Yule Scene Bright As Sales Countdown Begins

NEW YORK—The Christmas sales outlook, in both records and tapes, is highly encouraging, according to an early December survey of key markets across the nation. Highlighting the survey were such disclosures that tape sales were reported strong despite illegal duplication, that premium records at banks and service stations "are eating into" Yule sales, and that the manufacturer is stepping up dating and discount deals for the holiday season.

New York

David Rothfeld, Korvette vice president, divisional merchandise manager, declined to set specific expectations, but did agree with other area retailers that this holiday season should see an increase in overall sales volumes for both records and tapes. "Judging from what is happening, sales should be up, despite the fact that last year's gift buyer had a 'Bangla Desh' set. Still, there's a good deal of strong product," Rothfeld cited recent releases as the new albums by Joni Mitchell, James Taylor and Carly Simon as representative of current product.

Marvin Saines of Discount Records' main office in Scarsdale, N.Y., agreed that strong product was behind the expected sales increase. While Saines, like Rothfeld, was reluctant to set specific sales goals, he stated, "The buying period seems to have started a little earlier this year," noting that the day after Thanksgiving had brought in usually brisk business. "A lot of hot new releases are pushing customers into the store," Saines continued, noting strong sales pattern for the new Lou Adler production of "Tommy," "Europe 72" by the Grateful Dead, the new Loggins & Messina album and the latest release by Santana as just the beginning. Saines said tape and records should both go up proportionately.

Ben Karon of the King Karon record chain stated that the low-priced Christmas albums purchased through banks, service stations and supermarkets are eating into the sales of manufacturers' priced Christmas product. "I see people walking out of the major banks with these $1.49 Christmas courtesy albums under their arms and realizing that these folks have made their Christmas items purchase for the year," he went on. Karon so far reports not strong but steady sales on Christmas product. "For this period of time, it's gratifying to see the action we've been receiving. Since there is hardly any sign of how holiday product will out this year, again it's the old war-horses that are doing the prime time. No new material is selling but those from '71 "King" Cole, Lynn Anderson's country Christmas LP and..."

(Continued on page 34)

GE Audio Executive Scores Defective 45's

CHICAGO—Manufacturers of both software and hardware are responding to the criticism of defective and poorly-pressed 45 rpm records, the most vociferous of which has come from jukebox operators. In what is probably a prescient move, an official of General Electric has written a letter to 1200 labels listed in Billboard's annual Buyer's Guide. GE audio products engineering manager C. E. Bedford, however, is complaining about 45's sold to home users of automatic phonographs. He said they slip when stacked and cause excessive wow. Joe Wells, of RCA's engineering staff in Indianapolis, has called for industry-wide adoption of Record Industry Association of America (RIAA) standards for manufacturing singles. Wells said he became concerned after reading several Billboard articles about jukebox programmers' complaints.

Bedford, headquartered in Decatur, Ill., told colleagues: "We have found that a serious incompatibility problem exists between many..."

(Continued on page 36)

1st ABC Rock Special Ratings Spin 3 More

LOS ANGELES—ABC Television's first "In Concert" late night 90-minute rock special aired Nov. 24 nearly doubled Dick Cavett's regular overnight Nielsen ratings in the same network 11:30-1 a.m. time slot.

Bob Shanks, ABC-TV vice president in charge of late night programming, has signed Don Kirshner Entertainment to produce two more "In Concert" segments, following the show already taped for broadcast Friday (8).

The premiere rock special, headlining Alice Cooper, won a 6.7 Nielsen as compared to Cavett's average 3.1. Audience share on the Nielsen scale was 19, compared to Cavett's 12.

"ABC network rock concert simulcasts are an experiment that seems to be working so far," said Shanks.

To promote the premiere "In Concert," ABC-TV for the first time serviced underground music publications with publicity releases. Also a press screening of the concert film with full stereo sound reproduction was held by the network in New York.

(Continued on page 6)

Tokyo Dealers Swing Discrete

TOKYO—The software business in Japan has done a flip-flop from matrix records to discrete discs, according to a company official of VIVAX Co., Ltd., which has helped 500 major dealers install discrete disc record systems and displays in their stores.

M. Takahashi, president of Shintoku-Denki Co., an appliance store which has a huge record hardware department that attracts more than 15,000 potential..."
"You've Got to Take It (If You Want It)."

A new single by The Main Ingredient. Tremendous airplay response forced it out of their album "Bitter Sweet"—that's the same album their previous hit single, "Everybody Plays the Fool," came from. And that single went gold.

"You've Got to Take It (If You Want It)"—you already know where it's going.

The Main Ingredient is part of The RCA Experience.

RCA Records and Tapes
PARIS—MICEDM 1973 is already here, and news of the current week is on the waiting list for booth space.

It is known to the usual, who have been here years, that MIDEM chief Bernard Chery has a good eye for detail, that the event has achieved a sellout, and that we have had to put 21 boots in what was formerly the press club and moved the press club to the Malmaison.

We can still take new registrations, however, and hotels are filling up fast. And incidentally, I'm happy to say that business is also beginning to pick up last year.

Interestingly, this year's event would include a presentation—heard earlier at a meeting of the International Publishers Association—of the inaugural meeting of a new music organizations—syndicated, International Syndicate of the Americas.

We do not know if all 30,000 people are expected to attend MIDEM No. 7 participants and we do, in addition, an attendance of more than 50,000 people the Pop Night.

There will be three events at the Palais des Festivals, two of which (Continued on page 31).

PARIS—A sellout is set for the first day of MIDEM 1973, which will begin in mid-February.

WASHINGTO—The Constitution allows a Federal antispy set concerning copy前提是 mailings was confirmed last week when the Supreme Court test of the new record copyright law was rejected.

The same three-judge panel of the U.S. District Court that had turned down the challenge of the undetected loop distributor in July ruled that Shaw had failed to file his appeal properly within the allowed time.

The federal court here had already reviewed the case, reversing the lower court and giving Shaw the right to appeal.

However, the court held that the appeal was not timely and the case was dismissed.

The new copyright was held before the U.S. Supreme Court in March, and was followed by the current suit. In June, Shaw filed for a new appeal.

SU 1972 was constitutional. The court found the antitrust de
dence and intervenor RIAA that some shareholders of the program
torship properly qualified for copyright under the constitution.

The court rejected the argument of the New
(Continued on page 8)

Yamaha, Prize
To N.J. Organist

NEW YORK—Reverend Ars
er has won a Grand Award in the 1972 Yamaha Interna
tional organ contest in Japan. The organist is the New Jer
ey man who won the New York Times Arthur Sato, organ, in the contest. The”的 carry the Grimes, portable piano plus $1,000 in cash, which was presented to him by Genichi Kawai, president of Yamaha Corp. Co., Yamaha's par
t-ent company.

GM Pushing Paper-Mate Pens to Boost Brown Single

LOS ANGELES — Paper-Mate Pens has approved a $37,000 radio ad campaign which will be majorly concentrated in bulk lots of giveaway ballpoint pens to be given away for free on the brown label. The campaign will be concentrated on the excitement of writing the word "Brown" on the brown label. The campaign will continue for several years, focused on the excitement of writing the word "Brown" on the brown label. The campaign will continue for several years, focused on the excitement of writing the word "Brown" on the brown label.

Coast ASCAP Adds 4 to Unit

NEW YORK—Four new members have been appointed to ASCAP's Coasting Writer's ad
y committee, which Mr. Stuart Aspel and Mr. Simon have been appointed to.

We refer to the letter of the event of the "Laugh-In" party, which is now in production control. We refer to the letter of the event of the "Laugh-In" party, which is now in production control.

MacDERMOT FORMS LABEL

NEW YORK — Galt MacDermot, producer of "Happy Song" from "Dude" has formed a label, Kilmarnock, and will produce his material. MacDermot is also president of his own label, which will have the ability to deal with any other record companies.

The label's store will consist of approximately 69 to 74 percent of all record sales. The label will also serve as a showcases for all other record companies. In addition, the store will serve as a showcase for all other record companies.

The store's office will be located in the store, which will be open to the public. The store's office will be located in the store, which will be open to the public.

For More Late News

Page 54
Electric, Bailey Records' marketing manager Dr. Dent for creative national director specialize region of activities previously joined Rogers, Cowan manager is Dent for investor relations is... Strong has been named... Sandy Gibson is leaving Gibson & Stromberg Publicity to join the public relations department in Nashville. Record. He will specialize in the Bob Gar- Bob Garson & ADM publicity director is spearheading an expanded effort in publicizing the label’s songwriters and corporate developments. Muriel Gaynor, formerly with Downhill Records, has been named operations director of American International’s publishing division in Hollywood. ... Carl Scott has been promoted to assistant national regional manager for the Warner Bros. ... Shelley Cooper has been named WB national artist relations coordinator. Tony Lopuh has been named division manager for the New York office of the Warner Bros. subsidiary. ... Also at War- War-tape, Lopuh was most recently national sales manager for the firm. In his new position he will be responsible for coordinating the activities of the firm’s newest division, the independent record label division. Also at Car Tape, Bob Collela has been named regional sales manager of the electronic and automotive aftermarket division. Perry Schwartz has been named director of engineering at Gr spindle, a subsidiary of TeleVision Communications Corp. ... Roy Kohara has been appointed assistant art director for Capitol Records’ creative services department. He joined the company in 1963 and was most recently senior graphic designer. His new duties will involve assisting art director John Hoerna- ... Also at Capital, Ben Dobroth has been named manager, production & cost accounting for Capitol Records Industry. ... Patricia Cox, free-lance writer and publicist, has joined Rogers, Cowan & Brenner’s Eastern music division. ... Louis C. Reese has joined the staff of Cee Records as direc- tor of sales. ... Industrial designer Bruce Martin Scott has joined the staff of CBS Records’ Masterwork Audio Product. Robert W. Elander has been appointed vice president and director of engineering for McGraw Hill Broadcasting Company, Inc. He will remain headquartered in Indianapolis, where he is now director of engineering for radio station WRTV. ... Eugene B. Fischer has been appointed director of taxes for Polygram Corporation, Chicago. He is returning from the agency’s London office to the personal appearance department in Chicago. ... Tom Illieus will take over the duties of the record department in Morris’ New York office. ... Dick kent has been named director of sales at Warner Communications, Dr. Robert C. Sorenson has been elected vice president, marketing and research. William C. Strong has been named sales manager of KPIX, San Francisco. ...
To a world of mock depravity and make-believe perverts, Columbia Records proudly presents

the real thing.

From Shel Silverstein, America's foremost chronicler of lechery and general debauch, there comes an album that's undoubtedly the most daring we've ever signed our name to:

"Freakin' at the Freakers Ball."
Including, if you can imagine, "I Saw Polly in a Porny (with a Pony);" "Don't Give a Dose to the One You Love Most;" "Thumbsucker;" and the climactic "(When They Ask Me How My Life Has Been I Guess I'll Have to Say) I Got Stoned and I Missed It."

Industry barriers have already been looking a little shaky. But now you can hear them crashing down from miles away — laid out flat by the bulldozer talent of Shel Silverstein.

Get Ready for Shel. He's Ready for You On Columbia Records

Produced by Ron Haffkine
**Godspell** For Easier, 1973

LOS ANGELES — Columbia Pictures is aiming for an Easter-egg market with its new, reorganized musical, "Godspell," which has just completed shooting in New York. In a new, scene song, "Bountiful City," which has been added to the score of the musical, it has companies organizing in four different cities.

"Godspell" symbolizes Jesus as the leader of a discipleship of followers who are set against a backdrop of totally dedicated men and women. The recording of the show will be available for sale next month as a soundtrack album of the film, which was shot in New York.

From A to Z

BELGIUM: Al

AUSTRIA: W. Austria

ARGENTINA: Piazzarelli, M.

NASHVILLE, Tenn.: L. Ackerman (N.Y.)

MILAN: "Berloni, M.

MUSIC ASSOCIATE NEWS EDITOR:

SWEDEN: Kati Helopaltio, master, Modern Photography, Photo Weekly.

HOLLAND: "Van den Heuvel, B.

FINLAND: "Jalonen, J.

LONDON: 7 to 9 months after the show opened there were three "Godspell" shows on the air.

Area

Germano, manager of Billboard, S.E.R. Group, 37th Ave.

Christian, P.

Bill Williams (N.Y.)

R. Ackerman (N.Y.)

Vadim, Yurchenkov, manager of Consumer Electronics, 115th St.

Sonnenhof, manager of Billboard, S.E.R. Group, 37th Ave.

Syrio, manager of Billboard, S.E.R. Group, 37th Ave.

Dolores Genberg, publisher, Billboard, S.E.R. Group, 37th Ave.

R.J. Johnstone, editor of Billboard, S.E.R. Group, 37th Ave.

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Shawn Phillips’ new single “WE” (AM 1402)

Out now

From his new album “Faces” on A&M Records

Produced by Jonathon Weston with the help of Robert Appere
**Country Music**

**Who is Needom Carroll Grantham?**

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Please fill in on your exclusive Country Music coverage and authoritative listings of the latest music industry activities, first thing every Monday.

**Earnings Reports**

**WALT DISNEY PRODUCTIONS**

<table>
<thead>
<tr>
<th>Year to</th>
<th>Week to</th>
<th>Revenues</th>
<th>Net Income</th>
<th>After Share of</th>
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**MATTEL INC.**

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**AMERICAN MUSIC STORES**

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<td>6,584,000</td>
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**Selling Your Copyrights for Cash**

We will expand our existing publishing activities by acquiring your publishing company if it has proven copy- right activity. We will consider any type of music and every cabaret or theatrical location anywhere in the world. We want cash offers for any songs — no stock included. If interested, please write us at Box 1025, giving necessary details.

**Grey Wizard Records Formed**

NEW YORK — The formation of Grey Wizard Records, to be distributed by Huggy Tunes, will be followed shortly by the release of the label’s first album, “The Grey Wizard Am I” by Gandalf the Grey Happy Tunes is New York.
THE MONDAY MORNING QUARTERBACK

-sings-

"The 12 Days of Christmas"
"The Game Plan to Beat Miami"

-backed with-

"Santa Claus Is Coming to Town"
"Here Comes Santa Claus Medley"

Warner Bros. single WB 7664
rently, Julio has signed an exclusive agreement with Pan American Records, Inc. A chief hurdle now hopefully behind them stems from the form’s gradual vertical involvement. They will always rely on the American recording and later into manufacturing through being North American licensed subsidiaries.

Other challenges include the inroads made by bootleggers of tape. Rivera on Latin Future

NEW YORK — Zoots artist Ray Rivera believes that the future for Latin music will be very bright calls for a “crossover” between Latin American and top pop. Library’s LP, scored the necessity of Latin artists to capture the American pop scene on the economic and the creative levels. He said that the success of today’s Latin product lines the airwaves, and that in most Top 40 stations away from the and from Latin artists that the Latin thing could be acceptable to the music.

He said that Latin, using music proposals and promoting medios, and most Americans accustomed to listening to music, should consider the deal an opportunity for each group for their mutual benefit. The interaction of the sounds would result in greater retailing profits, as well as greater recognition, he added.

Rivera, an ASCAP writer, noted that the deal will deal with the Latin/rock scene.

Marks Has Latin Spurt

NEW YORK — E.R. Marks Publishing Co. has experienced a “marked increase” of sales in the Latin area in 1973, according to B. Kalman, sales manager for Marks Music.

Attributing much of the spurt to an increased consciousness of Latin, Kalman also noted the success of songs like “Yellow Days,” which received national advertising, and the search by Mark labels for additional material contributing factors in the rising sales figures. Kalman stated that the Latin music has been reflected in the Southwest, as well as in the Latin music and Miami area.

The Marks’ folio, including easy pieces, large arrangements, as well as a number of test books, is advertised in local media, both in the U.S. and Puerto Rico.

30’s & 40’s Buy Most of Albums

By ANNE DUSTON

CHICAGO—The bulk of Latin albums are bought in the 30’s and 40’s. The percentage of sales in the Texas-Mexican style, according to Wil- lard F. Cook, owner of his wife, Carol, of Harbor Record Shop. According to him, a large percentage includes Cuban, Mexican, black, Puerto Rican, white and other ethnic groups.

The shop’s 1,000 Latin LP titles and 2,000 other titles cover the label field from Ansonia to Zuniga, as well as American or European Spanish sounds are in- cluded there. Cook has sold about 100 Latin albums per week.

He arranges his records alphabetically by artists, by self-service browser units, with one section de- voted to Puerto Rican, and another to Mexican-Texan. The shop is a wholesale investor in locating specific albums, and eliminate the language problem for Cook. The shop, Spanish. One of the two full-time workers does Spanish.

Cook said that he finds the sale of Spanish varies by 50 in stock. “With no Latin hit parade, singles don’t move. We need a Spanish Top 40 radio station.” He also noted that once singles become hit, there is a Latin market.

Cook, who competes with an all-Spanish store across the street, sells his albums at a discounted $1.98, two for $4.98 tracks with our cassette tapes by 20 to 1 to, according to Cook, are displayed in the local with. “Cassette are a big item, be- cause they have a wide cross-section of people are in- volved, also the growth of the Spanish speaking community is reflected in media and radio expo-sure of product.

The winning song will be “Son Sabroson.”

Los 25073 MKS 1938 BS 5025 and with Fania. Antonio Con- vice, JIM MELANSON

CHICAGO—Expansion of the market for Latin records and tapes through the efforts of Ray Rivera, the president of Ray Rivera, Inc., has been recognized by the success of Pan American Records, Inc. A chief hurdle now hopefully behind them stems from the form’s gradual vertical involvement. They will always rely on the American recording and later into manufacturing through being North American licensed subsidiaries.

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ALL IN THE FAMILY was the biggest selling comedy album of 1971. Here comes the biggest selling comedy album of 1972.

more fun from ALL IN THE FAMILY 2nd album On Atlantic Records and Tapes.
Hudson and Landry finally agreed to say a few words about Billboard's "Talent in Action"...

But we couldn't print them!

Actually, Billboard's "Talent In Action" speaks for itself. For four years, "Talent In Action" has faithfully covered the top talent of the international music industry, and this year is no different. "Talent In Action" is an indispensable guide for leading talent buyers and promoters who not only trust it, but use it. If talent is your business and action is your aim, then Billboard's "Talent In Action" is just what you're looking for. Billboard's "Talent In Action," coming December 30, will open up before the eyes of music influentials in every major city in the music world.

"Talent in Action" also recaps the achievements of recording artists who made an indelible musical impression throughout the year. With all of that, it's no wonder that Billboard's "Talent In Action" could be the best buy you'll make all year. And that's the *#%@!& @truth!

Ad Deadline: December 11—Issue Date: December 30

Call a Billboard Sales Representative now.

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LONDON
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JETHRO TULL  
Talent In Action

Madison Square Garden, New York

Chrysalis Records' Jethro Tull conquered the inhabitants of the Garden in a performance excelling in music, color, and costume. More than a mere rock group, Tull has fashioned itself into a truly absorbing theatrical rock experience. Drawing essentially from the music of "Mugwump" author of "As a Brick," the U.K. group wove a web of deftly arranged acoustic settings with hard-hitting rock and beautiful English folk melodies, as each "movement" of their extended set was punctuated with hearty waves of recognition.

Lead vocalist, writer and musician Ian Anderson impressed as a whirling dervish. The man's energy output is simply startling.

NATIONAL SIMULCAST

From The Music Capitals of the World

DOMESTIC

CINCINNATI

Bo Donaldson and the Heywoods, a band today's announcers refer to as the "Heywood Brothers," were on a terms-of-analysis tour with the Family Prod. label with their new album "Livingston" (Columbia). A single title in the same album that hit 64 on Billboard's Hot 100 last week, the Heywoods found themselves sharing the Osmoth Brothers the past two sessions and resume with them upon the latter's return from their present Eastern trek.

Curtis Mayfield performs much of his "Super Fly" music in his one-nighter at Veterans Auditorium, Columbus, Ohio. Doc Bradley, executive producer and a.d. director of General American Records, which folded here in September as the result of financial difficulties and sundry other problems, is back in the ring after a month's vacation scouting the field for a new musician connections. His goals: to make an announcement soon.

Bob Braun, standardbearer on WCOO Broadcasting's "50-50 Club" has been making the rounds of the music and radio stations within a 100-mile radius to plug his new show "A Quiet Place." Anne, a mild rocker, on Lewis B. Chitty's "Almost a Man," "Comes to Me," and "Comes and Goes," Braun cut the twins to the tunes of the O'Neaties, part Studebaker, here with Mike Reid, Cincinnati Bengals' tackle, supplying the pianistics, and the Three K's, formerly of WLS's "Midwest Hayride" contributing the vocal back-up.

STATION WWVA, Wheeling, W. Va., celebrated the 40th anniversary of its signal, "25-Foot Jamboree U.S.A.," with a cocktail session and special show at the "West Virginia Jamboree" and his defendant appeared in favor of the Cincinnati Symphony Orchestra's Eight O'Clock Series at Music Hall. The program included the world premiere of "Turkeyfoot," by Frank Proto, featuring members of the Symphony Jazz Quintet.

Arthur Chandler Jr., organist on WLW Radio for 20 years, including such shows as "Moon River," "Morning Meeting," "Adventure Express," "You've Heard It Before" and the Ruth Lyon's "50-50 Club," died at his home here after an extended illness.

Doc Severinson joined the Cincinnati Symphony Orchestra, Erich Kunzel conducting, for a special subscription concert in Music Hall. The concert was a repeat of his performance the night before, which was part of the sold-out 8 O'Clock Series A Concerts.

Dave Pack, former pro basketball and for the last years TV-radio broadcaster at WBFM, FM, Indianapolis, Indiana, who has been interim G.M. since June, continues to be the top general manager of WNOP Radio. Newspapers in the city who have been interim G.M. since June, continue to be the top general manager of WNOP Radio. Newspapers in the city who have been interim G.M. since June, continue to be the top general manager of WNOP Radio. Newspapers.

Barbara Howard did a singing and script-reading audition for a part in "Parish," during the show's

Talent Ritter: County Global Favorite

By PHIL GELORMINE

NEW YORK—Veteran country performer Tex Ritter, appearing at the 1972 New York Auto Show in his Sample One, said that the "new" country music seems to be enjoying a healthy prospering momentum not only in the United States, but throughout the world. The Capitol Records artist, who first topped the country charts with metropolitan radio audiences to American country music, as he arrived some 20 years ago via his "Maverick Jim" WOR program, spoke fondly of his overseas sample tour. "We did the tour last June as a benefit for the children's Burnlodge, co-sponsored by UNICEF. It was quite an experience. It was rather heartwarming to see the appreciation of" country music in New Zealand, Australia and the United Kingdom. "The audience reaction was good wherever we went."

Past trips have taken the entertainer and his newly established rock group piloted by Bob Braun, to Africa, Japan (three times previously) and South Vietnam. He visits the U.K. again next May.

Halls Writers

America's biggest country writer, has been recording with the new group, has also signed with Met-

JOHNNY MARKS' BIG 4

TV Special with Burl Ives, 9th Annual Show, Dec. 8.

JOHNNY MARKS' BIG 4

RUDOLPH THE RED-NOSED REINDEER

Original Sound Track on Decca
97,000,000 Record Seller, Intl
Over 425 Versions

BRENT LEE

DAVID CASSIDY (With the Partridge Family)

LYNN ANDERSON

Quality Records, Inc.

BURL IVES (Decca)

A HOLLY JOLLY CHRISTMAS TREE

ST. NICHOLAS MUSIC, INC.
1619 Broadway, New York 10019

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ST. NICHOLAS MUSIC, INC.
1619 Broadway, New York 10019
Talent in Action

from the Music Capitals Of the World

The first recording sessions are now underway at the Studio Manhattan Music Hall of Fame. The label is now concentrating on the group's third album, which will be recorded in late December in New York City. The group is currently working on a new album, which is scheduled for release in early 1974. The new album will feature vocals by David Byron's backing group, and the band will be recorded in a studio that is owned by the label.

Who is Needum Carroll Grotham? 

The studio is located at 1234 Main Street, New York City. The studio is owned by Bob Woodruff, who is also the president of the label. The studio has state-of-the-art recording equipment, and the sessions are being recorded on a new generation of digital recording equipment.

Studios

* Studio 1: 14-track, half-inch, analog.
* Studio 2: 16-track, half-inch, digital.
* Studio 3: 24-track, quarter-inch, digital.

The label is also working on a new album for the group, which will be recorded in late January in New York City. The new album will feature vocals by the group's lead vocalist, and the band will be recorded in a studio that is owned by the label.

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TO ALL THE PEOPLE IN THE STUDIO:

Mike Deasy
Jim Gordon
Larry Knechtel
Mike Melvoin
Leland Sklar
Gary Coleman
Chuck Findlay
Jim Horn
Slyde Hyde
Plas Johnson
Jack Kelso
Ollie Mitchell
Rita Jean Bodine
Kathy Deasy
Venetta Fields
Gwen Johnson
Clydie King
Melissa McKay
Buck Herring
Sunwest Studios

THANK YOU FOR HELPING MAKE 'I AM WOMAN' A HIT.

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The rock of chicago
3RD Onda Nueva World Festival
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Canal 8 television

The Voice of America 2000 Radio Stations
Radio Free Europe 31 Radio Stations
(80 million listeners)
American Forces Radio 350 Radio Stations

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Radio TV-programming

Vox Jox

By CLAUDE HALL
Radio-TV Editor

WJAS-AM, Pittsburgh, May Rock. Al Blake is now doing the 6:30 a.m. show on WMIR-AM, Jacksonville, Fla.; he'd been with WDAE-AM, Tampa, Fla... Bob Cole is now doing weekend work on KIKI-AM, Honolulu, Hawaii, he'd been with KPOI-AM in that market for about three years... WTUP-AM in Tupelo, Miss, is planning its annual radiothon Dec. 3 to benefit the Rehabilitation Center for Crippled Children, the show will run 10 a.m. until 10 p.m. and the station is merely the focal point since 15 stations in Mississippi and Alabama will carry the show from the Natchez Trace Hall of Fame in Tupelo. Assistant manager Bozy Hutchison is director of this year's event and he's searching for any and all country music artists who will donate their time to the cause. Last year, the event netted just under $36,000 for the children. The lineup on the station now includes Chuck (Tomme Meade) Conner, Jackie Gist, Ron (Ron Mac) McDonald, Johnny Webber, and producer Jim Mack. Larry Nichols does relief; Charlie Brewer heads the news department. Mack says would like to have tapes and resumes from some good soul men.

Rick Thomas at WYTI-AM in Rocky Mount, Va., guarantees to play all new records sent to him. John Catchings writes that he has left KFRC-AM in San Francisco to join KSFX-AM, same city, as program director and says he went to work for KFRC-AM in 1966 and in the years that followed worked with some of the finest people in broadcasting. . . . WSEB-AM, Sebring, Fla., is looking for two or three air personalities and David M. Goulet says he'll be interested in hearing from guys who want to get started in radio. Talk to Gene Gray between 6 a.m.-2 p.m. and David 5-11 p.m. at 813-385-5152 . . . Jay Shankle is looking for a music director or program director; 10 years of experience. 817-522-7337.

THE WEEWIE

970 E. Dayton Circle Ft. Lauderdale, Fla. 33312

PERSONALITY JOCKS . . .

Dear Weenie: I received my 1st issue today. Shocked to find the amount of usable material. Received flyers from you many times but put off sending $ thinking teasers were best and material wouldn't be that good. Well it's ALL just great and BETTER than the teasers . . . send info on oldies . . . Bob Beiz, WTVQ.

THE WEEWIE

970 E. Dayton Circle Ft. Lauderdale, Fla. 33312

JEWEL - THE SOUL FACTORY IS SIZZLING!!!

WITH THREE HIT SINGLES

"AS LONG AS I DON'T SEE YOU / STRANGE BED"
LITTLE JOHNNY TAYLOR RONN 66

"I WANT TO BE A PART OF YOU GIRL"
TED TAYLOR RONN 65

"BEGIN' IS HARD TO DO"
THE MONTCLAIRS PAULA 375

AND A SMASH ALBUM

DREAMING OUT OF SEASON
THE MONTCLAIRS
PAULA LPS 2216
AVAILABLE ON 8-TRACK TAPE

728 TEXAS, SHREVEPORT, LOUISIANA 71101 U.S.A.

EDITOR'S NOTE: This concludes the Chuck Blair interview.

Radio-"I was very emotional about what we were doing. Info: 728-

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"the night the lights went out in georgia"

recorded by

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A Division of Columbia Pictures Industries, Inc.
With a little help from our Friends in Philadelphia

Hurricane Smith is a smash!

HOTCHA!
HOTCHA!

Oh, Babe, What Would You Say?
Single 3383
From The Album ST 11139

"Dean Tyler, WIP, starts 'em and Jay Cook, WFIL, explode & chart 'em..."

—Kal Rudman, Friday Morning Quarterback.
11/17/72.
REPRINTED BY PERMISSION
**What's Happening**

by SAM SUTHERLAND

Service Station: The possibilities of radios are, if not limitless, at least great. Radio broadcasting is a growth industry, and the station noted from St. James Auman at the U.S. Disciplinary Bureau in Ft. Leavenworth, Kan. Auman notes that the station there, KLDB, is a local business and is part of the local economy. Some of the music heard on the station is from local businesses and organizations, as Auman states, "frankly we only get a fraction of what we need for good programming." Further, Auman notes that the station is well-supported by the local community and that every aspect of the station, from the programming to the physical plant, is run by Auman.

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**ACU-I Maps Biggest Meet**

by LAURA DENI

Vegas Music Sets
A 45-Day Tour

**Nevada**—Vegas Music University Audio Center has acquired 1,000 45s singles from the 1950s. The records, donated by Dr. David Slippery, professor of sociology at Eastern Michigan University in Ypsilanti, Mich., includes rhythm and blues, country, rock & roll, gospel, and jazz.

**Atlanta**—The Atlanta Music University Audio Center is working to be a premier destination for collectors and fans of music. In addition to the 1,000 45s donated by Dr. Slippery, the ACU-I has also received donations from other collectors and organizations.

**Film Flash**

Thanksgiving week found B.B. King, Joan Baez, the Voices of East Harlem and a number of performing inmates the focus of "A Prisoner Portrait," a feature-length film depicting those artists in conjunction with the ACU-I.

Like King's own prison concerts in the past, the long, key issue is the same: the belief in the power of music to bring together even the most disparate groups.

The men behind the scenes are David Hoffman and Harry Wiland, who, through Varied Directions, their production company in Croton-on-Hudson, N.Y., continue a partnership that began years ago. In addition to Hoffman's many years experience behind him, he and Wiland have also worked on documentaries, films, TV work and feature film, as well as teaching filmmaking at Hofstra and Western Connecticut State College. Wiland has been involved with PBS productions, notably "Johnny Cash: The Man, His World and His Music" and several films for NET's American Dream Machine and Vibrations series.

The film is expected to be "upbeat," despite its emphasis on the contrast between the inside and the prison's walls, due to the prison's attitude toward communication among administrators and prisoners.

Some appetizers from National Cinema: that operation is alive and kicking, as breadth Seth Willenon noted between various lines.

**UA Eyes Spring '73 Junket**

by NAT FREEDLAND

LOS ANGELES—United Artists Acoustic Road Show promotional tour of 35 campuses will run through April and May. Touring by bus, UA hopes to reach some 200,000 students with free concerts. Common ground of the acts featured on the show is that they do not require a great deal of electronic equipment, thus cutting transit costs considerably.

The Nitty Gritty Dirt Band, with Brinsley Schwartz, Deco Watson, Spencer Davis, George躯i and the Country Gazette, Asleep at the Wheel, Tennessee Vernia, Robert Thomas Yelling (Robby Yee).

Half of open and UA's college promotion is seeking to hear from more campus groups. The tour ends in December. United Artists will describe the tour as "completed." However, UA is still trying to coordinate it in cooperation with college radio stations to allow a concert for any campus with a facility accommodating a minimum of 4,000 students.

The shows are in Kansas City on April 17, then on to Minnesota, Illinois, Wisconsin, Pennsylvania, New York, Vermont, Massachusetts, Connecticut, New Jersey, Maryland, Virginia, North Carolina and West Virginia.

A smaller-scale 30-day free college-concert tour with only Spencer Davis and George躯i and the Country Gazette, Asleep at the Wheel, Tennessee Vernia, Robert Thomas Yelling (Robby Yee).

**Who Is Needham Carroll Grannan?**

The station, as pointed out, "is the only station of its type in the entire United States," according to Auman. The station is well-supported by the local community and that every aspect of the station, from the programming to the physical plant, is run by Auman.

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**Rolling Stone**

The San Francisco Chronicle, a daily newspaper in San Francisco, has started a new music magazine called "Rolling Stone." The magazine's first issue is scheduled to be published on April 1, 1969.

**Pyramid Films**

In Santa Monica, Cali., has five new color titles dealing with film itself: "The Screenplay," "Special Effects," "The Stunt Man," "The Electric Flag" and "Six Filmmakers in Search of a Wedding." Perhaps most notable of these is "The Electric Flag," offering some of the most cutting-edge concepts on the subject of the feature: "The Candidate," and its production.
"WOODY'S BEST IN MANY YEARS!"

-down beat*

Fantasy 9416
WOODY HERMAN • THE RAVEN SPEAKS

Alone Again (Naturally) • Bill's Blues • It's Too Late • Watermelon Man
Summer Of '42 • Reunion At Newport '72 • Fat Mama • The Raven Speaks

On Fantasy Records and Tapes
Tapes distributed by GRT

*And Woody says so too.
By JULIAN COLEMAN

Jay Wright, who was the East Coast regional promotion man for Polydor Records, died of a heart attack November 18th. He is survived by his wife and 3 children. . . . NATRA's Board of Directors met at the Mayfair Hotel in New Orleans on Oct. 28th, where they announced that they are going to dedicate the William "Boy" Brown Fund, Brown, who is first vice president of the organization is hospitalized at Texas Institute of Rehabilitation, Houston. The lower portion of his body is completely paralyzed with partial paralysis of his upper body.

HOTLINE:


"MUSIC IS MY LIFE" BILLY PRESTON (A&M)

"If you let me work, I'll try to be a success in music," says singer/songwriter/producer Billy Preston. Preston has recently been working with such hits as "My Everything You Are" and "Back-Up." Preston's sound is a combination of soul, funk, and R&B, and he is known for his smooth vocals and catchy melodies. He has worked with artists such as Stevie Wonder, The Temptations, and The Four Tops, and has contributed to numerous hit albums. His own record label, Billy Preston Records, was started in 1973, and he has released several albums under that label. Preston is currently working on his next album, "The New World," which is set to be released in late 1979. The album features a mix of soul, funk, and R&B, and is sure to be a hit with fans of all ages.
**Puyana Gets German Prize**

NEW YORK — The annual awards of the German record industry were recently announced in Salzburg, Austria. One of the recipients to receive the coveted "Deutscher Schallplattenpreis" was Rafael Puyana's recording of various harpsichord pieces by Couperin. Puyana is an exclusive artist for Mercury and Philips Records.

Among the harpsichordists' recent releases on Philips is the "Harpischord Concerto" of Manuel de Falla, coupled with recordings of works by Orbon, de Selma y Salaverr and de Aranzazu.

**Harum Date in Followup**

NEW YORK—Procol Harum, English rock band, last November recorded a live album with the Edinburgh (Scotland) Symphony Orchestra, and released on A&M Records, is talking of performing in several major concerts with European and/or German symphony orchestras next fall.

The pop band, on Chrysalis Records (distributed by Warner Bros.), is coming out with a new album called "Harum, The Hotel," which has classical music overtures, including waltz music.

Norwegian held an extended concert tour of the U.S., Procol recently played in Vienna, coworkers Nürnberg, Munich and Frankfurt with the Munich Chamber Orchestra, plus the Chicago Symphony Orchestra. During the tour, they performed in concert with the Royal Philharmonic Orchestra of London at the Rainbow Theatre. The theater is London's top rock hall, and is owned by Riffos Corp., a subsidiary of Chrysalis.

**ASCAP President** Stanley Adams presented to Mrs. Dorothy Hamme- rstein, widow of the late Oscar Hammerstein II, a scroll honoring her husband at last week's all star Philharmonic benefit gala, which raised funds for the American Academy of Dramatic Arts and the George Junior Republic, was produced by Billy Hammerstein, son of the late ASCAP lyricist.

**Classical Music**

**CLASSIC COMMENT**

**Keeping Cool Clerks for Volks**

Bob Daniels was on his knees when I entered the store. It turned out he wasn't praying for a busy Christmas. He was merely sorting out a shipment of DGG classics which had just arrived.

Daniels is manager of Music Man, a class record shop in Englewood, N.J. A prosperous community just across the Hudson River from New York City, the store is distinguished from competitors in the area by its substantial inventory of classical merchandise.

More than 35 percent of the 10,000 albums on Music Man's shelves are classical items. What's more, dollar volume of this category holds to the same percentage. Except for December, according to owner Frank Volk. Then the ratio doubles to at least 7 to 3 in favor of classics. This despite a thriving traffic in pop and rock.

Volk took over the store some 15 years ago. It was already an established fixture on the Englewood business scene, and was long known as a good classical outlet.

Yet, midway in his proprietorship, Volk came near dropping out of classics entirely. "When the big selling malls moved in, my sales of classics nose-dived," he recalls. For a while he thought he would never be able to compete with Sam Goody and Korvette, both of whom operate in the county.

"I seriously considered converting to a straight pop and rock format," he said. Obviously happy that he resisted that panic decision, Volk is now watching his classical volume increase, steadily inching beyond that more than six times that of last year.

Volk credits Daniels with much of the success of this phase of his operation. With Music Man for the last 10 years, Daniels' extra-curricular participation in the cultural life of the community has paid off in various ways. Artistic and dramatic efforts for the area's enjoyment. Plus he keeps close tabs on regional concert activity. Several times a year he is able to coordinate effective record tie-ins with appearances of artists.

Collector's items is also an inveterate collector of musical memorabilia, and his archives include a large number of Christmas cards autographed by artists. Volk feels the Christmas card display has been displayed often at nearby schools and libraries, subtly reminding the public that Music Man is a local center of classical action.

For the last three years record companies have cut back on their distribution of useful display material. Daniels complains. But he creates his own, often finding it easier to secure photos directly from their affiliated managers than from disc jockeys.

A typical Music Manor window display will be constructed around a single album, with display materials designed to support Scott's concept. A recent window display to Beverly Hills album of Viennese waltzes, courtesy of Sam Goody Inc. (Vox/Voll) (Vocalion/Paramount/ RCA). The atmosphere of the Waltz Capital. "Sixty copies of the album were moved in a short time," Daniels said.

Space is at a premium in the store. Only 15 feet wide by 80 feet deep. Most of these albums are stored in a storage area other than Frank Volk's home basement and garage. Efficient use of available footage is a must. Browser bins featuring classics are carefully stacked with proven movers and representative new product. A one-inch tall in the shrink-wrap permits insertion of a cardboard strip identifying each album. Upon sale, the strip is removed from the album and a new one placed on the shelf and placed in the bin. Strips for which no replacements are on hand are categorized by label and serve as a handy reference for priority orders.

Classics at Music Manor retail of off the rack, but to area discos, if price were the only consideration. But an ample supply of "in house," or Gowin, classical orders, and a warm ambiance make for music talk, keep the customers coming.
WHEELING, W. Va.—"Jamboree USA," the country music stage and radio show broadcast from the Capitol Music Hall every Saturday night and broadcast in 18 northwestern states and Canadian provinces over 50,000-watt WWVA, will mark its 40th anniversary on Jan. 3.

The economic impact on Wheeling and the Tri-State area of "Jamboree USA" has been substantial. WWVA has been the Kansas City Symphony's "Home Town" for 40 years. Each year during the summer, the Symphony performs concerts in the Capitol Music Hall.

"The average expenditure per person for a weekend in Wheeling has been estimated at at least $75 for food, lodging, shopping and sightseeing," brought Conference President Jack Waterhouse, Fred Horne, president of Horizon, to the Wheeling area.

"During a survey taken through Country Roads, the Jamboree USA organization, we asked each customer as he entered the theater, what brought him to Wheeling. One out of 10 expressly came to see "Jamboree USA.""

The "Jamboree USA" Company, headquartered in Hamilton, Ontario, Canada, has been conducting tours to Wheeling for the past 12 years. "We have Canadian on board these tours, not only from Hamilton, but from towns within 20 miles of us," he pointed out. As a result of the heavy Canadian trade both the Secaucus Jamboree Bank and Moton Plan Bank & Trust accept and exchange Canadian currency directly for American everyday occurrences.

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The "Jamboree USA" Company, headquartered in Hamilton, Ontario, Canada, has been conducting tours to Wheeling for the past 12 years. "We have Canadian on board these tours, not only from Hamilton, but from towns within 20 miles of us," he pointed out. As a result of the heavy Canadian trade both the Secaucus Jamboree Bank and Moton Plan Bank & Trust accept and exchange Canadian currency directly for American everyday occurrences.

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"Lord, I hope you never know how it feels to spend a lonely hotel Christmas."

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#50015 with David Woeller. Produced by Ron Haffkine. Words and music by Shel Silverstein.
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OMAC Artist Corporation
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Bakersfield, California 93308
(805) 393-1011
If you just listen closely you'll hear a great hit song on Epic Records! by TOMMY CASH

Continued from page 28

for 13 more syndicated television shows with Gene Williams, Warren Smith, the Crossroads Gang, Carol Williams and Johnny Duncan (not Nashville's Johnny Duncan).

Ernest Tubb and Stony Cooper both have given up smoking, Stony has gained nine needed pounds.

Jeanie Needles' next single is one she wrote about her farm in Western Pennsylvania, called "A Farm in Pennslyvania." She describes it as in the "Rocky Top" vein.

Rusty Adams, who doubles as the Country Clown, has cut a pilot for ABC. He also has recorded a single called "A Pint of Pain Remover," which he says is a true story he encountered on lower Broadway in Nashville. Standing next fair season, Karen Wheeler will tour with Conway Twitty. Both are backed by Jack Jackson.

Young has signed another long-term contract with Mercury. He'll add five more years to the seven already there, and receive a substantial sum for signing.

Danny Davis, who is chairman for Christmas Seals, performs an hour-long concert on WSM on behalf of the drive. John D. Loudermilk is now appearing on the college circuit, following a six-month sabbatical in foreign posts. He continually plays to standing room audiences. Mac Wiseman will headline at the Raven Gallery in Detroit the second week of December... Jim Ed Brown, during a visit home to Arkansas, bagged a 10-point buck on the first day of the deer season.

George Hamilton IV, the Stonecutter, and Stan Smith all received rave reviews for their 21-day swing of the United Kingdom. Blake Emmons has a featured role in a CBC Christmas special, originating in Toronto... Jamey Ryan is set for a 21-day tour of England with the Slim Whitman show in April... Bobby Austin, now backed by Shorty Lavender, has the second big song of his career in "Knoxville Station." George Jones & Tammy Wynette, after taping two "Hee Haw" shows, played to sell-outs in Miami, Columbus, S.C., Granite Falls, N.C., Beckley, W. Va., and Columbus, Ohio... Jack Reno has signed with UA for recording, with Shorty Lavender for booking.

Ethel Delaney, the popular mid-western singer, continues to get return jobs. She and her Buckeye Strings have been signed to a solid Saturday night booking through next February at the Moone Lodge near Akron, O. They wanted a longer contract, but Ethel already was booked elsewhere... Jack Blanchard and Misty Morgan appeared with a couple of heavyweights, Jackie Gleason and Frank Fontaine, on the "Mike Douglas Show." The wife of Bob McCaughen, drummer for Tommy Overstreet, gave birth to a 22-inch long boy who weighed in just under 11 pounds.

CRISTY LANE

COMING YOUR WAY SOON!!

December 9, 1972, Billboard
Continued from page 3
Ohio, as well as regional sales offices in Dallas, Los Angeles, Atlanta, and Parsippany, N.J. BASF is also the part of a team of special sales representatives to service the mass merchandisers, stressing to the representatives the importance of building loyalty to BASF because it is the company's policy to blanket the consumer tape market there.

New executives appointed to the company's sales department, the new structure include account executive Bob Murphy, who will work closely with the west coast BASF's vice president of marketing and sales, and vice president Henry Pardini, the firm's national sales manager.

Also new are Murray Kremen, who will work with Heinz Kreuels in advertising, and James Walker, the firm's new regional manager in Los Angeles, who replaces Pat Kennedy.

BASF's blank tape thrust into the consumer market will emphasize the company's stringent quality control policy, the patented ungrounded "SM" mechanism, originally introduced exclusively in the BASF Chromomicron line and now available in all cassette manufacturers by BASF.

The new mass market thrust will also stress BASF's ability to produce top quality tapes at competitive prices because of the firm's total involvement in blank tape production from the molding of the spools through to the finished cassette in its own open reel production.

As Heinz Kreuels, BASF's marketing manager for audio and video in the company's country explained, "We intend to prove to the consumer that our tape does not have to sacrifice quality for price or vice versa.

No Private Label

As added insurance for the success of the blank tape line, BASF has pushed itself off the private label business and will be a bare-bones operation in the blank tape market activity. "We intend to concentrate our efforts solely on the marketing and merchandising of the brand BASF product and Kreuels.

In concert with the mass market thrust of the BASF blank tape line, BASF has also added push on the new BASF line of tape recorders and players. CRE will introduce at this year's Consumer Electronics Show, and BASF's prerecorded cassettes and 8-track cartridges, featuring product from the company's record label.

According to Kreuels, sales of the tape hardware, which includes two portable AC/DC cassette player/recorders, and one portable AC/DC cassette player/recorder with built-in radio, have been exceeded in their expectations. The mass market thrust will, according to Kreuels, be enhanced off the fact that the players and driven by the success of the cassette, BASF is also planning to add stereo tape decks and other consumer products. BASF's thrust into the consumer market was based to a large extent on the assumption that with an estimated 15 percent control of the U.S. audiophile market, the firm reached its saturation point in that area, and that diversification into the mass marketplace makes perfect sense.

BASF's blank tape entrants into the open reel market includes its 8-track cassette series—an economy-priced, low noise premium quality cassette, LU-2, $3.85, C-300, $4.95, C-90, and $6.12. There is also the BASF L1 cassette, which is an ultra-low noise/high output product designed for professional quality recordings, and available in color-coded.

(Taken from page 35)

Capitol Tape Aims: Displays, Packages

By BOB KIRSCH

LOS ANGELES—Working with prototypes of tape displays for industry-wide use and designing prototypes for prerecorded tape is helping the Capitol Records branch of the Capitol's national merchandising department.

Rico, who is also a member of the RIAA Packaging and Merchandising Committee, has strong feelings about other areas of prerecorded tape. These include what information should be placed on the package and where, the importance of tape in the record industry, the possibility of an industry-wide budget cassette line in the retail store, and the importance of making it easier for the consumer to handle and manufacturer when it comes to selling tape.

Rico is currently working on a prototype display, hopefully to be used at the next National Association of Record Machinists convention here this week. He is developing existing display problems and is adaptable for 8-track and cassette.

"This display," Rico said, "will consist of eight sliding panels. Each panel will be hung from a wall or placed on a stand, will be about 40 inches deep, allowing an inch for each tape and another four inches for space in between. The tapes will face forward, and the consumer may slide each panel aside to see the next series of tapes. Each panel will be locked, and a plastic or vinyl cover will be placed over the first tape. The display will be portable, and will be adjustable in width.

"The size of the unit can easily be doubled," Rico explained, "because double this size is a standard cut of the type of material. Each sheet can have a tape, such as new tape, or tape without anything of the dealer wishes.

The display will be helpful to the dealer, record retailer and consumer all at the same time. A lot of money is spent on fixtures," Rico pointed out, "and people want to buy the right kind of things. I think the important point about this is that a minimum of 640 tapes, is what it makes for the retailer. If a lot of money is spent on fixtures," Rico pointed out, "and people want to buy the right kind of things.

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TVC SPOTLIGHT

Advance CES Exhibitors

CHICAGO—The first Winter Consumer Electronics Show (CES) Jan. 12-16, at the Conrad Hilton hotel here will be held concurrently with the Independent Electronics Exposition show in the same building. (Billboard is carrying a list of exhibitors at that show) and both shows are sandwiched between the National Furniture Show and the National Housewares Exposition Jan. 15-19.

Included in the CES exhibit will be a CED show, as well as the first home video display. At least 300 electronic exhibits will be on display, and the show will be open to the public. The show will be open to the public from 11 a.m. to 9 p.m. daily.

Hitachi, Sony, Matsushita are among those expected to be in attendance.

More AST Expansion: "Ampex 2" Open Reel

NEW YORK—Ampex Stereo Tape (AST) has introduced a second generation of prerecorded open reel tapes, which according to William C. Altman, vice president and general manager of AST, is the greatest improvements in sound quality. The company's design of the Ampex 2 series is the result of exhaustive research, as well as upgrading of mastering, duplicating processes, materials and designs, said Soffer.

He added, "All open reel recording systems have created problems with low noise, high output tapes specifically by the combination of cartouches and low output materials. (Continued on page 32)

Tulsa Car Stereo Veteran Battles Bootlegging With Consistent Ad Program

By DICK FRICKER

TULSA—Outspoken automotive stereo retailer says bootlegging stereo tape and record business eight years ago has expanded into a five state wholesale operation with over 400 accounts.

Greer said the growth Oklahoma, Iowa, Arkansas, and Mississippi, Indonesia, and Tape record and accessory distributor Len Finkel (right), president, Fine-Tone Audio Products Co., Brookville, with (left) Jack Haddad, Hitachi rep at Mazoff and Hitachi branch manager, at a recent Fine-Tone audio show. The event will be repeated again soon.

Continued from page 29

BASF Blank Tape Mass Mkt Push

By EARL PAIGE

CHICAGO—One of the problems with open reel is that there just aren't enough retail buyers such as Roy Cloud, Rose Discount Retail, feeling of Scharf Reuterman, Mugge, and others who are enthusiastic about the configuration. Cloud has been a leading font for standardization at 71/2 ips and for faster release of tapes.

As an example of the power of 71/2 ips, he said that following GRT's change from 3 ips to more open reel is in a large change. Rose stores in Madison and Wahbe here stock each clock over 2,000 titles with list price running between $6.98 and $7.98. "Most people are not interested in price but primarily interested in the best sound quality," he said, adding that the one major problem still plagues us. "We are unable to obtain many potential better sellers because some manufacturers have not decided to issue these in open reel. It is discouraging (Continued on page 34)

Buyer Laments Open Reel Lag

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Sees TVC, CATV Combining

By LAURA DENI

LAS VEGAS—Cable TV executive Perry Leff believes TV cartridge packages will eventually be totally involved in CATV because of new two-way operation and the parallel need for more programming.

Multiple System Operators benefited by Leff, an attorney, will soon have franchises located in West Germany, Belgium, and Switzerland. Leff, the husband of former Albe Lane, explained that he is presently in the process of acquiring systems and formulating new plans.

Leff’s cable television firm Sealed Super Sonic has also recently acquired four new systems in Tennessee. Leff and his partners own the system, which utilizes local management.

Leff said he feels the most exciting new development is “two-way communications with computerized access to programming on a retrieval basis.”

Basically a subscriber, by the push of a button or turn of a lever, could select which program he wishes from a catalog of between 1,000 and 1,500 programs. The consumer would be billed for programs selected from a computer. Presently there are five systems now in operation that have been testing this innovation with highly successful results.

Although he feels that, at the moment, software doesn’t have a very furtile field in cable television, the new two-way communications will open up an entirely new dimension for the soft ware manufacturer.

Leff also stressed that new cable television is broadening the communications media and that it is developing into a full communications service while attracting more sophisticated people than the original mom and pop outlets.

The Consumer Products Division of RCA Industries Corp. has developed an automatic phonograph record cleaner which it claims is as delicately balanced as a precision tone arm. Designated the Groovemaster, the unit, made of a velvet cylinder, rides gently over the surface of a record as if on spines on the turntable, removing, in the process, dust and dirt from the recording grooves. A nylon brush, provided for special static cleaning fluid to the velvet, may also be used to clean the cylinder. A special anti-static fluid is also available. The Groovemaster is blister-packed on a colorful peg card, and carries an $11.75 list price.

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More Ampex Expansion

According to Ampex president Arthur Haasman, the second quarter was “the most significant from sales to the North American Catholic market.” Ampex has also released Ampex computer data storage equipment, and that Ampex video and audio equipment continued to report improved sales during the second quarter.

Meanwhile, negotiations to sell the Magnavox subsidiary to Geoscope International, Inc., are continuing. AST’s marketing arm is presently being moved to Hackensack, N.J.

Ultra-Density Maxell Tape—New Plant

NEW YORK—The Maxell Corp. of America has introduced a new Ultra-Density magnetic tape with a fraction coating on the tape. The coated tape designated the UD-50 is of the same oxide finish as the UD-35. The open reel product is available in 7 mm and 10 inch reels, and in all audible frequencies. It is designated a high quality studio use.

Maxell’s new UD-35 open reel tape, also a new product from the company, was designed to create special interest among tape recorders and tape transport manufacturers, as well as noise, freedom from dropout, and extended dynamic range.

Maxell has also put into operation at Kyoto, Japan, the first of four identical magnetic tape production facilities. According to Maxell’s president, Tadashi Okada, the plant is one of the largest and fastest coating mills in the world. All its machinery was designed and manufactured by Hitachi, and it is expected that the three remaning mills at the same facility will be operational within 18 months.

Okada. “Once placed in full operation, these three story buildings when all will be the highest capacity magnetic tape manufacturing facilities in the world. He noted that one of the few totally temperate and humid climate buildings in Japan. The actual production facility, which employs 2,000, is a completely automated plant with each production step controlled by a Hitachi process computer.

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Record & Tape Retailers! EVER FEEL LIKE YOU’RE BEING SQUEEZED?

ARE YOU BEING SQUEEZED

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out of your normal, every day sales because your regular supplier is out of stock on best sellers?

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out of extra sales because your regular supplier doesn’t carry a complete catalog of all manufacturers’ products?

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Ask for any of our capable sales people. They will answer all your questions.

Philadelphia Hi-Fi Boom

By MAURIE H. ORODENER

PHILADELPHIA — The audio entertainment industry is booming in this market, according to David Richardson, manager of Allied Radio Shack, which operates 45 shops in the Delaware Valley market as part of its national chain. And in full agreement are Al Frankin, head of Franklin Music, and Frank Leff, president of the Columbia Musical Fund, which has been marketing Ultra Channel for audiophile equipment in thorough confusion, he added.

The sound market has been making a major push of the sophisticated new products, said Frank- lin. “Four-channel stereo also is highly desirable because the makers have different systems.

Silo, Inc., opened its first Audio World retailer this year in Nau- man’s Road Shopping Center in Wilming- ton, Del, and a second store opened last month in subur- ban Upper Darby. The stores, mar- keting sound systems, said Dinner- man, are the start of a chain to realize the full potential of the audio entertainment market.

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Or write for our next catalog:

Mr. Topp Tape

150 Long Beach Road, Island Park, N.Y. 11558

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No.
Big U.K. Audio Fair Tape Spotlight

By RICHARD ROBSON

LONDON—Tape software and hardware could steal the attention at the '72 Audio Fair here where over 120 exhibitors compared with less than 100 last year were showcased in the larger Olympia Grand Hall.

Sony for instance was showing four new additions to its Music Centre series of sophisticated home combination systems. The units were the GXT 4520KL, and GXT 4730KL stereo models and the GXT 4521K and GXT 4521K quadruphonic systems.

The GXT 4520KL is a combined stereo AM/FM tuner, three-speed record turntable and cassette deck complete with four speakers. Two models, one $192. The GXT 4521K has a stereo cassette deck and retail for $416.

Sony had two new cassette models on show, the CF 550A portable and the HST 139 home system.

The CF 550A is a stereo unit which can either be used with its own single internal speaker or, for stereo, can be plugged into two external speakers. It includes an AM/FM tuner, a chromium dioxide bias switch and measures 13%-ins. by 9%-ins. by 4%-ins. With a power output of 3 watts per channel, it is priced at $281.

The HST 139 also has an AM/FM tuner together with a built-in AFC circuit to help stabilize radio reception. The unit has a power output of 12 watts per channel.

Attracting a good deal of interest on the Philips stand was the firm's new N2310 cassette deck which the firm claims is its first high-fi unit and which has been built to meet the DIN 47500 high standard.

Primarily designed for use with chromium dioxide tapes, the unit is fitted with a C-60 bias switch. Also built-in to the model is the Philips Dynamic Noise Limiter noise reduction circuit. The unit will be available early next year.

Buyer Laments Open Reel Lag

Continued from page 31

to have to tell a customer that a hot item for this year (4-track or cassette) is not available on open reel.

Tape buyer at Rose for six years and a veteran of over 10 years with the firm, Cloud said: "I now look forward to the day when the last company to make popular tapes at 3 1/2" announces that it will return to 7 1/2. That company is Columbia Records."

We set out to build a better mouse trap. We wound up building a better mouse.

Actually, it was a better cassette we were trying to build. And we succeeded. But first we found we had to develop a new kind of tape.

You see, to achieve the higher quality reproduction characteristics we were seeking, the miniature cassette tape had to have a far denser pattern of oxide particles than ordinary tape.

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

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

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

The answer to all your tape needs.

Maxell Corporation of America, 501 Fifth Avenue, New York, N.Y. 10017

DECEMBER 9, 1972, BILLBOARD
Capitol's 'Q' Unit, New Amp

LOS ANGELES — Supercase Inc. has introduced two projects: a 4-channel sound system and a 4-channel matching receiver. The model is priced at $299.95.

The stereo amp, model A-240, features auto tuning and auto tone. The unit is introduced under the new Supercase cover, but other features include remote and main speaker switch, dual-stage phone preamp and signal source selector for tone, phone, and auxiliary inputs. Price is $199.95.

CRN Ads Dist.

NEW YORK — Cartridge Rental of Oklahoma, Inc., has founded the third videocassette software distribution system to be named by Cartridge Rental Network, Inc. It will exclusively distribute rental video tape cartridges for CRN in Oklahoma, a wholly owned subsidiary of the U.S. Consumer Theater chain.

The appointment makes U.S. Consumer Theater the first motion picture exhibition organization to make a claim to the videocassette and video tape business. "Our theater lobby will complement the many other potential outlets for video-cassettes," said Charles O. Ball, president.

CRN plans to blanket the United States with distributors by the end of the year. Other CRN distributors named so far are Cartridge Rental of Ohio, and Audio World and Tape Sales of California.

ASSN CRITICAL

Philadelphia Show Revisited

By MAURICE H. GRODENKER

PHIADELPHIA — The "Hi-Fi" Show that drawn thousands of visitors from all over the country has been moved from the local scene for a number of years. A new show will be held in Philadelphia, under the management of High Fidelity House Inc., operating a chain of five state locations.

The local dealer group,however,has nixed the event.

At the Hotel City Motor Inn and offering an advertised $3,000 worth of prizes to lucky buckler holders in attendance, the "show" displayed the latest in stereo and 4-channel, stereo receivers, tape recorders, decks, cassette tape, and 8-track units, speakers, turntables, headphones, cartridges and accessories.

In addition to the displays, hard goods were sold at special sales prices off the floor. The show was presented without the usual fare of broadcasting personalities to gimmicks save for a half-priced admission ticket to the newspaper ads. Radio advertising was also utilized.

High Fidelity House, Inc., maintained a sales setup in its warehouse in the Preservation Park in suburban Broomall, Pa., with stores in suburban Wayne, Pa., and Cherry Hill, N.J., and nearby in Wilmington, Del., and Allentown, Pa.

A dim view of the dealer-promo presented shows was taken by the Hi-Fi Dealers Association of Delaware Valley. The company, however, is the pioneer dealer organization in the fight against the old hotel "Hi-Fi Show" and it is again leading the fight against product shams at retail locations such as Audio World promoted as its location in the Tri-State Mall in nearby Claymont, Del.

An association spokesman said: "Such shows are no more than the same old promotions designed to get unsuspecting customers into stores with promises of seeing "new," and leaving with the fact that the same equipment is available at any reputable stereo specialty store.

It is the unspoken or unspoken "promise" of offering something new, or something other dealers carry, by being able to show off a mountainous supply of equipment that has the dealership post the old hotel, mid-city Hi-Fi Show that is a sham. Consequently, the majority of the dealers who organized and in effect the new Hi-Fi Shows at regional locations now. They claim this virtually every important line of stereo equipment is representative on the floors of three locations of the association and there is no need for the fanfare of a "Hi-Fi Show."

Cartridge's new line of packages is a break-through in the rental field, and will be a welcome addition to the offering.

In Philadelphia, the new store is located in the Preservation Park in suburban Broomall, Pa., with stores in suburban Wayne, Pa., and Cherry Hill, N.J., and nearby in Wilmington, Del., and Allentown, Pa.

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RCA PUSHES CAR STEREO

LOS ANGELES — RCA has pushed its car stereo to high light by the company's initial appearance here at the Automatic Parts & Accessories Association (APAA) event. Five models were shown: 12RRO (4-channel), 12R501 (6-track), 12R400 (mini-8-track), 12B600 (8-track FM stereo), 12R100 (cassette).

The move is aimed at the growing market for in-car entertainment systems.

The APAA event was held to introduce new equipment for the car audio market.

Supercase 'Q' Unit, New Amp

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Audio World brings you the world's most popular tape winders, for leading cassettes, 8-track and blank tape.

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Sony 3/4 U-Matic Bid As 'Standard' of TVC

By HIDEO EGUCHI

TOKYO—Delay over a decision expected Oct. 20 by member manufacturers of the Electronic Industries Association of Japan (EIA-J) to adopt EIA-J's recommended specifications for "new color" 3/4-inch videotape VTR as standard leads many experts here to believe that the 3/4-inch color maternal videocassette system developed by Sony has already set a standard. Besides Sony, which is preparing to boost production by two- and a half times, VJC/Nivicco is concentrating to promote its models of the U-matic and Matura Lisa Electric has adopted a 3/4-inch unit, not 3/4-inch, for its prototype 20-inch color VTR. Incidentally, Matsushita also has a 3/4-inch job in the works although the manufacturing has been developed a 3/4-inch cartridge VTR.

Judging from recent developments in Japan, the U-matic is the only consumer-oriented VTR, both in terms of hardware and software. And come 1973, it is more than likely that one or two more consumer-oriented electronic manufacturers will become U-matic licensees, both for the domestic and overseas market, say experts.

Already, TEAC has joined hands with Sony and their joint venture is producing "U-matic" color videocassette players and recorders for the Japanese institutional, educational, if not consumer, market.

Although JVC/Nivicco recently warned Billboard that it would take years for its U-matic to become a worldwide consumer electronic item, a retail price equivalent to that of today's color VTR that Japanese manufacturers are now inclined to think over.

For instance, they point out, once some measure of standardization to the manufacture of U-matic recorders, the door to the consumer market will be opened even if the price is not right. In early days of radio, black-and-white TV, and color TV, anyway, they say, despite the merits and demerits of TV, it is a symbol of the times. Besides, the U-matic is here to stay.

Sony 3/4 U-Matic Bid As 'Standard' of TVC

Ads Bolster Tulsa Car Tape Chain

By LAURA DENI

LAS VEGAS — International Video Corporation, the first public showing of a new television cartridge recorder, the VCR-100, at Circus Circus during the recent National Association of Broadcasters convention here.

The TV set, which is priced at $19,900 for the playback machine and $27,000 for the record and playback model.

It was designed and built in the United States by a company owned in the United States. It is equipped with a four-hour of play/replay. International Video claims its "Higgest perform VCR in the industry and the most compact VCR is a typi-

Marantz Amp

LOS ANGELES — The model 1200 stereo console amplifier has been added to the Marantz line of components.

The unit features rear panel preamp outputs, power inputs, tape monitoring for three head-deck, separate accessory inons for both channels and rear panel.

The unit is priced at $395 and can be rack mounted with the optional RAL-1 rack support. A WC-1 walnut cabinet is also available.

Marantz Amp

Do you need 8-track lubricated tape, cassette tape, C-O's or loaded cassettes?

Get in touch with EMPIRE MAGNETIC INDUSTRIES — the one stop for all your stereo or blank audio loading requirements at LOWEST PRICES.

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EMPIRE MAGNETIC INDUSTRIES
Jukebox programming

Mfr. Action on Defective 45's

• Continued from page 1

of the currently available 45 rpm records and the record changers of the competing manufacturers. From our investigation, including extensive testing of our competitors’ products, it is apparent that the current trend of price-cutting is not only unfair to the small record companies but also to the consumer who wants to enjoy good music.

We have found that in order to obtain satisfactory playing of some 45's, the stylus tracking force must be lowered to less than two grams. This low tracking force is not only bad for the record but also for the listener. The Juke Box Company is an example of this type of record changer. We have tried to get the Juke Box Company to correct this bad practice, but we have failed. The Juke Box Company is a manufacturer and should be held responsible for the record changer it produces.

Ottawa, Ill. Jukebox operator Don McDonald told an audience at the recent national jukebox convention here that “some of the records we’re receiving look as though they were cut by a drunk” (Billboard, Sept. 30).

The Lowest Priced Juke Box in the World?

Ideal 45 Specs

For the first time in the history of the jukebox industry we offer an opening for the operator to become a Jukebox distributor. Our distributors will be chosen on the basis of their sales potential and the areas they serve. Jukeboxes are manufactured in Switzerland with solid-state electronics, allowing 5 years or trouble-free operation. This is your chance to have hundreds of dollars by elimi-

Jukebox programming

1. Must Work Harder

By EARL PAGE

ST. LOUIS—One-stops located far away from supply sources have to anticipate jukebox action more accurately and probably do tend to overlook with slight improvements. We heard Mrs. Betty Dorrin say, who with her husband, Nate, has been in the Music Shop here recently.

“The next time I buy 100 copies of a number, I may buy 200, 300 or maybe even 500, because of the extra time I must allow for delivery,” said Mrs. Dorrin.

Mrs. Dorrin has only distributors and drivers in two locations, one in Chicago.

“I buy the same tax, Mike, when I did grow up in the one-stop bus-

Jukeboxprogrammers’ problems are slighter than those of the lead-in and lead-out groove manufacturers, since Joe Wells of RCA in Indianapolis, if standards such as picture above were adhered to. Wells points out that some of the critical areas in this diagram from Record Industry Association of America (RIAA) are: 1) lead-in spiral, which should start at record edge, be between 16 and 25 grooves per inch and have a shape similar to recording groove; 2) margin diameter, outer set-down limit for needle should be 6 2/32 inch, diameter outermost groove at recording pitch should be 6 5/8 inch, lead-out spiral should be 2 5/8 grooves per inch, with contour being as re-

ideal Coin Machine World

MINN. ASSN.

As the only industry in Minne-

apolis—Sutton Ventures, Ltd. is the first to announce the formation of a new company. Sutton Ventures, Ltd. is a new company formed by Joseph Sutton and Bill Brooks, the group at a recent Minneapolis meeting the effective presentation made by MOM, in order to put the leading way to the success.

It was reduced from 4 per cent to 3 per cent, and another potential target is the phonograph itself. The phonograph is a device for playing music, and one of the basic features is of making a license fee, not that of manufacturing.

IRENE & LORI CLEPPER

MO. ASSN.

The Missouri Coin Machine Council’s last meeting of the year will be at the Ramada Inn, Mer-

BULLDOZER

November 1972, BILLBOARD

IDEAL 45 SPECs

34... And Find Out!

For the first time in the history of the jukebox industry we offer an opening for the operator to become a Jukebox distributor. Our distributors will be selected on the basis of their sales potential and the areas they serve. Jukeboxes are manufactured in Switzerland with solid-state electronics, allowing 5 years or trouble-free operation. This is your chance to have hundreds of dollars by elimi-

Las Vegas: No 'Jingle Bells,' Just Jingle of Slots

By ROBERT LATIMER

Las Vegas—Christmas pro-

grammers are certainly making a change from the day-in-day-out music menus on 110 stops operated by the National Music Company here, reports Harold Knitell of the firm.

"By and large, Christmas pro-

grammers consist of three or four old traditions on each box, and in many cases only one" Knitell pointed out "Naturally that is because of White Christmas. But, I'm afraid that the situation we don't have to do anything about. We have free distribution, we have free probationary, we have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. We have free probationary. 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A&M Plans Large-Scale Drive on New 'Tommy' Pkg

LONDON—A&M has planned a massive trade and consumer promotion campaign to launch the all-star "Tommy" album (Ode) this week and both Radio Luxembourg and the IBC will be broadcasting a double-album opus in its entirety this weekend.

The new version of the Who's 1969 rock opera has been conceived by producer Lou Reznier and features the trademark Who, plus new voices together with the London Symphony Orchestra. A&M is unleashing what's certainly the biggest promotion campaign we've done.

'The Nashville' Film Rights to Ember

LONDON—Ember Enterprises Inc. has acquired distribution rights to the Crown-International Film feature, "Road to Nashville," starring Paron Young, Marty Robbins, Conway Twitty, Johnny Cash and other major country music stars. Ember will distribute the film in England and Europe.

"Road to Nashville" is scheduled for special presentation release in late February 1973, and, according to Jeffrey Kruger, president of Ember Enterprises, will be the first film in a year of England by Young and Miss Cash that will be supervised by Ember's Concert Attractions subsidiary.

TEOSTO LISTS REVUE MIKE HAIK

HELSINKI—The 1971 turn-around by Finland's top dance-composers' international copy- right bureau, was $2.323,000, a rise of 11.7 per cent over the previous year. For its part, the bureau, was $2.323,000, a rise of 11.7 per cent over the previous year. It was also announced that the bureau's increased interest in fees, in particular for live performances and recordings.

Other income was $13,330 from concerts, $2,323,000 from radio, $1,965,000 from public dances, and $1,765,000 from copyrights, a total of $14,075,000.

Moscow Station Poll Winners to 3

MOSCOW—Yunost station, the most popular Radio Moscow station with a younger listeners' audience, has run a listener's poll to choose three young pop music song/formal formats.

Samostroy, Dobry Melodiya and Ocheretay, chosen by a majority of the poll, were the first three of a total of 100,000 people who voted for the poll. The poll, organized by the Stepanov, was aimed at popularizing music in a wide range of artists.

Keaney Gets Capitol Push

TORONTO—Capitol Records planted a heavy promotion push on the week-long appearance of Canadian artist Christopher Keaney, who was championed by the hit of the week, "Let's Have a Good Time." Keaney's press publicity is being handled by Michele Frank.

MIDEM a Sellout

Continued from page 3

them featuring international talent and the promotion of young national artists in search of international acclaim.

The first gala on Jan. 21 will be filmed in color by West German ZDF and is expected to be broadcast on TV in many countries. A recording of the gala will be included as a bonus with the '65 program, as will be a special feature of the new "Tommy" album. The recording will feature the voices and faces of international stars, including Young, Cash, and others.

Seda Aznavor, daughter of famous American singer Charles Aznavour, signs a new recording contract with Liberty-UFA, Berne, in the company of Tom Aslanian and John L. Halley. Miss Aznavour, who was formerly with Barclay Records, is AA Records. The new contract is expected to open new doors for Miss Aznavour and to give her the opportunity to work with the most prominent names in the music business.
SONET’S phone Record will be night stand. Europe.... who had Musicians’ Union cabaret Africa. that presenter of County their individual commitments. make record at 250 yen were such

Melody ’71 Output 143 Million Records

MOSCOW—Vanity I. Pukhov, director general of Melody, the only state record company, said that in 1971 the company supplied 143 million records to the market.

Now, the company’s catalog includes operas, vocal works, and instrumental music of all countries. It has been called “Manchusha Happy, Manchu Happy.”

PETER FELDMAN

LONDON

The tie-up involving Radio Luxembourg in Australia and America is under way. The deal is a production of Sydney’s 2SM Top 40 station. The company will be involved in this traffic of programs in which the Australian and Latin American societies will be specialities on Elton John, Neil Diamond, Rolling Stones and others such as music research.

Radio Luxembourg has a 20-year contract with the company.

According to Pekhov, Melody’s producers have been distributed in Australia and America in 1971.

The company said that they had distributed the Melody duping facility at Tallinn.

Last year Melody supplied to the national market 200,000 pre-recorded cassettes, 350,000 units this year, and plans for 3 million units in 1973 are not far from reality. Russian-made prerecorded cassettes sold for 5 yen or are exclusively pop songs, easy listening and jazz material.

Conferences of Western record companies and publishers are being held in Moscow,bergstaff, as the American publisher, composer, songwriter, etc. In fact, the titles on the record labels are variants of those on hit albums and the names are misspelled, e.g., Co, Keifam, Fort..

The “Bert Kaempfert Story” (“Sounds Like Bert Kaempfert”), presented by the Alan Cadby Orchesra & Singers according to the cover, has the same 12 selections, although in different order, as “Golden Trumpet da Luxe” by Charles Berman & His Orch., released in Japan by Teshiki Records on its Union label about two years ago for sale at 2,000 yen.

Although the record salesmen were Dynastic record companies, one of them said that they had been hired by the importer. He refused to give any details regarding the present and future sales of the deceptive cover records.

Trident Gets A TV Film

LONDON—Trident Studios has taken a 10-minute television broadcast setup with four cameras and four filmers. It is to be one inch wide and color. John L. Hill, founder of Trident, said he was considering a British TV, will continue with the company’s TV staff of 18 employees.

Tristris’s Barry Sheffide told Billboard: “I couldn’t do without the moment exactly what plans we have for the company as the deal will not be finished until Jan. 1.”

Under Barclay Securities, British Lion TV was formerly owned by the company of the same name until it was taken over by Barclay Securities.

The deal is a broadcast set-up with four cameras and four filmers. It is a one inch wide and color. John L. Hill, founder of Trident, will continue with the TV staff of 18 employees.

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From The Music Capitals of the World

*Continued from page 39*

Canada continued from page 39

was connected with Carnival Records, 1970, and was scheduled to expire next September. The new deal is for three years. His record label is now on a deal with Rick Springfield to represent piano. Singer-songwriter, producer, and songwriting team. Mike Lewis, looking for a new home in the record business. UA's Allan Matthews announced that the label would release a series of singles from the collection. Mike Douglas Collection. Mike Douglas Collection songs have been released on Mercury. The London sessions will start in early 1974. Mike Lewis will be looking for British rock musicians to participate on future recordings. The London group will be joined by the American folk group Los Cachalots, based in Perth, arrived in London last week to appear on local radio and television. Mike Lewis has signed two six-month albums are available in the U.K. through CRD. PHILIP PALMER

TORONTO—CBS, Windsor/Detroit has charted a new Canadian singles, "Daytime Nighttime," by Keith Hampshire, and Thunderbird's "Afrika," both of which are now available in the U.S. on A&M and Bell respectively. Both singles have done exceedingly well on Canadian charts and look set for wide ac-

tion in the U.S. market.

London's national promotion di-

ctor, Mike Doyle, reports a na-

tional breakout on the Lieutenant Peèron single "Mould O' Old Dough," well ahead of the U.S. ac-

ceptance. Polydor Records has had a busy week with two of their singles entering the Top 20 winners---"Take the Blindness" by Buffalo Springfield and "Magic's Done There" by the Jim Dandy. "Magic's Done There" by the Jim Dandy. "Magic's Done There" by the Jim Dandy. Mike Hampshire's "Daytime Nighttime" has been signed by Kings Records of Japan. The new flag posters on Mike Hampshire's "Daytime Nighttime" will number two and will be recorded in full-priced 45s. The first one will be the original number and the second one will be the second single, "Right On"-the first single by Mike Hampshire. Mike Watson reported that Tom Rush was at the Riverboat this week.

A&M's Cheech & Chong play-

ning, "Wishing Concert Hall" (24). Cat Stevens sold out two shows at the London Palladium and is in London this weekend. Promoters intended to fly Los Angeles to London for Stevie's concerts to join his group, Crowbar, on their debut British tour. . . .

The Robert E. Lee Brigade at the Town and Country this week. . . .

The Robert E. Lee Brigade at the Town and Country this week. . . .

Canadian Christmas singles are reported in this special chart—in accordance with sound research prac-

tices in terms of sufficient retailers reporting significant sales on specific recordings. "Christmas," running as a special buying and stock ordering 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 WONDROUS WORLD OF CHRISTMAS—Elvis Presley, RCA LST 4579

2. CHRISTMAS ALBUM—Jackson 5, Motown MS 713

3. CHRISTMAS SONG—Nat King Cole, Capitol SW 1967

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

5. WE WISH YOU A MERRY CHRISTMAS—Ray Conniff, Colum-

bia CS 8692

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

7. CHRISTMAS ALBUM—Barbra Streisand, Columbia G-30763

8. CHRISTMAS ALBUM—Andy Williams, Columbia CS 8887

9. LITTLE DRUMMER BOY—Harry Simeone Choir, Kapp 3450

10. CHRISTMAS ALBUM—Jim Nabors, Columbia CS 9531

Below is a list of the best-selling LP's to date. As the sales of Christmas product increases, a number of the best-selling Christmas LP's are reported in this special chart—in accordance with sound research prac-

tices in terms of sufficient retailers reporting significant sales on specific recordings. "Christmas," running as a special buying and stock ordering guide.

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

BETTER BETS FOR CHRISTMAS

11. OH BAMBINO—Joan Baez, Vanguard 79230

12. MERRY CHRISTMAS—Brenda Lee, Decca 74583

13. A PARTRIDGE FAMILY CHRISTMAS CARD—Bell 6066

14. HANDEL MESSIAH—Mormon Tabernacle Choir, Columbia MS2-6027

CHRISTMAS SINGLES

Pos. Title—Artist, Label & Number

1. JINGLE BELLS—Singing Dogs, RCA 48-1020

2. BLUE CHRISTMAS—Elvis Presley, RCA 447-0647

3. PLEASE COME HOME FOR CHRISTMAS—Charlie Brown, King 5045

4. SANTA CLAUS AND HIS OLD LADY—Cheech & Chong, A&M 66021

5. GIFT OF GIVING—Bill Withers, Sussex 241 (Buddah)

6. HAPPY XMAS (The War Is Over)—John & Yoko & the Plastic Ono Band with Harlem Community Choir, Apple 1842

7. MERRY CHRISTMAS DARLING—Carpenters, A&M 1236

8. JINGLE BELL ROCK—Bobbie Helms, Kapp KJB-85 (MCA)

9. LITTLE DRUMMER BOY—Harry Simeone Choir, KJB-KB8-6

10. SILVER BELLS—Earl Grant, Decca 25703 (MCA)
**RADIO ACTION AND PICK SINGLES**

**DIRECTOR—DON OEVNS**

NUMBER OF SINGLES REVIEWED THIS WEEK 71

LAST WEEK 80

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**Hot Chart Action**

**FUNNY FACE**—Donna Fargo (Dot)(*) (12-20) . Having gone No. 1 on the country chart, disc takes a heavy Hot 100 chart jump with slight increases in Top 40 radio, but substantial gains from the dealer sales report. Reflects Top 40 radio in Chicago for the first time, Cleveland, Baltimore, Washington, Dallas/Ft. Worth, Milwaukee, Seattle, Minneapolis, Memphis/Nashville, Atlanta, Houston, Kansas City, Indianapolis, Charlotte, Buffalo, Birmingham, Houston, Des Moines and Syracuse where it is found to be the top seller reports coming from all 21 markets checked with Top 15 dealer mentions showing in more than half of those markets.

Washington, New Orleans, Dallas/Ft. Worth, Seattle, Minneapolis, Atlanta, Houston, Kansas City, Hartford, Syracuse, Fargo, Top 10 in Birmingham and a pick in Oklahoma City. Dealer sales action reported in all 20 markets and Top 15 dealer mentions currently starting.

**RADIO HAPPENINGS**

**NEW SEEKERS:** first for MGM, "Come Softly to Me" a pick at WBTQ (Atlanta), Bobby Darin's "Happy" on Motown, a pick at WPOP (Hartford) and at KOL (Seattle), the Moody Blues "I'm Just a Singer" from their LP (NOT a single as yet) getting plays at WPOP (Hartford), KIMN (Denver) and WIFM (Indianapolis); the Free Sisters' first for Capitol "Let's Get Together" a BB Pick and a Discovery at KROQ (L.A.); Terry Williams "Melanie Makes Me Smile" on MGM. Verge continues to pick up radio with WIFM (Indianapolis), KCPR (Salt Lake City), Shawn Phillips' "We" from his Facets' LP, a BB Pick also picked at KDWB (Minneapolis).

**DON COSTA—SONG FOR ANNA (3:48)

(prod. Don Costa) writers- Pop/Assassin/Barthes/Pollock/Williams/Thomson/Frye From the soundtrack of "Song For Anna" this equally powerful lush ballad hit with an equally powerful performance in the Cot's and key strongers. A major for the Cot's as well.

**SHAWNEE PHILLS—WE (3:30)

(prod. Roger Detwiler) writers- Joe Dick (Blue Crest, BMI) Patient out from his hot "Pass..." LP. Not available info. A&M 1402

**BETTE MILLER—DO YOU WANT TO DANCE (2:44)

(prod. and detwiler) writers- Freeman (Cleveland, BMI) From her debut LP comes with a updating of the Betty Freemans' Top 10 hit of 1968. Not available info. ATLANTIC 45280

**EARTH WIND & FIRE—MOM (3:44)

(prod. and detwiler) writers- White/White/White/Hunter (MGM) Their first for the label, a fine blues ballad from their debut LP on Columbia. Not available info. COLUMBIA 45474

**VENDORS—Ram-Buck-Shuck (2:25)

(prod. Ventures) writers- Murphy-Sietch-Henderson-Henderson-Firth) From their United Artists hit the Columbia top.

**BOONE FAMILY—PAY THE PIPER (3:05)

(prod. Fred Werners) writers- Jerry L. Fullauer (Screen Gems-Columbia, BMI) For the Boone Family have a top country single based on this country theme that needs to climb the country chart and move over pop as well. Not available info. MGM 45429

**MICKEY JOHNSON—She's With You (2:30)

(prod. Jerry L. Fullauer) writers- Jerry L. Fullauer (Screen Gems-Columbia, BMI) For his first single the Boone Family have a top country single based on this country theme that needs to climb the country chart and move over pop as well. Not available info. MGM 45429

**THE CROWNS—LOVE ME (2:30)

(prod. Jerry L. Fullauer) writers- Jerry L. Fullauer (Screen Gems-Columbia, BMI) For his first single the Boone Family have a top country single based on this country theme that needs to climb the country chart and move over pop as well. Not available info. MGM 45429

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**Pop**

**JAMES BROWN & LYNN COLLINS—WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVIN' (2:54)

(prod. James Brown) writers- Brown/Callison/Mathews (Dunhill, BMI) A return to pop for both soul and pop folk. Not available info. TALMAD 62928

**MARVIN GAYE—TROUBLE MAN (3:50)

(prod. Marvin Gaye) writers- Gaye/Robinson, ASCAP Strong rhythm producto in the blues bag from the first of the same name, scored by Gaye. Not available info. TAMLA 74258

**CORNELIUS BROS. & SISTER ROSE—I'M NEVER GONNA BE ALONE ANYMORE (2:37)

(prod. Bob Armitage) writers- E. Cornelius, Cornelius (Chart/Shrigley, BMI) Folk. Not available info. UNITED ARTISTS 30994

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**Also Recommended**

**HARRY CHAPIN—Better Place to Be (6:23)

(prod. Fred Kavli) writers- Chapin/Sinclair/Sinclair, ASCAP ELEKTRA 45258

**VANITY FAIR—One and Half It's Back (2:08)

(prod. Roger Epprson & Dis-Chris) writers- Raker/Kawinski (Kirshner/ATV, BMI) 20th CENTURY FOX 2011

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**Country**

**BUCK OWENS—IN THE PALM OF YOUR HAND (2:53)

(prod. Gene Owens) writers- Owens/Tamblyn (Blue Book, BMI) "Get Out of Texas Before Sandbox" (2:44) (Blue Book, BMI) CAPITOL 35054

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**Also Recommended**

**RED JIMMIE—Thirty Forgotten Trains (2:10)

(prod. Dana Bredin) writers- Monroe/Conemanigan (Coral Songs, BMI & Sherrwood, Cherviv, ASCAP) CAPITOL 2455

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**Soul**

**JAMES BROWN & LYNN COLLINS—WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVIN' (See Pop Pick)**

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**Also Recommended**

**ALL NIGHTTIME—Here I Am Again (3:32)

(prod. Gene Miller) writers- Miller/Whitfield (Muscle Shoals, BMI) PRICE 1021 (1968)

**ROCKIN' PNEUMONIA—BOOGIE WOOGIE FLU—Johnny Rivers (United Artists) (15-19) . Rivers makes a super heavy chart return with this one reflected on Top 40 radio in all four markets with the exception of San Diego. It's Top 20 in New York, Chicago, L.A., Boston, Baltimore, Dallas/Ft. Worth, Memphis/Nashville, Oklahoma City, Indianapolis, Buffalo, Louisville, Syracuse, Des Moines and Salt Lake City. It's Top 20 in New York, Chicago, Atlanta, Denver, Charlotte, Birmingham, Albany, and Fargo, and a pick in San Francisco. Dealer sales reports coming from all 21 markets checked with reports especially heavy in New York, Chicago, Philly, Boston, Atlanta, Memphis, Nashville, and Minneapolis.

**Food**

**HARRY CHAPIN—TEN COMMANDMENTS—ASSOCIATION (2:40)

(prod. Harry Chapin) writers- Chapin/Chapin, ASCAP (Chart/Shrigley, BMI) Folk. Not available info. UNITED ARTISTS 30994

---

**Harry Chapin**
HOLD ONTO YOUR HAT
LEON'S
SLIPPING INTO CHRISTMAS

B/W CHRISTMAS IN CHICAGO
PRODUCED BY DENNY CORDELL & LEON RUSSELL

SHELTER RECORDS
7328
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CARLY SIMON

NO SECRETS

Includes Carly’s new single
You’re So Vain
Produced by Richard Perry
DECEMBER 9, 1972

Billboard Album Reviews

POP
TOMMY—London Symphony Orch. and Chorus with Guest Soloists (Metro 90001)
The quality of Tommy's scoring and the arrangements of the cast LP of the smash stage production of the cult film hit are well executed by this well-known and respected cast of London Symphony Orch. and Chorus soloists under the direction of Sir Malcolm Buddle. The album, which is featured in this exceptional record of the cast's performance, is a tribute to the composer's genius and the talented cast's ability to translate the serviceable score into a moving musical. The album includes some of the film's most memorable songs, including "I Can't Believe That You're in Love," "I Can't Explain," and "I'm Only Happy When I'm Dancing." The album is a must for fans of the film and anyone interested in the music of the 1960s.

RICK NELSON and the Stone City Band
Garden Party
Nelson, who has been on the rise recently, has yet another hit with his latest album, Garden Party. The album includes a mix of rock and roll, country, and pop hits, including "Slip Sliding Away," "Abbey Road," and "Help!" The album is a great introduction to Nelson's talent as a singer and songwriter, and is a must for fans of his music.

CARLY SIMON—No Secrets
Elektra 43709
This spring, Carly Simon released her latest album, No Secrets, which is her first album in quite some time. The album includes a mix of pop, rock, and folk songs, including "You're So Vain," "Sara," and "7-7203." The album was well received by critics and fans alike, and is a testament to Simon's talent as a singer and songwriter.

JIMI HENDRIX—War Heroes
War 5526
This album is a collection of Hendrix's most iconic songs, including "Purple Haze," "Hey Joe," and "All Along the Watchtower." The album is a must for fans of Hendrix's music, and is a great introduction to the Electric Ladyland era of Hendrix's career.

WALKER'S...Shredded
Epic 43704
This album is a great collection of some of the most interesting folk songs of the early 1960s, including "Over the Rainbow," "The Times They Are A-Changin'," and "Like a Rolling Stone." The album includes some of the most iconic songs of the folk era, and is a must for fans of folk music.

POPCOL. HAMUS—A Winter Shade of Pale
AM 9P 4573
The album includes a mix of pop, rock, and folk hits, including "A Whiter Shade of Pale," "Paint It Black," and "Spanish Lady." The album is a great introduction to the pop music of the early 1960s, and is a must for fans of the genre.

RICHARD HARRIS—Sides
ARC/Dunhill 45012
This album is a great collection of some of Richard Harris's most iconic songs, including "Dondi," "A Man with a Mission," and "You Know I Can't Swim." The album includes some of the most iconic songs of the early 1960s, and is a must for fans of Richard Harris's music.

ROOMFUL OF BROTHERS—Pass the Chicken & Listen
Alligator 43707
This album is a great collection of some of the most iconic blues songs of the early 1960s, including "Goodbye Baby," "Let Me Cry Over You," and "You Can Have Her." The album is a great introduction to the blues music of the early 1960s, and is a must for fans of the genre.
<table>
<thead>
<tr>
<th>TITLE, Weeks On Chart</th>
<th>Artist (Producer) Label, Number (Distribution Label)</th>
<th>WEEK</th>
<th>TITLE</th>
<th>Artist (Producer) Label, Number (Distribution Label)</th>
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<td>I'M WOMAN</td>
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<td>Ilija &amp; Cal (Chuck Schlichter), Roulette 25911</td>
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<td>SEVEN DAYS A WEEK</td>
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<td>B.J. THOMPSON</td>
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<td>THE BALLAD OF JOHN DEERE</td>
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<td>I'M GONNA WIN SOME &amp; LOSE SOME</td>
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<td>I'M GONNA WIN SOME &amp; LOSE SOME</td>
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<td>The Rolling Stones, Decca 2845</td>
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Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.
Marvin Gaye scores for the first time.

After 4 years of traveling and over 500 concert dates, McKendree Spring has fused their experiences into their latest album, "Tracks:"

Atlanta
Baltimore
Baton Rouge
Boone
Boston
Chicago
Cincinnati
Cleveland
Denver
Detroit
Duluth
Fargo
Indianapolis

Ithica
Little Rock
London
Los Angeles
Madison
Memphis
Miami
Milwaukee
Minneapolis
Montgomery
Nashville
New Castle
New Orleans

New York
Ottawa
Peoria
Philadelphia
San Antonio
San Bernardino
San Diego
Saratoga
St. Louis
Tampa
Toronto
Trenton
Washington, D.C.
**Mayfield Sues Pale, Yvonne**

NEW YORK—Curtis Mayfield and Gamil Music Co. (ASCAP) have filed a $1.3 million lawsuit against Pale and Yvonne Producers to deter them from using the hit “Soul Family” and “One Sweet Child” to the compositions “Tunku” and “Junky Chase” and to request a jury trial under the alleged defamation of Mayfield’s character, his musical career and the U.S. District Court here. This suit charged that he is co-composer of the named songs and is entitled to credit and royalties through his own publishing company.

Bayer, the manager of Pale’s claims have hindered Mayfield’s career, and the suit was filed by Lew Harris.

**ABC/Dunhill Establishes 2 Scholarships**

LOS ANGELES—ABC/Dunhill has allotted funds for two full scholarships to music students. Former members of the black-owned Los Angeles-based Dunhill label, founded last August.

The scholarships, to be established by Don (Tracy) Maleno, a disc jockey on KEFG FM here, and who has been a radio personality for eight years. Maleno said the school opened the scholarship fund for the Dunhill School and in January will switch to a full-time schedule from 8 a.m. to 2 p.m. and an evening class from 5 to 9 p.m.

Ron Granger, national director of R&R promotion for ABC/Dunhill, said the scholarships will help “people who have talent and the drive to succeed in the music world.”

**New Record Center Base**

**Continued from page 3**

and ’Prestley’s new one of last year,” he said. “Prestley’s new one of last year’s is the best hit of the year. We have a lot of people asking for it and they’re happy with it.”

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**Industry Outlook: Rosaey Rosey Over Xmas ’72**

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**Executive Turntable**

**Continued from page 4**

manager and Dennis Pohl has been named art director, Bernard Mindlin has been named European marketing director at ESP-Disk. He will coordinate all sales of imported product from his New York office. Howard H. McKim, president of Endorsements International, Ltd., has been named as special constituent to Expo 74. . . . Tony Papa, vice president of the John Reedy, managing director of the talent agency’s board of directors. Papa will remain in Dallas where he has headed the agency’s local office for the last 12 years.

It was incorrectly reported last week that Robert C. Butler had been elected vice president, financial analysis, at RCA Records.

Peter Robinson has been named marketing coordinator, a new post, for MCA Records in London; he’ll be press officer and replacing him is Geoff Thon, his assistant. In a separate move, production coordinator Alan Crowder will now handle all liaison work with various artists and handling a&r and marketing functions, will now devote more of his time to seeking out new talent.

Al Harris has been named vice president of Music Etc. He was previously an account executive for Trans Continental Music Corp. In his new position he will be responsible for operations, booking and marketing for the four Music Etc. stores in Oklahoma.

Larry Taylor has exited as general manager of Bob Friedman’s Tenmonic Records. He organized the company for the Florida songwriter seven months ago. . . . Grant Gibbs has re-activated the former Motown label Redford, who transferred from Columbia’s London office to the West Coast publicity directorship some six months ago, will now be based in New York in the newly created post of European communications manager. He will report to John Paynter, will take in charge of the Los Angeles trade and publicity duties. Edward Kinnan and Edward Moor have been appointed account executives for CBS-FM sales management. Kinnan, who has been with WIPX-radio, N.Y. Moir most recently held the same position with WNBC-radio, N.Y. . . . E. Judith Berger has joined Wilkes & Wilkes as vice president of general sales; she will be responsible for negotiations and supervision of the firm’s business affairs.

**Late News**

**CCC Hosts Xmas Fest**

LOS ANGELES — The Coliseum Conspiracy Convention Company will present the 17th at the Beverly Wilshire Hotel, with entertainment by Stan Weston, MCA. Harry Schwartz, and Waldo Salat. Tickets for the event will be priced from $1 to $5 and are being handled by phoning (213) 653-2231.

**Continued from page 1**

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The fifth album by Bread.
Includes their recent smash singles "Guitar Man" (EKS-45803) and "Sweet Surrender" (EKS-45818) and . . . . .

Produced & Arranged by David Gates
Associate Producer James Griffin

They can make you love,
they can make you cry.
From Phil Spector
and
Apple
For the Merriest of Christmases

SW 3400

* THIS ALBUM, PREVIOUSLY RELEASED ON PHILLES RECORDS, IS NOW AVAILABLE ON APPLE