.

DISCOS BELTER S.A.

Distributor in Spain of Penny Farthing Records

CONGRATULATES
PENNY FARTHING
ON ITS THIRD ANNIVERSARY

Discos BELTER S.A.
Goma, 1 Barcellona 10
Augusto Figueiroa, 39 Madrid 4
(Espana)
larry page

PENNY FARTHING RECORDS LTD.

gratulations on your third anniversary

VERONICA MUSIC EDITIONS C.V.

utrechtseweg 16 / postbus 218 / hilversum holland / tel. 02150 - 51045 / telex 16498

Congratulations
To
PENNY FARTHING RECORDS

Truly
"The Masterpiece"

From
Johnny Pearson

Phil Waller, International Co-ordinator

"We have broken the world down into little pieces, doing individual deals territory by territory and we feel we have got the best licensees in all territories, guaranteeing a larger release of our product on a world-wide basis, and we are now in a position to guarantee any artist world-wide release.

A major development which Page rates highly in importance was the September opening of an American office in New York headed by Freddie Munro, "U.S.A. and Canada are very exciting to us and after concluding my Penny Farthing distribution deal with Larry Uttal of Bell and Arnold Goodwin of Capitol Records in Canada, together with our Daniel Boone success on Mercury, we decided it was not enough to be 'hands across the sea' but that we needed our own man co-ordinating operations and controlling our publishing company, and that we needed our own man co-ordinating operations and controlling our publishing company, and that we needed our own man co-ordinating operations and controlling our publishing company, Page Full of Hits. This is done through the telex rooms in New

TO PAGE 11
Phonogram London market the best sounds around...

PHILIPS MERCURY AVCO VERTIGO CHESS JANUS SUN

...AND distribute the best independent sounds around

PENNY FARTHING

Phonogram Limited
Stanhope House
Stanhope Place
London W1
01-262 7788
Ride high with Penny Farthing -

Curtis Ellard spearheading the promotion delivery service.

Gail Clark, Larry's Personal Assistant in the London office.

Yock and London which are in constant use and are proving a great asset, but you also need the personal touch in this business, talking to your associates face to face, and that way you find out what they need in their market.

International liaison is a very important thing to Page and in the past month he has been to Germany and Austria where he is very excited about the overwhelming success that Bellaphon are having with the Penny Farthing product, Scandinavia, France, Belgium, Holland, and three times to the U.S.

"I have not been to South Africa yet although we have had enormous success there, but I will be going in January, and I hope to go to Australia and New Zealand early next year."

In behind all this, Page the producer still spends many hours in the studios making the sounds that make the charts.

Page's ultimate ambition is to have Penny Farthing offices operating in every major territory, and where the U.K. is concerned he would like to get into his own distribution set-up some time in the future.

"I am out to sell records and although we are getting more and more selective, we are getting to the root of what the public want. We are still a three year old baby learning to walk before we try running", Page summarised. "We can look back now and see where we goofed and make sure we don't do it again."

Derrick White - head of promotions London office.

Terry Noon seen with his publishing company staff.

CLAUS OF THE CONTRACT
STATES ARTISTES WILL PAY TRIBUTE AND HOMAGE TO
THE LARRY PAGE GROUP
ON ANNIVERSARIES

HAPPY
3rd BIRTHDAY LARRY
we always stick to the contract!

BARRON KNIGHTS

Direction & Management
TONI AVERN.
20 BRIDGE STREET
LEIGHTON BUZZARD
BEDS.
Telephone: Leighton Buzzard 3238
Congratulations

TO PENNY FARTHING RECORDS ON
ACHIEVING THEIR THIRD ANNIVERSARY
IN A VERY TOUGH LEAGUE...
AND FOR STRIKING GOLD IN CANADA!

Capitol Records (Canada) Ltd. is pleased and proud to be Canadian distributor for this fast-moving, contemporary label.

Penny Farthing’s first single release in Canada, Daniel Boone’s “Beautiful Sunday” (72671-F) has zoomed to the top of the charts and received the Gold Leaf Award for Outstanding Record Sales.

‘Beautiful Sunday’ is just one of the great cuts on the newly-released album ‘Daniel Boone’ (PAGS 526), soon to carry the Penny Farthing name to the top of the LP listings.
RIDING HIGH with Penny Farthing world-wide is very profitable as I am sure all their licensees will agree, and Larry Page has a very definite theory about their success.

"If there is one thing that really annoys me about our business it is the clause that people throw into contracts stating 'We will release in the above-mentioned territory if this record enters the British Top 50 or U.S. charts.' Why should this fact define where people release a record? Let's face it, tastes in music are varied and not all records that score in England will break through in America; likewise many American records have hit the dust in the United Kingdom.

"Every territory must stand on its own feet and not sit back waiting for action in the United Kingdom or the States and then jump on the bandwagon. We are in a highly paid industry and are expected to have expert judgment on music or on what the public likes in music, so why should we be influenced by something that is happening thousands of miles away?

"When I set up my deals world-wide for Penny Farthing Records, I made sure that my distributors in each area were aware of my feelings. In the first three years of Penny Farthing we have had many chart records outside the U.K. that have never made the charts here, and with all of these it has been due to the determination and ability of our distributors who did not sit back and wait for these records to click in the British charts."

Here is a run down of their achievements to date:

**AUSTRALIA AND NEW ZEALAND**
- Venus - Shocking Blue (GOLD)
- Never Marry a Railroad Man - Shocking Blue

**FRANCE**
- Beautiful Sunday - Daniel Boone
- Annabelle - Daniel Boone

**GERMANY**
- Beautiful Sunday - Daniel Boone
- Annabelle - Daniel Boone

**ITALY**
- The River - Octopus

**MEXICO**
- Sleepy Shores - Johnny Pearson and his Orchestra
- Beautiful Sunday - Daniel Boone

**ARGENTINA**
- Roly Poly - Stamford Bridge
- Sleepy Shores - Johnny Pearson and his Orchestra
- Beautiful Sunday - Daniel Boone

**BELGIUM**
- My Way - Samantha Jones
- Beautiful Sunday - Daniel Boone
- Annabelle - Daniel Boone

**SOUTH AFRICA**
- Beautiful Sunday - Daniel Boone
- (3 GOLDS)
- Sunshine Lover - Daniel Boone
- Daddy Don’t You Walk So Fast - Daniel Boone

**SWEDEN, FINLAND, NORWAY and DENMARK**
- Beautiful Sunday - Daniel Boone

**HOLLAND**
- Sleepy Shores - Johnny Pearson and his Orchestra
- My Way - Samantha Jones

**U.S.A.**
- Beautiful Sunday - Daniel Boone
- Annabelle - Daniel Boone

**U.K.**
- Venus - Shocking Blue
- Never Marry a Railroad Man - Shocking Blue

**YUGOSLAVIA**
- Beautiful Sunday - Daniel Boone

**CONGRATULATIONS TO**
**PENNY FARTHING RECORDS LTD**
**ON YOUR 3rd ANNIVERSARY**

**CAR MUSIC**
**CAR MUSIC S.A.I.C.**
**VENEZUELA 1260**
**BUENOS-AIRES**
**ARGENTINA**

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**WE ARE PROUD TO REPRESENT THE LARRY PAGE ORGANIZATION IN THE UNITED STATES**

RICHARD GERSH ASSOCIATES, INC.
Public Relations
200 West 57 Street, New York, N. Y. 10019
(212) 757-1101
We congratulate Penny Farthing on their 3rd Anniversary & thank them for their constant run of hits.
LANSDOWNE PENNY FARTHING RECORDS

— CONGRATULATE —

ON THEIR 3rd ANNIVERSARY

may our happy Association and their world-wide success long continue

LANSDOWNE STUDIOS, LANSDOWNE HOUSE, LANSDOWNE ROAD, LONDON W11, Tel: 01-727-0041. CABLES: LANSREC LONDON.

HEARTIEST CONGRATULATIONS,
LARRY !!!

And very best wishes from a friend

'HA RA MUSIC
Tokyo

EDITIONS LABRADOR
Président Francis Dreyfus
15, villa Aublet • 75017 Paris
tél. 924.89.50

First anniversary of a tremendous association
Page Full of Hits L.T.D.
Editions Labrador
It won't be the last one!
Page full of Hits?

A MUSIC publishing company with a name like Page Full of Hits presents a constant problem for the person running it. He’s got to achieve those hits, otherwise there will be much mirth throughout the business and pass mude about empty pages and the like.

Apart from living up to the name, Terry Noon was faced with a brand-new publishing challenge three years ago of building up a catalog of successful copyrights from scratch as the publishing arm of Larry Page’s brand-new Penny Farthing operation.

"People at the time said I was mad to leave a nice job like the one I’d had at Ambassador Music," Noon recalled. "They couldn’t understand why I should want to stick my neck out by going to something entirely new from something well established."

But he went anyway after over three years with Ambassador and drumming with groups before that. He’s never worked as hard in his life as he has over the last three years. "We often work till midnight, and I’ve never been so happy. There are now over 300 copyrights in the Page Full catalog, and over 250 of them have been recorded."

Noon is gratified by the number of useful people who call in to see him with a view to doing business. He has lumped up a formidable team of exclusive writers including Daniel Boone and Rod McQueen, the Honeybus group and Pete Dello. The Honeybus have their own publishing company called White Dove Music, which is a subsidiary of Page Full.

"I take great care with writers," said Noon. "They’ve got their own room downstairs with a piano where they can come any time they want to. Your writers are the livelihood of your business, and you must look after them. If a new one comes along I just want to deal with me, and give him practical proof of what I can get done on his behalf before I expect him to sign any contracts."

Page Full now has its own operation in the States – Page Full of Hits Inc., which is a member of ASCAP. Noon has been handling Jimmy Webb material in the UK via the Canopy and Jaga catalogs. He also represents Poco’s company Little Dickens Music for the same territory.

Noon has a staff of four comprising a copyright manager, copyright clerk, a plugger and a secretary. Page Full’s royalties are handled through the Mechanical Copyright Protection Society’s computer, a system with which Noon is well pleased.

"I determined not to rely solely on Penny Farthing for copyrights when I started," he remarked, and "I’ve pleased to have got good working relationships with other labels too. Whenever I landed a B-side with any label, I made sure my plugger worked on the A-side, whatever it was, because if that did well, it’s obvious that we’d all benefit. Nowadays we try for A-sides all the time."

Noon subscribes to the modern publishing technique of becoming directly involved with artists and groups as the best way of building a viable catalog. He believes it is now impossible to rely on the older method of sending one’s copyrights to A&R men in the hope that they may option some for inclusion in their artists’ albums and singles.

"You’ve got to get directly involved these days," he declared, "and I’ve no objection to artists and groups setting up their own publishing companies, as long as they’re serious about it and really want to publish music, and not just cream off as much profit as they can.

Noon’s enthusiasm for his job is reinforced by the fact that Larry Page leaves him to it, and doesn’t interfere. Page even replies to letters on publishing matters sent to him with advice for the writers to contact Noon direct in preference to just passing on the original letter.

Noon grins when asked about the ambitious name given to the publishing part of the Tilney Street establishment.

"It’s a difficult one to live up to," he admitted, "but we’re all determined to justify it all the same."

The first copyright he acquired for Page Full happened when he was in Holland with Honeybus. He met the Dutch group Shocking Blue, and heard them perform "Venus."

Noon has unbounded enthusiasm for 1973 where Page Full is concerned, and plenty of plans, but is practical and constructive in his attitude.

"I’ve never believed in saying to run before you can walk, but we’re walking quite well now as Page Full. I just want to deal in music – all kinds of music – that will earn the artists and the company money and respect."
Pye Closes Eire Office
Polydor Gets Marketing

DUBLIN—Pye has closed its Eire office and has placed responsibility for Pye and affiliated labels in the hands of the Polydor group, which will be handled by Polydor.

A spokesman for Polydor said that Pye's growing strength in the Irish market is expected to be better utilized by the subsidiary group-dominated distribution of the Island group of labels, previously handled by the Seattle office. As a result, Pye, according to the spokesman, will drop from 35 per cent of the market to about 10 per cent over a period of five to six years.

Pye, which has an agreement with Polydor to exchange artists, will represent Polydor in Ireland. Polydor, in turn, will handle Pye in the United States.

Pye has a total of 23 years with the Pye group and was in 1963 the first to take over the label. The label was changed to Polydor in 1960 to be more viable, we have linked to Polydor to improve distribution and to expand the record and tape market.

Hunnem leaves Ireland with an impressive success story to his credit and over in April, after having completed two years with EMI Scotland, at a time when Polydor accounted for about 4 percent of the market. Since then, however, turnover has increased by 1,000 per cent. He will be involved in improving the status of Irish artists abroad, among them Anna O'Sullivan and the Cotton Mill Boys.

As a result of the Pye close-down, sales supervisor James Morrison moves to Polydor's and consolidates the London office, which will handle Polydor in Scotland and Northern Ireland.

LONDON—Although ATv hopes with highlight on its in commercial radio, it does not plan to sell Pye Records, according to ATv financial director Jack Gill, following a visit to Polydor last week. Gill is amazed from America have suggested that Pye ATV to entice the enterprising point to put in a bid for control of an airline. The Independent Broadcasting Authority (LID) is the principal source of a radio company's income.

Gill explained, "ATV has agreed to join a consortium of people who plan to apply for one of two franchise Experiment in the London area. The consortium is made up by various business figures not connected with the music industry. We will not have a controlling interest."

Gill admitted that Pye, with its pressing plant and distribution network, would prove attractive for a prospective purchaser, especially if it was linked to Polydor. However, he said that ATV is not intention of selling the company.

Fabri Named CISAC Head

MEXICO CITY — Deigo Fabri (Italy) has been named president for the next two years of the Interna- tional Confederation of Societies of Authors and Composers (CISAC), President of the Con- federation's Pan American Council is Roberto Talavera from Mexico and Consuelo Vallesquez, president of the Mexican Society of Authors and Composers (SACM), is the newly named vice president of CISAC.

CISAC's first vice president, director general of SACM, has been appointed administrative director of the CISAC's committee.

The appointments were made at the 28th Congress of CISAC and the Confederation also presented a medal to Valerio de Sa- nti's work in the field of authors' rights.

Essex Music and Stones Renew Pact for 3 Yrs.

LONDON—After over a year of negotiations, Essex Music chief David Platt has renegotiated a renewal of the company's publishing deal with the Rolling Stones. Deal is for four years and covers the world outside the U.S. and Canada.

New material written by the group will be published by a new firm, Promo Pub Music, and cera
tain copyrights featured on the group's "Exile on Main Street" will be placed in the new firm. The remainder of the songs will continue to be published by Essex under its original deal.

Essex Music publishes material by the Rolling Stones through a deal with Polydor (in the U.S.).

As part of its continuing expansion, the Essex Music Company, moving from its current premises in Damburton House, Oxford Street to new premises in Noel Street, London W1, the copyright and control over the music will move as soon as possible and the group's entire catalog will be under contract and arranged to release worldwide in coordination with the artist.

Finally, Essex Music and Stones point out that Essex is a label of the Stones' management.

Mich Lib/UA Alive and Well

MUNICH — The Liberty/UA company has announced that its board of directors has voted to point out that contrary to what was reported in a recent news report, the future of the music company is still very much alive and well. The resignation of the managing director of Liberty/UA was announced at the annual meeting of the company.

The resignation of the managing director of Liberty/UA is part of a realignment of the management structure of the company and the resignation of the managing director of Liberty/UA is unrelated to any other major changes within the company.

Guess Who's Two Days

WINNEPEG—The Guess Who, RCA Records' biggest selling act in Canada, has completed a tour of Japan, Australia and New Zealand. They have been on tour for three months and have been playing one-nights-in the U.S. They will arrive in Japan in mid-November for a series of dates including Tokyo (Nov. 20), Nagoya (Dec. 1), Osaka (Dec. 5), plus a TV show in Tokyo.

Their Australian/New Zealand tour opens on October 29, ending on November 2 in Sydney. They will then take the tour to Melbourne (Nov. 2), Adelaide (Dec. 1), and Perth (Dec. 12). They will perform with Three Dog Night on their tour.

The group returns to Canada Dec. 13, with a show in Winnipeg, then they go on tour in the U.S., and in April, a recording session will be scheduled at the RCA Studio in New York. They are scheduled to return to Europe in May and June, and return to the U.S. in June.

It will be the first time the Guess Who have played in Europe, although they did make several TV appearances there three years ago. Manager Don Hunter is now in London co-ordinating details for the tour.

MRS. PRODUCERS HIT BY MARTIAL LAW

Continued from page 1

is not under government control but is not under government control but is the result of a private decision, the type can never be controlled by other means, particularly compared to the government. This type could never be controlled by other means, particularly compared to the government.

Foreign licensees are concerned over the long term and the foreign licensees have to be concerned about it. The Independent Broadcasting Authority (LID) is the principal source of a radio company's income.

Gill explained, "ATV has agreed to join a consortium of people who plan to apply for one of two franchise Experiment in the London area. The consortium is made up by various business figures not connected with the music industry. We will not have a controlling interest."

Gill admitted that Pye, with its pressing plant and distribution network, would prove attractive for a prospective purchaser, especially if it was linked to Polydor. However, he said that ATV is not intention of selling the company.

From the Murc Capitals of the World

LONDON—A major campaign to introduce the label to new dealers is being planned by Polydor. Polydor has announced that a massive sales thrust will be backed by a publicity drive through posters, B.C. marketing director Fred Parsons said that the company now has about 200 of the label's subsidiaries and also to raise awareness of the group.

EMI Records manager Derek Hunter. The group, now becomes responsible for EMI's marketing, is handled by Derek Hunter, who is manager of the group's parent company, EMI's marketing division. He has taken over as managing director of the group, with the title of Manager of Polydor Records. The group is now under the control of EMI's factory marketing department, which will handle the group's marketing in the future.

EMI's factory marketing department, which has taken over as marketing department, which will handle the group's marketing in the future.

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EMI's factory marketing department, which has taken over as marketing department, which will handle the group's marketing in the future.
Gary, David, Mick, Ken & Lee

say thanks to everyone at

Mercury Records, American Talent International,
Bronze Records, Island Records,
Warner Music (USA), Wartoke,
Bron Agency & Management.

for helping us go gold with our album.

Demons and Wizards
The British Phonographic Industry organization was formed in 1964 as a voluntary body representing manufacturers and, to a great extent, retailers. The BPI has a similar role in the music industry, and is responsible for representing the interests of its members. The BPI is a trade body and represents the interests of its members. The BPI is a trade body and represents the interests of its members.

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From the Music Capitals of the World

**SUPERSTAR FOR IRELAND**

**DUBLIN**—The rock musical "Jesus Christ Superstar" will be staged in Ireland during January. It will be presented by promoter Intersound in conjunction with Robert Stingwood.

The musical, which opened at Dublin's National Stadium for a week from Jan. 22 to be followed by three nights in Cork and two nights in Limerick. Lake Healy of the Dubliners, Cahir O'Doherty and Tony Kenny will play leading roles, and the 24-piece orchestra will be conducted by Phil Coulson.

Tim Rice and Andrew Lloyd Webber are expected to come to Dublin for the presentation.

**CELEBRATING** the success of the recording "Black and White" and at the recent Los Angeles presentation of ASCAP plaque are, left to right, Lee Young, JF. of Dunhill Records; Don Podolor representing his brother Robert who produced the Three Dog Night single; Peter Burke; Tom Thacker, representing Three Dog Night; Bob Kranendonk of Templetown Music and ASCAP Western Regional Director Herb Gottlieb. Seated are the writers of the song about friendship, Earl Robinson, left, and Dave Arkin.

**Fest Will Mark Britain's Entry into Common Market**

**LONDON**—An 11-day festival of entertainment will celebrate Britain's entry into the Common Market next year.

The £40,000 festival will embrace more than 200 separate events held throughout Britain and will be officially tagged Fanfare for Europe.

The opening night of the Fanfare will feature a special Covent Garden hall grafted with star European operatic artists.

Musical events throughout the festival will include performances by the Berlin Philharmonic with von Karajan, and the Concertgebouw of Amsterdam. The concert will be conducted by the Orchestre de Paris under Solti at the Festival Hall. There will also be performances by the London Philharmonia, the BBC Symphony, the Royal Philharmonic and the Philharmonia.

There will be jazz concerts at the Roundhouse, pop concerts at the Rainbow Theater and a gala variety concert with top European artists at the Albert Hall. In addition, there will be stage, film, record and ballet presentations. Television coverage of the festival will bring the Fanfare for Europe into millions of homes.

As well as the music and drama events, there will be a whole range of sport fixtures and a Miss Europe beauty contest.

**RIAP Raises Then Lowers Album Price**

**MANILA**—The Record Industries Association of the Philippines (RIAP), which formally notified dealers on Oct. 15 of a price hike for albums, withdrew the notification a week later.

The reversal conforms with the campaign of President Ferdinand E. Marcos to lower the prices of prime commodities in an effort to stop price spiralling.

The original price hike of one peso was also approved by the Philippines Recording Industry Association (PRIA).

The PRIA was also attempting to convince the RIAP to raise the wholesale price of singles from 125 to 150 cents. The singles are the only commodities in the Philippines that have not been increased in price over the past 20 years.

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**From page 67**

Currently recording a new album are Primavera pop group Shampoo. Hebra has released an album of 12 reggae songs by Laurel Atkin.

Arcade Records' Kurt Fleming is scoring well in Belgium with his album "The Golden Voice." Fleming is set to star in a U.S. film based on the life of the late Schuyler and Syrinx of France. He has formed a jointy owned music publishing venture with Swiss publisher Solano.

Primavera's 16-year-old singer Savoy released a 20-minute version of the Buffy Sue-Marie song "I'll Keep Standing By." Jack Dell formerly of The Ballyhoo.

Dan Luckman is scoring with here the RKM and is planning an album with Flamenco Moog. Also for RKM, Denny and Dover have recorded "Highway Songs" with producer Silvain van Holmen.

Ambly Tree's new single "Standing in Primavera's "Zoeten naar Liefde." AL DE BOECK

**RIO DE JANEIRO**

Amalia Rodrigues, Portuguese singer, appeared at the Canecao Restaurant. Oden released an LP "Amalia Con Que Vou" to coincide with the visit. Antonio Carlos Jobim is recording his first Brazilian producer album which made five in the U.S. Roberto Corbo, perhaps Brazil's best-known Portuguese artist, is touring Portugal and the U.S. in the U.S. he will appear at ABC and Worst and Newer, N.J., where there are Portuguese-speaking communities.

Poetry reading is in vogue in the Rock's ballrooms, and the life is concentrated with poet Gaston Faradays and his group "Vanderlees" who moved from CBS to Philips and appeared at the M. Puji nightclub.

HENRY JOHNSTON

**SANTO DOMINGO**

Singer Rhina Ramirez (UA Latino) booked the Mike Doug- lish for three nights at the Waldorf Astor-
a New York. The album's LP will be recorded in Brazil on the Capoblanca label represented by UA Latino in Brazil. The album will include four Brazilian songs and Dixieland and other Latin compositions. Puerto Rican singer Yolanda Moncada who has recorded on channel 4 on the "Show del Moncada" will be presented.

Rafael Solano (Kubaney) is pro-
ducer of new TV program "Letra y Música," on the TVRTV channel 4. Rafael So-
lano and his group recorded a single "Lavet al Par" (Go in Peace) with singer Lopez on the Cubare label pressed by Pat-
biola (Francisco de Lisboa Fabiola, CAXA).

Fonseca Roy Dominican recording artist who was awarded the "Debate 1972" contest which took place in the Dominican Republic and included artists from other Latin countries. The new release has include: Mexican singer Jose Jose's (RCA) new LP from which he has two singles. "Temo" (F) Continue Being Yours) and "El Programa de Ricardo Montezemolo." (ITV) by Victor Yturbe on Philips and has "Benito El Pueblo El Bal-
enzulo" (Esto Caliente) (ITV) by Tito Soto (Vico Records). "In-
comprendida" (Misunderstood) by Spanish singer Isabel Rivers (Bosworth).

Dominican composer Radihmes Reyes Alfon was awarded a trophy for the best song of the continental artists in Puerto Rico. The event took place at the San Juan Hotel in Puerto Rico. The Second Folk Festival was held at the Divi-

tor Society and the National Conservatory of Music. Twenty-eight tunes were chosen to be presented out of which 12 finalists were chosen to be included in an album recorded by AMUCABA. The funds from sales of this LP will be used to support "The Winner of the "Show del Moncada." The event was hosted by AAA and sponsored by "Vayase." Tito Soto cuenta con el apo-

--Continued on page 69--
Executive Funtable

**Emerson-Suits Over Royalties**

NEW ORLEANS—A trial date of December 18, 1972 has been set in U.S. District Court here for a suit in which former songwriter, clinician Pete Foust, against Decca Records and its Coral subsidiary.

The suit charges that Coral infringed on some composition royalties due Foust in compensation and alleges that Coral has refused to pay the amount which, according to Foust, should have been paid to him in accordance with the terms of his agreement with Coral. Foust claims that he is entitled to the royalties for compositions which were written and recorded by him and which were issued on Coral records.

The suit is the latest in a series of lawsuits filed by Foust against various record companies over royalty disputes.

**Mazur Pushes LP Jacket**

NEW YORK—All Ode Records and, in turn, the U.K., under its own label. Up to now, all Ode-London material has been issued on A&M Records. The new deal means that all Ode on Ode will be Carol King's upcoming, "Rhymes and Reactions."

Mazur feels this will mean that new studio material from the producers is important, because "these names are well known and they're personalities in their own right."

**Studio Texas Signs With Crested Butte Records**

DALLAS — Studio Texas has signed with Crested Butte Records, Denver, Colorado, to distribute and promote its material through its outlets and radio stations.

"It should be of mutual benefit to both of us to give them the opportunities to increase their product and we get greater exposure in the market," said Borden. "Texas, a two-year old record and production company,以及 its books which acts exclusively into many of the major record companies and colleges and universities in the Texas, Oklahoma, Louisiana and Arkansas areas."

The company is also planning

**burlington, moore pac**

NEW YORK—Burlington Music, the new firm owned by Dave Deane and Mark E. Smoll, has signed an exclusive world-wide distribution agreement with Warner Bros. Records for the exploitation of its material. Negotiations for the deal are continuing between the two companies, as well as with Saucy Moony, the belting oldies and popular album cutters.

**Wxlo Push On Change**

NEW YORK—WXLO, formerly WORM-FM, is embarking on a major campaign designed to promote the station's change of call letters and its new theme. "Rock On," WXLO will be using ads in general interest press, radio, magazines, bus stops, city cards and on-air promotion.

Themoz-owned station, which caters to the 12 to 34-year-old market, will continue its "76" format at WXLO on Oct. 23 when they decide to change the format to a rock format. The WXLO station is being marketed by Jimmy Hilliard, who has signed an agreement with ASCAP, and LoVest Associates.

**Pepper-Tanner**

DALLAS—Pepper and Tanner, Inc., has ceased its recording activities in Dallas and has consolidated with its Memphis home office.

The local Pepper and Tanner label and equipment is being leased by a new recording company formed recently.

It is believed that Donald C. Allman and William D. Smith, Jr., who were former owners of the Temple II Studio in Dallas and a free-lance engineer, will form the firm.

**Fountain Sues Over Royalties**

**Chartwell Sues Over Bart Fees**

LOS ANGELES—Chartwell Artists has filed suit against agent Alvin Trotman for "overcharge.

The agency seeks payment of commissions allegedly owed from trotman for services rendered in connection with the top 40 market.

According to the studio producer, Mazur, the new deals with CBS-TV in New York, the company has already produced many albums for the top 10 market.

In addition to their recording efforts, the company also produces singles and commercials.

**HITS OF THE WORLD CHART**

The Hits of the World Chart, which normally would appear in this section, will not run this week due to unforeseen circumstances. Hits of the World will appear in the next issue, November 18.
<table>
<thead>
<tr>
<th>TITLE</th>
<th>Artist (Producer)</th>
<th>Label</th>
<th>Number (Distributing Label)</th>
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<tbody>
<tr>
<td>I CAN SEE CLEARLY NOW</td>
<td>Johnny Nash (Johnny Nash), Epic S-10092</td>
<td>$54</td>
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<td>NIGHTS IN WHITE SATIN</td>
<td>Dusty Springfield (Dusty Springfield), Motown 8002 (London)</td>
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<td>BABY PLEASE DON'T GO</td>
<td>Sarah Vaughan (Sarah Vaughan), Capitol 2667</td>
<td>$12</td>
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<td>I'LL BE AROUND</td>
<td>Sinners (Tom Bell), Atlantic 2904</td>
<td>$11</td>
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<td>GARDEN PARTY</td>
<td>Rick Nelson &amp; The Stone Cross Band (Rick Nelson), Decca 29860 (UK)</td>
<td>$26</td>
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<tr>
<td>MY DING A-LONG</td>
<td>Mel's Harmony, Edwards, Chess 2190</td>
<td>$9</td>
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<tr>
<td>I AM WOMAN</td>
<td>Helen Reddy (Jay Sebring), Capitol 3505</td>
<td>$23</td>
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<td>CONVENTION '72</td>
<td>Tangerine Dream: Coryn &amp; C. Konowitz, Self-Produced, Maxima 525</td>
<td>$14</td>
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<td>VITCHY WOMAN</td>
<td>Aretha Franklin, Atlantic 11708 (London)</td>
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<td>LISTEN TO THE MUSIC</td>
<td>Double Brothers (Ted Templeman), Warner Bros. 7169</td>
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<td>IF I COULD REACH YOU</td>
<td>Elton John, RCA 74075</td>
<td>$12</td>
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<tr>
<td>PAPA WAS A ROLLIN' STONE</td>
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<td>BURNING LOVE</td>
<td>Elvis Presley, RCA 74074</td>
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<td>GOOD TIME CHARLIE'S GOT THE BLUES</td>
<td>Bobby Blue Bland, Stax 9009 (UK)</td>
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<td>SUMMER BREEZE</td>
<td>Son &amp; Croft (Leroy Stewart), Warner Bros. 7165</td>
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<td>THUNDER AND LIGHTNING</td>
<td>Chico Buarque (Tovey French), Columbia 45454</td>
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<td>STARTING ALL OVER AGAIN</td>
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<td>YOU OUGHT TO BE WITH ME</td>
<td>All Green (Willie Mitchell), CT 227 (London)</td>
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<td>I BELIEVE IN MUSIC</td>
<td>Delaney &amp; Bonnie &amp; George Tidwell, Sonet 2289 (Buddah)</td>
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<td>SPACE MAN</td>
<td>5</td>
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<td>VENTURA HIGHWAY</td>
<td>America (America), Warner Bros. 7161</td>
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<td>I'M STONE IN LOVE WITH YOU</td>
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<td>ELECTED</td>
<td>Alice Cooper (Bob Ezrin), Warner Bros. 7161</td>
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<td>IT NEVER RAINS IN SOUTHERN CALIFORNIA</td>
<td>Albert Hammond (D. Airfelt &amp; A. Hammond), MCA 79011 (CBS)</td>
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<td>AMERICAN CITY SUITE</td>
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<td>LOVING YOU JUST ACROSS MY MIND</td>
<td>Jim James, Specialty, Capitol 3991</td>
<td>$5</td>
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<tr>
<td>OPERATOR (That's Not the Way It Feels)</td>
<td>Jim Croce (Teddy Cuttone &amp; Tommy West), ABC-Dunhill 6289 (UK)</td>
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<td>FUNNY FACE</td>
<td>Don Drysdale (Chet Silver's Delight 17499)</td>
<td>$17</td>
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<td>CRAYZY HOUSES</td>
<td>Donald (Michael Lloyd &amp; Alan Goldman), KMG 1449</td>
<td>$14</td>
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<tr>
<td>SOMETHING'S WRONG WITH ME</td>
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<td></td>
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<tr>
<td>BABY DON'T YOU DO IT</td>
<td>The Band (The Band), Capitol 4303</td>
<td>$29</td>
<td></td>
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</tbody>
</table>
GRAND FUNK
PHOENIX
SMAS 11099

RISING!
For a group that doesn't sound a bit like T. Rex, Lindisfarne's mercurial rise to stardom has been nothing less than Lindisfarntastic!

In just two years, these five Tynesiders have virtually taken their native England by storm, creating scenes of unprecedented mirth, dancing and all sorts of musical disruption wherever they play. In a very short time, Lindisfarne have singlehandedly put the "goodtime" back into English music.

Among other things, Lindisfarne were voted Britain's Best New Group by Melody Maker, Record Retailer and Disc Magazines, and they quickly proceeded to top that amazing feat when their first two albums, Nicely Out Of Tune and Fog On The Tyne, as well as their captivating single, "Lady Eleanor," soared SIMULTANEOUSLY to the very top of the English charts. And just a few weeks ago, "Lady Eleanor" was voted the Best Single Of The Year in Melody Maker's 1972 Pop Poll.

Now the same sort of exuberant rocking that delights their audiences in live performance has been captured on Dingly Dell, Lindisfarne's latest and definitely most delightful album yet. Produced by Bob Johnston, Dingly Dell marks a new musical direction for Lindisfarne. Inspired by the thousand nameless tunes sung 'round the pubs over friendly pints, the heavy folk flavor heard on their two previous albums takes on a more rockin', funkier feel with Dingly Dell, which went straight into the Top Twenty of the British charts immediately upon release.

Find out what a good time sounds like on the new Lindisfarne album, Dingly Dell. And see Lindisfarne live on their second American tour to find out what a good time feels like:

November 3 Capitol Theater/Passaic, N.J. (with The Kinks)
November 4 University of Virginia/Charlottesville, Va. (with The Kinks)
November 5 Constitution Hall/Washington, D.C. (with The Kinks)
November 8 The Spectrum/Philadelphia, Pa. (with The Kinks)
November 9 Stockton St. College/Pomona, N.J.
November 11 & 12 Orpheum Theater/Boston, Mass. (with The Kinks)
November 17 Philharmonic Hall/N.Y.C, N.Y
November 18 University of Notre Dame/South Bend, Ind. (with Yes)
November 19 Kent State University/Kent, Ohio (with Yes)
November 21 New Haven Coliseum/New Haven, Conn. (with The Beach Boys)

ALSO AVAILABLE ON ELEKTRA 8-TRACK AND CASSETTE.

ELEKTRA RECORDS, a division of Warner Communications, Inc., 13 Columbus Circle, New York City, 10023
**POD**

**DAVID BOWIE**

*Sweet Surrender.*

The most literate rock track (also a single) penned by producers Dennis Lambert and Mike Howland's odd macabre mix of rock and pop makes you forget that you're listening to a record. The lyrics are a masterwork of subtlety, and the overall effect is one of pure delight. This is a standout.

**TONY ORBAN**

*One More.*

Orban is the man behind these tunes, and his work here is superb. The songs are well-crafted, with a focus on melody and hooks. The vocals are strong, and the overall sound is very polished. This is a must-listen for fans of melodic rock.

**GINGER ROGERS**

*All About Us.*

This album offers a mix of pop and rock with a strong emphasis on melody and harmony. The vocals are powerful and the instrumentation is well-executed. The mix of old and new sounds is well-balanced, making for a very enjoyable listening experience.

**JEFFERSON AIRPLANE**

*One More.*

The band's signature sound is on full display here, with a mix of guitar riffs, percussion, and vocals that create a unique and identifiable sound. The lyrics are thoughtful and the overall sound is very engaging. This is a must-listen for fans of the band.

---

**POD**

**STEVE MILLER BAND**

*Anthology.*

This collection is a must-have for fans of the band, with a mix of classic hits and lesser-known songs. The production quality is top-notch, and the overall sound is very polished. This is a great representation of the band's career.

**ROBERT THOMAS VELLINE**

*Title of the album.*

The album is a mix of pop and rock with a strong emphasis on melody and harmony. The vocals are powerful and the instrumentation is well-executed. The mix of old and new sounds is well-balanced, making for a very enjoyable listening experience.

**ROBERT THOMAS VELLINE**

*Title of the album.*

The album is a mix of pop and rock with a strong emphasis on melody and harmony. The vocals are powerful and the instrumentation is well-executed. The mix of old and new sounds is well-balanced, making for a very enjoyable listening experience.
<table>
<thead>
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<th>WEEK</th>
<th>WKS ON CHART</th>
<th>THIS WEEK</th>
<th>LAST WEEK</th>
<th>Artist</th>
<th>Title, Label, Number (Dist. Label)</th>
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<td>1</td>
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<td>Curtis Mayfield/Soundtrack</td>
<td>Superfly Capital S 5013 (Buddah)</td>
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<td>2</td>
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<td>Cat Stevens</td>
<td>Catch Bull at Four Warner Bros. 73319 (London)</td>
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<td>2</td>
<td>Moody Blues</td>
<td>Days of Future Passed Decca DEX 2102 (London)</td>
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<td>Temptations</td>
<td>All Directions Epic RS 49465 (Motown)</td>
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<td>Michael Jackson</td>
<td>Ben M 755 L</td>
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<td>The Band</td>
<td>Rockin' Robin Capitol S 11046</td>
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<td>Close to the Edge RCA LP 32204 (Atlantic)</td>
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<td>Chuck Berry</td>
<td>Lover, Lover Capitol S 2440 (Paradise)</td>
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<td>Rod Stewart</td>
<td>Round a Dull Moment Mercury M 16464 (London)</td>
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<td>Sparks</td>
<td>Can The Can Polydor 14551 (Paradise)</td>
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<td>Chicago V</td>
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<td>Mac Davis</td>
<td>Baby Don't Get Hooked on Me Columbia KC 31720 (London)</td>
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<td>Leon Russell</td>
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<td>John Denver</td>
<td>Rocky Mountain High Capitol S 8577 (Paradise)</td>
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<td>Ulp Man</td>
<td>Brief Heat Mercury SP 1640</td>
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<td>15</td>
<td>Carole King</td>
<td>Beautiful Boy Epic SS 15871 (CBS)</td>
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<td>Phil Keaggy</td>
<td>Touch a Young Life CBS SR 2012 (Crest)</td>
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<td>Seals &amp; Crofts</td>
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<td>Chicago VII</td>
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<td>The Righteous Brothers</td>
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<td>Richard &amp; Alan</td>
<td>It's Too Late Columbia KC 31730</td>
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<td>O'Jays</td>
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<td>Temptations</td>
<td>I'll Never Love Again Epic SS 15874 (CBS)</td>
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<td>This Time I've Hurt You Epic SS 15875 (CBS)</td>
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<td>Three Little Birds Epic SS 15877 (CBS)</td>
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<td>O'Jays</td>
<td>Back Stabbers Epic SS 15885 (CBS)</td>
</tr>
</tbody>
</table>

**FOREVER ENDING NOVEMBER 11, 1972**
The Mott the Hoople album is full of outrageous music. Produced by David Bowie.

The dudes are sweeping the country.

On Columbia Records
Daniel Boone's newest single, "Annabelle" (73333), is shooting for a chart spot even higher than "Beautiful Sunday" (73281). Daniel Boone's new album featuring "Annabelle" and "Beautiful Sunday" is on the charts—and climbing.

FROM PENNY FARTHING RECORDS
From the Mercury Record Corporation Family of Labels/Mercury, Philips, Vertigo, Dial, Mister Chad.
A Product of Mercury Record Productions, Inc., 35 East Wacker Drive, Chicago, Illinois 60601
**Pop**

**Also Recommended**

- **Carole King**—Bitter with the Sweet?/Been to Canaan (2.24/3.37)
- **Christine Perfect**—Warm Hands/Our God (3.43)

**Soul**

- **Consel**—*It's All Over Now* (2.31)
- **Curtis Mayfield**—Superfly (See Pop Pick)

**Country**

**Also Recommended**

- **Joe Diffie**—**That's What I Like** (2.11)
- **Vernon Green**—**I'm Over It** (2.15)

**Hot Chart Action**

**1040 stations playing it;** "46 That's How Love Goes" (Jermaine Jackson) with only 2 top 40 listings; "84 Me And Mrs. Jones" (Billy Paul) with only 6 listings; "51 Let It Rain" (Eric Clapton) with only 6 listings; "63 No" (Budwig) with only 5 listings; "67 What Am I Crying For" (Dennis Yost & the Yost Brothers) with only 4 listings; "We Can Make It Together" (Stevie & Eydie) with only 2 listings; "69 Wedding Song" (Petula Clark) with only 1 listing; "76 One Night Affair" (Jerry Butler) with only 2 listings; "76 Go All the Way" (Perry's) with only 1 listing; "80 hometown" (Dunbar/Cirrus, Screen/Seaboard) (Screen/Semple, BMI) with info available.

**CONVENTION**—Delegates to Mainstream (*9 from 26). The novelty of the year, goes top 10 as it continues to pick up top 40 radio with additions from N.Y., O.C., Portland, N.Y., Boston, Chicago, Dallas, Memphis/Nashville, Indianapolis, Hartford, Buffalo, Omaha. Other markers registering large jumps include Cleveland, Atlantic, in N.Y., Houston, Portland, Phoenix and Charlotte. With a total of 20 markets of 40 checked listing; Top 15 dealer sales now include: N.Y., N.O., D.C., N.Y., Dallas, Ft. Worth, Milwaukee, Miami, Seattle, Memphis/Nashville and Houston giving it 19 of the 21 markets checked. Added dealer response in N.Y. and Atlanta giving it a total of 21 out of 21 markets in sales.

**CORNER OF THE SKY**—Jackson 5 (Motown) (42 from 57). ... it got off to a slow top 40 radio start but now it is going strong with additions in Detroit, St. Louis, D.C., Memphis/Nashville, Birmingham, Albany, also in N.Y., N.O., D.C., New York, Seattle and Arizona for a total of 12 of the 40 markets checked. Top 15 dealer mentions in N.Y., N.A., as well as sales activity in all the markets with exception of the Baltic.

**NOTES**

- Look for 20-40 grammer's and listen to the music (and sales reports)! There are several super heavy, commercial records being ignored as they move slowly and consistently up the Hot 100. Nearly every time the chart moves up to the end of the week, there is the strong possibility of MOR, County and Soul programming. If you are checking sales in your respective markets how about "237," "I'm Ready For Love With You," (Stylistics) with only 10 of the 54 top

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**90000*90000**

- **Carlton**—**The Lady** (2.10) (writer: Ronny & the NotFoundException; ASCAP/Screen/Semple, BMI) with info available.
- **10000036**
- **21000051**
- **55000001**
THE WORLD IS A GHETTO

THE NEW WAR SINGLE
Moog Hails Electronics
Continued from page 1
In Williamsburg, N.Y., sees a "healthy growing trend" for electronic music. He commented: "The potential of electronic music and the synthesizer were brilliantly illustrated in Walter Carlos', 1968 release, "Switched On Bach."
But even at the height of that album's astounding sales rate, only two of three electronic music albums appeared on the Top LP list. However, in the current chart, there are four albums in this Top 10 classical listing, all done by Carlos and his amazing synthesizer. One of these is a reissue - original music, while the other two are made up of the television and movie score albums using electronic music. And on the Top LP albums list, we see at least 10 percent of the records are electronic synthesizers, the synthesizer in unimaginable, thoroughly musical ways..."
-- "Switched On Bach."

**Rock Bank**
Continued from page 1
One record company executive felt the synthesizer was not doing enough today to help sell just one record. On the other hand, an independent distributor said a small label approached him with a demand for "front money" of nearly $25,000 in order to get the line. "And the last thing an independent distributor can afford today is a hunker," he said.
Rogar said that the independent distributor was suffering from "worst of all possible worlds," young people now coming into the record business. They've heard so many stories about record distributors not paying labels that the are "scared to go with independent distributors and go, instead, to the major labels to handle their product through production deals or distribution of their own labels."
Rogar pointed out that 50 percent of the distributors are really eager to see his company succeed. "It's tough to make believers out of them all," he said. "But thousand-dollar partnerships are not going to make any company. But then, no sales, no revenues. So, why not sell the industry this they have for to their product too much of product of our own production."
So, I can see the present situation being worse. Because major labels are now attracting "the gold mine" from the independent distributors to get their distribution.
For the independent distributor, the case is clear: they've got to go with the major labels to have a shot at all. That will happen, of course, or new and not profitable, but is their the right thing to do? And the answer is yes. But, why are the independent distributors moving toward the majors as a result of these trends?"n
**ASCAP, ABC in Accordance**
Continued from page 3
$3,500,000. 1975 -- $7,300,000. 1976 -- $11,330,000. If ASCAP and either CBS or ABC enter into a licensing agreement that differs from the existing agreement, ASCAP has agreed to give ABC notice of this fact. In this radio field, ABC has the sum of $70,000 in full settlement of the account of KABC for the period Jan. 1, 1969 through May 31, 1972. ASCAP will also refund the sum of $36,000 in full settlement of the account of KABC for the period Jan. 1, 1964 through May 31, 1972. Subject to the re- funds, ASCAP and ABC have agreed to release each other from any and all claims relating to fee for KABC and KGO for the period Jan. 1, 1969 through May 31, 1972.
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HOWLIN' WOLF / IKE & TINA TURNER/B.B. KING/LITTLE RICHARD/ MATTHEW & PETER

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