U.K. Retail Sales
Leap; 'Up' on Yule
By PAUL PHILLIPS
Staff member, Music Week

LONDON—A better standard of record retailing, an upsurge in the number of nontraditional outlets; "Tommy" did well. Some 199 on some 35 major radio outlets cross-country. A station in each market previewed the 80-minute set in its entirety, with strong retail support developing. The set was to determine which broadcarrier would get students and professionals at exclusive.

Coordination of the radio pre-
uerence was set by Marshall Blon-
stein, Ode sales-promotion vice president. Major users contacted by Bill-
board already reported great demand for the $12.98-listed ultra-deluxe two-record box. Distributors lik-
en the early impact of the album to its version of "Concert for Banga Desh" and "Jesus Christ, Super-
star" in recent holiday season.

Ode creative services director Jerry Butler stressed the album's national point and radio advertising cues have already been set. Small, strong retail planning is being placed on widespread distribution of in-store display kits already adopted from the graphics of the album's libretto booklet.

Billboards are currently up for "Tommy" in Hollywood and Lon-
don, where the album was released Oct. 30, and a "Tommy"-related promotion includes a briefing with the London Symphony Or-
chestra and a stellar rock cast including Peter Townsend, Ringo

500 at Bustling
Loyola Campus
Radio Sessions
By EARLE PAIGE

CHICAGO—Student response to the Loyola University Regional Fall Conference for College Radio, sponsored by that school's WLUC, was reflected in a strong turn-out and animated participation by students in exhibits and workshops.

Since its inception, the Loyola affair has grown steadily, with this year's event drawing nearly 500 students, many from campuses well beyond the Midwest area. Stations in New Mexico, New York, Penn-
sylvania and other relatively distanced areas were represented, with many schools sending unusually large delegations to the event.

Record company representation was also heavy, reflecting the increased involvement of the professional music industry with college radio. Companies represented included A&M Records, Arleni Rec-
ords, Atlantic Records, Avco Rec-
ords, Capitol Records, Capricorn Records, Claron Records, Decca Rec-
ords, Dunbar Records, Elektra Records, London Records, Motion Records, RCA Records, United Artists Rec-
ords and Warner Bros. Records, while independent promotion man Paul Brown also attended.

Promotional activity at the con-
ference ranged from distribution of albums and supportive promotional material (Continued on page 22)

Dismiss DJ's
Obscenitysuit
WASHINGTON—The Justice Department has "authorized" the U.S. attorney in Norfolk to dis-

(Washington Post, Oct. 7)

Chappell in Hot Streak
By PAUL ACKERMAN

NEW YORK—Chappell Music's development of writers and artists during the past several years is now paying off strongly—its the publishing firm's copyrights are-

(Continued on page 65)

Creedence Gold
Credence Clearwater Revival
The originals.
All Gold, all over 1 million units in sales.
Proud Mary Down On The Corner Bad Moon Rising I Heard It Through The Grapevine

The Midnight Special Have You Ever Seen The Rain? Born On The Bayou Suzie Q

Creedence Gold
(Fantasy 9418)
On Fantasy Records and Tapes
Tapes distributed by GRT

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The International Music-Record-Tape
Weekly

December 2, 1972 $1.25

TAPE/AUDIO VIDEO PAGE 25

HOT 100 PAGE 70

TOP LP5 PAGES 72, 74

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Weekly

December 2, 1972 $1.25

TAPE/AUDIO VIDEO PAGE 25

HOT 100 PAGE 70

TOP LP5 PAGES 72, 74
On the first three days of Christmas my true love gave to me:

three French hens

two turtle doves

and

115,000 copies of

"The Little Drummer Boy"

By the Pipes and Drums and Military Band of

the Royal Scots Dragoons.

And those 115,000 copies were all sold within three days of "Little Drummer Boy"'s release in England. "Little Drummer Boy" (74-0061).

From the same good people who gave you "Amazing Grace."

Imagine where the numbers will be by the twelfth day of Christmas.

The Pipes and Drums and Military Band of the Royal Scots Dragoons are part of The RCA Experience.
**UDC's Lipton Traces 600% Volume Hike First 2 Years**

**BY NAT FREEDLAND**

LOS ANGELES — In the first year since they joined UDC Distributing, the Gurus have almost doubled Lipton, newly elevated to presidency of the United Artists distribution

With another Polygram-owned record label, the move is a cornerstone to switching to UDC in August, all that had been involved in building of UDC revenues in the next 12 months, Lipton predicted. And, according to the chairman, in volume has spiraled expansion throughout the UDC operation since last Oct. 15. "We have hired a traffic expert and a top analyst to study ways of streamlining the costs of our shipping and warehousing," said Lipton. "As much as possible, we are seeking to drop- ship orders in big blocs right from the pressing plants."

"And, the conversion to data processing is in process with the Los Angeles catalog in the system, the computerized record-keeping in Feb. 1980, and time distribution regional offices wiring the system at 90-day intervals. The new 760,000-square-foot regional hub house in Hollywood was designed from the ground up for mechanized order-shiping, thus system processing and shipping time by half, said Lipton.

Manufacturing Records

UDC is also looking into the hosting the Germain engineers and tech-
What's Your Pet Peeve?
(The above question was put to persons in various segments of record trade for an inquiry.)

Andy Anderson, Record Center, Chicago: "Bad lines of communication between us and the manufacturer. We are usually the last to know about a new release. We usually hear it from a customer unfortunately. 'Sr. Mary Elephant,' a cut from the Cheech and Chong LP, was out two weeks as a single before we knew it and for two months before that. Wally Phillips, WGN, Chicago had bought it and building a demand. The promotion man today gets it on the air before normal channels of distribution know about it.

Dot Morris, Flip Side, Columbus, Ohio: "I'm only in retail since March, but radio stations get releases two or three weeks ahead of us. It's mostly sales.

Cliff Green, Cliff's House of Hi-Fi, Boise, Idaho: "Supermarkets and retail stores that handle everything including records. As a re-
fault 20 years, instead of that we are fighting the greater volume and money of the rack jobber. But why don't manufacturers promote such specialized catalog as jazz and classics, which inventory these rack stores must have. Local area not being racked..."

Karen Barnett, The Music Inn, Evansville, Ind.: "Defectives seem to be increasing. In the two and a half years I've been at the store, we seem to be getting more labels off-center; wrong labels and LP jackets.

John Cohen, Disc Records chain, Cleveland, Ohio: "Failure of the record business to consider free-standing store chains as a new category in retailing. Manufacturers still consider the chain stores and dollars stores because we stock a full line of records. We're too, in that we have in a part, the muill operator, who automatically takes out a percentage of our volume. We are different, too, in that we don't pay a flat discount on records in tape in places where customers are guaranteed to be..."

Reed Denton, Joey's Stereo Inc., Lake Country, Wis.: "We are getting new tapes. Customers come in two or three weeks before we hear of them. They're available, but we lose them.

John Esposito, Record Shop, Parma, Ohio: "Record companies keep coming to us when they have products out on the road. There's so much good product out there now, albums by the Camaldels and the Harmonys don't release in their old catalogs. Candy Macauley has a new LP. We bought 10,000 of them and then the Tocs on 40 stations. It is the same with the industry. Everybody in this thing has forgotten about this important kind of product..."

Ruth Heidbreder, Ruth and Ray's Records, Great Bend, Kan.: "Call store salesmen even more important today. They buy in bigger lots in order to get a better price. We can only fight them by handling things like oldies, which they won't stock."

Joe Lefler, Wallic's Music City chain, Los Angeles: "Radio stations often give away free records to get the store. Our only recourse is to call the distributor to find if they're going to put the release on the shelf."

Jim Buckler, Record City, Tampa, Fla.: "We work for both the wholesale price we buy and the list prices, there are dis-

difficulties sometimes. Some of the labels only carry a gold price on the backbone of the LP. This helps some.

WB Pub Deal

The WB publishing arm of Warner Bros. Music Publishing recently con-
cluded catalog representation deals with U.S.再到 record stores, among them the Orange County, Chicago, and Bowens. Warners has also acquired others from such departments as catalogs.

ISAAC HAYES receives the top award at the 1972 bi-annual BMI Awards ceremonies in Memphis. Left to right are: Frances Presticion, vice president of BMI; BMI president Edward Greenspan;-label president Al Jackson Jr., and Willie Mitchell in accepting an award from pres-
dent Ed Cramer.

America's Best

Fantasy Adds Milestone Line

BERKELEY—In a joint an-
nouncement by Fantasy Records president Saul Zaentz and International
Gimbil, president of Audiofidelity Records, it has been confirmed that Fantasy will take over pro-
duction, packaging and distribution of the Milestone line in the United States and Canada, effective immediately. The sub-license agreement for the U.S. and Ca-
nadian rights to the Milestone cata-
log and current artist roster was negotiated by Fantasy with the British firm Locle.

In addition to new recordings by Milestone contract artists such as Sonny Rollins, McCoy Tyner, Joe Henderson, and Miles Davis, Fantasy will expand the catal-
y by releasing reissues of the re-
cently acquired Riverside masters on Milestone. It is expected that the Milestone project will come out as "Two-fers," which has proved so successful. Fantasy has the Prestige jazz releases.

Milestone Records was formed in 1966 by Orrin Keepnews and in 1970 became a division of Audiofidelity Enterprises, with Keepnews remaining as head of the label. A few weeks ago Keepnews joined Fantasy as jazz s&c. head. He will be directly responsible for all Riverside and Milestone and will handle the sub-licensing agreements for both labels.

The combined catalogs of Fan-
ystic, Prestige and now Milestone make the locally based manufac-
turer the front-runner in jazz rep-
ertoire domestically.

Utal Deal With Garrett

NEW YORK—Bell Records president Al Zanetti has signed a long-term production deal with vet-

er producer Snuffer Garrett. The agreement calls for Garrett to produce the acts of Warner

Records. The deal will be handled through the Warner Music Enterprises all the new att-

chments by Warner. The producer will be released on Bell and will include a special Snuffer Garrett logo. The first single on Bell "The Night the Lighthouse Went Out in Georgia." This will be-cause

lence, will be released immediately.

Ecology Spec Stars Denver

NEW YORK—RC A's John Denner will be featured in a TV spec-
tical on NBC for airing in mid-January. The program is an ecology documentary tracing the demise of the big horn ram in America and Canada. It will be shown nationally on the World TV network and locally on Metromedia's Channel 5.

Flurette Formed

NEW YORK—Flurette Rec-
ds has been formed by the label's president, Al Cazarenko, that the label will move to offices in "Nostalgic, Mood," by Dick Durum, will be released by the end of the month and will be loc-
ed in Claymont, Del.

The FORBES weekly music chart for the week ending Dec. 4, 1972.

AT THE BMI awards dinner in Memphis, left to right is Al Jackson Jr., and Willie Mitchell in accepting an award from pres-
dent Ed Cramer.

DOUBLE AWARD winners Thomas Bliss, left and Linda Cred, center.

EXECUTIVE TUMBLE

Warner Bros. Records has appointed nine regional marketing managers who will coordinate sales and promotion services on the regional and branch level. The managers are: Al Frontier, Cleve-


Bob Regehr has been appointed the new post of director of artist relations and development for Warner Bros. He will be in charge of a department expanded from his previous artist relations assignment. Ron Needham has been upped from WEA salesmen to Southern district supervisor for the new department.

Tom Parent, formerly with WEA in Chicago, is Midwest supervi-

sor. Peter Turner has been named to assist Alan Rosenberg in the thre.

sider, Bennett, president of the company. Glenn Shaw in the West Coast branch and Shelley Cooper has been promoted to national artist relations coordinator, assisted by Carl Scott.

FIN-bottom, SILER

Jerry Fine has been named vice president in charge of na-

tional Promotion at Chicago Records. His action takes over the position which has been vacated by the resignation of Steve Cohen, national Promotion manager. Mike Alhadeli, Seattle promotion manager, moves from Mercury. Rec-

dos to ABC/Dunhill. Mel Thompson has returned to Mercury Records. John Sullivan, formerly with Warners, is the new West Coast manager for Mercury in Denver, most recently was a manager for Skaggs Drug in Colorado. Dan Bottstein, having re-

cently exited the editorial department at Billboard, has been free-

sandy Siler has been named to the East Coast regional promotion staff at Bell Records. Prior to joining Bell's N.Y. offices, she promoted the label in San Francisco through H. R. Basford.

Shamt, SILEY

John Ward Jr. has joined Columbia Pictures Cassettes as vice-

manager of marketing. Prior to his joining the company, Ward was vice president and general manager of Future Resources and Development, Inc. Clarence B. Finny has been appointed general sales manager, consumer products division, Motorday, Inc. He will be responsible for all domestic sales. Simon Schmidt has been appointed director, eastern Mediterranean op-

rations, for CBS Records International. Schmidt, currently man-
ing director of CBS Israel, will continue to operate in Tel Aviv.

Saul Greasy has been appointed merchandising manager and distribute manager for Allied Radio Stores. Operating out of Fort Worth, Tex., he will supervise the activities of seventeen stores.

Joseph H. Burleigh has been named central region franchise man-

ager for Radio Shack Franchise Manager.
After their first two hit albums and their incredible national and international tours, the New Riders of the Purple Sage are at it again. With "Gypsy Cowboy," the notorious, rocking new, New Riders album: wanted by hundreds of thousands of NRPS fans.

On Columbia Records® and Tapes

**TOUR ITINERARY**

November 26, 1972—Sunday  
Newark State College, Union, New Jersey

December 1, 1972—Friday  
Capitol Theatre, Passaic, New Jersey

December 2, 1972—Saturday  
State University of New York, Binghamton, New York

December 3, 1972—Sunday  
University of Rhode Island, Kingston, Rhode Island

December 5, 1972—Tuesday  
Boston Music Hall, Boston, Mass.

December 7, 1972—Thursday  
Quinnipiac College, Hamden, Conn.

December 8, 1972—Friday  
Smith College (J. N. Green Hall), Northampton, Mass.

December 11, 1972—Monday  
Princeton Univ. (Alexander Hall), Princeton, New Jersey

December 15, 1972—Friday  
Ohio Theatre, Columbus, Ohio

December 16, 1972—Saturday  
Auditorium Theatre, Chicago, Ill.

December 19, 1972—Tuesday  
Ottumwa Coliseum, Ottumwa, Iowa

December 20, 1972—Wednesday  
Fox Theatre, St. Louis, Missouri

December 21, 1972—Thursday  
HOME
Cash Moves to Syndicated TV

**NASHVILLE** — Johnny Cash, who was somber over the recent sale under control of "others," will start production on a feature-length TV series under his own control.

The show, 30 minutes in color, will be set in a modern-day prison, where he wants. He made this clear in interviews with Sam Berns, president of the Carters, Carl Perkins, the Statler-Brothers, and others.

The program is sold to a sponsor, and will be placed in selected markets.

Add Mercury Promo Staff; Int Talint Lie

**CHICAGO** — Mercury Records has expanded its national promotion department to what is now a Sales and Promotion Department and acquired for U.S. release four acts from Europe following the recent trip by Mercury's Michael Steinberg, president, to the Phonogram Conference and Advisory Council meeting in Vienna.

Steinberg said the presentation of the emerging new phonogram is an increase in the areas of advertising and corporate meetings. At Vienna, Thorsten von der Heyttgen, president, Phonogram-England, Louis Smirnoffstratt, president, Phonogram-France, Okko Drachsdier, managing director, Phonogram-Germany, and Pontus Ljung, managing director, Phonogram-Sweden, announced that they will import from Italy, Spain and Austria.

Mumford, who was named national promotion manager in Detroit, is now taking a promotional manager for albums. The other four, all of whom are clerks, are: Dale Stein, promotion director Stan Blly, are Long John Silver, singles, and Andrew Hoff, and Frank Hill, country.

**L.A. Racker**

- Continued from page 3

business," Grrr added, "and we have found that FINDING is helping to meet the need. Even in the unlikeliest of places, one finds themselves as a self-advertiser. The consumer recognizes the need for what he needs in such a catalog. I think the key is that, once you have such a department you have, you can have everything and anything you can imagine. You can improve our service. We are in the business of making life more human than what it was before."

Grrr also pointed out that not all consumers could be served in the order of process because it's something brand new for them. Many, he said, are replacing items that are second hand in their collection but have worn out or otherwise needed replacement.

"We have been FINDING pretty much from the beginning," Grrr added, "and it's filling an important void." FIND is a subsidiary of BBF.

**FEDL. HONORS TO AL BELL**

**MEMPHIS** — Al Bell, chairman of the board of the Stax Records label and its parent company, Universal Records, has been named a National Pacemaker citation.

The citation, which is given to 50 U.S. Dept. of Commerce and Office of 50 Public Affairs Officers and Enterprisers, and honor the accomplishments of the group members who have established successful business ventures.

Bell, 32, was appointed executive production manager of Justice Records, Inc. in 1967. The organization was chartered with the goal of producing and promoting a million-dollar-plus catalog.

The album itself will be the first to be released on the company's label, and with the shooting for the full color album that has been sold. It is said that the album will be released as a double deal with "no blind spots." The success of the color album was costed at $15,000. Income will consist of 10 percent in every record in the form of the same name in the chain.

**Pride Sought For Movie Role**

**NASHVILLE** — RCA's Cholyt Price is seeking to do a starring role in a film to be produced by All Media Productions, the firm which did "Stomp."

It was learned that the firm has signed Diana Ross, and has been negotiating to deal with Price through her manager, Jack Johnson, and that nothing has been finalized.

Lipton Traces Volume Hike

- Continued from page 3

establishments of junior sales positions in New York for the purpose of their time taking retailer inventories, thus freeing regular salesmen to devote their energies to promoting and selling their national promotions. The individuals involved in the effort were Rick Gooler, national promotions manager for Surf, and Frederick Breslin, assistant national promotions manager for Surf.

The statements made by Lipton that sales have almost doubled in the U.S. for Polygram's DGG classical line following the expansion of UDC activity last October. Aside from holding the rights to market to retailers and of UDC sales are aware of the intent to make UDC a fully integrated national sales organization, the firm has one full-time classical sales representative assigned to each region.

Lipton explained, "The classical repertoire, the regular route salesmen perform for the local market, are somehow helping retailers to utilize their own resources more efficiently than they were previously.

Despite the expansion of UDC activity along all fronts, the distributorship is not seeking additional labels to represent, "UA's agreement with Polygram states that UA is only working on product of another manufacturer," said Lipton.

Lasker Eyes Lure

- Continued from page 3

basically is opening up another way to establish a new artist to the world in a way that the interest of the Top 40 stations and the radio stations of the world, that the field is a way to break new artists both in the U.S. and Europe, and to be able to put together some categories that were not being served.

We've acquired some masters from the Russians to produce on our line, and would like to continue to build traffic in artist, and also to sell our own record lines and this may help young people become interested in music.

The Atlanta office will be staffed by promotion men Bill Allen, and Scott Jackson in the R&B field as well as other promotion men in the regular ABC product. Writers will also be signed along with several new artists. Recording will be done in Atlanta, and we are looking at Philadelphia. Mark Hefner, vice president of artist relations, oversees the agreement.

Harmony Hut
In Lancaster

**NEW YORK** — Schwartz Brothers, Inc., retailer, distributor and recordjobber, has opened its fourth Harmony Hut outlet in Lancaster in four months. The store, encompassing 4,500 square feet, is located in the Park City Mall, Lancaster, Pa.

James Schwartz, president of the firm, said that the company also plans to open at least three additional Harmony Huts during 1972, including two in Boston and one in the Security Square Mall, Baltimore, Md., and one in the Niskayuna Mall, Springfield, Va.

The firm recently reported sales of $13,590,493 for the nine months ended Sept. 30, 1972, as compared to $13,200,987 for the same period in 1971.

DECEMBER 2, 1972, BILLBOARD
NEWMAN CONCERT
A GLORIOUS EVENT

By DON HECKMAN

It was the best of times at Philharmonic Hall Friday night, possibly the very best evening thus far in what is shaping up as a musically fascinating season. Randy Newman was the performer, and the funny thing was that he didn't even show up with any new songs. He did, however, bring out a 50-piece orchestra and proceeded to demonstrate that he is every bit as gifted an orchestrator as he is a songwriter.

Although the orchestral backings were essentially similar to those used on Mr. Newman's first and third record albums, it is the first opportunity we have had to hear them "live." And the clarity of detail, the obvious mastery of texture and density revealed in songs like "Davy the Fat Boy" and "I Think It's Going to Rain Today" suggest that none of the numerous superlatives applied to Mr. Newman's talents has been exaggerated.

His gifts have been compared by some reviewers (this one included) to those of Cole Porter, but I suspect that George Gershwin might provide a more accurate parallel. Like Gershwin, Mr. Newman has a mastery of the entire sweep of musical invention and architecture that is rare, almost to the point of nonexistence, in today's pop music world. And, taking it one step past Gershwin, Mr. Newman is also a brilliant lyricist.

Enough said. It was a glorious evening and a rare one. It was the kind of event that confirms even in these earthbound times that there are spirits among us who soar freely.

His albums.

Hear Randy Newman any time on Reprise Records and Tapes.
Motown presents the winners: 1972 Image Awards

“Lady Sings The Blues”—Best Picture
Diana Ross—Best Actress
Billy Dee Williams—Best Actor
Stevie Wonder—Record Producer of The Year
Nick Ashford & Valerie Simpson—Best Songwriter/Composer
The Supremes—Best Female Vocal Group of The Year
The Jackson 5—Best Male Vocal Group of The Year
The Temptations, “All Directions”—Best Album of The Year
Wallace Terry, “Guess Who's Coming Home”—Best Spoken Word Album of The Year

Listen to what's happening at Motown.
You'll hear the times change.
Motown presents the winners:
The best from the best.

Wallace Terry, "Guess Who's Coming Home"—A masterpiece of record documentary. Listen, and you'll understand.

The Temptations, "All Directions"—What can you say about the Best Album of The Year? Except that it contains their million-selling single, "Papa Was a Rolling Stone".

"Lady Sings The Blues"—Original Motion Picture Soundtrack Album. Great dramatic moments from Diana Ross' award-winning performance, as well as her long-awaited vocal interpretations of many Billie Holiday classics. A beautiful two-record set, including a full-color eight page souvenir booklet.

The Jackson 5, "Lookin' Through The Window"—Their latest and best. Also, listen to their newest single, "Corner of The Sky", from "Pippin".

Valerie Simpson, "Valerie Simpson"—The award-winning songs of Nick Ashford and Valerie Simpson, sung as only Valerie can sing them.

The Supremes, "The Supremes, Arranged and Produced by Jimmy Webb"—The best are, as always, Supreme in their newest album, which includes their exciting new single, "I Guess I'll Miss The Man", from the hit Broadway musical, "Pippin".

Stevie Wonder, "Talking Book"—Stevie Wonder's award-winning production is only part of this unique package. Listen to "Superstition", his chart-climbing single.

Listen to what's happening at Motown.
You'll hear the times change.
150th SPENCER STORE OPENS

NEW YORK—Spencer Gifts Retail Stores, Inc., opened a 150th store last week in the Smith Haven Mall, Lake Grove, Long Island. The national gift store chain, which began nine years ago, has opened a total of 50 new stores in the past month. About 25 additional stores are scheduled for 1973. Spencer Gifts is a wholly owned subsidiary of MCA, Inc.

Earnings Reports
SAM GOODY INC.

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Court in Wait-and-See Plan on Scott Pettion

NEW YORK—The Federal Referees Court of Boston, Mass., plans no immediate hearing on the Chapter XI petition filed in Boston Federal Court last week. (ILLUS. 11-25) by the Hi-fi components firm of H.H. Scott.

According to Referee Thomas Lawless, presiding over the case, the court is biding its time and waiting to see if the prospective purchase of the company actually materializes. Scott had literally been forced to file the Chapter XI petition after a number of its major creditors had filed an involuntary bankruptcy action against the troubled company.

Lawless said that Referees Court will go forward with the case as a Chapter XI, as this petition takes precedence over the involuntary bankruptcy action. “However,” he added, “if I decide that Scott will not be able to put through a successful reorganization plan, then I will have to process the case as a straight bankruptcy.

In the balance sheet submitted to the Referees Court by Scott, the firm lists its assets at $4.1 million, with liabilities of $5.7 million, including $2.5 million each owed to suppliers and banks.

Most of the firm’s assets are pledged to cover bank loans and credits guaranteed from Eastern Air Devices which holds options to purchase the company.

Scott’s failure to put a possible merger with EAD, plus its inability to raise a Federal Corporation $2.8 million loan, led to the filing of the Chapter XI petition.

Top Court Upholds Col

NEW YORK—The U.S. Supreme Court has refused to review a South Carolina Supreme Court decision involving Columbia Records and Custom Recording Co.

The decision in the case, granted Columbia a preliminary injunction which will have to process the case as a straight bankruptcy.

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Off The Ticker

Majestor, North Hollywood, Calif., reported an increase in sales of 63 percent for the quarter ended Sept. 23 and a 49 percent sales gain for the year to date over the comparable period last year. The company attributed its gains to improved product agreements—RCA being the latest record company to assign its open reel tape rights to Majestor—with additional performance in the duplicating and production divisions. S. Gerald Stone, chairman and president, said the company recovered its six-month loss in the third quarter and, although still showing a slight loss, expects to be in a profitable position by year end. “We’re pleased with sales in our duplicating division, and the third quarter results of the Stereophonic division indicates a strong interest in the open reel pre-recorded product,” Stone stated.

Majestor’s Jesse Seller, president, said he expects record sales again for fiscal year ended July 31. “Results for the year would have been substantially higher had it not been for disappointing fourth quarter,” he said. Seller added the poor quarter to “losses incurred by a discounted subscription and a softening of the consumer market.”

The company is reviewing its list of “with an eye toward replacing outlets which have only marginally contributed to the total.”

The Advert Corp., issued its fiscal report with 155,000 shares of 100 percent ownership, and after reaching the market at a price of $11.25 above par, the company will use the proceeds for new product development and other purposes.

Music (publishing) posted its high-est gross in its 45-year history and increased in gross and pretax operating profits for 1972 are expected for the music division. New music company incorporation: California: Gramsci Artists, Emberson Enterprises, Steely Dan Inc., Taffe Enterprises Inc., Sober Consulting and Jo-Deno Enterprises Inc., and Right & South Enterprises Inc., all in Los Angeles.

Who is Needom Carroll Grantham?

The Phil Spector Christmas Album is coming soon

NEW YORK—Bell Records is launching a massive exploitation program behind the film soundtrack of Ross Hunter’s musical production “Lost Horizon” for Columbia Pictures. The company’s advertising, publicity and promotion campa-aign is now being put together and will continue throughout the movie’s opening and nationwide distribution.

BELL PUSH ON HORIZON

NEW YORK—Bell Records is launching a massive exploitation program behind the film soundtrack of Ross Hunter’s musical production “Lost Horizon” for Columbia Pictures. The company’s advertising, publicity and promotion campaign is now being put together and will continue throughout the movie’s opening and nationwide distribution.

Moving? Please let us know 5 weeks in advance changing your address

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

The above table is from Billboard by Henry Allen, Fierce, Farmer & Smith, Inc. Members of the New York Stock Exchange and all principal stock exchanges.

The annual subscription rate is $1,743,750. To order a subscription or change your address, call your nearest Billboard office.

To subscribe to Billboard, call 216-520-6000. In Canada, call 519-676-6000. In the United States, call 212-763-2255.
TAKE A BREAK, NEIL.

We figured you deserved a little rest after your record-breaking performance at the Winter Garden and all the hard work you've been doing lately. And, too, we wanted to give you a little token of our appreciation for all the fine albums you've made for us.

WE THOUGHT DECEMBER MIGHT BE A NICE PRESENT.

Therefore, we've declared December NEIL DIAMOND MONTH, and you go right ahead and relax while we celebrate — with posters, give-away catalogs, and your brand new HOT AUGUST NIGHT album.

And have a Happy Christmas, too.

NEIL DIAMOND, ON UNI RECORDS, and now on MCA RECORDS AND TAPE.

MCA RECORDS
Nederland Has Healthy Gross and Attendance

NEW YORK—The Nederland theater operation, encompassing some 15 theaters over five states, has registered "very healthy gross and attendance figures for the past six months," according to Mac McCann, managing director of booking activities.

McCann said that the bookings

Jukin's Bone In 30-City Tour

NEW YORK—RCA's Jukin Bone have embarked on a 30-city tour of secondary markets, towns with populations of about 100,000. The tour dates are Duluth, Minn. (Nov. 23); Shenandoah, Va. (Dec. 27); Madison, Wis. (Dec. 28); Minneapolis-St. Paul, Minn. (Dec. 29); Des Moines, Iowa (Dec. 30); Columbus, Mo. (Dec. 31); Fort Smith, Ark. (Jan. 3); Huns- ter, Ala. (Jan. 4); Montgomery, Ala. (Jan. 5); Asheville, N.C. (Jan. 6); Monroe, La. (Jan. 8); Shreveport, La. (Jan. 10); Hunts- ville, Tex. (Jan. 11); Hattiesburg, Miss. (Jan. 12); San Angelo, Tex. (Jan. 13); Odes- sa, Tex. (Jan. 14); Waco, Tex. (Jan. 16); Dallas, Tex. (Jan. 20-21); and Wichita, Kan. (Jan. 22).
now available!

Lighthouse

THERE HIT SINGLE... NOW
THEIR GREATEST ALBUM EVER!

Lighthouse

EVOLUTION #3016
Produced by Jimmy Ienner

Tapes: GRT
In Canada: GRT OF CANADA LTD.
MCA Records presents the first single: Elton John's "Crocodile Rock". He introduced it on his recent concert tour, and now it's a smashing new single. Good as gold from the end of the rainbow.
Talent

From The Music Capitals of the World

Contested from page 12

Memphis company's product nationwide. Columbia will obtain pressing rights for Stax's simple records, with merchandise to be pressed on an independent pressing plant basic. Donnie Brooks of Bell Records has been at Sam Philips Studios recording a session for Bell with Mike Post producing and Knox Phillips the engineer, also at Phillips. Dave Crawford is producing a session for Betty DeVolve on Atlantic label.

A big Christmas package is what Stax is calling its lineup of available LP's for free-time buying. Artists with new albums out in time for the holiday season will

be the Bar-Kays, Met and Tim, Albert King and Vol. 1 of the big Watts. '72 Concert Singles will be out by the Emotions, Soul Children and Little Milton.

JAMES CORTESI

SAN FRANCISCO

Orrin Tucker and His Orchestra at The Penthouse stop the Hotel St. Francis opened for a four-month stay. KSAN-FM presented a San Francisco Music Spectacular (10-13), a weekend devoted solely to S.F. music and artists. ... West, Bruce & Laing the Winterland attraction on Wednesday (22) followed by Shn Na Na, Stonestown and Persuasion (24-25): Grand Funk Railroad and Freddie King at the Oakland Coliseum on Dec. 3. The Earl Scruggs Revue at The Boarding House (21-26).

Palm Earth with special guests War and Earth Wind & Fire appeared at the Oakland Coliseum for one show. ... A Big Band Cava-kid starring Frankie Carle, Bob Crosby, Freddy Martin and Margaret Whiting at S.F. Civic Auditorium, for a concert and dinner on Friday, Dec. 8. Elvis Presley's Oakland Coliseum concert sold out with the first announcement of ticket sales ... John Fogerty's first show as the Blue Ridge Rangers, now that Creedence has disbanded as a group, as "Jambala/Workin' on a Building" on Fantasy. The single, out this week, precedes the album. ... Prestige's بوت will link with U.S.A. War for concerts of the Santa Clara Fairgrounds, San Jose, (11) and in Stockton (19)." PAUL JAILOUS

REDWING IN FOREIGN TOUR

NEW YORK -- Redwing, Fantasy Records group, left San Francisco on Nov. 19 for a two-week tour of Holland and Belgium. The tour so far has included appearances in Leiden (Nov. 22), Nijmegen (24), Vets-lv (25), Leuvenweden (26), and takes them to Hoogeveen (27), Rotterdam (28), Ziepen (30), Amsterdam (Dec. 1), Gronin-per (2) and Arnhem (3).

Cheetah to Stage Dance

NEW YORK -- The Cheetah, on Tuesday (3), will be the scene of a special benefit dance for the hospitalized Ralph Levy and two deceased band members of La Seleta.

Sponsored by Boringpin Records, the benefit will help pay the hospital costs of Levy and to assist the families of the deceased who, with Levy, were involved in an accident in Puerto Rico.

Scheduled to begin at 3 p.m. and to run for 12 hours, the benefit will feature such artists as Tito Puentes, Ray Barretto, Cardido, Willie Colon, Capri, Joe Cuba, La Flamboyan, Ismael Miranda, La Provincia, Eddie Palmeri, Tita Laque 73, El Gran Combo, La Diferente, Ismael Rivera, Johnny Pacheco and La Comandita. Local radio personalities Joe Canes and Paquita Navarroz will share the emceе duties.

TALENT WANTED!

1. SINGERS
2. SONGWRITERS & Lyric Writers (50/50 Collaboration)
3. GROUPS (Rock, Soul, Pop, C&W, Etc.)

We will audition new talent and material for recording and national promotion. We handle the whole production, publishing and distribution through "Major Labels." Send us your name, address, and phone number. Tell us what you do—DON'T SEND MATE- RIAL. OMEGA SOUND INC.

1031 Chestnut Street Philadelphia, Pa. 19103 215-561-1850
(Copies Return to Person C.P.I to Mr. Soft)
The most performed rhythm and blues songs in BMI repertoire for the period from July 1, 1970 to March 31, 1972:

Ain't it a shame
Dave Bartholomew, Antoine [Fats] Domino
Travis Music Co.

Ain't no sunshine
Bill Withers
Interior Music

Baby I need your loving
Eddie Holland, Lamont Dozier, Brian Holland
Stone Agate Music Division

Baby I'm yours
Van McCoy
Blackwood Music, Inc.

Ball of confusion (that's what the world is today)
Norman Whitfield, Barrett Strong
Stone Agate Music Division

Band of gold
Ronald Dunbar, Edythe Wayne
Gold Forever Music, Inc.

Be my baby
Phil Spector, Ellie Greenwich, Jeff Barry
Hudson Bay Music Publishers
Mother Bertha Music, Inc.

Betcha by golly wow
Thomas Bell, Linda Creed
Assorted Music
Bell Roy Music

A brand new me
Kenneth Gamble, Theresa Bell, Jerry Butler
Panduit Music Assorted

Bright lights, big city
Jimmy Reed
Conrad Music

Bring the boys home
Angela Bond, Greg S. Perry, General Johnson
Gold forever Music, Inc.

Can I get a witness
Eddie Holland, Brian Holland, Lamont Dozier
Stone Agate Music Division

Clean up woman
Clarence Reed, Willie Clarke
Shelley Publishing Co.

Deeper and deeper
Ronald Dunbar, Edythe Wayne, Norma Taney
Gold Forever Music, Inc.

Do right woman, do right man
Dan Penn, Chips Moman
Press Music Co., Inc.

(Din'ton) the dock of the bay
Otis Redding, Steve Cropper
East/Memphis Music Corp.
Time Music Co., Inc.

Don't knock my love
Wilson Pickett, Fred Shapira
Era Music Publishing Co., Inc.

Don't let the green grass fool you
Jerry Akinfe, Johnnie Bellmon, Victor Drayton, Reginald Turner
Assorted Music

Don't play that song (you lied)
Ahmet Ertegun, Barry Nelson
Hill and Range Songs, Inc.

Double lovin'
George H. Jackson, Charles M. Buckens
Fame Publishing Co.

Drawing in the sea of love
Kenneth Gamble, Leon Huff
Assorted Music

Empty arms
Ivy Joe Hunter
Unart Music Corp.

Endlessly
Clyde Ora, Brook Benton
Vogue Music, Inc.

Everybody's everything
Gregoryv Royce, Carlos Samanà, Tyrone Williams, Milton S. Brown, Jr., Michael Stavridis
Dandelion Music Co.
Potra Music

Everybody's got the right to love
Lou Stallman
Think Stallman Productions, Ltd.

Everything is good about you
James Dean, Eddie Holland
Stone Agate Music Division

Ev'ryways
Clarence A. Henry

Family affair
Stylist Stewart
Stone Music

5-10-15-20-25-30 years
Walter Boyd, Archie Powell
Vic Mc Clay Music
Interior Music

Funkin' nassau
Raphael Munings, Tyrone Fitzgerald
Shelley Publishing Co.

Grapes
Ralph Rodriguez, Charles W. Wright
James Lee, Barney Williams
Wright-Geral Productions
Wright-Tomaterie Publishing Corp.

Grandma's hands
Bill Withers
Interior Music

Groove me
King Floyd ll
Raffin Music Co.
Mulatto Music Co.

Groovin' situation
Hermon Davis, Russell Lewis
Cohand Music, Inc.
Patchai Music

Guess who
Jesse Belvin, Jo Ann Belvin
Michele Music

Guess who
Eugene Record, Barbara Acklin, Julio Braxton, Jr.

Gypsy woman
Curts Mayfield
Curtan Publishing Co., Inc.

Have you seen her
J.R. Robinson

I gotcha
Joe Tex
Tree Publishing Co., Inc.

I hear you knocking
Dave Bartholomew, Pearl King
Travis Music Co.

I heard it through the grapevine
Barrett Strong, Norman Whitfield
Stone Agate Music Division

I love you for all seasons
Stevie Wonder
Ferncliff Music
Jam Music

I'm going on
Commodores
Norman Whitfield, Eddie Holland
Stone Agate Music Division

It's a shame
Lee Garrett, Syri Wright, Steve Wonder
Stone Agate Music Division

I've found someone of my own
Frank Robinson
Run-A-Muck Music

Just my imagination (running away with me)
Barrett Strong
Norman Whitfield
Stone Agate Music Division

Let's stay together
Willie Mitchell, Al Green, Al Jackson, Jr.
JEC Publishing Corp.

Lovelorn
Don Trotter, Charles W. Wright
James Lee, Barney Williams
Wright-Geral Productions
Wright-Tomaterie Publishing Corp.

Mr. big stuff
Joseph Broussard, Ross Williams, Carl Washington
Malaco Music Co.
Carolina Music

My cherie amour
Sly & Robbie, Henry Cosby, Stevie Wonder
Stone Agate Music Division

Nathan Jones
Kathy Whitfield, Leonard Cobon
Stone Agate Music Division

Never can say goodbye
Clifton Davis
Portable Music Co., Inc.

One bad apple don't spoil the whole bunch
George H. Jackson
Fame Publishing Co.

One monkey don't stop no show
General Johnson, Greg S. Perry
Gold Forever Music, Inc.

Ooh child
Stan Vincent
Kama Sutra Music, Inc.
Sweping Sun

Patches (I'm dependin' on you)
General Johnson, Ronald Dunbar
Gold Forever Music, Inc.

Pay to the piper
General Johnson, Greg S. Perry, Ronald Dunbar, Angelo Bond
Gold Forever Music, Inc.

The promised land
Chuck Berry
Arc Music Corp.

A rainy night in Georgia
Tony Joe White
Combina Music Corp.

Reach out I'll be there
Brian Holland, Eddie Holland, Lamont Dozier
Stone Agate Music Division

Respect yourself
Mack Rice, Luther Ingram
East/Memphis Music Corp.

River deep—mountain high
Phil Spector, Jeff Barry, Ellie Greenwich
Mother Bertha Music, Inc.

Rock steady
Aretha Franklin
Pundit Music, Inc.

Rockin' robin
Jimmie Thomas
Records Music Publishers

Rummin' away
Sly Stewart
Stone Flower Music

She's all got
Jr. Williams, Jr., Gary Bonds
Jr. Williams Music
Excellence Music Co., Inc.

She's not just another woman
Ronald Dunbar
Clyde D. Wilson
Gold Forever Music, Inc.

Smilin' faces sometimes
Norman Whitfield
Barrett Strong
Stone Agate Music Division

Somebody's been sleeping
General Johnson, Greg S. Perry, Angelo Bond
Gold Forever Music, Inc.

Somebody's watching you
Sly Stewart
Daily City Music

Somewhere we'll be together
Harvey Fuqua, Jockey Beavers, Johnny Bristol
Stone Agate Music Division

Soulful strut
Eugene Record, William Sanders
Dakar Productions, Inc.

Spanish Harlem
Jerry Leiber, Phil Spector
Hill and Range Songs, Inc.

Stagger Lee
Harold Iggan, Ford Price
Travis Music Co.

Stand by your man
Tommy Wynette, Billy Sherrill
All Galoica Music Co.

Stick-up
General Johnson, Angelo Bond, Greg S. Perry
Gold Forever Music, Inc.

Still water (love)
William Robinson, Frank E. Wilson
Stone Agate Music Division

Stone Agate Music Division
Frank E. Wilson

Sun
Bobby Hebb
MRC Music Corp.

Superstar (remember how you got where you are)
Norman Whitfield
Barrett Strong
Stone Agate Music Division

Theme from Shaft
Isaac Hayes
East/Memphis Music Corp.

Tired of being alone
All Green
JEC Publishing Corp.

Trapped by a thing called love
Denise laSalle
Order Music
Bridgeport Music, Inc.

Treat her like a lady
Eddie Lee Cornelius, Jr.
Stage Door Music Publishing
Unart Music Corp.

Treat her right
Ray Head
Don Music Co.

Up on the roof
Gerry Goffin, Carole King
Screen Gems-Columbia Music, Inc.

Congratulations to the winners of this year's BMI PRO PLUS achievement awards

Up the ladder to the roof
Vincent Dimirco, Frank E. Wilson
Stone Agate Music Division

Want ads
General Johnson, Barney Perkins, Greg S. Perry
Gold Forever Music, Inc.

War
Norman Whitfield, Barrett Strong
Stone Agate Music Division

What's going on
Ronald Benson, Al Cleveland, Marvin Gaye
Stone Agate Music Division

Whatcha see is whatcha get
Tony Hester
Groovesville Music

Where did our love go
Eddie Holland, Lamont Dozier, Brian Holland
Stone Agate Music Division

You are everybody
Thomas Bell, Linda Creed
Assorted Music
Bell Bay Music

You've lost that lovin' feelin'
Barry Mann, Cynthia Weil, Phil Spector
Screen Gems-Columbia Music, Inc.

You've made me so very happy
Barry Gordy, Jr., Frank E. Wilson, Brenda Holloway, Patrice Holloway
Stone Agate Music Division

BMI
BROADCAST MUSIC INC.

ALL THE WORDS OF MUSIC FOR ALL OF TODAY'S AUDIENCE.
INTERVIEW
Bloore’s ‘Fascinating’ and Cliche-Less Format

EDITORS NOTE: This is the fourth segment of an in-depth interview with one of the greatest radio middle men in radio, a man who frequently was referred to as a god in radio, and who nobody ever admits he knew that myth that built up around him even though it was a much more powerful man in radio I got out of it than I was while in it. He’s contemporary, he’s on the line where he took over KIS-AM in Los Angeles recently as a programming consultant, but he did it to try to establish a unique format that he describes both as “very fraggle” and “the most interesting format in radio. While devoting considerable time in KIS-AM, Bloore continues to head up one of the most successful communications firms in the world, Chuck Bloore Creative Services, Los Angeles. This interview was conducted with Chuck Hall, Billboard Radio-TV editor.

HALL: How come program directors have never really capitalized on the medium of radio as it could be used in the old days of KIS-AM? A long time ago you were doing commercials and talking shows. When you said you did something, people knew it was true. But nobody else did anything like that anymore. Is that what’s afraid to let it happen? I don’t think that people are doing what they could be doing if we start thinking about the possibilities of radio, it opens doors after door after door in your mind. I was telling an air personality here yesterday, well, it’s not too difficult to tell something fascinating every few seconds. . . and I said well, you’re trodding this long hallway marked DJs Of America right, a lot of talented people have walked before and a lot more will tread the same direction . . . and the only way you can become significant among all of those going down that hallway is to open some of the doors along the way that are marked No Admission. Go in there, you and have a peak around. So, what we’re trying to do with the air people is to get them to really try to get them to do well, we’re trying to get them to do door to door. . . . So, the philosophy of the day is you’re trying to own the territory of the day. And the next thing you hear on your walk, there’s the same thing. So the point is, it’s everything that you hear. . . .

HALL: How many of them are taboos?

BLORE: There are 50 million of them. Each day we make 6000 little people remember.

HALL: You mean the “Hey, dig this, baby” sort of thing?

BLORE: Not so much the jargon being things, but the day right now is not the sort of thing.

HALL: I heard, on a major station in Los Angeles: “And now we will take a call from someone who will lead us up to the news.” KEMP-AM.

BLORE: Here’s the biggest cliché of the day “Hey, hurry up, and you’d better be here until six o’clock!” Who cares that he’ll be there.

SONNY MELNEDREZ: At six, Jerry something.

BLORE: If you sat down, you could be talking to hundreds of people. And we’re just trying to get rid of the cliches. And the jock says: “What can I put in its place?” They feel that those cliches were born because they had to get from here to here in their show. Again, as you say it doesn’t matter what the prototype tape was, we don’t care about transitions anymore. not on this station. And by leaving out what you did on a new energy. . . . a pace that gets hung-up-hung-up. And then I have you, we’re into KIS-AM, which is an all-faculty would normally that but that would take a year. Yet, the center of the heart of our programming, is one of the truth things that belong together.

BLORE: Or those that don’t belong together. for example, well, on the prototype tape you had a story about a record about hurt each other. If I remember correctly I had the clock. I was going to say something about the philosophy of. . .

HALL: But before the clock you did say something. But then the statement about the circus.

BLORE: Right, I was going to say something about the circus. . . . Then the statement about the circus re-enters, the circus. . . .

HALL: On the tape I heard earlier, I heard a word like “damn.” “And damn it’s a broken-hearted love affair” then the statement about the circus re-enters. . . .

BLORE: I don’t think so. But it wasn’t used just for the sake of saying: “And damn, it’s a broken-hearted love affair” then the clock. I was using the sake of honesty. “And damn, it’s a broken-hearted love affair” then the clock. I was using the sake of honesty. “And damn, it’s a broken-hearted love affair” then the clock. I was using the sake of honesty. “And damn, it’s a broken-hearted love affair” then the clock. I was using the sake of honesty. “And damn, it’s a broken-hearted love affair” then the clock.

HALL: So, those are the “elements” that surround the record?

BLORE: Yes. And if the report was on the police and the record then you’d think we were a very political station. So we’re promoting our feature with items of similar emphasis. . . .

HALL: That’s something that is bio-feedback, you’d say. “And damn, it’s a broken-hearted love affair” then the clock. I was using the sake of honesty. “And damn, it’s a broken-hearted love affair” then the clock. I was using the sake of honesty. “And damn, it’s a broken-hearted love affair” then the clock. I was using the sake of honesty. “And damn, it’s a broken-hearted love affair” then the clock.

HALL: While we’re talking about the philosophy of. . .

BLORE: What we’re trying to do with the air people is to get them to really try to get them to do well, we’re trying to get them to do door to door. . . . So, the philosophy of the day is you’re trying to own the territory of the day. And the next thing you hear on your walk, there’s the same thing. So the point is, it’s everything that you hear. . . .

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MEGA HAS BUSTED ITS...

...TO BRING YOU THESE FINE YEAR-END RELEASES!

M51-5005 "MASTER PIECES" APOLLO 100
(M81-5005 6-Track, M41-5005 Cassette)
More instrumental goodies from the JOY-makers. Includes: Amazing Grace; Beethoven's 9th; Nutrocker; Popcorn; Tristesse; others.

M51-5006 "SOUTHERN COMFORT...THE BEST OF PHIL HARRIS" (M81-5006 8-Track, M41-5006 Cassette)
New recordings of this entertainer's greatest hits. Includes: The Dark Town River Club; That's What I Like About the South; Nobody; Some Little Buz; others.

M51-5007 "YOU'VE JUST BEEN SPOONERIZED!" (M81-5007 8-Track)
Hilarious on-the-air conversations (actually put-ons) between DJ Spooner and unsuspecting listeners, including Bobby Goldsboro. Eighteen tracks in all.

M51-5008 "SOUTHERN COMFORT...THE BEST OF SAMMI SMITH" (M81-5008 8-Track, M41-5008 Cassette)
Help Me Make It Through the Night; For the Kids; Then You Walk In; Here Comes the Rain, Bobby; when Michael; Saints' Ferry Lane; Girl In New Orleans; others.

M51-5009 "THE BEST OF NANCY ADAMS" (M81-5009 8-Track, M41-5009 Cassette)
Moon River; What the World Needs Now is Love; Again; Girl Talk; Kansas City; others.

M31-1017 "SLIPPIN' AROUND WITH RAY PILLLOW" (M81-1017 8-Track, M41-1017 Cassette)
Excellent fare by one of country music's top performers. Includes: A Man Named Jesus; Nobody; I Won't Be Very Long; Lonesome; She's Doing It To Me; Again; others.

M31-1018 NANCY ADAMS and the Deer Creek Fundamentals (M81-1018 8-Track)
Unique debut album by an exceptionally talented young singer, musician and vocal arranger. Includes: Moon River; What the World Needs Now is Love; Again; Girl Talk; Kansas City; others.

M31-1019 "THE BEST OF SAMMI SMITH" (M81-1019 8-Track, M41-1019 Cassette)
Here Comes the Rain, Bobby; when Michael; Saints' Ferry Lane; Girl In New Orleans; others.

P.S.: Best wishes for a "Merry" and a "Happy" to all!
As usual, the radio industry had a lot of turnovers last week and some of them were not exactly appealing. For example, Jim Edwards, KGLAM in Lebanon, Ore., has announced his retirement while in the hospital. That's a pretty abrupt way of treating a human being. At themoment, I certainly can't recommend anyone going to work for KGLAM.

Ted Marvelle has left WSGW-AM, certainly can't recommend anyone while a 52,000 fans Jacobs, AM

Cuts: All.

Stations: KGLAM, WFMF,

POCO, "Good Feelin' to Know," Epic

Cuts: All.

Stations: CHUM, WOOL-

PORTLAND, "Portland, Elektra

Cuts: All.

Stations: KINK, CHUM-

JONI MITCHELL, "For the Roses," Atlantic

Cuts: All.

Stations: KINK, KSFH, KFM-

KINK, WCRF, WFMF, KFAM-

RARE EARTH, "Willie Remembers," Rare Earth

Cuts: All.

Stations: WVMF, KOL-

KRMK, "Ratchett Two,

Cuts: All.

Stations: KANF, CHUM-

LOU REED, "Transformer," RCA

Cuts: All.

Stations: KOLN, KCMN-

RICK ROBERTS, "Windmills,"

Cuts: All.

Stations: KINK, CHUM-

STEVE MILLER, "Anthology,

Cuts: All.

Stations: CHUM, KOL-

MOODY BLUES, "Seventh So-

Cuts: All.

Stations: WFMF, KCMN-

NITTY GRITTY DIRT BAND, "Will

Cuts: All.

Stations: WFMF, WCMF-

BILLY PAUL, "360 Degrees of

Cuts: All.

Stations: NAMS, WFMF-

SHAWN PHILLIPS, "Faces," A&M

Cuts: All.

Stations: KINK, CHUM-

PLAINSONG, "Amelia Earhart,

Cuts: All.

Stations: KOL-

JIM HENDRIX, "War Heroes,

Cuts: All.

Stations: WFMF, WCMF-

BILLIONDOLLAR BRIDE,

Cuts: All.

Stations: KOLN, KCMN-

BARBARA STIGER, "On the

Cuts: All.

Stations: WFMF, WCMF-

ROCKY RODDY, back with KNUS-

Cuts: All.

Stations: WFMF, CHUM-

B. W. STEVENSON, "Lead Free,

Cuts: All.

Stations: WFMF, KCMN-

JOE FIANO, general manager of KTLK-AM in Denver, is taking over as general manager of KTMJ in St. Louis. Bob	

Cuts: All.

Stations: WFMF, WCMF-

Station: KFAM.

"On the Highway," "One More

Cuts: All.

Stations: WVMF, KFAM-

B. W. STEVENSON, 

Cuts: All.

Stations: WFMF, WCMF-

ENCORE, the first real

Cuts: All.

Stations: WFMF, WCMF-

American/

Cuts: All.

Stations: KFMF, WCRF-

"Peaceful Love, Gypsies

Cuts: All.

Stations: KFMF, WCRF-

"Peaceful Love, Gypsies

Cuts: All.

Stations: KFMF, WCRF-

"The Fugitive," Alliance

Cuts: All.

Stations: KFMF, WCRF-

"The Fugitive," Alliance

Cuts: All.

Stations: KFMF, WCRF-

"The Fugitive," Alliance

Cuts: All.

Stations: KFMF, WCRF-

"The Fugitive," Alliance

Cuts: All.

Stations: KFMF, WCRF-

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"The Fugitive," Alliance

Cuts: All.

Stations: KFMF, WCRF-

"The Fugitive," Alliance

Cuts: All.
in, and there just wasn't the competitive spirit that was there the next year. Which really had to kill everything, because it was a good idea. And Todd Story, you know, he'd gone to him many times, but did never work for him.

HALL: And you worried about this new format of yours at all?
BLORE: Sometimes. But I didn't think it would hurt. Not that it will work. It's just that he's so young. And I wasn't sure if... it's so fragile... because anytime you come out and say the things that we do, you're going to lose listeners, on this radio station we have so much God, and we've been good listeners and oneness with... that anyone you come out and say the things that we do, you're going to lose listeners.

HALL: Are you happy with your station's slogan? Because I haven't heard it.
BLORE: I don't think so. I don't think he has a slogan.

HALL: You haven't heard his station?
BLORE: I don't think so. I don't think he has a slogan. And I don't think he would be, was Don McKinnon.

HALL: What are your air personality's name today, or have you heard the name of your personality?
BLORE: The best of all, and it's not a bad one. And it is, was Don McKinnon.

HALL: What are your air personality's name today, or have you heard the name of your personality?
BLORE: Because I trained him. Not long ago. I can't remember his real name but a lot of people say that. Why?"
materials, to a variety of live talent. Students were invited Friday night to hear A&M Records artist Shawn Phillips discuss his musical background, or to hear a blues show courtesy of Delmark Records Saturday night, Elektra Records around the way. The Ship, performed in concert at Loyola, along with Fortune magazine's Weeklymagazine.

A promotional film produced by WLS was also screened at the event.

Student promotional activity was also unusually strong with many stations using playlists and station programming guides to help other students examine their program- ming in detail.

Saturday morning's opening ses- sion built into a wide open round on campus stations' role in respond- ing to social responsibilities, high- lighted by the warning that govern- mental control or a national crisis would pose an increasing threat to the independence of board. Moderator Sam Sutherland of Bill- ingham, and the University of Ohio, warned delegates not to for- get about music. Sound music en- sures an alternative life style that never existed before. We can't say rock music doesn't count. If we do, we might end up broadcasting news and rock in that order, we find out that we have no listeners.”

Sam Sutherland, the Regional Fall Conference sponsored by WLS at Loyola of Chicago, summed up the largest assortment of solidarity that has characterized recent college radio conferences.

While students approached common problems with a more practi- cal, hands-on approach, the traditionalists have finally realized, despite the efforts of LUC's staff and many attending delegations to bring the discussions into the vital area of social re- sponsibilities.

Saturday’s sessions best reflected the dichotomy of improved communication that has produced seminars, students, divided into smaller groups, permitting a vastly more effective con- text for discussion. Yet the very issues which divided those groups, were urged at the regional conference, became more openly with other stations and to develop formalized methods of handling information and dealing with the broadcasting and music industries to the benefits of the gathering, which grew mightily in the weeks following its first announcement, that energy is laudable indeed.

EQUALLY telling was the intensity of record company participation, which formed a contrast to recent conferences. Many labels previ- ously absent from the studio, and both new- comers and veterans were represented by far larger staffs than has been usual at such events. While some label reps expressed dis- appointment at the meetings, most labels were obviously there to give serious consider- ation to the campus market.

Perhaps the commitment of those students who managed to spend some time really opening up to other students and atmospheric professionals. When, and if, that commitment is coupled with a more thorough, sustained exposure to all areas of broadcasting, and students are given the opportunity to develop practical agendas, with an awareness of the collegiate radio world will make significant inroads toward earning support and respect outside the campus.

Campus Radio—During Saturday's music seminar it was revealed that campus radio music directors are adopting more sophisticated play lists and working more closely with local record-tape retailers. At the same time, many were urged at the Loyola conference to get more in- volved in live concert broadcasts and interviews with artists. Though there was less boasting about college radio being an "alt er nitive media," many instances were cited to show how many da- ties do get initial exposure on campuses with several successful Columbia’s Don Fogleman. Arnie Donow, a Columbia, and one of a large contingent of local stations, said that his campus exposure was the deciding factor in getting them to play. Arnie also delegates have top style formats. Lewis Lewow, WBRU, Brooklyn College, New York, also deplored the lack of home, and said he was found at a "very offensive" time, and hit the few pres- ent who confessed to a top style format. Later, he defined him with Phil Semenik, WRLA-FM, Nash-ville, who said his station at Van- derbilt was showing up respectively in ratings.

Lewow, 19, who stated he has been listening to radio since age 8, said: "The sorry to hear college stations are into ratings. When this happens you will be afraid to rock the boat. We will stay status, the music industry will not grow."

Lewow was applauded enthusiastic- ly.

Senegh, though, countered that ratings would be a concern only if WRUV-FM were a com- mercial station. "We’ve been an indus- trial outlet, and we are free form at night.” HE said that initially WRUV-FM had been an "utter failure" and the out- side stations with its 30 lettered (A -- Z) format rules was stressed by John L. Sutter, Sutten, WNYC, New York. “Sometimes you have to break the rules without aggravating manage- ment, to avoid sounding stereo- typed.” Landecker told his group the next most played, LP's showed.

What's Happening By SAM SUTHERLAND

Radio Professionals Spark Loyola Dialogue

By ANNE DUSTON

Who is Bob Carroll, Grantham?
Soul Sauce

BEST NEW SINGLE OF THE WEEK: "HARRY HIPPEE" BOBBY WOMACK & PEACE (UA)

BEST NEW ALBUM OF THE WEEK: "BABY, WON'T YOU CHANGE YOUR MIND" BLACK IVORY (TODAY)

BY JULIAN COLEMAN

Songwriter Raymond Jackson, who co-wrote such hit tunes as Luther Ingram's "If Loving You Is Wrong" and Johnnie Taylor's "Who's Makin' Love," died on Nov. 10 at Methodist Hospital, Memphis, Tenn., after suffering severe burns in a fire. Jackson was an accomplished musician, was featured guitarist on the Staple Singers' "Respect Yourself" and "I'll Take You There" and had just completed a session with Stevie Wonder. Vice president Al Bell on a forthcoming Staples album.

Arctica Franklin, Bill Withers, The Jacksons, The Staple Singers, Stevie Wonder, The Temptations, The Supremes, and Quincey Jones were all winners in the recording industry category at the Sixth Annual NAACP Image Awards held Nov. 18th, in Hollywood.

BITS 'N PIECES

Billy Preston and Bill Withers were among the acts appearing recently at the recently held Baton Rouge, La. State Fair. Grammy Clayson has signed as the only German singer to appear in the special charity performance of Peter Townshend's "Quadrophenia" rock opera to take place at the Rainbow Theater in London on Dec. 9.

The Main Ingredient at the Apollo in New York thru Dec. 5. Their hit single "Black Ivory, S.O.U.L. and the Persuasions, Curtis "Super Fly" Mayfield concert, headlined for Philadelphia, Indianapolis, Ind., Columbus, Ohio, Buffalo and Pittsburgh. Vibrations already felt with news of the teasing up of James Brown and Lynn Collins on a single disc. It takes a lot to bring an instrumental record in the winner circle, but, nevertheless, Louie Newman keeps plugging away with the Crusaders "So Far Away" on Blue Thumb and getting results in San Francisco, (K.DIA), Cleveland, (F.MID,) and moving now in Los Angeles... Al Green tied the all-time attendance and box office records at the Norfolk, Va. Scope Arena. New Marc Coppe (formerly co-star of the "Julia" TV series on NBC) recorded called "Our Very First Romance" while Donny Osmond's deba single on the Avalance label is "No More Child's Play."

At Tower of Power, "Jerkin' Off The Chain." The group has kept the top the Hot 10 chart and to think they can't stay long with Billy Paul and "Mrs. Jones" moving in seeking a place in the same area... Questions, Questions, and more ? ? ? Will NARAS get out of the hot water from last year's Grammy categorization of some acts and material? What's happening with Gladys Knight and the Pips? It's been sometime between Motown reissues... Breaking in North Carolina, "You're All I Need to Make It" by John-son, Hawkins, Tatum & Durr. Bobby Woman's "Harry Hippie" will grow and grow and then... Record to pass "Smart Movers" "Somebody Somewhere" on GSF label.

NEW AND ACTIONS ARRANGEMENTS

War, "The World Is a Ghetto," (U.A.); James Brown, "Get on the Good Foot," (Polydor); Malo, "(Warner Bros.); Stevie Wonder, "Taking Book," (Taml); Billy Paul, "360 Degrees of Billy Paul," (Phil. Intl.); Four Tops, "Keeper of the Castle," (ABC/Dunhill); Johnny Nash, "I Can See Clearly Now," (Epic); Stylistics, "Round 9," (Aveco); Esther Phillips, ""Alone Again, Naturally," (Kudu); Joe Cocker, (A&M); Ruckley, "Yesterday," (Tangerine); Rare Earth, "Willie Remembers," (Rare Earth); Earth, Wind & Fire, "Last Days & Time," (Columbia).
London Pre-Releases S.F. Gala Pkg to Tie In With 50th Season

SAN FRANCISCO—As a natural merchandising direction, London Records has pre-released a four-record deluxe package "San Francisco Opera Gala" in this market to tie-in with the famed opera company's 50th season. The deluxe package, conceived in cooperation with the San Francisco Opera, traces the history of the opera company and covers the years from 1937 through the present. The London four-record opera set includes such notable performers as Kirsten Flagstad, Jussi Björling, Tatyana Troy, Birgit Nilsson and Joan Sutherland, among others, many of whom made their debuts with the San Francisco Opera and are performing their original arias on the records.

London's Western Division district manager, John Harper, has been designated by the record company to coordinate and direct all West Coast activities for the release of the deluxe package. In addition to the traditional promotion and merchandising methods for product of this type, Harper has instituted a special and sustained marketing and advertising program. What is considered a first, London Records has denoted a quantity of the albums to San Francisco's public broadcasting station KQED-TV to be given as a subscriber bonus to anyone who pledges $50 in support of the station.

Were retaining at a suggested list price of $23.98 London Records projects sales of over fifteen thousand sets in this market by the end of November. Initial shipments to San Francisco and the Bay Area was five thousand sets.

In keeping with the success of this London project with the San Francisco Opera Package, the record company has plans to continue this with other leading opera companies, with the Chicago Lyric Opera now in the planning stage.

Join to Seek More Funds

NEW YORK — The Associated Councils of the Arts (ACA) and The Performing Arts Project have announced a joint effort to unite the effectiveness of the Associations in securing meaningful government support for the arts. This merger, in which the Partnership for the Arts will become a division of ACA, was announced by Partnership chairman Amy Ames, at a meeting of the National Association of Schools of Music, and John B. Hightower, president of ACA.

Ames will become a member of the board of ACA, heading a special Partnership committee known as the Partnership for the Arts (division of ACA). The merger will take effect immediately.

DGG's Henze Work in Bow

NEW YORK — Contemporary German composer Hans Werner Henze supervised the world premiere performance of his new work, "The Fateful Way to the Place of Natascha Unphemser," on Nov. 26 at Alice Tully Hall in Lincoln Center as the opening event of their New and Newer Music Series. It was the first and the work has been performed in English, Henze supervised the entire in his work, which was conducted by Dennis Russell Davies, who will also conduct works by Hindemith and Loren Rush.

The world premiere recording, recently commissioned by Deutsche Grammophon, has already begun to show stimulating sales results, according to DGG.

Orphic Egg Ascending

* Continued from page 3

ical market with what used to be called the long-hair music. Except for a few isolated examples, prior efforts have largely been initiated by classical art departments. Occasionally, merchandising help from the contemporary古典 markets consultant will en- list to dress up and push the product.

But Orphic Egg has turned this around 180 degrees. The entire concept is a product of the knowledge and ideas from which the music is not only the first, but also the unique in the minds. London tells us, although the music is done in the line, uncom- pared with classics. It's their baby, from the choice of repertoire to presentation, promotion and merchandising. And there's no reason to doubt London's statement, since some defector later confesses the whole idea was a plot hatched in deep in the most privy councils of London's classical wing.

Look at the covers of the first Orphic Egg release. Art and typography are in the mainstream of contemporary design. They're ef- fective and should pique the curi- osity of young record buyers.

Turn the albums over and we read letter notes that are certainly not part in the classical tradition. For the most part bright and studded with erudite references, they are phrased in the youth language of today and are well constructed for their intended audience. Audience are rock critics with an obvious classical bent.

Liner Note

A rubric on the liner tells us: "The London Egg has cracked many times. Once it crashed it's eggshell never came to light again. As it became brighter and studded with erudite references, it was turned to the youth language of today and is well constructed for their intended audience. Audience are rock critics with an obvious classical bent."

Orphic Egg Sells

The music is taken from previously recorded classics in the extensive London catalog, a trea- sure trove that can support an album a year. It consists of new Orphic Egg releases if the concept holds. Performers are top-rate and include names such as Solo, Ansermet, Melba, Monteux, Barbirolli, Motzert, Haydn, and others of equal stature.

Only a few overtures and shorter works are released complete. For the most part, single movements of symphonies, sonatas, concertos, and ballets are programmed in sequential order.

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Merce Classical Peak for Month

NEW YORK—Mercury Records October classical sales, more than doubling the figures for the same period in 1971, have set a new record for classical volume in the month. The label, according to Jules Abramson, Mercury's national sales manager, Abrams attributed the increase in sales to the Colin Davis month sales program and the label's strong across-the-board catalog release.

THE NOVEMBER release on Philips Imports heralds a new concept in packaging of opera cassettes which will benefit both the consumer and dealer in several ways. Phillips' initial releases are the Colin Davis recordings of Berlioz's "Benvenuto Cellini" and Mozart's "Mozart's Marriage of Figaro." The package is designed to contain the full libretto, thus elimi- nating the need for the consumer to write to the company for it. The complete opera on cassette takes up less space than the conventional LP but is larger than the normal cassette—thus reducing wear in the consumer trends on the cassette packaging for re-evaluation in January.
Packard Bell—In Audio Too

By BOB KIRSCH

LOS ANGELES—Packard Bell here has received a lot of publicity recently as a result of its involvement in Cartridge, but the firm is just as heavily involved in Video. It has been busy offering and planning new training programs in both areas. Tape decks can be adapted for video or audio format, as well as with printing set up to display hardware software.

Involvement in audio, particularly the video tape deck, is so strong for the firm, according to director of marketing services Fred Schenck.

"All of our equipment this year is two-channel, four-track compatible," said Schenck. "We're using all matrix disk systems and both discrete and matrix in tape. We didn't develop this strong situation in video until about six months ago," added Schenck. "It was there and that's why we have changed from four-channel to two-channel.

Packard Bell also makes available a national advertising campaign and software demonstration material to its dealers, including a five SQ record set, a deck with five 8-track stereo tapes and five 8-track and one 10-track disk stereo pack is available.

"We're not in the software retail business," added Schenck, "and we're still trying to get our dealers trained in the hardware end of four-channel. He may stand a competitor one上半年 packs if he wishes. This is relatively a new industry of months, but our first objective has been to solidify the hardware aspect. Our next step is to start training for both Cartridge and audio, and appear to have found a method to combine the two.

"We're just finishing up a tape on Cartridge training, a tape to be used through the Cartridge development in audio. He added that the program should be available in the middle of May and that another program dealing with audio should be available by distributors and dealers.

"Our first finished Cartridge tape," Beals said, "as the development phase, we would a still shot. Now I can go back and make the actual photos of what we talked at the time. I can also add additional information that was not contained in the tape. This will help give (Continued on page 26)

Small Hi-Fi Shop Thrives Through Appeal to Youth

By RADCLIFFE JOE

NEW YORK—The concept of mama and papa shops—especially in major U.S. cities where economic and lifestyle pressures exist—is slowly fading out of existence.

Those that have chosen to stay and compete have come up with unique, innovative and creative promotions, with their virtually limitless advantages, have been forced to resort to unique creative marketing and merchandising concepts to stay alive.

Continental Sound, Inc. of Queens, N.Y., for one, has been insuring with minute notice, only to keep his shop alive over the winter months to the surprise of the skeptics and the chagrin of his competitors, is surviving.

Schwartz? Latest project geared it self toward a development after Schwartz, who had tried to compete with the competition on their level with full page ads in major New York dailies, decided he could never muster the resources to sustain that sort of approach.

Consequently, Schwartz turned to the youth market with a massive thrust into area college campuses this full-year program of advertising in major newspapers and regular promotion.

Further, using the current interest in four-channel sound to his advantage, Schwartz has turned his attention to the quadrophonic demonstrations at his store to interest new customers in the four-track, and software from all the majors in the industry.

Many small operators that have been forced to look elsewhere for help, Schwartz went a step further. He hired the services of a public relations agency, back was a massive direct mail campaign to tell people about the shop, the emphasis it placed on customer relations and its service.

(Continued on page 26)

Retailers Discuss Views on Car Cassette

By ANNE DUSTON

CHICAGO — Automobile cassette set is rebounding according to a number of advertisers here (Bildard, Nov. 18) though many are still skeptical. Among those responding, Sam Bel, manager for Kansas City Auto Sound; Bob Weaver, Auto. Sound, Birmingham, Man.; Mike Blank, Auto Sound, Chicago; John W. Mall, Boston; Al Schaar, Roy, Decatur, Ill.; Jim Oldland, Custom Corp.

Report Feature

The buying index, which emerges from the survey is that of a pipe-smoking, dog-carrying, doctor, lawyer, engineer, or salesman, over

(Continued on page 27)

TDK Expands—Blank Cassette Plant in Calif.

NEW YORK—TDK Electronics will open a plant in Fullerton, Calif., for the production of audio tape cassettes for the U.S. market.

The plant, scheduled for completion by April 1973, spans a 35,000-square-foot area, will employ about 60 people and will have a production capacity of about 1,000,000 cassettes a month.

According to the firm's official, TDK, California, Inc., is being built at the cost of about $1,000,000, and is expected to be completed by spring 1973. It is not overly concerned with present competitive levels.

The record feature, prominently connected with quality and the car when cassette first came out, is now considered by dealers to be superfluous. "It is the least desired feature, makes the unit bulkier, and has no value in operation," I see," said Carb. "I think the cassette manufacturers as a feature," Green said. Weaver was the only manufacturer who offered a combination of features, and the other manufactures usually put either a second or a third feature in cassette sets. 

(Continued on page 28)

Q Lags in Las Vegas as Retailers Push 2-Channel Car-Home Models

By LAURA DENI

LAS VEGAS—Quads are coming here but several reports that more software needs to be available for 4-channel to be really effective.

Meanwhile, this continues to be a story of the home over the road, with miniaturization and competitive pressures in the mom and pop stores, and the general public thousands of miles away from the retail stores. Continental Sound, Inc. of Queens, N.Y., for one, has been insuring with minute notice, only to keep his shop alive over the winter months to the surprise of the skeptics and the chagrin of his competitors, is surviving.

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(Continued on page 26)
using low-noise silicon transistors and emitter-to-emitter feedback. These features, the company claims, result in accurate, consistent equalization characteristics and a wide dynamic range. The preamplifier is a 10-tube monaural preamplifier designed as a 600-ohm input step, having a 3-dB gain.

In addition to a master volume control, the QC-900A features individual level controls on each of its four channels. This, explained Pioneer officials, limits total control over the entire sound field, can be used to compensate for the use of these devices for front and rear listening. The unit also has a pair of tape deck inputs, which facilitate tape-to-tape duplicating. The unit's list price tag is $269.95.

Also new from Pioneer is a SQ decoder, model QD-210, that translates SQ encoded sound into normal stereo sound. The decoder can be used with existing four channel audio systems or new systems designed specifically for SQ playback.

Packard Bell’s TVC Audio Sales Training

- Continued from page 23

the salesman a ‘put yourself in the consumer’s shoes’ type of training in.

Schenck added a few other things about the tape concerning CiTV. “Our competition,” said Schenck, “is the four channel system. Our chief trainer, George O’Leary, has been sent into the field to set up seminars. He’s a good guy, and our presentation as a unit, camera and software. He gives the distributors and retailers a selling vehicle, and we want to make sure that the confidence is solid. The unit almost speaks for itself in operation.

Audio Training

Concerning the training for audio, Schenck said, “We’ve been approached by a number of distributors about a program. Larry Beal joined us for a meeting of our team communications. Joseph Sonini, joined us a few weeks ago and we’re hiring him as a consultant. The best way to magnify our training program is to get it in the field of tape.

This is a proof-of-concept project,” added Beal. “Next spring we will be going into 5000 units over our audio line and will be shown through the CiTV system. Our distributors and retailers will be carrying the unit, so it shouldn’t be a major problem. The advantage here is that they will not have to go to the audio unit to be talking about, see people

Pioneer ‘Q’ Unit Versatile: Any Matrixes Plus Tapes

CARLSTADT, N.J.—The U.S. Pioneer Corp. has released its newest 4-channel component, model QC-900A, a single unit, four channel preamplifier with self-contained SQ decoder plus a regular matrix decoder for the creation of quad-phononic sound.

According to Pioneer officials, the unit, while handling all types of matrixed four channel systems including tape, discs and FM broadcasts, will also reproduce discrete four channel sound from discrete tapes.

Pioneer spokesmen also claim that the regular matrix decoding circuit incorporated in the QC-900A, will supply realistic four channel sound reproduction from any four channel source. In addition, the unit will also supply discrete four channel sound from standard two-channel disks and tapes.

The QC-900A Pioneer four channel unit incorporates a three stage direct-coupled inverse feedback circuit

Westinghouse Canada

Ven. Dist. of RCA

NEW YORK — Westinghouse Canada Ltd. will market the RCA Selectavision Magtape videocassette systems for home and professional use.

The announcement was made by John D. Houlding, president, RCA Canada Ltd. He said the firm’s commitment follows that of Bell Canada Enterprises and Bell System, which will market the system in the U.S.

RCA has recently been making overtures to prospective licensees throughout the world as a result of agreements in trade and business newspapers, and it is felt that the牌照 issue was decided purely on this common basis.

The RCA Magtape system is slated for delivery in the fall of 1973, with some 100,000 units to be shipped during the first year.

The tape used in the System is a 2-inch wide, 600 foot reel. The tape will hold 48 minutes of video tape and 10 minutes of audio tape.

RCA executives have indicated that the system will be marketed in the domestic market, as well as in foreign countries.

Send 5.00

We're talking about, that they

work.

The theme of the show was Fine-Tone in 72” and emphasis was placed on the firm’s policies of total dealer protection on price, advertising and territory.

It also spotlighted its advantages of one-stop shopping, billing, one sales person and one delivery for all the electronics equipment a dealer needed.

Door prizes of Hitachy TV sets were won by Aims Photo of Baldwinsville, N.Y., and Ji Young Hodson, owner of Bethel Electronics, Long Island, N.J. While Tape Worn of Long Island took the prize for most creative display, the recipient was a Pioneer mini automotive tape player and speakers.

According to Len Finkel, president of Fine-Tone, the show exceeded all expectations, and paved the way for similar events by the company in future.

Small Hi-Fi Shop Thrives

- Continued from page 23

prices were comparable to those of major retail chain and discount operations.

The plan worked, consumer interest in the new product is building, and people are coming in . . . some for the quad-phononic demonstration, others to browse and just to have a look. Once in the store, the shop which is now serving approximately 80-100 people, 20 percent are salespeople, who at the show were offered a 10 percent discount on the products they bought.

We feel that what we are doing is the right thing to do. We are not moving into the competitive areas of the major retailers, so we must go out of our way to warehouse our customers and hold them.

Continental’s Sound deals mainly in retail, and we’re switching from high-end to high-volume.

Stores Push Units

- Continued from page 25

plays indoors on house current, outdoors on eight “D” cell batteries or in the car from the lighter. The auto dealer is included as a salesperson, and the 8-track player has automatic and manual operation.

For Christmas, Sears is pushing a $59.95 portable 8-track player, which includes the firm’s biggest adapter as well as six “D” size batteries. Almost all the 8-track plays all cartridges monaurally.

Tape/Audio/Video

500 at 1st Fine-Tone Show

NEW YORK—An estimated 500 people attended the first consumer electronics show sponsored by Fine-Tone Products Co., Inc., and held at the Travelers Hotel, La Guardia Airport.

The two-day event, one of the first of its kind held by a major distributor in this area, featured over 75 booths displaying products from such manufacturers as Hitachi, Pioneer, Columbia Masterworks, Garrard, Ross and Jefferson.

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Car Tapes Adds Jensen

LOS ANGELES — The special marketing techniques of Jensen, which will now distribute the Jensen line of auto speakers exclusively to auto accessory stores and recreational vehicle industry. Jensen now has distribution to TDK

Tape/Audio/Video

Large Inventories Help Chain to Compete With Discount Stores
BY ANNE DUSTON

JACKSON, Miss.—Capitol Music Co., Inc., has opened a third record and tape store at the new Hillman Village Shopping Cen-
ter, Highway 55, North Jackson. Owner Grady Caughman credits the stores' success to the fact that the electronics trade through their rep organization, to the auto after-

market through Car Tapes and to the recreational vehicle industry through the marketing division of Car Tapes. Both Car Tapes and Jensen are exhibiting at the Automotive Parts & Accessories Association.

large inventories help Capitol Music combat competition from disc-

count operations. Caughman planned discount prices for the grand opening of $2 off list on record albums and tapes, with single record give-aways. Spe-
cial sale prices were also offered at his downtown and West Jackson locations.

“Our downtown location is big on soul, and stocks 37,000 titles, including tape, and 7,000 singles; the West Jackson store, located near Jackson State College, caters to the college crowd, and carries 40,000 titles, with 3,000 singles. The new North Jackson store is in a subur-

ban, affluent area, and carries 25,000 singles, with 2,000 singles,” Caughman said.

Albums are arranged by label and number for greater inventory control. “Our biggest advantage over discount stores is that we can keep everything current through our inventory control system. The discount stores never seem to have what you want,” Caughman said. He offers customers one free album if the customer buys four albums. The West Jackson store is open until 9 p.m. to accommodate stu-

dents, with the other stores following a routine 10-6, 10-9 on Friday, schedule.

The inventory control system in-

dicates that tapes and albums sell about the same volume-wise, but cassettes are not moving. “In one day, we sold three cassette at one store, one at another, and none at the third,” Caughman said.

Caughman, who started as manage-

er of one store in 1953, and bought both stores in 1971 before opening a third, is experimenting with car tape units. “I'm carrying six Craig models in a $50-$150 range in two stores, and have sold three units in the three weeks they've been available,” he said.

Julius Karel Dies;
IHE Co-Producer

MIAMI—Julius Karel, business show organizer and co-producer and founder of the Independent Home Entertainment Show in Chi-

cago along with his son Larry, died recently here following a long illness. He was 69. Surviving are his wife, Gertrude, Larry and another son, Paul.
PHILADELPHIA — Television cartridge received another major boost in this area recently when the Sears stores announced plans to expand their system of 16 outlets in the Philadelphia area. The announcement followed the introduction of TV cartridge at the John Wanamaker d e p r i t m e n t here but plugs software.

The complete Sears TV cartridge system includes color converters for normal TV reception on a 24-inch diagonal screen, videotape player/recorder, with black and white TV camera optional. However, emphasis is on the tapes, including blanks for home-made entertainment.

Almost 100 different taped programs, half of them movies, are advertised in a "period list" by Sears. The complete library available, said a Sears official, will allow for non-stop, 24-hour-a-day viewing for a month and a half.

Cartridges run from 15 minutes up to 90 minutes, most of them in color, and are available for both purchase or rental. Blank cartridges can be played up to 100 times, or erased to record other programs.

Individual cartridges with pre-recorded entertainment cost about $7.99 to $39.99 each. Popular movie cartridges rent for about $6.00 per single showing. Blanks for some recording are sold for as little as $3.98 for a 100-minute length. Ads state that the average film runs about 8mm or 16mm film running the same length of time. In typical Sears style, all prices are given a penny or two under the dollar.

Service guarantee is also underscored as a "Sears Guarantee." Service covers a 90-day period for any defects in parts or replacement without charge for the service. After the 90 days and for up to one year, parts are still covered, but customer may be required to pay for installation. If picture tube fails due to defects up to two years, replacement is required, with customer paying only for installation.

Emerson Bows Dual Dist.  

GREENWICH, Conn. — The Emerson Television Sales Corp. has entered into a program of dual distribution for its radio and TV products, as well as its Quiet Kool air conditioner, compact refrigerators and freezers.

The company has formed a new sales division for the undertaking of the project, and through it,6

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Retaillers Discuss Views on Car Cassette

• Continued from page 25

Service 

Besides the problem of tape availability, service creates another half-lim for some retailers. "Cassette is a weak system, the tape is thin and narrow, and snaps under normal automobile vibrations," Lieberman explained. "The cassette motor is only efficient with the 80-out tape, anything over that suffers dis-

tortion. Many buyers are recording 90 and 120 minute blank tapes at home with finding they can't play them on their car unit." He also said that the two caption design for reverse gives double trouble. "What you saw on tape, you caught up in reverse." Weaver does not try to repair tape cassettes. It is too time consuming. He prefers to replace them, and agreed that extra length tapes are a problem for cassettes, although "getting better." He noted that customers expect the price to be lower than car cassette because it is in a smaller package.

Grove, who sees no dollar disadvantage between different sources in service between 8-track and cassette, but isn't prepared for pricing 

Rerecorded 

Tape availability came under fire from retailers, who feel there have been too many cutbacks of titles leaving many classically selections available. "You are just throwing your advertising dollar away on cassette sales, because no one buys it," Lieberman retorted. The cost of 8-track tape has come down with improved sound and plastic punch rollers. Bootlegging brings the price up to $20. You can see few bootleg cassette tapes." Schaar noted that lack of tape availability is a disadvantage in selling the car unit. Grove feels that software manufacturers will have to issue more titles to supply the increased demand.

Tape fidelity was considered by some to be better in 8-track, while others stated that it was inferior. One thing would push sales of car cassettes, some retailers felt, was endorsement from mobile manufacturers. "Two years ago, Chrysler-Plymouth offered an option on cassettes on their bigger, more expensive models, but their experience was that cassette units always came back. They still offer the option, but the salesmen are reluctant to push it, and it is buried in the brochure. Ford and GM offer 8-track options," Lieberman noted. In Detroit, he agreed that motor companies to endure cassette, but that's a matter of the product really take off.

Sales Reps 

Representatives of a h r d w a r e firm admitted that market research points out several factors for the product's resurgence. In fact, a Craig representative discussed the term "comeback," saying it was more description for a market that had been dead. He was one of whose distributors who felt there had been a real relationship between the home equipment user of cassette and the home stereo market.

The home-cassette symbiosis goes beyond the area of the traditional audiophile, who has long discovered that cassette machines with Dolby feature, plus switches and controls and other more exotic coatings for the tape itself are more critical. "There is a front in hi-fi. Young people into cars are buying home cassette units too, particularly because the price has become more reasonable.

Other factors buoying the car cassette market are a reverse in the theory that the player only concept. It is felt that one of the most serious drawbacks in early car cassette marketing was the theory that the user had to replace the recording in the car.

He didn't. Yet another factor is the pairing of car cassette with radio, particularly FM multiplex. Car cassette prices have dropped to a level more competitive with 8-track and audio cassette, allowing both to fit in the trend to miniaturization in car equipment, and also have the quick mount or stop bracket feature.

Car Units 

• Continued from page 25

Evidences of the surge for in-dash cassette units come from Chrysler, which is stepping into the 8-track/AM/FM '73 AX cartridge unit with FM stereo standard. Several manufacturers pushed in-dash displays and promotional description. Adding to the trend was Yamaha, who dropped the "In-Dash," and shows available for 73 different car models, including 12 import car brands, who showed specials were: C-976 with AM/FM and 12-inch speakers, $299.95 list; C-975 (same as 976 but without subwoofer), $229.95 list; C-1799 ($179.95); C-974 with AM at $139. Inland/Antron also showed an AX-1500 with AM/FM stereo to list at $114.95.

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THE DUTCH record company Dureco is the Netherlands branch of a wholly independent Belgian-French-Dutch record group owned and presided over by E.W. Pelgrims de Bigard.

The group as a whole sells a total of 36 million records a year - 22 million in France through its Sofrason company, six million in Belgium through Fonior, and eight million in Holland through Dureco.

The whole group is the biggest privately owned independent record organisation in Europe.

Managing director of Fonior and Dureco is Eddy Palmans and the commercial and artistic director of Dureco since 1968 is Robert A. Aardse, who joined the company as a junior representative in 1960.

Aardse, 33, is one of the youngest of the Dutch industry leaders.

(Continued on page 33)
CONGRATULATIONS
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Financial manager of the company is Ger H. Varewijk and in charge of the newly-built pressing plant at Weesp is Mr Ridderschoof, who was formerly with Bovema. The plant uses Fabel presses which are manufactured by a sister company of Fonior.

Today Dureco employs about 100 people and the average age is under 30. In addition to the headquarters at Weesp, (Pampeldam 45) Dureco has a special promotion office at Hilversum called the Dureco Promothecque and located at Slachthuisplein 63. Five people work in this office and their principal activity is the promotion of Dureco product at the Hilversum radio and TV stations.

The Dureco administration is computerized and the company has achieved full vertical integration with wholly-owned studios, pressing plant (scheduled to produce eight million units next year), production, promotion and distribution. The company has no obligations to any foreign investor or overseas record company and the $1.5 million put into the construction of the pressing plant was completely an auto-financing investment.

The Weesp premises also house the Gospel Music Publishing Company, headed by Marc de Ruit and in this same location early in 1973, Dureco will open its new recording studios equipped with a 16-track Cadac mixing console, cables and echo equipment supplied by Heyden, Genop, Holland, and 16-track tape recorders from 3M Minnesota in Loyden. Other suppliers are Servo-Sound, Rotterdam (studio construction, sound insulation etc.), AEG Amsterdam (microphones), and Lockheed Ltd. of Harrow, England (monitor system).

The company is planning to add a mixing and montage room to the studio complex and will also have facilities for quadruphonic recordings.

Studio manager is Dick Bakker, formerly with the Soundpush Studio, who was responsible for the Shocking Blue recordings and many TV productions.

Dureco has its own cutting room, with Neumann equipment and a built-in computer system, plus a Telefunken MK 10 unit for playback.

Their own plant

Dureco: a really Dutch company

WHILE IT was distributing Johnny Hoes' product, Dureco established a reputation of being a primary source of Dutch recordings, and in 1970, when Pierre Kartner joined the firm, Dureco developed this part of its business by creating a new label for its home repertoire - 11 Provincien (11 provinces - into which Holland is officially divided). The label has the Dutch red, white and blue colors, and features Dutch names, Dutch compositions, Dutch lyrics. In short, it is the label catering for the musical tastes of 18 million Dutch-speaking people in Holland and Belgium.

In 1970, Dureco scored 29 hits and though 16 of these had English titles, half of those "English" songs were of Dutch origin. One hit came from France and one from Italy and there were 12 which were purely Dutch.

The figures for 1971 were 27 Dutch, 18 English, two Spanish and one German.

And up to the end of October 1972, Dureco had scored 18 Dutch hits, 14 English, one Spanish, one Italian and two French.

These singles hits naturally generated sales of albums, especially of compilation "Hitpoum" albums featuring a selection of hits and sold at budget price. The seventh album in this "Hitpoum" series sold more than 280,000 copies.

Dureco says that around 83 per cent of its sales come from Dutch product - which means that in 1971, Dutch repertoire sold to Dutch-speaking people in Holland and Belgium accounted for $3.5 million in sales... which shows how this taste. At the same time you can sell repertoire of external origin as and when you can. I believe the collective promotion for records carried out in Holland has been wrongly based. Radio, television, newspapers and weekly magazines have all paid far too much attention to imported musical material. This naturally has created a demand and boosted turnover; but it has also created the inconvenience of importing or pressing a large number of titles and selling relatively few

(Continued on page 35)
Many Happy Returns to Dureco, and thanks for many happy returns. Looking forward to the next twenty years!

Polydor International
Dutch industry salutes Dureco

INELCO managing director Wim Brandsteder regards the achievements of Dureco in 20 years as "highly impressive." He thinks the company shows itself to be an extremely active firm with good, experienced management. "The success of Dureco with its Dutch repertoire is an illustration," he says, "of just what can be achieved by skill, hard work and creativity." Brandsteder and his brother both worked for Dureco in the early years and can even claim to have helped decide the name of the company.

Johnny Hoes acknowledges a debt to Dureco in that the firm gave him a break when he first decided to become an independent producer after ten years with Philips. Dureco handled sales of Hoes' product at first.

"When I started my own sales organization in 1968, it must have been a big disappointment to Dureco," says Hoes, "but they were able to make up for this by discovering new talent and using some of my techniques to develop a successful repertoire. And as both of our companies are primarily active in the field of Dutch talent, I am glad to see Dureco joining us in helping to advance the cause of Dutch artists."

That Dureco left the CCGC—the Dutch record industry promotion organisation—is something Hoes well understands. "I sometimes have the feeling," he says, "that a prophet is never honored in his own country."

Henri Mildenberg, director of Continus, the committee for Dutch light music and a branch of BUMA, is also full of admiration for the success of Dureco. He is also hopeful that the Continus idea of presenting at MIDEM each year albums of Dutch repertoire may have stimulated the interest of music industry men from abroad in the creative output of the Netherlands.

Bert van den Berg, Rowuma/EMI managing director whose firm is also very active in the field of Dutch repertoire and talent on its Imperial label, says that the success of Dureco has acted as a stimulus to the market for home-produced material. "The Dureco team are excellent businessmen," he says.

Robbie Dale produces for Dureco

FORMER RADIO Caroline disk jockey Robbie Dale who has been living for some years now in Amsterdam, is one of Dureco's independent producers. Via his Admiral One label he introduced his Dutch group, O.P.M.C., to the Dutch market with "Apartment One" and "Serpentine". Almost all of Dale's productions have been released in other markets (UK, USA, Italy, France, and Belgium).

Dale was responsible for the deal between Steve Rowland (Family Dog) and Dureco, which was recently concluded. The first single "Swee America" was recently released in Holland and was hit-tipped by Radio Veronica.

Robbie Dale also has his own weekly program on local TROS-radio via the Hilversum 3 station.

Dureco: a really Dutch Company

* Continued from page 33 copies of each title

"The great mass of the public with disposable income available for record buying will not be reached by Tony Bennett, Frank Sinatra, Brahms and Beethoven. This public wants to listen to songs in its mother tongue, with straightforward melodies and lyrics."

"It is this vast section of the public that Dureco has catered to and - at the same time - the company has also been able, strangely enough, to open up the market for certain kinds of product from abroad."
congratulations
DURECO
and
good luck

radio northsea international  AM-FM
Dureco and the CCGC
Piet Beishuizen offers warm congratulations

THE CCGC is the Dutch record industry's promotion organization which is financed by its member record companies and which initiates collective campaigns to stimulate record sales.

Dureco, however, has left the CCGC, claiming that it did not give sufficient promotion to local product.

Says Dureco's commercial director Robert Aardse: "Roughly 50 per cent of the total turnover of the Dutch record industry comes from local productions and since the CCGC draws its finance from the record companies on the basis of their respective turnover figures, it seems right that it should devote 50 per cent of its budget to promoting local productions. Instead, it uses most of its money to promote foreign artists and, indirectly, to finance foreign copyright owners.

"That would be acceptable if Dutch artists received reciprocal support in other countries - but, that's just the problem. They don't. I know only too well what a hell of a job it was to get promotion for Shocking Blue abroad. This is primarily because the record industries in the UK, USA, France and even Germany are principally interested in domestic product.

"For this reason I cannot agree that our money should be used to pave a way for a one-way traffic of artists from abroad to get promotion in Holland while Dutch artists get none overseas. The CCGC's Grand Galas each year have always been showcases for foreign talent. They are excellent events in themselves and represent good promotion for certain artists; but they definitely do not support and promote Dutch talent and Dutch music.

"I think the CCGC is doing a good job - but it would be doing a far better job if it supported and promoted Dutch artists and stimulated the production of compilation albums which are real best-sellers."

CCGC director Piet Beishuizen is aware of the point of view of Dureco and Robert Aardse and regrets Dureco's decision to leave the organization - particularly because Aardse is a highly professional record man and Dureco has a fine record of success.

Says Beishuizen: "We congratulate Dureco and Aardse warmly on this milestone in the company's history. We admire the intelligent way in which Dureco product is marketed and we very much hope that our differences can one day be resolved.

Oscar Harris and the Twinkle Stars

OSCAR HARRIS and the Twinkle Stars are a ten-strong vocal and instrumental group from Surinam in the West Indies. They settled in Amsterdam several years ago and in 1968 they joined the Dureco label and made their debut with the single "Clap Hands For Baby" which achieved good sales. The sound of the group is based upon a soft ballad style with South American and West Indian influences and additional western European beat rhythms. After their initial success they recorded many more songs, most of them written by Oscar Harris and Frank Smith - Smith being the musical leader of the group. Among their biggest hits was "Try A Little Love".

Many of the group's recordings have been released outside Holland in such territories as France, Italy, Spain, South Africa, Venezuela, Brazil, West Indies, Germany, Belgium, Switzerland and the UK. The group makes an annual tour of South America and also plays regularly in European countries like Switzerland, Italy, Germany and Belgium. Their total record sales are about half a million units.

Singles:
"Try A Little Love"
"I'm A Soldier's Prayer"
"Mr Astronaut"
"What A Way I Never Wanted"

Albums:
Four - all entitled, "Oscar Harris & The Twinkle Stars".

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'New records for old' scheme is a winner

In addition to the highly successful hit compilation albums which Dureco puts out at the rate of six a year, the company has also pioneered sampler albums for record dealers. Dealers can play these albums in their shops to attract customers.

Another bright idea from Dureco has been the exchange deal whereby customers can bring in any old record – LP, 45 or 78 rpm – and get a brand new compilation album at a very reduced price. This special promotion album includes a list of 50 album releases covering a whole range of repertoire and price category.

Initial pressing of 100,000 of these albums proved way below the demand and sales eventually topped 300,000. Sales of the 50 listed records also got a boost from the promotion, some selling upwards of 10,000.

Through the exchange deal, Dutch record dealers received thousands of old recordings, many of them of considerable value because of their rarity. Some dealers gave these records away to their regular clients, others put them on display in the shop where they attracted a great deal of attention.

Through such energetic sales campaigns, Dureco has built up its business until it now has a 10 per cent share of the Dutch record market – an increase of almost 800 percent on the figure four years ago.

Robert Aardse, Dureco's commercial director, expects to see that share increase still further notwithstanding the rather pessimistic economic prognostications for 1973 and he has great faith in the development of easy listening repertoire, both in records and tapes.

Aardse sees a big future for 8-track sales in Holland and a further expansion of rack jobbing in which Dureco has a 15 percent share. He feels the record market would benefit immensely from the compilation of specialist charts – such as those produced for the American market by Billboard. This he believes would help develop sales of repertoire outside the Top 40 list.

Aardse made this point in a letter to members of the record manufacturers' and record dealers organizations, and while not all of his colleagues in the business agree with his views, many record dealers in Holland are giving considerable thought to the suggestion.

Dureco,

Let's walk again hand in hand
another 20 years through Music-land

Your sisters in law:
Though Road Air Holland has nothing to do with music, our name in airfreight-business sounds very melodious.

Be on the record with Road Air
Shocking Blue: huge success around world

TOP DURECO group Shocking Blue was the first Dutch act to reach the No. 1 spot on Billboard's Hot 100. They did it with their world-wide hit "Venus" which sold a total of 7.5 million records.

Shocking Blue are still making hit records and they were recently the subject of a feature film made during a visit to Japan. The group — three boys and a girl — was formed in 1966 and they made their recording debut with Dureco. The company created a special label for them — Pink Elephant — which was exclusively reserved for pop repertoire.

The group's first single, "Lucy Brown Is Back In Town" sold pretty well — about 20,000 copies — and convinced the company that Shocking Blue had big hit potential.

The next single, "Long And Lonesome Road" was as successful as the first; but it was in the summer of 1969 that things really took off when the group released "Venus" and took the airwaves by storm.

Dureco released the record simultaneously in Belgium, France and Germany and it quickly made the No. 1 spot in all three countries. Curiously, it only got to No. 3 in Holland — but it stayed in the charts for more than 30 weeks and sold well over 100,000 copies!

Jerry Ross picked up the record while on a visit to Europe and he set up a special company to sell the disk in the USA. It was released in America in December 1969 and by next month it had rocketed to the No. 1 spot in the Billboard Hot 100.

The success in the States reactivated the single in Europe and created a surge of interest in other world markets. The record climbed back up to No. 3 in the Dutch chart — and by this time the group's follow-up single, "Mighty Joe", was already at No. 1.

"Venus" also made the Top 20 in the UK — quite an achievement considering how difficult it is for a continental group to break in Britain.

Shocking Blue's first album, "At Home" — released in the States as "Venus" — sold more than 50,000 copies in Holland.

The next landmark in the group's career was a six-week tour of South and North America which started in Venezuela after Dureco had resolved working permit problems by establishing that the group were entertainers of international repute.

In the States Shocking Blue appeared on a number of top television programmes and then came a series of European tours, all of which were crowned with success.

On these tours the group were accompanied by their sound engineer, Dick Bakker, who went to great pains to achieve the best possible sound balance. Next came a tour of Japan, initiated by Polydor Japan, and once again Shocking Blue scored a resounding success.

The group has now sold a total of 130 million records world-wide and the film they made during their trip to Japan — via Athens and Hong Kong — is likely to be sold to many TV stations all over the world. The film was made by Cinefoon of Hilversum and it faithfully portrays the great enthusiasm generated by the group in Athens — where they played to an audience of 60,000 — and in Tokyo, Osaka and Nagoya.

Robbie van Leeuwen, musical leader of the group, was presented with the Conamus Silver Award in 1970 in honor of the world-wide success of "Venus" and all four members of the group have become citizens of honor of the Hague, the city from which they come.

The remarkable international success of Shocking Blue has paved the way to international success for many other Dutch groups like Tee-Set, George Baker, and several others, and has drawn the world's attention to the high artistic potential of Dutch talent in the world of musical entertainment.

DISCOGRAPHY

Singles:
"Lucy Brown Is Back In Town"
"Long And Lonesome Road"
"Venus"
"Mighty Joe"
"Never Sorry A Railroad Man"
"Out Of Sight, Out Of Mind"
"Inkpot"
"Rock In The Sea"

Albums:
"At Home"
"Shocking Blue"
"Shocking Blue 3"
"Shocking Blue Live In Japan"
"Inkpot"
"Shocking Blue Hits"
"Shocking Blue Special" (Budget)

Many congratulations to Dureco
Special to
Mr. Robert A. Aardse

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DECEMBER 2, 1972, BILLBOARD
Dureco champions home-grown product

When Dureco first started operations in November 1952, it was a time when records were spinning at 78 rpm and the people in Holland weren't buying too many of them. Industry turnover in those days was between four and five million dollars a year.

Now, 20 years later, Dureco really has cause to celebrate, not only because it has won many a tough fight to stay in business at certain stages of its history, but also because it has evolved with such vigor and vitality that it now has a ten percent share of the total Dutch market. And that total market today is running at between $50 million and $60 million - an impressive figure for a country of 13 million people.

Over the years Dureco has been responsible for handling such important labels as RCA and Barclay - this at a time when being in the record business in Holland meant, principally, promoting and distributing foreign product. But increasingly Dureco began developing local talent and began more and more to concentrate its activities on producing and promoting national artists and repertoire. And the company discovered that Dutch people were extremely enthusiastic about Dutch material.

Despite this deep and extensive appreciation of home-grown product, Dureco feels that the Dutch record industry and radio and television services tend to de-emphasize domestic recordings in favor of imported material. The Dutch public has a vast catalog of imported product available to it and it is probably the most Catholic round-buying public in Europe.

One of the key men in Dureco's policy of developing local talent has been producer Johnny Hoes who joined the company in 1964. He produced a string of hit records for the firm before leaving to set up his own company at the end of 1967. Hoes really understood the home market and his departure was quite a blow to Dureco, in fact the company's turnover slumped dramatically.

But things began to pick up again with the creation of the home-produced gospel label, Te Drum - the Menyena with "Big Bamboo" had a huge hit on this label - and in the growing popularity of young singers Bax Cramer. And of course the crowning success story was that of Shocking Blue with their world hit "Venus".

By 1970, when "Venus" had gone round the world, Dureco had established its right to be up there with its bigger brothers in the record industry, demonstrating a perceptive facility for seizing opportunities often overlooked by the majors.

It was in 1970 that Dureco moved from its small offices in Beursstraat in the heart of old Amsterdam to bigger premises in the city. Within two years, however, it had outgrown this location and this year it moved again to its present headquarters in Weesp, near Amsterdam, where it employs around 100 people.

Among those people is a very talented producer, Pierre Kartner, who has proved a highly effective successor to Johnny Hoes because of his clear understanding of the taste of the Dutch public as far as Dutch product is concerned. His talent is helping keep Dureco in the forefront as a producer of Dutch material.
The Pierre Kartner story

IN THE last two years Dureco has chalked up 112 hit records - and more than 40 of these have been produced by 38-year-old Pierre Kartner, the man who discovered Dutch top acts as Corry, Hanney & de Rekels, the Brouwer Brothers, Jacques Herb and DeMakkers, and who writes material for them.

Kartner is an immensely hard worker and a perfectionist who is never satisfied with anything less than the best. He has a finely developed feeling for the musical susceptibilities of the Dutch public and is adept at producing melodies and lyrics which find an immediate acceptance among Dutch lovers of easy-listen-to sentimental music.

With his roster of Dutch talent, Kartner has created the highly successful television productions called the Vader Abraham Shows. The shows, named after a Kartner hit song, "Vader Abraham Had Seven Sons", are presented in large halls before audiences of 2,000 or more people, and they feature mainly Dureco artists.

To produce the two-hour shows, Kartner set up Vabram Productions Ltd managed by Hans Lauwer and Bram Stolje. So far, shows have been held in the Rotterdam Concert Hall, the Hague Congress Centre, the Rotterdam Ahoy Hall, the Martini Hall in Groningen, the Annual Fair Hall in Utrecht, the Rhine Hall in Arnhem and the Town Theater in Maastricht, with tickets selling at an average of $1.50, and all the shows have been sell-outs.

Recently Kartner made a special programme for TROS-TV featuring songs written and performed by himself which will be transmitted next April and for August he plans a special fun movie in which he will feature many of his successful songs in a satirical way. He has also signed a contract with TROS-TV to produce a special carnival programme next year.

Because of his efforts on behalf of Dutch repertoire, and his record as the most successful Dutch composer of the year, with "Olike Bolleke", Kartner was presented on November 13th with the special CONAMUS Gold Award.

Kartner has received gold and platinum disks for almost all of the records he has produced and total sales of his productions now exceed 2.5 million.

ROBA MUSIC

HAMBURG – Germany Am Knill 93 d

Congratulations on the occasion of your 20th Anniversary

It’s a pleasure to work with DURECO

Congratulations to the DUTCH RECORD COMPANY that after 20yrs deserves to be on top.

We hope your success continues with your new release from us with

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Young Blood International

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DURECO HAS an impressive number of contacts and contracts with overseas companies and there is no doubt that what really put the company on the international map was the fantastic world-wide success of Shocking Blue’s “Venus”.

Here is a round-up of Dureco activity world-wide:

WEST INDIES - BARBADOS

The Merrymen from the Caribbean territory of Barbados are extremely well-known in their own country and have also made a big impact in Holland and Canada. Their records are released by Dureco on the Mata Hari label which is owned by Mrs. Bolland. Dureco has issued about ten albums by the group in the Dutch market and has world rights to the group’s product with the exception of the Canadian and Caribbean territories.

Conversely, the Merrymen have the exclusive rights for the Caribbean market to the Oscar Harris repertoire and “Soldier’s Prayer” was No. 1 in Barbados, Trinidad and Jamaica.

BELGIUM

Dureco product is handled in Belgium by Fonior, the sister company. Belgian labels represented in Holland by Dureco include UP, and RKM from the Roland Kluge organisation (with such artists as the Chukchua); Start (Paul Severs); Monopole (Anja); Eurovox (Louis van Rijzenmeu); Hebra, Apollo Music (Jody Purpora); Bastart (Samantha) and Bobbejaan Schoepen.

BRAZIL

Top Tape Music in Rio has acquired the rights of the Think Tank catalog, Oscar Harris and the Twinkle Stars and the Dutch group Zingara.

POLYDOR CANADA plans to release the Think Tank material and is also issuing the Wilma repertoire which is popular with the Dutch immigrant population.

In Colombia the Discos Chaves company of Pasto represents the Dureco label.

SCANDINAVIA

Jorgen Ingmann is still “in” in Denmark and his recordings for Metronome are released in Holland by Dureco.

Dureco also represents the Sonet and Storyville labels in Holland. Also from Sonet Dureco handles the Specialty recordings of such U.S. talents as Little Richard, and releases Sonet’s Bill Halley recordings on its Pink Elephant label.

UNITED KINGDOM

Dureco does business with many companies in Britain. Among product of UK origin which is handled by Dureco are
twelve albums by the Dutch group Zingara.

HIGHLIGHT OF Dureco’s 20th birthday celebrations will be a 100-minute color TV spectacular featuring a big lineup of Dureco artists. The show, will be transmitted Nov. 30, having been recorded five days before in the 1,200-seat Annual Fair Hall of the Utrecht Congress Center.

Utrecht disk jockey and television compere Eddie Gecker will introduce Ben Craver, Jacques Her, John de Rekels, Wilma, Vader Abraham and his Seven Sons, The Breuwer Brothers, De Makkers, Curry, Roel Schmidt van der Hoven and Johnny, De Kermiklanten, Oscar Harris and his Twinkle Stars, Nico Gomez, Sonora Pampa (from Surinam), the Silvertone Steel Band, Think Tank, Shocking Blue, Cherie Van Gelder-Smith and the world-famous Utrecht Byzantine choir.

This programme represents a tremendous achievement for Dureco since as little as four or five years ago very few radio or TV stations were prepared to give much exposure to Dutch talent. If the climate is far more favourable today, then much of the credit for this change of heart among the broadcasting companies must go to Dureco and its constant efforts on behalf of local artists.

Two years ago Johnny Hees arranged with local KRO radio to present a weekly two-hour program of Dutch repertoire on Hilversum 3. The programme was an overwhelming success and since then many other stations have followed suit by featuring more and more Dutch repertoire in their programmes. Later, the television programmes followed up with Dutch specials like “Met Een Lach En Een Traan”, “Op Looie Groen”, “Fiddy Ready Go” and “The Vader Abraham Show”.

Corry, one of the many artists appearing in Dureco’s special TV spectacular – see story below.

VERONICA MUSIC EDITIONS C.V.

utrechtseweg 16 - postbus 218 - hilversum-holland telefoon (02150) 5 10 45

DECEMBER 2, 1972, BILLBOARD
Is 't allemaal "Double Dutch" to you?

'...zij drukken
'...they print
verschrikkelijk snel,
terribly fast.
Belooft me,
Believe me,
100,000 lp-sleeves per dag
en one hundred thousand lp-sleeves a day
s geen probleem!
s no problem!

This is a quotation from Robert P. Aardse, Commercial-Artistic Director of the Dureco Record Company in Holland (now celebrating its 20th anniversary). Nice fellow. Vlieg compliment to the busy boys at Bruin Printing Company, who are they 'Dutch' specialists for all graphic support to the international record trade. Producers of inner sleeves (plain or imprinted) and sleeves. For singles and 1ps. At least 100,000 per dag.

It's true. Bruin prints 'verschrikkelijk snel'. They can consequently, hand large orders – with sure timing. Typesetting lithography – even a design studio – are part of their organization.

Would you like a transparency, shot in a Paris studio? Bruin has them in stock.
Are you in a hurry? Bruin is service minded. For extra quick service let them have your label information on Monday morning. Friday they'll have 25,000 sleeves ready.

Have you ever heard of a Dutch Record Company boss having his lies printed in BILLBOARD? For further information contact Mr. Robert P. Aardse of Dureco or the company that paid for this space:

Zaandam
Holland
POB 152
Zaandam
Holland

Drukkerij Bruin
Printing office

Dear Robert,
See you at the reception

Harry van den Berg
Managing Director

Dutch growers send flowers all over the world – Brussels, London, Berlin – everywhere is within easy reach. That goes for printers, too. We'll gladly send you our printing schedule on request.
Dureco around the world

(Continued from page 43) Dureco in Holland are releases from Alaska Records, Heavy Dog Productions, Red Bus (exclusively for Yellowstone & Voice and George), Shit Talmy Productions (Smiley), Tony Atkins (Groos), Firewater, Orange (John Miles, Crazy Mabel), Zack Laurence, President (which is releasing Mergensyren product in the UK), Reflection (Andwell), Ampex (contract for musicassettes and 8-track cartridges and many top artists like Creedence Clearwater Revival), Ad Rhythm (complete organ series and material from Keith Beckingham), Deco (bought from Dureco via Robbie Dale many productions like Barry Webb and Apartment One), Kingdom (exclusive contract with Dureco for the Kingdom label, with such artists as Caravan and Khan; Terry King of Kingdom, in turn, has UK rights of Oscar Harris and the Twinkle Stars, Mickey Key and Cherrie Vangelder-Smith), Page Full of Hits (Continued on page 46) HANNY and de Rekels.

FRANCE

Dureco has contracts with Gerard Tournier (for Stone and Eric Charden), Jean-Pierre Rawson (via Sofrason for Majority One and the hit “Because I Love You”); Disc’AZ (exclusive representation with additional material like Mardi Gras from the USA); Sofrason (the French sister company of Dureco); Biram (exclusive contract with Jean Kugler); Caradine Music (including the records of Gipsy Queens); Technisonor (which handles material by Robbie Dale in the French market); Lido (Barbara Baker has acquired rights for Oscar Harris and the Twinkle Stars and Think Tank).

GERMANY

Stereoton in Munich has sold Dutch rights for Teddy Parker material to Dureco.

From Hans Sikorski Dureco has acquired “Najatata” by the Royal Brewery; and from Hans Dureco has “She’s Coming Back” by Allie Kahn which is still used as a theme for the Eddie Becker TV programme in Holland, “Eddy Ready Go”.

From ZAFIRO Records

SPAIN

Best congratulations on your 20th Anniversary

to be released soon

Shocking Blue

a film by

Ab Jansen

a Multifilm - Cinecentrum production

in co-production with

Dayglow Music

Dureco Records

Paul Acket Organisation
Dureco around the world

CRUQUIUS n.v.
the biggest independant pressing plant in Holland congratulates DURECO on its 20TH anniversary!

RIEN DUISTERHOF
managing director "Cruquius"
Biekersvaartweg 45
Heemstede, Holland
Telephone 282512
Telex 41392

CONGRATULATIONS!
DURECO 20 YEARS OLD?
HOW COME ROBERT STILL LOOKS SO YOUNG?

THE ADMIRAL
ROBBIE DALE
ADMIRAL ONE PRODUCTIONS
WISHES MANY MORE HAPPY DAYS TO DURECO

ORANGE
CONGRATULATIONS to Dureco for their fine contribution to the Record Industry.
3 & 4 NEW COMPTON STREET LONDON WC2H 8DD
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AND IN HOLLAND WE ARE HAPPY TO BE ASSOCIATED WITH DURECO

CONGRATULATIONS
ROBERT A. AARDSE and DURECO
SIRE RECORDS INTER-REP
BANG RECORDS (Benelux)

CONGRATULATIONS!

Dureco also has contracts with Roba, Bellaphon, and Polydor Hamburg (for the Shocking Blue catalog). Polydor, in fact, has world rights for Shocking Blue material outside the USA, Holland and some other European countries.

GREECE
Shocking Blue is represented in Greece by Minos Matsas which is also distributing Oscar Harris product.

ITALY
Saar has the rights in Italy to Think Tank, and Shocking Blue product. And Saar’s recording of "Flash" by the Duke of Burlington was a hit in Holland when released by Dureco.

Dureco has acquired Dutch rights of the Joker label and also had a hit from Carisch of Milan with Peppino dit Capei.

JAMAICA
Dureco is handling material from Woodwater (Ted Powder) in Jamaica and among the successful artists is Ken Lazarus. Powder in turn has acquired for Jamaica the recordings (Continued on page 47)

Jaques Herb

1) (Continued from page 45

Other German companies with whom Dureco has agreements are Aronda; AME Musikverlag (which has released the Brouwer Brothers records in Germany); Finger (which has acquired German rights to Think Tank); Metronome, whose repertoire is represented in Holland by Dureco and which has released records in Germany by Ben Cramer, De Makkers, Harry and de Rekels and Corry. The latter three acts have recorded German versions of their songs with lyrics by Rolf Baierle.

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MEKIKO
Polydor in Mexico acquired rights to the Shocking Blue material as well as product by Think Tank and Oscar Harris.

NEW ZEALAND
From Viking Records, Dureco has acquired for the Dutch market an album by Richard Bonal. Viking, in turn, will be launching Ben Cramer in Australia and New Zealand.

PORTUGAL
Vadea in Porto has the rights for Shocking Blue and Think Tank material.

HAPPY ANNIVERSARY

BIRAM RECORDS

CONGRATULATES

DURECO

ON ITS

TWENTIETH ANNIVERSARY

n° fernand neuray, 8-1060 bruxelles — tel: 02.44.48.40

The promotion department of Dureco thanks

ROBERT A. AARDSE

for his great leadership

Marjan de Raaff
Joke de Groot
Els le Fèbre
Dolf van Nijnatten
Hans Wilbrink

Promotheque Dureco, Slachthuisplein 63,
Hilversum Tel: 02150-57645 Telex: 16619

DECEMBER 2, 1972, BILLBOARD
Cheese

Windmills, wooden shoes?
We still have them for you
(when you visit us as a tourist)

But how about your share in Holland’s $ 70 million record business today?

Still disappointed? Why don’t you join us
Dureco, already for the last 20 years trendsetting in the Dutch market

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Telephone (0)2940-153 21 - Telex 14409 - Cable-address Recmus Weesp

Promotheque Dureco, 63 Slachthuisplein, Hilversum, Holland
Telephone (0)2150-5 76 45 - Telex 16619
Country Music

Country Music Christmas Releases
In Slow Seasonal Activity

NASHVILLE—A smattering of new country Christmas products this year is being released, but still no great resurgence of the past.

One collector’s item is Christmas single also being distributed on a limited basis.

Ohio, Columbia, bowing the Statler Brothers’ first Christmas single and Tammy

Cash from Epic, has released an album of the Johnny Cash Family Christmas, with the title release by the label, “We Wish You a Merry Christmas” in addition, it has an LP titled, “We Wish You a Merry Christmas,” featuring Danny Da-

nis, Lee Hazlewood, Don Williams, Nelson, Hank Snow, Floyd Cru-

r, Skeeter Davis, Charley Pride and others.

The most unusual release is that

by Bill Anderson, a single he wrote and recorded strictly for his fan club members. It will be heard in general distribution, and

will not be played for airplay. Instead, the single copies are being sent only to members of his club titled “Across the Miles at Christmas,” it includes the voices of his band, the Po’ Boys, and his fan club president in Denver.

Although there is some pickup in a week-long contest, the company spokesmen say the expansion of the Christmas songs is still too much too soon, which pre-

cludes a great many releases.

Cape was to study all facets of the release would not release anything at Christmas, that the Christmas songs came along. So far, he said, it hasn’t.

Riverront to Lease Masters

MEMPHIS—Riverront Music Productions, Inc., run by country oriented management, has two projects that have been established here on Elvis Presley Blvd.

Headed by Bobby Burns and Gitl Friend, the company will produce artists to lease their recording labels and operate two music publishing companies.

Friend has a catalogue of 294 songs, and some have been re-leased by artists such as Jimmy Dean, Billie Jo Spears, Jerry Butler, Ray Price, Jack Jackson, Charlie, David Houston, Linda Ronstadt and the Friends of Di-

Siree.

He will head Burns and Friend Music Publishing, Inc., (ASCAP)

Scholarship To Girl Scout

NASHVILLE—A scholarship grant to the Girl Scout organization in the United States has been made here by the Communication Arts Council, an organization which includes the music community.

About 150 girls will come here to the city, to work as part of senior scout groups. These girls will be held next year for girls from all over the country.

The money is utilized to allow a girl scout to attend summer camp in the city.

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Casters to Prepare Seminar Agenda in ’73

NASHVILLE—The next Country Radio Seminar is scheduled for March 16-17 at the King of the Road Motor Inn, with broadcasters themselves determining the agenda.

Tom McEntee, founder of the event, noted that the seminar was organized “with the express purpose” of sharing practical knowledge about the business of music in areas of broadcasting.” Now, the agenda will reflect the “expertise of individuals who have worked in the business for years.”

McEntee, who recently moved from MGM to ABC-Dunhill said he expects the consistents of Bill Collie, UA, Charlie Background, ASCAP, RCA; Elroy Kahanek, Royal American. Miss Starling will be assisted by the Ashley Singleton Corp, Mac Allen of Acuff-Rose, and Betty Hofer of the Open Door Agency.

All workers are volunteers, and the seminar is a nonprofit function.

Serving as chairman of the agenda committee will be Don Donahue of WTTI, Lansing, Mich. Broadcasting magnates joining the committee include Tom Allen, Wil. St. Louis, and Ben Fite. Lizzy, M. Worth; Rick Libby, KREN, Houston,

Mike Jackson, KVOO, Tulsa; Art Wilt, WBBG, Abilene, Tex; Carson Schreiber, KLAC, Los Angeles; Bob Humiston, WOR, New York; Ivy, John Hollister, KRAM, Sacramento; and Lee Roman, WCCL, Peoria.

Promoters who will be among the broadcasters to submit topics. They may be sent to any member of the Seminar Agenda committee.

December 2, 1972, Billboard

WESEL ROSE, president of NARAS, joins Nashville chapter President Frank Jones and executive director Emily Bradshaw in presenting to Roy York, new executive director of the Country Music Foundation, an actual Grammy. This, with other NARAS material, will be preserved and catalogued in the country music research. Left to right, Ivy, Jones, Rose and Mrs. Bradshaw.

Brite Star's Pick Hits... Brite Star's Pick Hits

IT'S GONNA BE LIKE A WILD UP CHRISTMAS”... Dallas Corey—Brite Star

“WE COULD”... Jimmy Jenson—(Jay

“FROSTY THE SNOWMAN”... Lynn Anderson—(Columbia)

“HOUSE WITHOUT A DADDY”... Janett Howell—(Huck

“LET THEM TALK”... Ray Pennington—(Monument)

“I JUST CAN’T FORGET YOU... Gene Mooney—(Merit)

“All HEAVEN BREAKS LOOSE”... David Rogers—(Columbia)

“LONELY PLACE TO BE”... Johnny Robbins—(Twill

“A BAY BAY”... Sandy Posey—(Columbia)

“LOST AND WINDON Cutchely—(Sounds)

“YOU CRY NOT ALONE”... Jo and Loyal—(Loreal)

“WE LONG TO LOVE”... (Cunningham)

“CALL OF THE WINE”... Johnny Dollar—(Gemini

“OUR LOVE”... Johnnie Wright—(Columbia)

“THE VERSATILE JANSON”... Jack McFadden—(Supreme)

Two in the Top 10 and one on the way.

"Fool Me"  Lynn Anderson (Columbia 4-45692)
"Lonely Women Make Good Lovers"  Bob Luman (Epic S-10905)
"She Loves Me (Right Out of My Mind)"  Freddy Weller (Columbia 4-45723)

On Columbia and Epic Records
NO DOUBT ABOUT IT, IT'S A WHOLE LOTTA SONG BY A WHOLE LOTTA DUET, AND IT'S CLIMBING A WHOLE LOTTA CHARTS!

'Whole Lotta Loving'

MGM #K14443

HANK WILLIAMS, JR. & LOIS JOHNSON

Latest Album:
"SEND ME SOME LOVIN'"
MGM #SE-4857
EXCLUSIVELY ON MGM RECORDS
Country music now is fully integrated. The latest to join the swing is a group called the Oterz Brothers, formerly known as The Indians, who are full-blooded red broilers from New Mexico. The self-contained group is now doing a specuclative session under the direction of Irving Wise in New York. They are managed by Frank Campana. Studio manager Charlie Tallent of the Jack Clement recording studio has announced the appointment of Jim Williamson to work with him at that complex. The Crist Sisters have undergone themselves with their new custom bus. Each room is painted a different color, and it is plush carpeting throughout. It's home for the girls, their parents, and their younger brother. Bride Star comes through again. The promotion firm once more held out turkeys to newly families on the edge of Music Row. This is the fifth year for doing this. Danny Davis went from the White House to the Mike Douglas Show in Florida, hosting with Jackie Gleason. Dan Penn of Memphis has written the new Patty Nell releases, "I Hate You." Patty does a duet with Tammy Wynette on an upcoming "Hee Haw, " Bobby Lewis, Cal Smith, Ernest Tubb and Leona Williams work together on about 20 dates in December. The Dick Sherry Show, featuring Jeff Knight and the Nashville Rebels, made a special appearance at the Central Prison in Raleigh, N.C. The show was sponsored by WQSM and WFMU, Fayetteville. Goldie Winn also appeared on the show. Sherry then left on a southern tour. The Kenny Brent Show, with Donna Harris, played to a standing room crowd at the Texas Cow Palace in Lubbock. The Bill Goodwin agency continues to grow. In addition to Bill Anderson, Goodwin now has Glenn Ballard, Roy Drusky, LeRoy Van Dyke, Freddie Baker, Susan Hayes, Frank Hobson, Beck Dinning, Pat Nonley, Clyde Owens, Janree Princeton, Warren Robie, Willie Wade and Wyatt Webb. Parades were big things for country artists over the Thanksgiving holiday. Tommy Cash headed up Macy's Parade, while Archie Campbell did the same for the Gimbel's parade in Philadelphia. Some new features are being added to "Hew Haw," including an "Ask Buck" series involving Capitol's biggest Commander Cody and the Lost Pleat Airmen introduced their new Paramount single at the Dot show here in October. Now it's moving up everywhere. It got great acceptance from the jocks. Dina Trak continues to come on strong with military hikes. A group called the Northwest Steel Guitar Society has held elections and recently elected Larry Dorough president. Wally Griffin is vice-president and Paul Wolfe is secretary-treasurer.

"JERRY McCLENDON" ON "RAVEN RECORDS" "DADDY DON'T YOU WALK SO FAST" B/W "WALK IN SUNSHINE" JERRY IS #46 ON PLAY LIST OF K.R.K.R. RADIO, SACRAMENTO, CA. GETTING ACROSS COUNTRY ON VARIOUS PLAY LISTS U.S. & SOME ROCK HITS. AVAILABLE FOR BOOKINGS THANK YOU DJ'S FOR "PROMOTION COPIES" "RAVEN RECORDS" P.O. BOX 20037 SACRAMENTO, CALIF. 95820 PHONE 916-423-5628

THE TRUTH ABOUT WHO ZERO JONES SLEEPS WITH!

Zero Jones

"A LETTER TO LORETTA"

CUTLASS 844 produced by LORETTA LYNN and TOMMY ALSUP

EXCLUSIVELY ON CUTLASS RECORDS

Country Music

Nashville Scene

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Country Music

Nashville Scene

Country music now is fully integrated. The latest to join the swing is a group called the Oterz Brothers, formerly known as The Indians, who are full-blooded red broilers from New Mexico. The self-contained group is now doing a speculative session under the direction of Irving Wise in New York. They are managed by Frank Campana. Studio manager Charlie Tallent of the Jack Clement recording studio has announced the appointment of Jim Williamson to work with him at that complex. The Crist Sisters have undergone themselves with their new custom bus. Each room is painted a different color, and it is plush carpeting throughout. It's home for the girls, their parents, and their younger brother. Bride Star comes through again. The promotion firm once more held out turkeys to newly families on the edge of Music Row. This is the fifth year for doing this. Danny Davis went from the White House to the Mike Douglas Show in Florida, hosting with Jackie Gleason. Dan Penn of Memphis has written the new Patty Nell releases, "I Hate You." Patty does a duet with Tammy Wynette on an upcoming "Hee Haw, " Bobby Lewis, Cal Smith, Ernest Tubb and Leona Williams work together on about 20 dates in December. The Dick Sherry Show, featuring Jeff Knight and the Nashville Rebels, made a special appearance at the Central Prison in Raleigh, N.C. The show was sponsored by WQSM and WFMU, Fayetteville. Goldie Winn also appeared on the show. Sherry then left on a southern tour. The Kenny Brent Show, with Donna Harris, played to a standing room crowd at the Texas Cow Palace in Lubbock. The Bill Goodwin agency continues to grow. In addition to Bill Anderson, Goodwin now has Glenn Ballard, Roy Drusky, LeRoy Van Dyke, Freddie Baker, Susan Hayes, Frank Hobson, Beck Dinning, Pat Nonley, Clyde Owens, Janree Princeton, Warren Robie, Willie Wade and Wyatt Webb. Parades were big things for country artists over the Thanksgiving holiday. Tommy Cash headed up Macy's Parade, while Archie Campbell did the same for the Gimbel's parade in Philadelphia. Some new features are being added to "Hew Haw," including an "Ask Buck" series involving Capitol's biggest Commander Cody and the Lost Pleat Airmen introduced their new Paramount single at the Dot show here in October. Now it's moving up everywhere. It got great acceptance from the jocks. Dina Trak continues to come on strong with military hikes. A group called the Northwest Steel Guitar Society has held elections and recently elected Larry Dorough president. Wally Griffin is vice-president and Paul Wolfe is secretary-treasurer.
Oak Ridge Boys’ LP Success

NASHVILLE — Success of the Oak Ridge Boys with their LP "Light" has opened new doors, and even brought about the need for an expanded hall in at least one case.

The Oaks evolved with a much expanded sound expressed in their album. Produced by Bob MacKenzie at Whitley Recording Studios in Glendale, Calif., the LP landed them three Doves at the recent Gospel Music Association’s presentations award.

The Oak Ridge Boys themselves won a Dove as Best Gospel Group of the Year, and their piano player, Tony Brown, was named Best Instrumentalist.

This seemed to spur the personal appearance tour. They first went on an 18-day swing of Illinois, Pennsylvania, Michigan, Oregon, Washington, Idaho, Wyoming, Kansas, Oklahoma and Texas. Incredibly, each city appearance brought about a record.

In Edmonton, Alberta, Canada, the Oaks were welcomed by a capacity crowd of more than 3,000 in the plush Jubilee Auditorium, playing to the largest gospel audience ever in that city’s history.

That same night, they broke sales records, moving 1,563 albums to the audience. Most of those sold were the award winner, "Light.

In Seattle, the Oaks were back for their third consecutive time, and the show was a sell-out prior to their arrival. In Portland, another full house. West Coast promoter Polly Grimes said "a lot of them were people who had never attended any gospel shows before.

"The Oaks have created a certain charisma that’s intriguing to people in all walks of life, as well as to all age groups,” Miss Grimes said. "We saw several new faces in Portland who were there simply out of curiosity for the group, not because of any dedication to gospel music itself.

"It serves as a good indication that the Oaks are arousing audience interest among people who’ve never accepted it before, which is good for the entire industry.”

The Oaks were scheduled to return to the West Coast again in March, where they’ll perform at the Long Beach Municipal Auditorium in California, and at the Oakland Civic Auditorium. Then they’ll make a return appearance at Portland and Seattle.

Ron Blackwood, president of the Tom Drake Agency, says that Hazel and Tom Drake have just returned from Canada, and have received the exclusive contract to handle talent for all of the Western Canadian Fairs on the "J" Circuit. This will include six solid weeks of fairs, headlined by the Prophets and the Hemmerleys Family, with a supporting cast. Mrs. Drake will produce the show, a full production with lighting and all. The circuit previously was made by the Blackwood Singers.

Barbara Hodge will join the Blackwood Singers, a mixed gospel group. The group records for Heart Warming, and co-hosts a syndicated television show.

The Brooks Singers from Chattanooga are making final preparations for a trip to Europe next spring. R.E. Blount, manager of the group, made the announcement Wednesday. The group has been scheduled to take the singers to Yugoslavia and the Soviet Union. The tour will be made in cooperation with the federal government. Plans are being worked out to take the group to Yugoslavia as well.

The group, the Apostles, maintained a heavy road schedule. They marketed it together to the South Dakota Fair Convention.

Calvin Runion and the Diplomats have recorded a single of the country hit, "I Wonder How John Fell When He Baptized Jesus..."

The Florida Boys come in to Nashville to record right after Christmas, with sessions set for Dec. 27-28-29.

The Lewis Family records next week, also in Nashville.


Ozark Drama Most Popular

BRANSON, Mo.—The Missouri Ozarks’ classical re-enactment of Harold Bell Wright’s "The Shepherd of the Hills" is now the nation’s most attended historical outdoor drama.

The information comes from the Institute of Outdoor Drama at Chapel Hill, N.C.

A total of 140,738 people came to the Shepherd of the Hills farm near here this past season to see this adaptation from Harold Bell Wright’s religious novel, first published in 1907. The book, still in print, sells some 25,000 hardback copies annually.

The show here has a cast of 78, and features outstanding gospel singing.

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The show here has a cast of 78, and features outstanding gospel singing.

74-0824

Norro Wilson’s number is already climbing all three charts.

And what’s in the number is in the name: Norro Wilson “Everybody Needs Lovin’”

#74-0824 is part of the RCA Experience

DECEMBER 2, 1972, BILLBOARD
MISS LESNAR, 30, Country singer, was recently married in Nashville to her manager. The couple will make their home in Nashville, where Lesnar is expected to continue her career.

COUNTRY, SOUL CROWD CHRISTMAS LIST

NEWARK, N.J.—Country and soul Christmas releases by the biggest names in the business are建筑业 according to Dick Siegel, 1972 greatest hits behind the scenes.

Soul singer-songwriter Elton John, who has been making records since 1967, is expected to release a Christmas album this fall. The album will feature songs written by John and his guests, including John Lennon, Paul McCartney, and Ringo Starr.

Soul singer Al Green, who has been making records since 1965, is expected to release a Christmas album this fall. The album will feature songs written by Green and his guests, including John Lennon, Paul McCartney, and Ringo Starr.

Country singer John Denver, who has been making records since 1969, is expected to release a Christmas album this fall. The album will feature songs written by Denver and his guests, including John Lennon, Paul McCartney, and Ringo Starr.

Jukebox programming

MONDAY, MARCH 20

TUESDAY, MARCH 21

WEDNESDAY, MARCH 22

THURSDAY, MARCH 23

FRIDAY, MARCH 24

SATURDAY, MARCH 25

SUNDAY, MARCH 26

One-Stop Christmas List by ANNE DUSTON

CHICAGO.—Longer air exposure is necessary for Christmas singles to spark jukebox action, claimed one-stop managers in a survey.

The trade attitude of record companies in promoting new Christmas records is hurting box play, they said. As a result, one-stop operators depend on old standards for their December sales, "something jumping out of the woodwork," according to Sid Williams, one-stop in Philadelphia. Williams has had success with the new Jethro Tull 'Christmas Song' on Columbia.

"The top 40 positions are not as Christmas music oriented, which is a necessity in developing new records," said Tony Hori, one-stop, Seattle. "The record companies get their jukebox stations late, and one-stops are not prepared with the information when customers begin calling."

"It's a problem as a matter of economics. Retail emphasis on Christmas songs is not as intense as it is in the past. Jukeboxes are not set up to retail any songs that are not currently in the airwaves."

"One-stop companies have more faith in their product, they would be willing to carry more Christmas oriented records, but they don't want to bother for the extra cost of the setup period," Mowers concluded.

Christmas Releases

Tardy: Programmer

By BENN OLMAN

MILWAUKEE—Veteran program director John Karmes, owner of Novelty Co. here, claims record labels continue to be guilty of tardy programming. "Christmas records have at least six weeks before Christmas to be in stores," he said. "The new holiday releases," he in- sisted, "are the ones that are popular in the New Year."

"Christmas records have been shipped far too late for advance testing," he said. "Getting them out two or three weeks early will be necessary for Christmas operators to have their Christmas items out before the holidays."

"The new holiday items are out on the dates by Thanksgiving. We may not do as well about the Christmas," Karmes said.

This year as in the past 15 years, Kohn expects to do less business for those-who-trade-seasonal items like Bing Crosby's 'White Christmas' and Rosemary Clooney's 'Rock, All Around the Christmas Tree' and 'Jingle bell Rock.'

"Each year the Christmas records become less and less a factor."

MINN. SEMINAR

Assn. Rips Disk Quality, Length; Debates 7-In. LP, Color Strips

By IRENE & LORI CLEPPER

Brown said that while programmers are getting ready to 10 to 20 times the number of requests as in former years, it is not profitable to spend two or three hours a day looking up requests, nor is it profitable to supply locations with a big bunch of requests at once.

One operator suggested that a sales approach must be used in which the location is located in a product and the operator can select certain (new) records especially for the spot. "Accommodate them with a request, but sell them the money-makers."

Kip Parker of Acme said there is "something wrong" with programmers when requests turn up for highly popular numbers. He said consultations with one-stops and use of billboard allows programmers to anticipate big highs in advance.

Both Parker and Rieger spoke favorably about jukebox LPs, though they noted very little jazz was in 30 selected hit albums. "We don't play the 78s that they want. They may select six from a 12-inch album and two may be hits and four may be garbage," said Rieger.

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"The cheapest records on the phonograph are albums," said Norman Pink, MOM president and manager of the Music Service of America, who noted jukebox LPs have helped the switch to two for a quarter play and will help as the industry thinks more about quarter play.

But Ivor Garsen, Dart Records one-stop here, pointed out that jukebox LPs cannot be returned for credit as singles can. He said he thought the jukebox manufacturers "created this problem with albums. I think we'd be better off without them."

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The Works.

Two 6-inch full range speakers sing out the high notes with true high fidelity.

Last year we invented the "sightline" program deck. This year we moved all the patron controls upstairs! Our ten-numbers-in-line selection system, the instruction panel and the Compute-A-Flash "record playing" indicator are right at hand.

Our special pre-amp/amp is the same reliable unit you're used to. It's just one more example of the easy-to-service modular design Rock-Ola is famous for.

Dollar Bill Acceptor - A money making option to increase the take.

And this year, we've added a record-saving swinging needle brush that cleans the needle thoroughly before and after every play.

All around The Works, you get Rock-Ola's rugged construction, loaded with spill-protection features.

Here's the heart of The Works: our dependable Rock-Ola Revolving Record Magazine. It has a precision-cast slotted hub for perfect record indexing. It works together with our famous Mech-O-Matic record changer, Accu-Trac tone arm and magnetic cartridge with diamond needle.

You'll be glad we kept our electrical total play counter. It never needs mechanical adjustment.

Here's what's new. A red hot color scheme executed in lenticular glass that shimmers before your eyes as you approach. We call it Animotion.® And our digital selection panel has moved upstairs to the sightline program deck. Now everything's together for the easiest selection ever. You've got The Works. See it now at your Rock-Ola Distributor.

We're letting you in on a trade secret. The new 160-selection Rock-Ola 450 jukebox is all new on the outside. But underneath it all, the works are virtually unchanged from last year. Because our policy is "If it can't be improved, leave it alone." So basically, you have a brand new Rock-Ola for your locations. And a familiar, dependable Rock-Ola to service.
ATLANTA, GA.: High school locations.

BOSTON, MASS.: Young adult/campus locations.

DELPHI, IN.: Easy listening locations.

HELD, HAWAI'I: Easy listening locations.

HELD, HAWAI'I: Country locations.

MILWAUKEE, WIS.: Easy listening locations.

RICHMOND, VA.: Soul locations.

TAKE YOUR PICK OF ANY 50c, 50c or 60c ISSUE FOR 50c!

SELECTED EDITIONS AVAILABLE AT:

JUKEBOX business people attending the West Virginia Music & Vending Convention presented Monument recording artist Charlie McCoy with a "Native Son" award (left). Music Operators of America (MOA) executive vice president Fred Granger presented outgoing VA. group president James Kiser with a state-shaped plaque. At right is MOA president Harlan Wingrace (left), Kiser and new president James Stevens.

DECEMBER 2, 1972, BILLBOARD
Joint Group of CISAC, BIEM Set

LONDON—A joint committee of CISAC, BIEM, PRS, SFWA, and other representatives from thePRS, the Austrian ARMS SOCIETY, the BIEM, the CISAC, and the SFWA, has been established to incorporate the present functions of the CISAC, the PRS, and the SFWA. The committee will be responsible for developing and implementing new copyright laws for developing countries, with the aim of protecting the rights of copyright owners in those countries. The committee will work in close coordination with the various organizations and representatives from the CISAC, PRS, and SFWA.

WPO (formerly BRHP) with distortions and compromise in favour of Developing Countries was adopted at the Stockholm Convention of the Berne Convention in 1966.

WPO is an essential tool in the development of copyright protection in Europe and America. It was also decided to set up a permanent committee under the auspices of ASCAP, BMI, and the PRS to coordinate and promote the move in some countries to extend copyright protection to copyright owners in the Americas. The joint committee will work in close coordination with the various organizations and representatives from the CISAC, PRS, and SFWA.

Colleagues and representatives of the joint group are expected to play a significant role in future developments of copyright protection in Europe and America. The joint committee will work in close coordination with the various organizations and representatives from the CISAC, PRS, and SFWA.
The latest of these is Paris-based Barclay Records – one of the largest and most important record producers in France. Kicking off the new quad releases to come from the City of Light is “Le Grand Orchestre Symphonique” with Eddie Barclay and his orchestra doing classics in a popularized format.

Any kind of music is enhanced by Sansui QS Regular Matrix encoding. Both Rock and Popular music producers have found that the Sansui matrix is clearly superior – both for the record producer and for the record-buying public.

No other encoding system gives the producer so much freedom, flexibility and ability to locate his artists and musicians wherever they're needed; their locations are never dictated by the encoding system.

You can find out for yourself what many record producers have already discovered – that the addition of the simple-to-set-up Sansui QS encoder will give your albums the latest and most important technological improvement available today.

**IT'S THE STANDARD:** “Regular Matrix,” which is based on Sansui's QS Regular Matrix, is now an industry standard in Japan and is acknowledged by the most prominent experts in the audio industry as the most advanced matrix system available. Find out why QS is now referred to as the “Discrete Matrix” – the one where the listener can't tell the difference between decoded and discrete tapes.

**TOTALLY COMPATIBLE:** Sansui encoding is fully compatible with two-channel playback systems. It's broadcast-ready now, and needs no special FCC rulings or spec changes for on-the-air use. Any FM stereo broadcaster can go quad right now by simply playing Sansui-encoded discs at his station.
"OUI" TO SANSUI
record label and another country
the Sansui QS Regular Matrix.

JUST ONE DISC: For the non-quad listener, one disc does it all. When he plays back a Sansui-encoded disc in conventional two-channel stereo, he gets a correct and balanced stereo program. The rear-channel sounds are spread outside the two stereo speakers to give an additional depth and realism. This means that it is no longer necessary to produce separate two- and four-channel pressings — one disc does it all.

READY-MADE AUDIENCE: There's no need to wait for special decoders to hit the market. There are already tens of thousands of QS regular matrix decoders in use in the U.S. and the matrix is compatible with other types of decoders, which will produce a fully acceptable sound field from Sansui-encoded material. The total of such encoders in American homes today is over a half million, so your QS regular matrixed records have an enormous, ready-made audience.

The Sansui QS professional encoder is easy to adjust and use. Your company can't afford to delay the decision any longer — the decision to get on the quad bandwagon. And the experts agree — QS is the way to go, for now and for the future.

In the U.S. alone, more than 70 records have already been produced using QS Regular Matrix, including such labels as ABC, Project 3, Ovation, Black Jazz, Impulse, A&M, Quad Spectrum (Audio Spectrum), Ode, Audio Treasury/ABC and Command/ABC. Worldwide, more than 300 titles have already come off the stamping presses, including records from one of Britain's foremost record companies, Pye.

No wonder Eddie Barclay — one of Europe's renowned musician/producers — has chosen the Sansui way.

*Barclay Records are also distributors for these and other major American record labels: Vanguard, Buddah/Kama Sutra, MCA, Brunswick.

THE SANSUI QSE-4 ENCODER

THE SANSUI QSD-4 DECODER
Singles
Donny Osmond/Too Young
No. 28 – Music Week Top 50
Donny Osmond/Why
No. 6 – Music Week Top 50
The Osmonds/Crazy Horses
No. 7 – Music Week Top 50
Jimmy Osmond/Long Haired Lover from Liverpool

Albums
The Osmonds/Phase III
The Osmonds/Live
No. 43 – Music Week Top Albums
The Osmonds/Crazy Horses
Donny Osmond/Portrait of Donny
No. 14 – Music Week Top Albums
Donny Osmond/The Donny Osmond Album

All chart positions – Music Week Nov. 18

Love and respite to the staff of the British Airport Authority from the Press & Promotion team in Polydor London who put the whole show together


Black Music on Its Own in U.K.

By ROBERT PARTRIDGE

Staff Member, Music Week

LONDON—Black Music in Britain has tended, until recently, to be dominated by trends in American music. But today Britain's black musicians play the latest soul styles in imitation of their American counterparts. But there was little originality and little cultural heritage.

- Arthur Cox, the first original contribution by a black musician to Britain has tended, until recently, to be dominated by trends in American music. But today Britain's black musicians play the latest soul styles in imitation of their American counterparts. But there was little originality and little cultural heritage.

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Dear FIND Dealers:  
What are dealers saying about FIND? We’ve analyzed the way it’s working out and we use it frequently,” says Jim Buckler of Record City in Tampa. “The fill has been between 90 and 95 percent on both records and tapes, a significant jump from a year ago. We’ve advertised our special orders on the radio last year and we do it again for this Christmas season. We tell the listeners that Record City is a FIND store and if you can’t get the service you’re looking for, come here, because we’ve been good, too, averaging over ten days for most of the year and about ten days during the holiday season.”

Buckler also tells his in-store customers that he can get them things they can’t get anywhere else, and says it’s the simplest method for special orders he’s found yet. “We began with FIND when we opened 13 months ago,” he says, “and the service has been improving steadily.”

The new FIND catalog was mailed November 17. Featured in this edition is a 16-page Christmas supplement including items that are sold through the FIND inventory. Check this issue for the complete selection for FIND orders.

The Christmas Gift service is still getting good response from dealers, and the more it continues to grow, the more it will wrap to gift-wrapping and out-of-stock problems. FIND will wrap the requested product, enclose an accurate invoice, send the order to the dealer, and return the recipient to the service. Or dealers may order a record or tape gift-wrapped for in-store display to further let customers know about this service.

UPS is still providing the fastest way to get orders, and is a result of the usual holiday rush at the offices. Remember to specify UPS on your orders. Be sure and check the new catalog coming in early December for the latest in classical, jazz and easy listening material as well as pop.

Candy Tuthill

FIND Service International
300
Terre Haute, Indiana 47808
A.C. (765) 493-1292
Bill Wardrop, President

FIND Service International
900 Sunset, Suite 415
Los Angeles, California 90069
A.C. (213) 273-7000
Candy Tuthill
Publishers and writers got $250,000 of motion and advertising, according to a federal judge. He rejected the claim that there was no federal statute for the state courts to construe.

According to the Antipiracy Review, the state laws are not copyright laws, but are "misappropriations" against unfair business practices. Such laws would only be invalid if they impose a constitutional violation. If they were not so invalid, they would be upheld in the state courts.

Late News

Chappell’s $777 Formulae

Below is a list of the best-selling LPs to date. As the sales of Christmas product increases so too will the number of best-selling Christmas LPs reported in this special chart—in accordance with sound research practices—be based on sales of specific records. This chart is running as a special buying and stocking guide.

NOTE: Many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP’S

Pos. Title—Artist, Label & Number

1. ELVIS SINGS THE WONDERFUL WORLD OF CHRISTMAS—Elvis Presley, RCA LSP 4579

2. MERRY CHRISTMAS—Bing Crosby, Decca DL 78128 (MCA)

3. GIVE ME YOUR LOVE FOR CHRISTMAS—Johnny Mathis, Columbia, CS 9923

4. CHRISTMAS ALBUM—Jackson 5, Motown MS 713

5. JIM NABORS’ CHRISTMAS ALBUM—Columbia CS 9531

6. HANDEL: MESSIAH—Mormon Tabernacle Choir (Condit)/Philadelphia Orchestra (Ormandy), Columbia MS 6058

7. CHRISTMAS SONG—Nat King Cole, Capitol SW 1975

CHRISTMAS LP’s recently received two gold records for "Ain't Understanding Yellow" and "Just as Long as You Need Me" and such hits as the Dells’ "The Love We Had."

Meanwhile, Chappell has managed to strengthen its standard catalog via promotional campaigns such as the Coke Porter 10th anniversary years and other projects.

Two, in addition to the standard material from such writers as Julie Young, Berion Lane, and many others, Chappell has signed Gulf McDaniel, the "Ski" Link, Al Cutt, and many others. It has such hits as "Two Gentlemen of Versailles," "I Don't Ask About Nothing," "Oh, Coward," "Fugitive Girls," and "G. T. C. R. E. N. (Cryner-Nash Ford Shrapnel)" Stills are of the tape recorders, the tapes and tapes are not copyright.

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CHRISTMAS SONG

The song is a hit and is one of the Dells’ "The Love We Had."

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This Edition of the FIND Catalog plus special CHRISTMAS RECORDINGS Supplement $5.00 each set ($7.00 Arma"

PAYMENT MUST ACCOMPANY ALL ORDERS

FIND's 62,000 plus recordings isn't everything that's available. Only those active records which the FIND Service carries in its own warehouse. It's about 85% to 90% of everything sold in the U.S. And it's more--much more--than you'll see in any one-edition catalog. No cross-referencing, either. All essential information about each recording is all in one place, in any of the 18 categories of recordings. This Fall/Winter 1972-73 catalog will remain in use for approximately six months. The next one is due out in March of 1973. So this will serve you for quite some time--a good five dollars worth of use and worth much more. In between semi-annual editions of the full catalog, FIND publishes two new-release supplements. These keep readers up-to-date on new releases which become available. There's even a special Christmas Recordings supplement (5% x 8% which is issued in November of each year.

Send to:
FIND Service International
P.O. Box 775, Terre Haute, Indiana 47808
Attn: Dean W. White

Enclosed is a check for $5.00. Please send me FIND'S "Recordings in Release" by regular mail.

Name

Address

City State Zip

It's as simple as this:
(1) Send the recordings in the catalog which you would like to order.
(2) Check for the record store in your area which displays the FIND emblem which you would see on this page.
(3) Place your order through that store.
(4) Please be sure of fulfillment of your special orders because every recording in the FIND Catalog is on the shelves of FIND's warehouse.
Breaking

DON'T LET ME BE LONELY TONIGHT—James Taylor (Warner Bros.) (° 60 new) . . . Taylor jumps in as a national breakout with top 40 radio listings in Birmingham, Hartford, Detroit, Buffalo, N.O., Boston, Atlanta, Memphis, Philly, Houston, Scottie and Milwaukee with dealer sales reports reflected in all but 3 of the 21 markets checked . . . off to a fast start!

Radio Happenings...

Edward Bear's "Last Song" (Capitol), a regional breakout in Detroit as is Valerie Simpson's "Silly Wasn't I" (Tamla), the Doobie Brothers "Jesus Is Just Alright," a pick here and likewise at WRKO, Boston; Bill Withers' "Let Us Love," starting at KNUX (Houston) and WITX (N.O.); Male's "Latin Bouquet" (W.B.) climbing at KNYA (S.F.); "Wonder Girl" by the Sparks strong at KCPC, (Salt Lake City), WPOP (Hartford); KIOA (Des Moines),

Hot Chart Action

IT NEVER RAINS IN SOUTHERN CALIFORNIA—Albert Hammond (MUMS) (° 8 from 14) . . . moving into the top 10, Hammond now reflected in all 40 markets of top 40 radio and at #1 in Seattle and Salt Lake City; top 10 in Boston, D.C. N.O., Dallas, Milwaukee, Minneapolis, Memphis, Houston, Providence, Denver, Buffalo, Birmingham, Albany, Fargo, Des Moines, and O.K. in all 21 markets with all markets reflecting top 15 mentions.

WAKY (Louisville); WIFE (Indianapolis), KOIL (Omaha), KFJZ (Dallas) and KDWB (Minneapolis), the Rowan Brothers "All Together" (Columbia) showing at WKBW (Buffalo) and KILT (Houston)

Album Corrections

In the review of the James Taylor album it was erroneously mentioned that Carole Kings was the wife of Leland Stlar and we all know Ma. King is happily married to Charles Larkey. Our apologies to all parties!

Soul

HOLLAND-DOZIER featuring Brian Holland—DON'T LEAVE ME STARVING FOR YOUR LOVE (Part 1) (See Pop Pick)

Also Recommended

FREE SISTERS—Let's Get Together (See Pop Pick)

HONEY CONE—Ace in the Hole (See Pick)

Also Recommended

Country

Also Recommended

TOMMY TATE—More Power to You (° 23) (° Johnny Baylor (writer: Ture-Baxter, NKUSA, BMI) KNOX 2148 (Joseph)

BRENTON WOOD—Sticky Bean Boozled Too Goldie—Part 1 (° 13) (° Bramson Wood—Monroe, Wood—Sistler; prod: Terry Woodford) (In Hi/Steel Crest Foremost, ASCAP) PROPHET 3002 (°23)

SYL JOHNSON—We Did It (° 47) (° Willis Mitchell) (writer: Moore) (° BMI) Flip: "Any Way the Wind Blows" (° 9 (° BMI) MI 2292 (Dion)


PAT BENNIS—Summertime Without Summer (° 43) (° Patrick Adams, David Jordan) (writer: Jordan/Adams) (TMF) BMI PERCEPTION 579

Also Recommended
**DECEMBER 2, 1972**

**DUANE ALLMAN**

*object = an anthem*

---

**AMERICA**

*Homecoming*

Warner Bros. BS 2655

For their second album, America has again produced an album of first-rate material. Their vocal and instrumental talents are as seamlessly combined as on their first album, with highlights include "Peace Is Here," "Allowing," and "The Answer Is Blowing in the Wind." Blank.

---

**CREEDENCE CLEARWATER REVIVAL**

*Greenback Dollar*

Fantasy 4619

Perfect timing for holiday buying or any other occasion. This LP features their strongest "Bad Moon Rising," "Proud Mary," and "Fortunate Son." They're all here from "Proud Mary," "Bad Moon Rising," and "Fortunate Son." "Dont Tue My Fun" is also included.

---

**JAMES BROWN**

*Music Is My Heart*

Polydor LP 2-5007

There are many wines such as Mr. Brown. His art is a true masterpiece. An LP of the same name. It is the Mr. Brown "Wine." 

---

**JONI MITCHELL**

*Bluebird*

A&M (Atlantic) 10-5057

"Don't Be Denied" and "This Old Man." have been accompanied by the old LP. and with new ones. They are all here from "Don't Be Denied," "This Old Man," and "Treat." 

---

**LEANDER**

*Breakin' Out*

Warner Bros. BS 2690

Every man has his moments in the sun, but this one must be saved for the next. No LP will be discarded without the pleasure. And "Thank You For The Sun," and "Shakey."
## Weekly Hot 100 Singles April 2, 1972

### Table 1: Top 50 Singles

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist/Producer Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>boring 6</td>
<td>Alice Cooper, Capitol</td>
</tr>
<tr>
<td>2</td>
<td>dancing 7</td>
<td>Chicago, Columbia</td>
</tr>
<tr>
<td>3</td>
<td>baby 8</td>
<td>The Bee Gees, Atco</td>
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<tr>
<td>4</td>
<td>love 9</td>
<td>The Osmonds, RCA</td>
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<td>5</td>
<td>money 10</td>
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### Table 2: Top 50 Singles (continued)

<table>
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<th>Rank</th>
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<td>The Isley Brothers, Atlantic</td>
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<tr>
<td>12</td>
<td>time 13</td>
<td>The Gap Band, Stax</td>
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<td>13</td>
<td>love 14</td>
<td>The Jackson 5, Motown</td>
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### Table 3: Weekly Sales of Phonograph Records

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<th>Rank</th>
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### Table 4: Weekly Sales of Phonograph Records (continued)

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<td>time 13</td>
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<td>The Jackson 5, Motown</td>
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<tr>
<td>15</td>
<td>money 16</td>
<td>The Rolling Stones, Warner Bros. (Cherry)</td>
</tr>
</tbody>
</table>
WILLIE REMEMBERS...

A you'll never forget

A New Album From

RARE EARTH

@Motown
}

(Rare Earth Records & Tapes)
## Billboard Top 40 Songs of 1972

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Week No.</th>
<th>Chart No.</th>
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<tr>
<td>1</td>
<td>&quot;D самого дня&quot;</td>
<td>Волшебники Дрица</td>
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<tr>
<td>2</td>
<td>&quot;This Old Heart of Mine&quot;</td>
<td>J.J. Cale</td>
<td>2</td>
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<tr>
<td>3</td>
<td>&quot;The Best Damn thing That Ever Happened to Me&quot;</td>
<td>Kool &amp; the Gang</td>
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<td>&quot;Classics III&quot;</td>
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<td>&quot;Can't Help Myself (Love Is Strong)&quot;</td>
<td>The Isley Brothers</td>
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<td>6</td>
<td>&quot;(I've Had) The Time of My Life&quot;</td>
<td>Dionne Warwick</td>
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<td>Elvis Presley</td>
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<td>The Crystals</td>
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<td>The Pointer Sisters</td>
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<td>Elton John</td>
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<td>The Righteous Brothers</td>
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<td>Gainsbourg</td>
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<td>The Monkees</td>
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<td>16</td>
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<td>The Doors</td>
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<td>The Righteous Brothers</td>
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<td>Gainsbourg</td>
<td>36</td>
<td>922</td>
</tr>
</tbody>
</table>

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*Week 1-52 for Corporate Sales Charts*
IN THE CAN
SMAS-11115

A new album from the English group that's as good as their cover.

Look for FLASH—on tour in the U.S. Now through January.
And here's how. Lick salt off your hand. Drink the Cuervo Tequila straight. Then bite into a fresh lime.

Jose Cuervo is derived straight from the Mexican maguey plant. They don't ruin it with a lot of blending and tampering. It's straight, natural Tequila.

Sometimes for the sake of variety, I take my Jose Cuervo in a Tequila Sunrise. That's tequila and orange juice with a dash of grenadine. A great drink. In fact, I like it so much I named my album Tequila Sunrise.

But most of the time I just like to take it easy. With Jose Cuervo. Try the Tequila Sunrise. Record or drink.
Casey Kelly

"YOU CAN'T GET THERE FROM HERE"

The new single from Casey Kelly's debut album

RAVE REVIEWS THAT CASEY'S GATHERED ALONG THE WAY

"A fine collection of wandering-country boy who falls in love-a lot songs written with love and humor, sung with unaffected warmth. He knows how to write a wide variety of songs shot with humorous perspective ... Kelly's good, he'll get even better, so watch for him and his album."

-TRENTON SUNDAY TIMES

"A diverse blend of intriguing talent ... Kelly is so laid back up there with just a guitar in front of him, that he can make all those minor key dilemmas worth getting involved with."

-CHICAGO TRIBUNE

"Whether you came to grin or just lay back and listen, Casey Kelly is a first-rate artist with a first-rate first album. Pick up on it, you may end up as pleased as I did."

-ACTION WORLD/GOOD TIMES

"If you are looking around for something mellow, something that has the lightness of John Sebastian with the lyrical depth of Van Morrison or James Taylor, look up a new Elektra artist named Casey Kelly."

-HONOLULU STAR BULLETIN