First U.K. Battle Won vs. Pirates
BY BRIAN MULLIGAN
Staff Member, Music Week

LONDON—The British Photographic Industry has won its first court action against a firm which had imported pirate tapes and has warned dealers handling unlicensed duplicated recordings.

The defendants, Starco and Commodex of 212 Upper St., London N.1, were required to hand over for destruction all remaining stocks and cartridges Benzole oil and cartridges.

EMI, Benzole Breakthrough
BY RICHARD ROBSON
Staff Member, Music Week

LONDON—In a major breakthrough in the in-car entertainment market which, in the long term, could significantly increase the firm's tape turnover, EMI has signed a deal with the National Benzole oil company to sell cartridges at National filling stations.

Negotiations, involving EMI's tape marketing manager Barry Green and National merchandising manager David York, were started a year ago and concluded at the beginning of this month.

The agreement also includes (Continued on page 46)

Charges State Piracy Laws Mute 3-Yr. Test
BY JIM MELANDON
WASHINGTON — Los Angeles attorney Arthur Leeds, counsel and spokesman for unlicensed duplicators, during U.S. Supreme Court hearing of the Growden vs. California case, charged that state piracy laws are "muting" the "true thrust of experiment" sought by Congress in its enactment of the 1972 Federal Copyright Law.

His remarks came during the long-awaited hearing of the Los Angeles Superior Court verdict, held here Dec. 13.

The case, stemming from the (Continued on page 46)

Videodisk Era Threatens Wide Trade Upheaval

BY BOB KIRSCH

Because the field is so new, participants agreed that such guidelines at the present time carry little or no weight. There is, in fact, no clear definition of what provisions can or should cover audio-visual.

Nobody really knows what an audio-visual production from start to finish will cost. Nobody knows that volume that such product will reach, especially if it breaches the mass market as soon as seems likely. No new publishing rate has yet been established. The Copyright Act of 1909 sets statutory rates only for audio-visual.

Other questions are raised with the audio-visual home entertainment and educational field apparently ready to break. Firms involved in this do not know the total cost because they have had no experience per se as yet. There will obviously be much new programming for these systems as well as use of catalog product, and this is where many of the most important questions will arise.

When asked about the possibility of inserting special audio-visual (Continued on page 46)

Indies Affirm Faith in NARM; Split Dispelled
BY PAUL ACKERMAN

NEW YORK—Independent distributors from across the nation, at a meeting in Chicago Dec. 8, affirmed their faith in the National Association of Record Merchandisers (NARM) and developed plans spelling out the distributors' increased role in the industry's merchant-

UA & Record Club Countersuits
BY NAT FREEDLAND

LOS ANGELES—UA Records has filed a $250,000 suit against the Record Club of America in Superior Court here, charging im-

Tape in Europe:
See Pgs. 35-41

within 45 days after each calendar quarter.

The UA suit charges Record Company of America with book-

Details Set
Jules Malamud, executive director, said that "plans were de-

HAPPY HOLIDAYS FROM THE BLACK EXPERIENCE

Dancing in the Moonlight (P-515), the light is lovely, super-

natural single by King Harvest is now followed by the group's debut album (LP-36), titled after the single. King Harvest, a self-contained group made up of musicians and song-

their objectives within the framework of the established industry organi-

(Continued on page 46)
Singles all the way.

THE LITTLE DRUMMER BOY - ROYAL SCOT'S PIPES & DRUMS 74-0861
CHRISTMAS IN MY HOME TOWN - CHARLEY PRIDE 74-0835
WINTER WONDERLAND - DANNY DAVIS & THE NASHVILLE BRASS 74-0838
BLUE CHRISTMAS - JIM REEVES 74-0839
FELIZ NAVIDAD - JOSE FELICIANO 447-0936
JINGLE BELLS - THE SINGING DOGS 48-0200
**NYC Raiders Uncover Pirate Tape/Porno Cache**

**By NAT FREEDLAND**

LOS ANGELES—Warner Bros., a major Hollywood recording company, has announced the arrest of one Brian J. Lattin and two others, all of whom are reportedly employed in various capacities in several of the Warner businesses, including Hollywood's famous Sunset Strip.

The arrests were made on Monday night at a party given by Brian J. Lattin, who is identified as a member of the Warner Bros. management team. The arrests came as a result of a federal investigation into the activities of Brian J. Lattin and two others, who were reportedly involved in the illegal possession of copyrighted material, including music and video recordings.

The Warner Bros. studio, which is located in Burbank, was closed following the arrests, and police officials were on hand to ensure that no further incidents would occur.

**MCA Disco-Vision $400 Unit Playback**

LOS ANGELES—MCA Inc. has bowed Disco-Vision, its video disk player and recording system, which can be used to record and play back television programs or other visual material on a flat disc. The system is priced at $400, and it includes a receiver and a disc player, both of which can be used to record and play the disc.

In introducing the disc player, John L. Leiber, MCA's president, said: "With Disco-Vision, we have created a new medium for the home recorded music industry. This device is capable of recording and playing back a wide variety of material, including television programs, movies, and video games.

"The system is designed to be used in conjunction with a television set, and it can be used to record material from a television broadcast or from a video cassette. The disc player can also be used to record material from a computer or other electronic device.

"The Disco-Vision system is currently being produced in a limited quantity, and it will be available for purchase in the near future. The price of the system is $400, and it includes a receiver and a disc player, both of which can be used to record and play the disc.

"With Disco-Vision, we are excited about the potential of the home recorded music industry, and we believe that this system will help to further develop the market for home recorded music.

"We look forward to working with our distributors and retailers to promote the Disco-Vision system, and we believe that this system will be a valuable addition to the home recorded music market."
Steinberg Probes Industry Practices

CHICAGO—Artists, who push for record royalty rates over 10 percent, fail to realize that the higher the royalty the less labels feel they face, in the risk following the product into the marketplace, said Irwin H. Steinberg, Mercury presi- dent, during a wide-ranging re- cord contract seminar here.

Steinberg contended fellow panelist Jerry Butler’s view that labels are too dogmatic about contracts with lawyers and the Mercury chief also countered points brought up by a third panelist, M. William Krasovsky, New York attorney and counselor with Shemel of "This Business of Musi- c" published by Billboard Publi- cations, Paul Roerwade moderated.

Butler, who works for Motown, told the National Academy of Re- cord Arts & Sciences (NARAS) seminar audience that there are fewer ad-oriented label chiefs to talk with now. Steinberg said this trend came about because artists wanted autonomy in their creativ- ity.

The industry is better because of the new management, Stein- berg contended. No one man on a label is more powerful and new marketing techniques tied into overcoming the many sales problems provides "the best kind of conditions," Steinberg said. "We have a division of labor today that is perfect.

Open to the idea of excessive roy- ailities, Krasovsky acknowledged Fire Destroys Motown Wares

LOS ANGELES—A fire here Dec. 8 destroyed an RCA ware- house containing the Motown RCA, which does the pressing for Motown, was leaving the ware- house in a very bad way.

The building that burned is one of a couple owned by Motown, and was the only one damaged. According to a fire department spokesman, the fire was "of undetermined origin and is still under investigation."

Disco-Vision's Promise

● Continued from page 3

be sold. Many merchants may also choose to feature the new TV sales with the sys- tem. The mass merchandiser also has more display space at his dis- posal, after the label has made an effort to break the store.

The MCA system is a workable one, as are CaronoVision and other systems. It is good merchandising of hardware and software, fall into the category that mass merchand- isers are always interested in.

For the department store, the same concepts as the mass merchant are true on a smaller scale, and such outlets have be- come increasingly involved in elec- tronic consumer goods.

The audio specialist is also an ideal outlet to handle Disco-Vision with a proper, price, and which will not deter consumers from buying it. The MCA system has been seen, is not difficult to operate, and the price is right for the mass market. And there is the all-important fact that everyone, retailer, suburban, mass in- sular, is familiar with the 12-inch disk as a marketable com- modity. Commodity may not be the right word, but because of the wide consumer segment that there is potential for a common- ity item to sell. MCA has not elimi- nated anyone from the market, but they may be giving others a hint on how to handle it and they don't look like they are far away.

BALLETS FOR GRAMMY OUT

NEW YORK—Ballets for numerous categories of NARAS were mailed last week to all members of NARAS along with the official N-Pre-Nominations booklet. From which voters may select as many or as few as entries in a spec- ified maximum number of cate- gories. Included with the mailing will be a return envelope, which must be received by Hask- ins and Sellers, the independent accounting firm that will tabu- late the ballots, on or before Dec. 15.

The list of final Grammy nominations in 39 different categories, will be released on Jan. 22, when final ballots will also be mailed to members. The Grammy winners will be announced on March 2, on the annual Grammy Awards Show telecast here and on CBS-TV from the Tennessee Theater in Nashville.

Steinberg's position on excessive roy- ailities, Krasovsky acknowledged.

Funk to Aid Phoenix House

NEW YORK—Grand Funk Railroad will donate all fees from their concerts at the Nassau Col- iseum (14) and Madison Square Garden (23) to Phoenix House, drug treatment. At the press con- ference held in Capitol Records' N.Y. office, it was also revealed that the Madison Square Garden date would be taped for inclusion in the "In Concert" television se- ries being produced by Kirshner Entertain- ment Corporation for ABC-TV, Jan. 13.

He said that all fees from the Grand Funk concert, Phoenix House will also receive the group's proceeds from the telecast. Capitol Records has purchased air time for the show, enabling all residents of the various Phoenix House loca- tions throughout the United States to attend the concert.

Mark Francis, on behalf of fellow band members Mel Schacher and Don Brewer in re- taining their stand against hard drugs and their decision to demon- strate those feelings through the concert. Farmer then introduced Dr. Michael Rosenthal, director of Phoenix House, and Don Kirsh- nel, president of Kirshner Enter- tainment Corp.

Rosenthal noted that the first portion of this year's run by Grand Funk Railroad will totally be sponsored by the new band study by Dr. Carl Chambers, di- rector, division of addiction sci- ences, School of Medicine, Univer- sity of Miami, on a large number of former Phoenix House residents.

Editors Progress Indeed

The decision of the independent distributors, arrived at during their recent meeting in Chicago, to seek improvement of their seg- ment of the industry within NARAS, with Jules Malamud as its executive director, and with its long list of present and past leaders, has proved itself a thoroughly competent trade organization, which one is resourceful and able to plan and implement programs of total industry benefit.

We feel NARAS's increasing involvement with the distributor-re- tailer interaction will result to an advantage to those segments—just as NARAS's initial involvement with rackjobbers advanced its cause tremendously.

"Partners in Progress" is a workable, rational theme.

THE JACKSON 5 CHRISTMAS ALBUM—Jackson 5, Motown 713

MERRY CHRISTMAS—Bing Crosby, Decca DL 78128 (MCA

CHRISTMAS SONG—Nat King Cole, Capitol SW 1967

THE TEMPTATIONS CHRISTMAS CARD—Temptations, Gordy G 951 L (Motown)

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

THE PHIL SPECTOR CHRISTMAS ALBUM—Various Artists, Apple SW 3400

GIVE ME YOUR LOVE FOR CHRISTMAS—Johnny Mathis, Columbia CS 9932

CHRISTMAS IN MY HOMETOWN—Charley Pride, RCA LSP 4606

ELVIS' CHRISTMAS ALBUM—Elvis Presley, Camden CAL 2428

THE PARTRIDGE FAMILY CHRISTMAS—Partridge Family, Bell 6066

MERRY CHRISTMAS—Brenda Lee, Decca 74583 (MCA

CHRISTMAS SONG—Nat King Cole, Capitol 3561

PLEASE COME HOME FOR CHRISTMAS—Charlie Brown, King 5405

SANTA CLAUS AND HIS OL' LADY—Cheech and Chong, A&M 66021

MERRY CHRISTMAS DARLING—Carpenters, A&M 1236

WHITE CHRISTMAS—Bing Crosby, Decca 78419 (MCA

JINGLE BELLS—Singing Dogs, RCA 48-1020

BLUE CHRISTMAS—Elvis Presley, RCA 447-0647

SLIPPING INTO CHRISTMAS—Leon Russell, Shelter 7328 (Capitol)

SILVER BELLS—Earl Grant, Decca 25703 (MCA

HAPPY XMAS (The War Is Over)—John & Yoko & the Plastic Ono Band, Apple 1842

CHRISTMAS—Donny Hathaway, Atco 6799

BEST BETS FOR CHRISTMAS

12. HANDEL: MESSIAH—The Mormon Tabernacle Choir, Columbia M2505

13. CHRISTMAS ALBUM—Barbra Streisand, Columbia G 30763

14. CHRISTMAS WITH RITA FORD MUSIC BOXES—Rita Ford, Harmony KE 31572 (CBS)

15. JIM NABORS' CHRISTMAS ALBUM—Columbia CS 9531

16. WE WISH YOU A MERRY CHRISTMAS—Ray Conniff, Columbia CS 8692

CHARTS

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Below is a list of the best-selling LP's and best-selling singles to date. These charts have been compiled in accordance with sound research prac- tice, in terms of retail reports and retail reports on specific sales of records. These charts have been running as a special buying and stocking guide:

NOTE: Many new Christmas releases have not yet had the full opportunity to be reflected here.
AZTECA: A big, bad, new group that's ready to explode.

Three drums, three keyboards, two guitars, four horns, four singers, and bass. All with one musical purpose:
To create the most fiery sound of the year.
In one week in San Diego and San Francisco—the only two places the band has already appeared—the album is already topping retail reports.
And now the biggest, baddest, new Latin group will be appearing everywhere.
ROSS MOLLOY

Suzanne de Passe has been promoted to vice president, creative operations, at Motown Records Corp., assuming total responsibility of creative functions at Motown. As one of her first moves, Miss de Passe announced the appointment of Bob Colvin as director of creative operations. Colvin, who had handled the firm's special projects and been responsible for its new corporate ventures. Concurrent with this appointment, the firm's former project manager, was named the company's ad and promotion manager. He will retain his present responsibilities as well. Jerry Bradley, son of ad pioniener Owen and a veteran of many years of record production in Nashville himself, has joined the RCA production staff in Nashville.

BILBOARDS

OCEAN SIDGE-N.Y.-NMC Corp. has reported a 33 percent increase in sales for the month of August over the previous year. The firm has provided that the increase results from a 10 percent per share fully diluted common stock offering at the end of the previous year. Net income, increased by 35 percent from $442,950 to $661,950 per share fully diluted basis for the first three months of fiscal 1972.

Slight Sales Dip

A comparison of sales for the fiscal first quarter of 1972 to those for the fiscal first quarter of 1971 shows a decline to $9,464,873 from $9,590,265. However, the decrease is not as significant for the year to date.

Stax Lauded By Senator

Stax Records has received recognition on the floor of the Senate. The firm was lauded by Sen. Alan Cranston (D. Calif.) for its "corporate responsibility" to the nation. The senator praised the firm for its "industry wide reputation for its social and corporate responsibility.

3 Cited for IHF Awards

NEW YORK—The rock group Blood, Sweat & Tears, Dr. Ray Dorsey, producer and the Dolby noise reduction system for the tape industry, and, hand drummer, Emile Sucht Light have all been cited by the Recording Industry Foundation of America for their contributions to the world of music.

HIF Award has been presented as the "Innovation of the Year" award. The recipients include Leonard Bernstein of Columbia Records, Johnny Mathis and Rise Stevens.

"Tom Sawyer" Music Demonstration LP

LOUISVILLE, Ky. — United Artists Music is distributing 1,500 copies of a demonstration album with a Dolby noise reduction system. The album is a dig of the Buffalo Bills and the Buffalo Bills' singer, Tom Sawyer. The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." In addition, the album includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer." The album also includes the single "Lose Your Mind," which was featured in the recent film "Tom Sawyer."
"It's one of the best musical stagings to be seen on Broadway in years."
- Clive Barnes, New York Times

"'Pippin' is extraordinary musical theater. A musical of enormous style, and I hail it."
- Douglas Watt, Daily News

"'Pippin' is a sensational musical comedy. The songs are fresh and exciting. The most innovative show to come on Broadway in many years."
- Leonard Probst, WNBC-TV

"The best new musical on Broadway."
- Kevin Sanders, WABC-TV

"Triumphant 'Pippin' is filled with exciting dances and show-stopping numbers that never seem to cease."
- Richard Watts, New York Post

Now available on Motown Records.

©1972 Motown Record Corporation
**Wall Street Likes Outlook For Consumer Electronics**

**Los Angeles**—The outlook for the consumer electronics industry next year is favorable in view of the strength in new products, particularly video cassette recorders, believes T. Peter Job of Burnham Corp., Inc., New York. There are many reasons why, among them the following:

- Continued expansion of the Japanese economy.
- Favorable demographic and household consumption trends.
- Increasing importance of replacement demand and upgrading.
- Growing market for new products, particularly important new products as video tape recorders.

Effects of a second moderate repudiation of the yen, which has been accomplished, should be slight. It may be repeated in the near future in the hope of forcing the Japanese manufacturers as well as to ease their growth for exports (to the U.S. more than any other country) even for the most tested brands, according to Burnham & Co.

In the tape recorder field, Bob feels that both the ship decleration in growth for 1971 and a rapid recovery in the current year have accounted for in part by tape players for autos which experienced a severe contraction in 1971.

In the first seven months of 1972, about one-third of the increase is attributed to this factor. The largest and fastest growing segment of the industry remains the cassette tape recorders which accounted for 52 percent of industry (consumer electronics) production in 1971. This year total shipments may show an advance of approximately 20 percent. It is difficult to make projections into 1973 because of the uncertainties pertaining to auto sales, Bob stated, but sales mildly tendentially place the increase around 6 percent.

About 25 percent of domestic production is estimated to be represented by Matsushita Electric Industry. Sony's share is about 16 percent, while Pioneer, a major factor in the auto stereo business, captured about 7 percent of this segment in 1971. The company's report indicates that the video cassette recorder has emerged as the pre-eminent candidate to succeed color television as the mainstay of the industry in the years ahead. While marketing is initially being geared to institutions, the acceptance of the medium has been remarkable, believes Bob.

Roughly speaking, he expects the Japanese industry shipments to approximate 100 units in 1972, up 100 percent from last year. Minimum growth expectations for 1973 is 75 percent.

More than 50 percent of the units produced are exported, primarily to the U.S., and Sony, which dominates the field, estimated 50 percent of the market. It has announced plans to produce 100,000 units in 1973. Matsushita's market share is around 30 percent.

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We want to expand our existing publishing activities by acquiring your publishing company if you have proven copyrights and is presently active. We will consider any type of music and any size catalogue, located anywhere in the world. We want to make a cash deal. If no stock included, if interested, write P.O. Box 1025, giving necessary details.

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901 North Shrader Boulevard, D415
Los Angeles, California 90069

**Who is Needom Carroll Grantham?**

**Markets Quotations**

**Off the Ticker**

**Earnings Reports**

**Billboard**

**Billboard Subscription**

**WB's Rosenblatt**

**20th Nabs Master**

**General News**

**December 23, 1972, Billboard**
Audiences in 21 cities of their recent U.S. tour demanded the release of

Gaudete
b/w Royale Forrester CH 2008
A single by

Steeleye Span

From their album, "Below The Salt" CHR 1008

English music

on Chrysalis Records
Talent Signs In Action

ELTON JOHN FAMILY
Foram, Los Angeles

ELTON JOHN
Family, Los Angeles

LITTLE IS ELMO BE HERE!

Unsurpassed in Quality

Glossy Photos

9 1/2¢ each in 1000 lots

Custom Colors

Color Litho

Color Postcards

Mounting Services

Little is Elmo here!

Talent Signings

New Pop Audience Emerging in U.K.

BY ROB PARTRIDGE

LONDON—The extraordinary scene—success—successes—that accompanied the recent British tours by Various, Osmund and The Jacksons has emphasized the emergence of a new pop music audience. Much of that success can be attributed to Donny Osmond and Michael Jackson, the new idols of what the national press has labeled the "weenybopper" generation.

Both Osmond and Jackson, born in the same year, have uncovered a new record buying audience. The age of pop appreciation, it seems, is rapidly approaching—coming to the field in the same way that the "weenybopper" fans of the early press can accompanied the recent publishing successes that will audition Leslie West on January 20th. Atlantic Records, Inc., the label, has signed a three-year deal to give publicity to the rock groups and songs to A&M's Irving Music.

Talented Signs has a new product line: "Talent Signings," featuring the latest and greatest in the music business. This line includes performers such as Elton John, Rod McKuen, and Helen Reddy. Talented Signs is dedicated to the promotion of new talent and the support of established artists.

Who is Needham Carroll Grantham?

OZONE SOUND INC.

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Philadelphia, Pa. 19103
(215) 627-8006

(Collect) Paul O'Boyle
Coil-in W. S. Joffe

Who is Needham Carroll Grantham?

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“Dueling Banjos”

is the sound track single from the Warner Bros. film Deliverance.

“Dueling Banjos”

is exploding wherever it’s getting airplay, much to the delight of Warner Bros. salesmen and promotioneers across the land.

“Dueling Banjos”

prompted Bill Gavin to tab it his “Record to Watch” Dec. 8, with the following comments: “Broken by WCCO (and other non-rockers) for impressive sales in the Minneapolis area. Top 40’s may want to edit the long, slow intro [note—WB has now done it for them], but, one way or the other, I still think it’s a hit record.”

Agreeing heartily thus far are these ground-breaking hit-making radio stations:

WSB—Atlanta
WFLD-AM/FM—Atlanta
W2DC-Chicago
WPHL—Philadelphia
WABC-FM—Memphis
WFLN-FM—Memphis
WABC—Miami
WABC—Atlanta
WABC—New Orleans
WAXY—Detroit
WLS—Chicago
WGN—Chicago
WABX—Detroit
WABC—Washington, D.C.
WABC—New Haven
WABC—Boston
WABC—Los Angeles
WABC—Seattle

Agreeing heartily thus far are these ground-breaking hit-making radio stations:
From the "Music Capital of the World"

- Continued from page 10

Blood, Sweat & Tears (Columbia) and B.B. King (ABC/Dunhill) decreased Noise and the Medicine Show are drastically reduced. Bernice Phal... (Continued on page 24)

THE TALENT IN ACTION

- Continued from page 10

The time-lag (a mere 30 minutes) between "Blood, Sweat & Tears" and the Sly Stone appearance. The audi... (Continued from page 24)

...Your Saturday Night Beechwood show... (Continued on page 24)

San Francisco

Curves McKeown makes her Vene...
When the Brady Bunch launch an album, they do it on TV!

"The Kids From The Brady Bunch" is the newest album from the gang that brought you "Meet The Brady Bunch". One success leads to another. The Brady's will be telling the country about it on TV, beginning December 16. And again on December 23. They'll take 30-seconds to do it. So every young fan in America will have enough time to get all the details. Be prepared for the results: It's Christmas, and everyone is about to add "The Kids From The Brady Bunch" to their list!

Once again, those kids who've grown upon television are using TV as the medium for their singing message.

"The Kids From The Brady Bunch"

PAS-6037

The KIDS from the Brady Bunch

LOVE ME DO • IT'S A SUNSHINE DAY
KEEP ON • SATURDAY IN THE PARK

Distributed by Famous Music Corporation
A Gulf + Western Company
INTERVIEW

Stewart: Raps on Early Top 40

WHO IS NEEDOM CARROLL GRANTHAM?

WHO IS NEEDOM CARROLL GRANTHAM?

Barnett: ‘Consultant Is Here’

Associated Recording Artists of America, LTD.

DID YOU PUT WDGY-AM ON THE AIR?

CADUCEUS

BILLY JOEL'S ‘THE GRANDMAFIA’ Was "The Grandmama"

WJW-AM Builds ID With Foreign Disks

CLEVELAND—WDJ-AM has been weaving international records

into its daily programming, according to Bob West. He said that he and

the other consultants—Bill Elliott, who's

in charge of 

the ethnic FM stations, and

John Romig, who works for

Storz—have been

preparing the US stations for a

new German release of "London Town," by The

Rolling Stones. Went

impressed by the

record. "As

a consultant, I

have never been happier."

I

thought,

"Well, that's

my station,

and I never

thought I'd

be happy

with

a German release.

But

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Radio-TV programming

Vox Jox

Johnny Darin is out as program director of KRAM, Los Angeles, though still working with the station. The AM personality has departed the station; rest of staff is working an hour extra in an effort to fill up the gap. Rich Robbins could it be KFOX-FM, citi Radio? Well, if any of you guys are interested in working in a Los Angeles radio station, why don't you call Rich (Buckaroo) Robbins at 278-3300, ext. 710. Bomb him out with calls; make him feel good. Would anyone want an open-end interview with Mae West? Comes complete with script, so you can localize the show. Talk to Ernie Farrell, Mobility Systems, 171-2308.

This year I'm not going to forget! I want to wish each and all a very merry Christmas. It's been a good year for me; I hope that the year was kind to you and that next year will be sensational for us both.

Ron Morgan is the new music director and morning drive personality at WEAM-AM in Washington; Allen Hall is the new program director of the Top 40 station.

Ric Ricardo reports that the guy at WHAT-AM, Philadelphia, didn't work out and he's looking. Call him at 309-691-8763, Pat Arthur and his wife dropped by the office the other day. He'd been at KROB-AM in Omaha, a Top 40 station, but left after a management change. You can reach him at 806-5-1767 if you need an experienced personality. Also looking is Caesar Martoli, 213-548-8003, looking. He'd been at WMT-AM-FM in Williamsport, Pa. He has four years of experience.

Brother Rap and Ted Dreamer, KFMY-FM, P.O. Box 430, Magnolia, Ark. 71753, plea for better soul record service. The station covers more than four states. I think it would be definitely worthwhile to service them with product. How about it, Buzzy Willis? Gene Taylor has left WOJ-AM, Charlotte, N.C., where he was general manager of the Top 40 operation. Norman Walmsley purchased and owned the station before he. John Zingel and Bob West sold out to Globetrotter Communications, is coming back to the station —"coming out of retirement." Effective Jan. 2, Gene Gavergne is the new general manager of WADO-AM, New York; he's been with Sabotne Advertising Agency. It's a Spanish format station.

New label is KSD-AM, Des Moines, Iowa, includes Jon Edelman (Rob Edelson) Kaye from KNAK-AM in Salt Lake City doing the 6-10 p.m. show, music director Ted W. Scott, 10 a.m.-2 p.m. from WKEE-AM in Asheville, N.C., program director Ferry St. John, 2-6 p.m., Clay Jace 6-p.m., Jim Beam, 6-10 p.m., and weekend head Synthor, Tim Bemann and Ron Wilson.

Norman Davis has returned to San Francisco and is doing the 2-7 a.m. show on KHAN-FM. He'd been a rock jock in the market 1958-65, working on KYA-AM, then left to KRKO-AM in Kansas City, then to KCMD-AM in Kansas City, back to KSDO-AM in San Francisco in 1971, then to KEZL-FM in Eugene, Ore., six months later.

Jon Dilson, program director of KRLD-AM, Dallas, had told the station to go into independent production. Reps for the station had been talking with charts for the station. He's been with Robinson, who's programed WPHD-FM, Buffalo, N.Y., for a couple of years before joining KRLD-FM. Lineup on the progressive station goes like this: Joe Reed on noon, Robinson noon-3 p.m., Tim Burns 3-6 p.m., Lee Gibson 6-8 p.m., and John Barger is general manager of the operation.

Scott Ross has a six-hour Christmas show which features interviews with a list of celebrities, etc. It's free. You can use all or any part of it. Call him at 213-476-2186. He programmed some bigger before getting into management. One guy called up and demanded to know why I hadn't returned his earlier phone call. That's the kind of question only a bit of profanity can answer, right? But the honest truth is that I seldom got time enough to even hang up the phone before it's ringing again. I'm not complaining; I enjoy talking to people and I learn a lot that way, just explaining. So, if you don't reach me the first time, try again.

CHUM-AM, Toronto, will do an eight-hour special featuring the top 100 disks of 1972 on New Year's Eve, as just about everyone. The show will be made available for other Canadian stations via the Program Exchange Division of the Canadian Association of Broadcasters. I think I'd call J. Robert Wood, program director of CHUM-AM, and see if he has any other specials laying around. CHUM-AM has done some good ones in the past.

Larry M. 231-3-4000, ext. 430, is looking for an MOR or personality-oriented Top 40. (Continued on page 17)
Hot Action Albums

Also Recommended

MOSE ALLISON, "Mose in Your Ear" Atlantic
Cuts: All
Stations: KFWF-FM, WHCN-FM

AZTECA, "Azteca," Columbia
Cuts: All
Stations: WBLK-FM, KRMH-FM

SKIP BATTIN, "Skip Battin," Signpost
Cuts: All
Stations: WHCN-FM

BREWER AND SHIPLEY, "Rural Space," Kama Sutra
Cuts: All
Stations: WCOL-FM, WZMF-FM, WOR-FM

BUCKWHEAT, "Charade," London
Cuts: All
Stations: KNAC-FM, WLBR-FM, CHUM-FM

BYRDS, "The Best of the Byrds," Columbia
Cuts: All
Stations: KNAC-FM

CHARLES FORD BAND, "Charles Ford Band," Arhoolie
Cuts: All
Stations: KFNL-FM

CHEECH & CHONG, "Santa Claus and His Old Lady," Ode (Single)
Cuts: All
Stations: WBEN-FM

CHI COLTRANE, "Go Like Elijah," Columbia (Single)
Stations: WBEN-FM

DON COOPER, "All You Feel Is How to Grow," Roulette
Cuts: All
Stations: WCMF-FM

MARTY COOPER, "Minute of Time," Atlantic
Cuts: All
Stations: WBEN-FM

DON McLEAN, "Don McLean," United Artists
Cuts: All

GOODTHUNDER, "Goodthunder," Elektra
Cuts: "P.O.W. All." "For a Breath," WJB-FM, WZMF-FM, WOR-FM

GROUNDHOGS, "Hogwash," United Artists
Cuts: All
Stations: WMX-FM

JIMI HENDRIX, "War Heroes," Reprise
Cuts: All
Stations: WCOL-FM

IDES OF MARCH, "World Woven," Rex
Cuts: "Colorado Mover," WBEN-FM

ESTHER PHILLIPS, "Alone Again Naturally," Kudu
Cuts: All
Stations: KFML-FM

EVERLY BROTHERS, "Pass The Chicken and Listen," RCA
Cuts: All
Stations: WBN-FM, WZMF-FM

FOCUS, "Moving Waves," Sire
Cuts: All
Stations: KFML-FM, WBF-FM

FLASH CADILLAC & THE CONTINENTAL KIDS, "Flash Cadillac & the Continental Kids," Epic
Cuts: All
Stations: WHCN-FM, WBLK-FM

TOM FOGERTY, "Excalibur," Fantasy
Stations: KFWF-FM, WMAL-FM

GEOLOGY, "Footrot," Charisma
Cuts: "Watchers of the Skies," "Get Em Out By Friday," "Horizons."
Stations: WBEN-FM

CHARLES LORD, "Waves," RCA
Cuts: All
Stations: CHUM-FM, WORS-FM

LONDON SYMPHONY ORCHESTRA, "The Well," United Artists
Cuts: All
Stations: KFML-FM

MATCHING MOLE, "Little Red Record," CBS (Import)
Cuts: All
Stations: WFLK-FM, WMX-FM

PAUL McCARTNEY AND WINGS, "Hi Hi Hi," Apple (Single)
Cuts: All
Stations: WMX-FM

MARVIN MULL, "Santa Doesn't Cop Out on Dope," Capricorn (Single)
Cuts: All
Stations: WMX-FM

RICK NELSON, "Garden Party," Decca
Cuts: All
Stations: WBEN-FM

"IT'S A BEAUTIFUL DAY," "White Bird (California)," WJB-FM

JE. GIBBS, "Hard Driving Man," Atlantic (Single)
Stations: WBEN-FM

ELTON JOHN, "Crocodile Rock," Uni (Single)
Stations: WBEN-FM

ERIC JUSTIN KAZ, "If You Are Lonely," Atlantic
Stations: WBEN-FM

KRACKER, "La Familia," ABC-Dunhill
Cuts: All
Stations: WMX-FM

LIGHTHOUSE, "Sunny Days," Evolution
Station: WBEN-FM

LOU REED, "Transformer," RCA
Cuts: All
Stations: CHUM-FM, WORS-FM

JERRY LEE LEWIS, "Lark," Reprise
Cuts: All
Stations: WHCN-FM

SMART, "Prologue," Capitol
Cuts: All
Stations: WCMF-FM

EARL SCRUGGS, "Live At Kansas State," United Artists
Cuts: All
Stations: WBEN-FM, WMX-FM

DON McLEAN, "Don McLean," United Artists
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dio job in the South. Any shift, says he's done air work, newscast-
ing copywriting. He's 24 and mar-
tied. George W. Smith, vice-
president of special programs at WFTC-AM-FM. Hartford, Conn.
reired Nov. 30. He'd been at the station 37 years. Bill Coleman
most recently morning drive per-
sonality at WAVE-AM, New
Hamph. Conn., is looking for solid
medium-market position.

Lt. Nick Scarry does weekend work.

Rick Thomas has shifted from
part-time work at WYTV-AM in
Mount Vernon, Va., to full-time at
WFTC-AM, Collierville, Va. Sta-
tion needs records desperately.

Kurt M. Gebauer has been
named general manager of
WUDO-AM-FM, Lewisburg, Pa.,
succeeding R. J. Murphy. He'll
come from WDCS-AM in Philadelphia.

Jeff Brummer to 1 p.m., Rich Mor-
gal to drive at KGAL-AM, Tusla.
Darwin and Carol keep do the
weekend show.

Malcolm C. Klein is the new head of radio for
Starrling Music/Record Organ-
ization which owns such stations as
KASH-AM in Eugene, Ore. He had
been operating his own man-
agement consulting firm.

Skoter Dodd, 15 years of experi-
ence including eight as a program
director, is the new director of a posi-
tion. He's currently at WRDS-
AM, Shreveport, La.

Says, "I sell some and do a wake-
up gig that will wake you up." May
be reached via 304-344-4854 or the
station.

Dorothy L. Work and Bud Stagg have departed Cindy's WSAI
with Jack Shaw moving in from
WFUM, Miami, to take over
Clark's noon-4 p.m., slot, and
Randy Roberts shifting from
KMDM, Denver, to fill the Stagg va-
cancy in the midnight-a.m., post.

Bob Knight and Len Anthony have
been named midday and after-
noon personalities at WRTM,
Worthington, Ohio, to join WRFD
as music director and program di-

ector respectively. WRFD, which
covers the Columbus, Ohio, sector,
has a tight playlist—25 singles and
five RFD's, meaning hitbands.
They also play oldies and some
LP cuts.

Bob Raleigh and the guys at
WEEL-AM in Fairfax, Va., other-
wise known as Washington's out-
skirts, went out and bought all of
the parking meters in town as a
gift to listeners for a day. People
parking downtown found a paper
bug over the parking meter with
printed statement reading: "Com-
pliments of WEEL Radio." Great ...

Corrine Baldassarre is the new
music director of WFNN-AM, New
York. She'd been assisting in the
music department. Lineup at
WIDG-AM, St. Ignace, Mich., now
reads: Mark A. Baker 6-9 a.m.,
Cliff Edwards with news until 1 p.m.,
Joe Adams 1-3 p.m., Cliff Edwards
3-6:30pm, Chuck Brade-
ly, WTKO-AM, Mansfield, Ky., is
now 6-9 pm on KRZ-AM, Phoe-
nee. Other changes in the market include KRUZ-AM
program director Jay Stone going
down to San Antonio to join
KSAT-FM and eat some tacos,
while John Flannigan is coming
up from KTAT-AM in Tucson to
program KRUZ-AM and a jack
pines program director of
KTKT-AM. Word is out that
Rand Jacob, program director
of KGB-AM-FM in San Diego,
was quite well in the AAB ratings.
Details later.

Denny Currigan has been
named music director of KLJIM in
Brainerd, Minn. Program director
Bob Stafford can now concentrate
on programming and news at the
station.

Lineup at country-
formulated KCW-AM, Tulsa, in-
cluded program director John Al-
len, Sid Wood and announcer
from KENR-AM in Houston: Eric Brand-
ley noon, Dave Boyd 3 p.m.,
Bill Allen 7-midnight, and
Ron Norrboe in the all-night spot.
Wood wrote saying how much he
enjoyed the Don Imus interview.
You know, but he didn't say he
did for life.

George L. Savage has joined
Diamond P Enterprises, the radio
syndication firm in Los Angeles,
as director of marketing. He'd been
with Watermark in Los Angeles
and is a nice guy. Buy something
from him.

Howell (Mark How-
ell) Gatchell is now music
director and personality at WAKL-
AM-FM, Rome, N.Y. The
station needs both songs and al-
bums.

Super Shmoo, new program
director of KGAI-AM, Al-
burry, Ore., writes to protest
the blundering the station for hiring
Jim Edwards, as engineering di-
rector. Claims Edwards wasn't hired until
he got out of the hospital. Says that
I have a put a blanket on his
station Oh, well.

Lineup at KROY-AM, Sacramento,
includes Dave Williams 6-9 a.m., music di-
rector Don Christie until noon,
Wonder Habbit noon-3 p.m., pro-
director Chuck Roy 3-6 p.m.,
Terry Nelson 6-9 p.m., Steve
Moore until midnight, and all-night
man Donovan Blue.

MERRY CHRISTMAS!

ASK THE MAN WHO KNOWS... 
how to make the extra profits with
record care items, adapters, stereo head
phones and other accessories...

Bob Knight and Len Anthony
(l-r) formerly in the
Cleveland area, who recently took
over the music director and pro-
gramming duties, respectively, at
WRFD, Worthington, Ohio, an
active station in the Columbus, Ohio, sector.

SAME DAY
SHIPMENT
OF ALL
ORDERS!

FACTORY-TO-YOU SALES REPS.
Know and will explain the fine points
in accessory selling for your profit.

DECEMBER 23, 1972, BILLBOARD
THE TRUTH SHALL MAKE YOU FREE

St. John: 8.32 AMQ 27

KING HANNIBAL

Already selling BIG in these markets:
ATLANTA • MIAMI • HOUSTON • CHICAGO • CHARLOTTE
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National Entertainment Associates, P.O. Box 77336, Atlanta, Ga. 30309 – (404) 971-2140
**Latin Crossing**

By **ANNE DUSTON**

As musical director for a one-hour Latin soul show on WIDI-FM (103), in English, Parras is able to enlighten non-Latinas on current sounds. Many non-Latinas have an outdated image of Latin music, listening to it all of a sound like Xavier Cugat. After being exposed to today's Latin music, listeners call us to find out which they can buy the records.

Parras, a 16-year old second generation Mexican-American, began collecting records 15 years ago, especially jazz and Cuban. He found distribution in Latin areas to be poor, as they think a record is to be played in Mandarin. If somebody needs some records, he calls a friend and trades rather than calling the distributor. There is no distribution chain to help each other, and as a result no one shop prospers. They all rise and fall together. In this attitude would change as Latins become more Americanized.

Besides educating the non-Latin soul, Parras provides a market for this type of music in those of us who play in the same neighborhood. Lalonde has started his own record selling in Puerto Rican and Mexican shops.

There is also a demand for good Cuban music, but the product is carried in from the Cuban community in Miami are remnants of old albums, and are very poorly done.

**Latin Scene**

**Orfeon Enters Market With Bilingual LPs’**

By **MONICA KELLY**

Orfeon Records, herebefore solely a Mexican-oriented label which has been in operation since March 1969, will soon break into the American market with groups singing in both Spanish and English.

The label, Orfeon, was founded by Justo Betancourt (Fania) and San Pedro Infante. After a called amount of time, the retailer of Latin albums, is ready to open

**ROYALCO_opens_Chicago_Wing**

**By EARL PAIGE**

**Discos GAS Invades U.S.**

LONDON—Discos GAS, a Puerto Rican music label which has been in operation since 1963, will soon become distributed by Audioradio Distributors, a company started by Rafael Diaz Gutierrez for the sole purpose of Discos GAS music. According to Felipe Seguin, general manager, there is no issue of distribution to the U.S.

The label is now covering South California, Arizona, Texas, and Colorado.

The company was started in Mexico City, Mexico, at 12, 1971, by Guillermo Acosta, ex-distributor, and Luis Gall, an architect responsible for the famous Toreador in Mexico City. The Los Angeles office was opened May 15, 1972, and in the labels is a catalog of 60 records.

The label, Discos GAS, has the master tapes of Latin music in Mexico City, where the master tapes are sent to New York, and tapes and compacted by RCA. In January 1973, Discos GAS opened its own recording studio in Mexico City, and tracks and a plant echo chamber.

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WYEN-FM
Gives Grads on Job Training

BY ANNE DUSTON

CHICAGO—Ed Walters is real- ing that the college years are the last available frequency on Chicago’s FM band, the radio will not be on the air when Walters, his wife, Margo, and Jerry Westerfield became own- ers of WYEN-FM, Des Plaines.

Since Walters has hired a staff of professionals with radio and engineering degrees but little or no experience, to give them the change to develop. He also has introduced a new concept to the Harper College and Columbia Col- lege, both located in the area, providing a marketing train. Current- ly, all the school’s radio stations are learning to write news, do traffic reports and develop an "on the spot" approach.

During the recent election, WYEN-FM was the only radio station to cover local elections and interview winning candidates on the campus.

Walters looks primarily for voice talent, but he feels that the basis of tapes made in the studio is already provided. We feel that it is more professional to be able to do a tape in the studio. Margo Walters said. "Vocal quality is more important than music in the casual or lively" radio spot.

The current college-age staff in- cludes Frank Gray, Bruce Elliott, John Zeh, como to humanize the high school senior, Rob Reynolds on Saturdays, and Jerry Westerfield on the all-request radio station.

Berklee
Plan Fest

BOSTON—The Berklee College of Music will celebrate its Fifth Annual Jazz Ensemble Festival for high school bands on the college on Saturday, March 17, "From Festival 73," which is sponsored by the National Association of Jazz Educators (NAJE), is a multistage gathering of high school jazz bands. The two-day festival has been able to bring together a large number of people over the past four years has attracted more than 1,000 people to Berklee and their band directors from all over the country.

According to Lee Elliot, Berklee vice president and festival coordinator, workshops held at the festival provide unique opportunities for students to interact with other students to see, hear and evaluate what they have done in the same musical idiom are doing. Activities scheduled include individual workshops, clinics and panel discussions on composition and arranging; and demonstrations of the latest teaching techniques. All conducted by Berklee’s faculty, among the college’s renowned faculty, among whom will be vibist Gary Burton, pianist Phyllis Wilson, noted jazz educator John Lee Layland, vibist Gary Burton.

The day’s events will culminate in an evening concert, com- prised of student and professional ensembles, including Best Band Trophy. Cita- tion: Third Annual Person of the Year Award will be presented to the student with the most significant contribution.

Tickets: $5 for general admission, $10 for reserved seats. Tickets may be purchased at the door.

The festival is sponsored by the Berklee College of Music, the Berklee College of Music Foundation, and the Boston Jazz Consortium.

RCA Fests College Radio Promo Plans

NEW YORK — Creative pro- grammers will be the focus of "The University Radio People," a day of discussions and extrava- gnanzas, set for Jan. 6, at RCA’s Studio A here.

The event, titled "A rap on sensual communications," will bring an array of students, profes- sors, from some 90 campus stations in New England, the Midwest, southern New England, in contact with the media. Among the names scheduled are: Muni, WNEW-FM, Allison Steel, WNEW-FM, and Don Imus, WNEW-FM, to be casual, with an emphasis on discussion.

Developed by Steve Kahn of RCA’s promotion staff, the "Radio Message" represents an unusual gray for the label, which, as Kahn noted, does not have a formal college promotion staff. The Jan. 6 meeting is, in a sense, a pilot proj- ect depending upon the student reaction. At Ohio State, where it was scheduled.

In previewing the affair, Kahn

James Gang
Music Show

CLEVELAND—Rock ‘n’ roll’s and burlesque’s representing the Wild West Travelling Medicine Show, an unusual talent package being prepared by Belkin Personal Management and the William Morris Agency, will perform bookings in the spring of 1973.

Shubert recording group, the James Gang, is the focal point for the package. The group is currently working with a motif derived from the group’s new, highly unusual act, "The Wild West. In keeping with the group’s desire to both follow that style and yet be free to take a stomach on a conventional line of musical groups, Miss Shank will be accom- panied by "other acts of skill and daring" such as a magi- cian, clowns, fire-eater, and "numerous other surprises" and will be mart. (continued on page 46)

Allman Pkg.
To Stations

MACON, Ga.—Capricon Rec- ords is servicing college radio stations with a special Allman Brothers package designed to provide up to four hours of continuous program- ming, containing selected tracks of their latest release, "Flowers of the West." The Allman Brothers, Jerry Wexler and Jon Landau among the commen- tators.

Dick Wooley, Capricon Rec- ords, stated that the two albums can provide over two hours of continuous program- ming, with additional pro-

Film Flashes

Sam Peckinpah's next feature, focusing on the life of Billy the Kid and slated to include Kris Kristofferson in the role of the man in the man, will have another luminary in its cast Bob Dylan is reported to have signed on to the project before the cameras. (Earth News)

McGraw-Hill Films will distribute a 42-minute color film based on Alvin Toffler's "Future Shock." The film has been produced by Metromedia Producers Corporation.

This is a film about the exploration of the impact of social and cultural change on contemporary society. "Future Shock" is narrated by Orson Welles, a who has just been selected to assist educators and campus exhibitors in exploring the subject matter of the film and its relevance to scholastic curricu- lum. The film is directed by Dr. Peter Schillaci, director of education for McGraw-Hill Films.

ABC Media Concepts, 1001 N. Poinsettia Place, Los Angeles 90046, is distributing five new titles produced by ABC News and included in their Human Interest line. The color films range in length from 12 to 25 minutes, with titles including "The Blacks: Stranger's In Their Own Land," "The Chi- nese: Stranger's In Their Own Land," "Eye of the Storm," and "Women's Libera- tion."
Vox to Bow New Series; Plans First 'Q' Product

NEW YORK—Vox Productions, among the current crop of pop-quadrasonic outfits, will initiate a new series and enter the quadrasonic market in March.

The new series, consisting of an initial offering of a dozen LPs, will be a variation of the Vox packages but will contain representative repertoire according to the composer and will aim at an urban sales audience. Selections will differ from the "best" concept, according to Vox president John Cale, and a booklet is included, reflecting the mood and attitude of the box set.
Programmer Roundtable: LP's Defects, Purchases

By IRENE CLEPPER

MINNEAPOLIS. The individual approach to programing LP's, watching for defective records, selecting cover titles were pointed out in roundtable discussion by Minnesota operators gathering here.

Douglas Smart, Bemidji, Minn., said: "I use albums in country spots but can't find LP's that are current even for high school age locations. LP's don't work even in all locations because people often want selections not found on the albums. Like we have our own title strips for LP's."

Gene Glennon, Austin, Minn., said his firm uses quite a few albums. "They work in lounges better than taverns." However, Darel- rell Weber. Albert Lea and Blue Earth. Minn., said we've cut out albums because they just do not get played." He said titles since albums became unavailable once before he can be sure of them now either.

Smart said he thought manufacturers were making disks too thin. "They become dished, won't work on Seeburg." The situation has improved, said Glennon. "But it's still a problem. The defective record can mean that a location is without a hit and by the time you get it replaced, the public has had a chance to break for that hit may have passed."

Smart buys records from a local retailer and makes his own keepers to program for him. "When you get a lot of hits, you can't make a selection, I damage, I think I am doing well."

Smart services been every three weeks and changes seven to eight records, usually adding an up-tempo and young ones. 'Rangers Waltz' by the Moms and dads. Glennon also has a three-week cycle and does his own programing for 152 boxes. He searches diligently for good cover records not on Acme's masters and used "Listen to the Music" and "I'd Like You to Love Me" very widely. (Continued on page 24)

WB ADDING 22 OLDIES

LOS ANGELES — Warner Bros. has brought out 22 more Back to Back singles this month, bringing to 93 their total of double-hit repackagings. The Back to Back series pairs an artist's hits from one to nine years old. Releases include product of Frank Sinatra, Peter, Paul & Mary, Tiny Tim, Trini Lopez, Tony Mitchell, Johnnie Rankin, etc.

700-Box Calif. Firm Has 60,000 Oldies Cataloged

By EARL PAIGE

WESTMINSTER, Cali.—Programmed jukebox LP's which spread throughout Orange County, Ontario and Los Angeles is under- standingly a full-time job for veteran Testek of Servomotor's 20th Cen- tury-Vending Supermarket here.

Her library resembles a one-stop and 300,000 records and albums, Pres- ently filled by a new model, andTestek has already by artists mentioned.

She said the probably spends three of her time filling special requests and that the de- mand for big band sound is mount- ing. "Sales are usually surging to the nostalgia wave and to the possible disenchantment with much of contemporary music. "People are just too much of the music today."

Although she said her most dif- ficult approach to the 45 category is easy listening, she likes a few albums.

TESTEK and operation manager Norm Niederheim, (interviewed at length, billboard, June 24, July 8), have said that their LP's possibly help in the switch from three to two for a quarter a play, when and if the change comes.

Mrs. Testek, who was, with (Continued on page 24)

3-YR. Promotion For Yule 'Hit

By ANNE DUSTON

MILWAUKEE—Dennis Kratz, president of Charisma Music Corp. here, estimates that it takes three years for a small label to live, after which they are spurned by Mowers, Radio Doctors one-stop here, as being particularly effective in bringing his product to the attention of jukebox programmers. Kratz even special hex disk titles printed by Sterling Tip Strips Co.

Kratz introduced "Send Me A Bit of Christmas" by a local TV puppet Albert the Alleycat late last year on a local basis and sold 5,000 copies. This year promotion was started October 15 and in- cluded 24-week charge on GMRP basis, in Tennessee, Alabama, Mississippi and Kentucky. Sales so far have reached 13,000. "Even October is too late, as we had some difficulty in getting up good programs on the West Coast," Kratz said.

Next year, Kratz plans an even earlier start. He will bring out another Christmas songs by Albert in January. The Jack DubBion puppets will be introduced nationally on the Today Show, Captain Kangaroo and the Merv Griffin show. By next Christmas, he hopes to have another "Rudolph the Red-Nosed Reindeer." We are planning the next season record, one that will be back annually,

PROGRAMMER'S POTPOURRI

Sinatra, Martin, Young, Kinks, Bee Gees, T. Rex Add Oldies

WARNER BROS. Frank Sinatra, "If I Were a Carpenter" 0732; "Careless Whisper" 0734; Jim Horn, "Murniture Lady" 0728; "Consistent Traffic/All Along the Watchtower" 0731; Nana Mouskouri, "Newton's First Law/Girl with a Hat" 0721; Dame Marie Clark, "It's a Kind of Magic/Little Glee Machine" 0730; "In the Air Tonight/Ain't Too Proud To Beg" 0726; The Vogues, "The Party" 0727; The Del Untos, "Yes/No" 0735; The Carpenters, "Goodbye to Love" 0736; Tom Clennon, "My Time/My Way" 0724; Warren Zevon, "Lawyers, Guns & Money" 0737; Meri-ann St. John, "I Am What I Am" 0729; The Righteous Brothers, "Don't Be Cruel/Be Mine" 0723; Marvin Stites, "It Ain't Right/Same Old Songs" 0725; The Kinks, "The Man/Love Is A Science" 0733; "My Mind/Me and My TV" 0738; Black Oak Gilbert, "I'm Thinking of You" 0739; The Monkees, "Love To Love You Baby" 0740.

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**Jukebox Programming**

**What's Playing?**

*Weekly programming profile of current and oldie selections from locations around the country.*

**continued from page 12**

- "Rock and roll."
- Malo and Ruben Wilson, "I'm a Man," from Atlantic. The song is about a man who is tired of being a "man." It's a anthem for men to be themselves.
- Undergraduate students at the School of Music at the University of Michigan will perform "The Sound of Music" on November 20th.
- **From the Music Capitals of the World**
  - **WQAW, Radio, San Antonio.**
  - Vicki Donatelli, sister of Bo Donatelli, leads the band in a medley of country and western hits. The music includes a Partridge Family" episode.
  - Purchase: "This Old Guitar," by Ray Price from Dot Records.
  - **KQKA, Radio, Anchorage.**
  - **KTOP, Radio, Minneapolis.**
  - **KZAZ, Radio, Austin.**

**Programmer Roundtable**

- **Continued from page 23**

Smart has a standing order with the shop but occasionally misses. "Then it's three weeks until you also have to order the record for the next week," he said. "My Ding-a-Ling," and then it played about 20 times and bombed.

All three programmers complained about stations playing cuts from LPs and creating a demand for singles that are not available.

**60,000 Oldies!**

ACA for nine years and M.A.C. Vendors before that, categories music, jazz, soft rock, pop, Mexican and EL Radio. The station is tremendously influential, much more so that national charts, the said. Understandably, requests are one of her best barometers for potential purchases.

**24**

**DECEMBER 23, 1992, BILLBOARD**
DISTRIBUTING SERVICES

ATTENTION: RECORD OUTLETS. We have the fastest selection of 45 rpm singles and LP's of any distributor. Send order form for our free samples. Need for free samples on any record company is advertised. Address: R. T. E. S. 1027 W. Alabama Ave., Linton, IN 47452.

WHILE OTHER PEOPLE ARE RASING THEIR PRICES, WE ARE LOWERING OURS. Only 5¢ a copy for 10¢ a year. Write or phone for your copy. Box 4129, Chicago, Ill.

IMMEDIATELY with services in 3000 F.D.'s. Full cooperation. FREE sample copy. Write: CREATION ENTERPRISES, 11872 East Loha Drive, Los Angeles, Calif.

PROMOTIONAL SERVICES

PROMOTE YOUR RECORD PERSONALITY with special services in 3000 F.D.'s. Full cooperation. HOLLAND ENTERPRISES, 5843 S. Western Ave., Chicago, Ill.

WONDER RECORDS has openings for singers and groups. Mametsjek. Written releases. Send tape and resume to: Wonder Records, 1427 N. Clark St., Chicago, Ill.

HELP WANTED

SHOW GIRLS, ACTRESSES-MODELS, DEMONSTRATORS, ETC. No experience necessary—event work. Write: puesto Lay, Organizer, 11622 S. Western Ave., Chicago, Ill.

POST FREE and look for EXCITING opportunities in the entertainment field. Send self-addressed stamped envelope to: P.O. Box 334, Hollywood, Calif. 90028.

THEATRICAL AGENT EXPERIENCED, will work only with members of the I. T. A. Send resume to: Box 542, Youngstown, Ohio. 44501.

SITUATIONS WANTED

TECHNICAL-ADMINISTRATIVE SKILLS Position wanted. Tape duplication, Business Manager, Maytag Electronics Lab., Des Moines, Iowa 50321.

CLASSIFIED ADVERTISING DOESN'T COST. IT PAY'S

DECEMBER 23, 1972, BILLBOARD

MARKETPLACE

CHECK TYPE OF AD YOU WANT:

☐ REGULAR CLASSIFIED—50¢ a word. Minimum $10.00. First line set all caps. Name, address and phone number to be included in word count.

☐ DISPLAY CLASSIFIED—$2.25 per line, 18 lines maximum. Box number rule applies to all ads.

☐ CASH WITH ORDER, Classified Adv. Dept., Billboard.

ADDRESS ALL ADS—Ev. Kattus, Billboard, 2106 Patterson St., Cincinnati, Ohio 45214, or telephone Classified Adv. Dept., (513) 381-6540.

PAYMENT MUST ACCOMPANY ORDER

NAME

ADDRESS

CITY

STATE

ZIP CODE

PHONE

COMEDY MATERIAL

PROFESSIONAL, FEMALE MATERIAL

The Service of the Stars for 31 yrs.

MARKETING, ORGANIZING, PROMOTING

The Comedian

In TELAMS... Listen to Miss Denman's Portfolio

"Humor is A Matter of Perception," $5

"We Teach Standup Comedy"

BLACK LIGHTS IMPORTED


"FREE CATALOG—Everything" in comedy, cover, cards, signs, wild tracks, cut records. Send 10¢ to:

On Demand Records, 2308 W. 57th St., Los Angeles, Calif. 90016

15¢-79 JOKES PER ISSUE $4.00 PER YEAR, $3.00 two years, $5.00 three years.

PUBLISHING BUSINESS OPPORTUNITIES

WELL ESTABLISHED RECORD STORE

Postwar, LP's, Tapes, 15,000 cuts, old R&B, old blues, 505 artists. Cool atmosphere, 3150 N. Michigan Ave., Chicago.

FINANCIAL ADVISOR NEEDED FOR record labeling recording studio. Must have knowledge of music business. Scotty Berenson, 1660 W. 52nd St., Chicago, Ill.


SCHOOLS & INSTRUCTION

PHILADELPHIA PERCUSSION SCHOOL

MUSIC at its Best and Most Essential.

400 S. 16th St., Philadelphia, PA 19103

RADIO-TV MART

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

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

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

Send money and advertising copy to: Radio-TV Job Mart

Billboard

165 W. 46th St.

New York, N.Y. 10036

1 CAN BE A GREAT ASSET TO A BUSINESS. All servicemen are people and not just numbers. Everyone's a personality! Why not use Radio-TV MART to promote your business, or to announce an event or occasion! Whether you're advertising a record store, a restaurant, a recording studio, a club, or anything else, you'll get an answer! Radio-TV MART is read by every radio and TV personality in the country, so you can be sure your ad is getting maximum attention! Call collect (305) 735-9600 or use your Money Order.

"POSITIONS OPEN" and "POSITION WANTED" sections are only $15 per box. Call collect (305) 735-9600 or use your Money Order.

1 HAVE A POSITION OPEN and need it filled. Call collect (305) 735-9600 to reserve your "POSITION OPEN" ad space.

1 CAN BE READ BY THE PERSON您 WANTED TO REACH. You can't get any better advertising value than Radio-TV MART. You get maximum advertising exposure. You get a unique and effective advertising vehicle. You get the best reading public. No other publication offers such a direct and effective way to reach your target audience! Call collect (305) 735-9600 to reserve your Radio-TV MART ad space today.

EXPERIENCED, 10 years in AM radio, looking for an increased position. Bell Telephone, WOR, New York, N.Y. 07.


JILL RINGER, ENGLAND'S TOP FEMALE DJ, looking for an exciting position. Excellent experience playing Top 40 in London. Please write: Box 2147, 165 W. 46th St., New York, N.Y. 10036.

KCBR-SACRAMENTO, INC. not-for-profit station in Gold Country, Sacramento, Calif. looking for experienced and interested radio personalities and technicians. For full particulars please contact Tom Doster, 3220 5th Street, Sacramento, Calif. 95811. 916-445-3833.

When in HOLLYWOOD You Can Buy BILLBOARD at the Universal New agency

1655 N. Las Palmas

Hollywood, Calif. 90028

25
Publishers in Nashville Nearly Double in Number

NASHVILLE—The number of registered publishers here is near the 1,000 mark, nearly double the total of three years ago. A check with BMI, ASCAP and SESAC shows that the actual total of publishers in all fields in this city stands at 965, with the vast majority dealing primarily in country music. There is some multiownership, but each in listed case there is a catalog. Since all publishers have at least one writer, and some of the larger ones have as many as 40 to 50, the number of professional songwriters now must exceed 3,000. This gives some evidence of the availability of material. With more than 13,000 sessions taking place here now annually, the need for strong material is great.

Figures of a few years ago showed that fewer than 500 registered songwriters had their companies here, and the number of writers was considerably smaller as well.

Of the total publishers, about 175 are in the field of gospel. There are few exclusively pop companies, but some mix pop and country songs.

Non-Nashvillians continue to seek songs written and published here. And the majority of songs recorded here during the past year were also published and written here.

Although a few companies or their producers are partial to certain publishers, there are some 60 independent producers in the city now who are totally selective in the choice of their material.

On last week's Billboard country charts, of the 75 songs listed, there were 59 different publishers.

Second Rich on Scene

NASHVILLE—Allen (Al) Rich, 18-year-old son of Epic artist Charlie Rich, has made his recording debut in a series of sessions at Columbia studios here produced by his father. The youngster recorded all original tunes, which were self-written.

The following night, Charlie Rich made his debut on the "Grand Ole Opry." In his 20 years of active performing, he had never been there before.

After 20 years and three months, Jean Shepard has departed Capitol Records, citing as part of me behind." Jean said she expects to sign with Mercury... Stonewall Jackson's 12-year-old son is now his regular drummer. Charlie Lewis's son, a guitarist, has rejoined his group. The Bill Carlisle family will have 17 home for Christmas, mostly from Kentucky... Where is Bud Brewer? No one's heard from him for some time... Onie Wheeler is a grandfather for a second time, a girl... Donnie Rambo, working a few concerts these days, came to the "Opry" to hear Connie Smith. Bill Monroe introduced the young lady about whom he wrote the song, "My Old Kentucky and You." She is Jewel Breeding of Prestburg, Ky.

Shot Jackson and Roy Acuff hosted a peshion and vension dinner for some 150 friends at Pousum Holler. The birds and deer were flown in from Illinois, complete with chef... Tex Ritter conducted a class in theater at Vanderbilt University... Stoney Cooper did a couple of solo performances this past weekend. Wilma Lee was off visiting... Jim Ed Brown did a promotional film at the Opry House, put together by Betty Hefling... Joe Heathcock introduced, from Hollywood, Bobbi Hendricks of country music. Both appeared in an upcoming movie, "Even a Clown Can Die."... Stu Phillips has done his first LP for Capitol, with Bill Walker producing.

Bill Anderson has been doing another network television show on the West Coast, playing a dramatic part once more. The Jim Halsey Agency of Tulsa has signed Tommy Overstreet and Diana Trask for exclusive management and booking. Both are with Dot, as is the bulk of the Halsey talent. Bob Boutman has been elevated from lighting director to director of the "Hive Haw" series.

Canada's Anne Murray will perform at the MIDEM Festival in Cannes, France, in January. She also will do several television shows in England.

KLAC in Los Angeles has teamed up with Knott's Berry Farm for the annual Country Christmas Cavalcade. The seven-day series of performances includes more than a dozen big names mostly from the coast.

Susan Rye is now a mother. She gave birth to a son, Caleb Ryan, her fourth boy... Hank Thompson, going into his 26th year as a performer, plays mostly repeat showings for next year... Brite Star Promotions now has a nightly radio show over WWL, New Orleans. The firm is planning other shows on other stations after the first of the year...

UA's Del Reeves is on a 10-day tour of Alaska. His current "Before Goodbye" is his highest selling single ever... Nick Shrodle has one of the cleverest new record promo
MGM Records welcomes EDDY ARNOLD and is pleased to announce the release of his first single "SO MANY WAYS"

K-14478

© 1972 MGM Records, Inc.
Mel Tillis' greatest year is about to close... but not till you agree that this hit single is the greatest of them all!

'NEON ROSE'

MGM K14454

from the hit album 'I AIN'T NEVER'

SE 4870

exclusively on MGM Records
The Wilburn Brothers can be seen each week on their nationally syndicated television show, "The Wilburn Brothers Show." Exclusively on DECCA RECORDS #33027

Billboard Hot Country LP's

Klein to Head Expanded Firm

NASHVILLE — Talent Associates, Inc., a promotion firm owned by Jimmie Klein, has opened an office here run by long-time agent-manager Jimmie Klein.

The company will deal almost exclusively with country music in the fall, winter and spring months, and concentrate on rock shows in the summer.

The first two shows promoted by Klein, at Saginaw, Mich., and Peoria, Ill., grossed $43,000. The package included Conway Twitty, Loretta Lynn, George Jones and Tammy Wynette.

Klein said the firm would promote 40-to-50 shows next year, "of the stature of Porter wagoner and Dolly Parton."

He said the firm did not intend to "invade" territories of other promoters "except for artists who are turned down by promoters in those areas and need the exposure."

The company is also working on a "Woodstock-type festival" for sometime next summer, Klein said.

Charity Winner

In Owens Match

BAKERSFIELD, Calif. — The Second Annual Buck Owens Pro-Celebrity Golf Tournament netted more than $25,000 for the fight against cancer.

The successful event, held here, saw trophies go to Myrl Nutter, Bob Morris, Peter Marshall, Efrem Zimbalist Jr., Bobby Murcer and Dennis Ralston, the international tennis champion.

A show which accompanied the tournament featured Owens, Stony Winters, Buddy Alan, the Bakersfield Brass, Susan Raye, George Lindsey, Evel Knievel, Bake Turner, Archie Campbell, Johnny Bench, Bobby John Henry and, to close the show, Charlie Pride.

Webb Pierce

Back on Road

NASHVILLE — Decca artist Webb Pierce, who has spent sever-al years off the road to take care of his various enterprises, is returning to the road in a full-scale move.

Pierce, who has been regularly in the charts for more than 20 years, has purchased a modernized bus, formed a package and set up bookings for the year ahead. He has returned to television appearances, with guest shots on more than a half-dozen syndicated shows.

All will be shown in January, and will promote his new single, "Let the Children Pick the Flowers."

The package will include Pierce, his daughter, Debbie Lynn, Gordon Terry, Koko the Clown, and Pierce on bass, The Entertainers.

He also is stepping up his promotional activities. Pierce is the active owner of several radio stations, publishing firms and other enterprises, but said he had a desire to return to the road.

Country Music

The Wilburn Brothers

"The City's Goin' Country"

written by Damon Black

A Big New Single from Teddy and Doyle

FROM ALL OF US AT AMERICAN HERITAGE RECORDS TO ALL OF YOU MERRY CHRISTMAS

December 23, 1972, Billboard
I wish to thank all of you for a great year, and wish everyone a very happy Holiday Season.

A special thanks to my many friends in radio who have proven ‘you can’t hide a hit’.

‘THE LORD KNOWS I’M DRINKING’ DECCA 33040

We’re proud of this album. We knew this was a good song—but the DJ’s showed us a hit. AIN’T IT GREAT!

---

Kruger Seeks to Boost U.K. Country

NASVILLE—English promoter Jeffrey Kruger, expressing the belief that “country music needs to be presented on the same level as other areas of entertainment,” has announced plans for a series of tours involving country artists.

A leading promoter in the United Kingdom for 19 years, said he is working with the “cream” of Nashville artists in order to carry out high-class concert tours.

While criticizing no one, Kruger said the International Country Music Festival at Wembley Pool each year is “a great idea.” He added, “I don’t think there is any great shortfall of talent to contribute to any such event. We need to create a demand, to lay the groundwork, to expose the artist on a commercial basis, and subsequently to elevate them to the status of leading pop artists.”

He said that, with the help of management and his own ground work, he will be able to create a demand for country artists, and subsequently to elevate them to the status of leading pop artists.

He now is lining up such artists as George Jones and Tammy Wynette, Sonny James and Marty Robbins. He already has set a tour with Faron Young and one with Connie Smith. Three or four such tours a year are planned.

Kruger said he would not charge over the equivalent of $5 top at the gate in order to attract crowds. “Faron Young is just coming off a great record here, thanks a great deal to Pat Campbell of the BBC,” Kruger noted. He now will lay his groundwork, and then he will be as big an artist as anyone who has ever come.

He described a tour last summer by Charley Pride. He described it as a “most beautiful, announcing experience. After one of the shows he stood in the rain to sign 2,000autographs.”

Kruger said his tours would give the country artists a royal treatment. “They will travel in Rolls-Royces, stay at the best hotels, have fine dressing rooms, play the best halls.”

CMA Picks Top Stations

NASVILLE—Thirty-one radio stations across the U.S. and overseas were announced as winners in the International Country Music Month Radio Station Contest sponsored annually by the Country Music Association.

Winners were chosen from the multitude of entries in the annual event. The top award went to KBAM in Longview, Wash. In second place was WDWA, Danville, Va., and third place went to KAFF, Flagstaff, Ariz.

The stations were chosen for their concentration on Country Music Month (October), and the promotional work they did to push the event over.

The winners will receive special plaques during the 41st Birthday Celebration of the “Grand Ole Opry,” next October.

WYRL, Melbourne, Fla., winner at last year’s event, received an Excellent Merit Award for its campaign. Another special award went to Texas Kitty Pirtle of BRT Radio, Antwerp, Belgium. The following stations, all with outstanding entries, won honorable mentions: KGAF, Guerneville, Calif.; KGEM, Boise, Idaho; KJBC, Midland, Texas; KLAC, Los Angeles; KMAC, San Antonio; KMOO, Muskogee, Okla.; KMET, Whitewater, Iowa; KOIN, Seattle; KSPM, West Point, Mo.; KOSN, St. Joseph, Mo.; KVRE, Santa Rosa, Calif.; WAXY-WPAM-PM, Chicago, Ill.; WXEX, Danville, Va.; WCKL, Greer, S.C.; WDXN, Clarksville, Tenn.; WESC, Greenville, S.C.; WFXL, Camden, Tenn.; WKTE, King, N.C.; WLKE, Warner Robins, Ga.; WRKO, London, O.; WRIC, Richmond, Va.; WSRS, Crewe, Va.; WTVN, Columbus, Ohio; and WZND-PM, Zeeland, Mich.

New Suit Set For Old Faces

SHERRERSTOWN — Depositions are being taken in the upcoming lawsuit involving Billie Jean Horton and Hill & Range, on one hand, and Hank Williams Jr. and Acuff-Rose on the other.

The trial is set for Nashville after the first of the year.

Mrs. Horton is represented by John Clark, of the Abels & Clark law firm in New York, while Acuff-Rose is represented by Richard Blank of Nashville. The case involves the ownership of the Hank Williams copyrights.

Bill Anderson, honored by his alma mater, the University of Georgia, performs for a packed house at the Georgia-Tennessee football game.

Ferlin Husky, now with ABC-Dunhill, is recording his first album for that label at Woodland Studio Sound in Nashville. Don Giant, left, is producing. With them is studio engineer Rex Colliner, right.

JACKY WARD, who has signed with Mega Records and Tapes of Nashville, visits with Mega president Brad McCuen during his first session for the label at Monument Studios.
LOS ANGELES—Audio Magnetics Corp. here has launched a distributors' program, designed in concert with its manufacturer's rep organization, to open up new avenues of distribution for the firm's line of consumer-oriented blank tape.

According to Jim Lantz, national sales manager for the firm, “We have never had any real competition placed on our cassettes. It was always an accessory item, its sales potential becoming a lot more than that now.”

“The advantage for the rep is that he still gets credit whether he sells it directly to the retailer or whether the distributor does. The two work together, the rep has full control of the market and he gets the extra manpower,”

Whether the distributor or the rep, the selling function really depends on the dealer, according to Lantz. “The distributor can handle everything, including servicing and tracking the product, but the rep can service a major account in a secondary market if the account wants, or he can handle an independent. It's really a convenient factor.”

Another advantage of a distributor program in concert with the rep program is that Lantz said, “This will allow us to get our cassettes in many more secondary markets that we have never sold into before. They may not have had our distributors and the VYC-720 with an phono-tuner speakers.

Marketing, RCA Consumer

Plus line into the stereo

firm's Trace

models include

Compacts

“"The distributor program

models are the Randolph (VTZ-111) and the Ortega (VTZ-112), both 8-track units

that add an changer. The Toyota tape line, units

are not interchangeable

and videotapes.

The New "Shape of Sound" line, with its concentrat'd low-priced stereo speakers, is now being offered on a direct basis through the reps are

Continued on page 3)

American Board of Audio-Visual Experts, as a new member of the National Association of Home Audio-Visual Equipment Dealers.

Los Angeles Board of Trade, the Western Hearing Aid Dealers

The association

have their annual meeting, the associations will host a show and a panel discussion on the subject of the future of the consumer electronics industry.

The association's
discount the impact of high-quality consumer electronics products on the consumer market, and discuss the outlook for the future of the industry.

The association will also host a panel discussion on the future of the consumer electronics industry, with experts on the subject from different parts of the country.

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5-Unit Tape-Equipment Chain Reflects Chicago Retail Boom

CHICAGO—There seems to be no end to the expansion of tape and equipment outlets here, according to Ray Atherton, 24, who along with three partners about the same age, has built a five-store suburban chain in less than two years. Moreover, Atherton said Tempo Tapes & Records hopes to expand at the rate of one new store a month starting in March. All will carry components and prerecorded product including open reel, he said.

Formerly in a small film rental business, Atherton said the first store in Oak Lawn started with a stock of 416 LP's. Capitalization now is between $30,000 and $100,000. When they saw what the first store was doing, Dan Stanton, Jim Nyberg and Bob Maelis joined Atherton. Subsequent stores opened on 71st St., W. Archer and more recently W. Ogden and Dunning. Atherton promoted heavily, once running 231 co-op radio spots in a week. Volume in the second store doubled after a sign was put up in front. The third store was expanded from 14 x 30 feet to 66 x 25.

In addition to finding the right location and promoting, Atherton believes stores must create their own style of retailing. "We sort of reversed the old W.C. Fields motto 'never give a sucker an even break.' We never hassle anyone." The chain also stresses a deep inventory. "For example, we'll have all of Jethro Tull's product, even import titles." Tapes go for $4.98; LP's mainly for $3.77. Atherton next wants to install self-service, hand-hold tape racks and will maintain 3,500 to 4,000 units. Tempo will stress open reel, a point he believes many small stores ignore. Some time next year, Tempo hopes to be racking itself too.

Newest facet is hardware. Ken Raek, who has experience in equipment, is heading this unit. Atherton said he is proud to be offering such lines as Electrostatic Sound Systems speakers. Other lines include Craig, JVC and Garrard. Hours are 10-10 Mon. and noon-6 Sun. For Christmas, Tempo will be staying 24-hour operation on the two days immediately prior to the holiday.

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December 23, 1972, BILLBOARD

Japan Electronics Assn. Voluntary Export Control

TOKYO—The Japanese Electronics Assn. Association of Japan (EIAJ), has given the Japanese Ministry of International Trade and Industry (MITI) a list of items agreed upon by EIAJ member manufacturers for voluntary export controls to be enforced by the Japan Machinery Exports Association's and MITI in the case of "outsiders" (non-member manufacturers and exporters).

EH to Market Complete Line

- Continued from page 32

which it feels have been neglected by other blank tape companies. Among those outlets on which Electronic Homes will concentrate its blank tape products are mass merchandisers, record shops, camera stores, drug stores, hi-fi shops, and many tape shops. All will be carried to the rack-jobbers and the one-stop operator.

Electronic Homes Co. is apparent in the process of installing a Baltimore-based corporation called Full-Circle of America, Inc., which will be the major distributor and marketing arm of all its divisions, including Toyota tapes.

Said Saddler, this company will take distribution a step further than the norm, and will rep all stores week by week, as well as have its sales representatives covering those accounts not yet called the specialized tape rack-jobbers.

Working closely with the International Tape Association, Electronic Homes will also include a mass retailer and consumer education program which will cover all facets of the blank tape business. Saddler is also preparing a Toyota Guide to the Cassette, which will be ready for distribution at the June CES show.

Finance

Indications are that the Toyota automobile company is in a way involved in the production and marketing of the Toyota tape line, but Saddler declined to comment on this, admitting only that some off-shore machines were involved in the financing of the corporate venture.

While all divisions of Electronic Homes have already been structured, the PolaDeck Division will not commence marketing product before the 1973 Consumer Electronics Show.

The Westex Division is the national marketing arm of the Westminster Corp. and will sell its complete line of hi-fi speaker systems nationwide.

The Richard Manufacturing Division of Electronic Homes is the national Marketing arm of the Richard Lighting Corp., and will sell its complete line of electric amplifiers, also on a national level. Products from Electronic Homes Co. will eventually be available on an international basis, and Saddler is in the process of negotiating with possible licensees.

RCA Compacts

- Continued from page 32

maple finish, and the Spanish style Ortega, in a choice of pecan or oak, have built-in 8-track players. Completing the audio products offered is the RCA 1050, a high-quality cassette player/recorder which operates on standard tape of any four "C" batteries. With an optional remote guide price of $79.95 to $84.95, the Y2B-327 comes with microphone, mike stand, cord and blank cassette. An earphone is also provided for private listening.

The RZC-379 is a new top-of-the-line AM/FM table radio with wood cabinet, sealed speaker, sliding volume and tone controls. Optional retail price is $89.95.

Barring another upward revaluation of the yen, which might further affect the dollar or imposition of a surcharge on Japanese exports, the voluntary export controls are expected to be enforced by the Japan Machinery Exports Association and MITI retractive to Sept. 1, 1972, on the basis of f.o.b. value, Japan loading ports, not according to quantity.

Tape Co.'s Exit Hot Rod Show

CHICAGO—The International Championship Rod & Custom Car Show here recently attracted only one marketer of prerecorded tapes in contrast to several a year ago.

The lone exhibitor, unmarked except for a sign offering 8-track tapes at two for $3, displayed Fidelitone logo tape and another brand labeled simply "Royal Tape."
PHILADELPHIA—The emphasis on "low price" to woo customers to an audio shop angers Bernd Rapport, owner of Sound Service, Inc., which maintains audio stores in the far Northeast section of Philadelphia and in suburban Flourtown. Pa. “One of the greatest fallacies is the belief of unsuspecting customers that buying at the lowest price is an achievement to be proud of," said Rapport. “And another great fallacy is that certain stores have some hidden powers which enables them to offer top quality products at prices lower than their competition. In both cases, the customer is the loser.”

"I've been in this business for about 20 years," said Rapport, "and it amazes me that the only concern of some customers is the price of a product and that customers are so easily fooled by a low price policy of a store. For a long while, the stereo industry was one of the most honest and cleanest around. In recent years, manufacturers, in their hunger for more dollars, have allowed some recorded tape products to be sold with low price.""There isn't a store in the Philadelphia area including the biggest discount chains, which can sell cheaper than any other store. Many large discount stores don't play low end merchandise or use low price appeal to get customers into stores. Then, under the guise of being out of the advertised special, try to sell the customer up to regular equipment prices. This is called the old 'bait-and-switch' selling approach, and we are very careful to operate this way.

Rapport further pointed out that the art of electronics requires a store to have a good staff, the service department of qualified electricians, technicians schooled in wiring homes as well as in repair, plus salesmen on the floor who are qualified to know more and do more than just write orders.

"Ordinary sales clerks can't do an effective job in stereo. They must have some knowledge of electronics, how sound systems operate, and what can be expected in the future in the way of new developments. A store which sells on low prices, is not interested in the customer—only its money."

Audio Mag Dist.-Rep. Program

- Continued from page 32

accounts to work through distributors.

"All that this is doing," Lantz continued, "is placing the inde
dependent TV duckler with independent stores in the market, giving them control of stock, savings, and services as well as the new products and programs. And he can also purchase less than the standard sizes from independent distributors and then resell the rest to another independent.

"The key to a successful dis

distributors program as far as I'm concerned," he added, "is to make sure it's in tune with the reps and not hurting them in any way. It's up to the reps to sell the dis

distributors. And this program is also appealing in a lot of leads from advertising. A dealer has something to write about in his ads about Tracs. We will answer him and tell him more about the independent product. We also tell him that a complete LP and tape can be shipped to any area of the country.

On the opening up of the new avenues of distribution, Lantz said, "I'm sure that we can make the distribution of major importance to the miss merchandiser, because they are good places to ignore other areas of the market.

BooM CMA TV-Disk

- Continued from page 1

22 CMA films, both color and black-and-white, ranging from 1930 to 1972 productions.

"The productions span the entire historical spectrum of changing film technology," said E. S. Oelrich, "and the ability to produce a balance of such diverse material makes these heterogeneous mixture of widely divergent elements possible. Each of these films is transferred through each of the displayed disk indeed confirms the disk's potential.

"We are making minimal reference to disk's advantages in terms of conversion and distribution of the system. The disk is an untouched medium, making an intense, in-depth study of the film's potential. It is up to the independent, and the disk, to prefer to avoid their recommendations."

The recommendations should be available by the end of January.

Some target areas for the sys

tem, however, included those of European and Asian countries, and independent TV and appliance outlets, catalogues and gas stations.

The multi-disk hardware unit allows the consumer to stack up to ten disks on top of each other. Six and two-thousand hours and can play from any disk in any order. The unit has push button controls on the front panel. The unit can be transferred to professional magnetic tape recorders or film systems, and played into the disk mastering unit.

Certain other components are available on the system, including a playback head system to maintain automatic and head to disk gap tracking.

Other features of the unit include: the ability for the unit to feed to an unlimited number of the standard television receivers or monitors at the same time, when used as an independent distribution element. The system will be available on standard audio tape, and as such, Tracs Plus is co-operate and tape to use with this equipment.

College bookstores are another avenue to open up to Audio Magnetics and Tracs Plus. "The college bookstores and campus co

not get there," said Lantz. "You may have a campus where there is a population of 10,000, and the rep normally wouldn't be visiting those college campuses. But to the distributor, he already has all overpriced salesmen and sales at a given price and not other retail price. Our research has shown that stu

"The distributor program is an a

new avenues have been opened. The coverage area is too broad and too good. By the same token, I don't see the disk being 100 percent to a distributor program. A great many distributors are using their own large accounts for that matter, want to, it doesn't mean they have the warehouse facilities, the equipment in stores, or the local computer systems don't really need a distributor because they are dis

"The distributor program is an ongoing program," said Lantz. "We will not drop it off once these new avenues have been opened. The coverage area is too broad and too good. By the same token, I don't see the disk being 100 percent to a distributor program. A great many distributors are using their own large accounts for that matter, want to, it doesn't mean they have the warehouse facilities, the equipment in stores, or the local computer systems don't really need a distributor because they are dis

Talking about training again, Lantz said, "We have a problem with the tape duplicating equipment. We carry two types of tape duplicating equipment.

...We carry two types of tape duplicating equipment.

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December 23, 1972, Billboard
Tape In Europe: Business Is Good

By Richard Robson

Dec 23, 1972, BILLBOARD

Tape products are selling better and better on the Continent. With Christmas just around the corner, tape should be a major gift item. The following pages present reports from European markets on the state of the tape business.

LONDON—Around 15 percent of all recorded music in England is now sold on cassette or cartridge. Although the market in this country is still lagging behind most other European territories, tape sales are finally beginning to pick up with everything pointing to this Christmas being the best ever for cassettes and cartridges.

With more and more LP’s being released on tape as well as disk—there are now over 9,000 titles available—every record company without exception is reporting a tremendous surge in tape business. Almost all firms say that their cassette and cartridge sales are now at least double what they were last year while some are reporting increases of 200 and even 300 percent.

In fact, producing enough tapes to fulfill orders is continuing to be the biggest headache facing most manufacturers even though many firms have been expanding production facilities this year.

EMI is finding demand still outstripping supply while Decca, whose tape sales during the second quarter of this year were up by a staggering 270 percent over the same period in 1971, is also finding the latest sales surge is putting considerable pressure on its Bridgnorth, Shropshire, duplicating plant, necessitating an increase in its production capacity.

CBS, too, has been faced with the same problems and in an effort to overcome production difficulties has recently doubled its duplicating equipment, increased assembly staff by 50 percent and generally expanded its tape factory at Aylesbury.

The continued growth of non-record outlets selling tape allied to the spurt in 8-track sales during the past 12 months have been key factors in the overall expansion of the market.

The special tape sales forces which both Polydor and Phonogram have decided to form next year underline the increasing importance record manufacturers are attaching to the non-record outlets. In fact, CBS and Decca are now the only two major firms still planning to use solely local distributors and wholesalers to service non-record accounts with tape product.

The Polydor tape sales force will go into operation in January of next year and will comprise five sales representatives who will report to the firm’s five area sales managers. The reps will sell only to garages, motor accessory shops, hi-fi stores and photographic shops.

Cartridge sales are particularly strong through non-record outlets and the firm’s recent entry into the 8-track market in this country is likely to have prompted its decision to form a separate sales team.

Phonogram, which also recently moved into the 8-track market, is, in fact, planning to have its tape force operational by the beginning of next year.

The first company to fully appreciate the potential of the automotive and photographic outlets was Precision. Around 65 percent of Precision’s total business is done through garages, motor accessory stores, filling stations and photographic stores. Around 70 percent of the cartridges the company is shifting go through the same outlets.

RCA’s tape sales through non-record outlets have also increased dramatically recently, much of the expansion being due to the firm’s tape team.

The renewed interest in 8-track is linked with the growth of non-record outlets which, particularly in the automotive sector, far exceed 8-track sales under cassette oriented.

Two years ago sales of cartridges in this country were minimal and many industry leaders were predicting that the endless loop system would never be successful in the UK. However, since then, 8-track has been going from strength to strength, largely because it has become the established configuration for in-car entertainment, and while cassette is still the market leader, some companies are selling nearly as many 8-track cartridges as cassettes.

On the automotive side, Chrysler has become the first mass motor manufacturer to try the plunge with tape and is offering as an optional extra on its complete range of cars a Chrysler-branded 8-track unit. The firm is planning to introduce more in-car tape players next year while nearly 200 Chrysler main dealers are already stocking cartridges for the music-loving motorist.

Filling station chains and garages are also starting to back tape. Precision cassettes and cartridges are now on sale at nearly 400 Shell filling stations under a major deal signed between the two companies in September.

The deal was a major breakthrough for Precision. Virtually every record and tape company has been negotiating at some time or another with all the major oil firms who so far have been reluctant to commit themselves other than to give tape a try at selected sites on an experimental basis.

The marine market is another new sales area that tape manufacturers are anxious to break into. In a major effort to try and persuade the many thousands of private boat owners in the U.K. to install stereo in their craft, Precision has teamed-up with three other companies to launch what is in effect a special tape and equipment racking service for marine outlets.

The three other firms involved in the scheme are Film & Television Production Services, which has designed and manufactured the racks, the Lear Jet, which is handling the hardware side of the operation, and J. G. Meakes, a big marine manufacturer, distributor and retailer, which will be responsible for putting the racks into outlets.

Each rack stands over six feet tall and comprises an equipment demonstration console displaying three Lear Jet cartridge players and a tape merchandiser that holds a specially-picked selection of 88 top-selling Precision 8-track tapes.

The complete rack with tape and the three players is being offered to marine dealers at $740 including purchase tax.

There is little doubt that the growth of 8-track and the non-record tape outlets were in fact the main reasons for Phonogram and Polydor moving into the cartridge market. Neither company is duplicating its cartridges at the joint manufacturing and distribution facility, Phonodisc, as the factory is only booked up for cassette production and after exhaustive evaluation, at Polygram’s head-quarters in Holland, of every major U.K. tape duplicator, an exclusive manufacturing deal for both firms was signed with Decca.

Polydor made an initial 8-track release of around 20 items in September, included were tapes by Bert Kaempfer, Jim Hendrix, Melanie, Cream, Taste, Rory Gallagher, The New Seekers and David Rose.

Phonogram still issued an initial batch of cartridges in September—among the titles were Rod Stewart’s “Gasoline Alley” and “Every Picture Tells A Story,” Nana Mouskouri’s “Over And Overs,” Black Sabbath’s “Master Of Reality” and “Paranoid” and Syd Lawrence’s “Something Old, Something New.”

The move by the two companies put an end several months of industry speculation over how much longer the two firms could remain exclusively committed to cassette.

Although tape sales are beginning to fall more in line with LP’s, it is still mainly a medium of the road-market. Manufacturers feel that with a few exceptions, pop cassettes and cartridge sales are being slow to pick up because many young consumers who would normally buy this type of material are recording their own albums on blank cassettes. The older type of consumer, however, who buys easy-listening type of material would not bother to record his own albums.

Cassettes are assembled at Precision’s Dagenham, Essex, assembly line. This Christmas tape looms as a major consumer purchase throughout all of Europe.

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December 23, 1972, BILLBOARD

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TAPE EUROPA

France: Sales Keep Going Up

By Michael Way

PARIS—Sales of pre-recorded cassettes and cartridges in France have more than doubled in the past three years from nearly 1.4 million units in 1969 to 1,941,000 units in 1970 and then to 2,986,000 in 1971. Official figures do not give a breakdown if sales of each configuration but Phonogram says that its cassette sales for this year are currently around the 750,000 mark and will rise to about one million units by the end of 1972. This figure will be 40 percent up on sales last year.

The cassette system in France has greatly benefited from the availability of a wide range of hardware which has been largely denied the cartridge market because of government restrictions on imports from Japan. These restrictions are not expected to be lifted and are the source of considerable annoyance among 8-track firms particularly as the governments of other European countries such as Belgium, Holland and Germany are considerably more benevolent about imports from Japan. Indeed, more than half the cartridge units in use in Germany are estimated to be of Japanese origin.

However, one concession the French government did make at the beginning of this year was to lift restrictions on imports from Hong Kong, South Korea, the Philippines and Taiwan which has enabled a slightly freer inflow of foreign-made equipment.

At present there are estimated to be around 300,000 combined radio/cassette players in use and the figure is expected to rise to 500,000 units by the end of the year. There are now more than 19 million private cars registered here.

The penetration of cartridge hardware is harder to estimate. It is all mainly imported from a variety of overseas territories. Stereo Jaubert's Horizon series is one of the few French-made 8-track hardware lines and the firm will shortly be launching a car cartridge unit to sell for around $80.

In contrast, the range of cassette equipment available is now extremely wide and embraces everything from cheap portables to sophisticated home hi-fi tape systems. Philips alone has recorded a 25 percent increase in all tape equipment sold this year with sales of car players up by 54 percent and portables up by 38 percent.

According to current unofficial estimates, ownership of car tape players outnumber that of home systems three to one and motorists buy an average of 15 cartridges per year or, if their car is fitted with cassette, 25 music cassettes per annum.

Opinions on the progress of 8-track, which was introduced after cassette and still takes second place in terms of market share, differ widely. Cartridge manufacturers claim that at least in the car, if import restrictions were lifted and local production stepped up, 8-track could overtake cassette.

But others feel that cartridge could easily die out altogether because cassette is becoming so firmly entrenched. However, all record companies are releasing albums in both formats, most firms having signed deals with Mood Music and Stereo Jaubert for cartridge duplication.

In line with most other countries, more and more tapes are being sold in France through non-record outlets such as garages, motor accessory shops, photographic stores and supermarkets. Also, several French motor manufacturers and importers of foreign cars have started offering cassette players with new models. The move has in fact prompted the comment from Phonogram that it seems that car manufacturers in general are opting for cassette for in-car entertainment rather than cartridge.

Imports make up a large share of the total French software market. In 1970, imports totalled 548,835 cassettes and cartridges, more than double the 1969 figure of 221,379 units.

Mood Music, one of the main local 8-track producers, currently has an output of 50,000 cartridges and 100,000 cassettes per month. One of the firm's directors, Rolf Spaar, estimates that cartridge has around 20 percent share of the total tape market and added that the firm alone produced 450,000 8-track tapes last year. To keep up with the increasing demand for extra cartridge production capacity, Mood has moved to new larger premises at St. Cloud outside Paris.

In line with most other countries, the pre-recorded open reel market in France is continuing to decline even though there are estimated to be still one million open reel tape recorders in use in the country.
They’re not much use without us.

There’s nothing quite so frustrating in this world as a tape recorder without tape.

So BASF make a tape for every tape recorder manufactured anywhere in the world.

Everything from 3.81 mm (.150") LH cassettes right through to 2" tapes for all major studios. More than 128 different types in all.

Which is not really surprising when you think that BASF were the first company in the world to make tape.

So if you’ve got a tape problem – we’ve got a tape answer – call us and see for yourself.

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6700 Ludwigshafen
W-Germany
Telephone: 0621/608643
Cassettes in Sweden Are Moving Ahead

By Kjell Genberg

STOCKHOLM—The cassette market in Sweden is growing and taking a still bigger share from the 8-track cartridge—exactly as in Finland and Norway, even if the trend is not quite so distinct as in those other Scandinavian territories.

Tape sales are split as follows: 55 percent cassettes and 45 percent cartridges and, in units sales, pre-recorded tapes are now accounting for about 10 or 11 percent of the total music market.

The pre-recorded tape market grows at the rate of about 15 percent a year in units and there is also a very big market in blank tape. Most blank cassettes are used for office and educational purposes and they have almost completely taken over from the reel-to-reel system.

Sweden has little problems with illegal duplication, but there is the problem of imports of protected material.

Direct importers have been warned by the Nordisk Copyright Bureau that they must pay license fees to the local representative and once the importers receive a contract they tend to cease operations rather than pay mechanical rights locally. The international action taken by the IFPI has also shown results here.

Taste in tape music is different in Sweden from that in records—and some industry people argue that taste even differs between cassettes and cartridges. The 8-track cartridges, for instance, sell very well when it comes to domestic recordings of country and western and rock music; but the cassette repertoire demanded in Sweden is much more closely allied to the Swedes' taste in disks. Santana and Simon and Garfunkel are big sellers on cassette.

Most cassettes are sold through conventional record outlets whereas cartridges predominate in gas stations and auto accessory stores. Cartridges, needless to say, secure most of their sales in the automotive field although in-car cassette hardware is making rapid strides. Between 10,000 and 15,000 cassette car units were sold each month in Stockholm.

Holland: Sales Spiral Upward

By Bas Hageman

AMSTERDAM—The growth of the tape market in Holland over the last seven years has been quite dramatic.

Latest unit sales statistics available from the Dutch Statistics Office are for 1970 and they indicate that in that year tape sales were broken down into 900,000 cassettes, 80,000 reel-to-reel spool and 50,000 8-track cartridges. In percentage terms cassettes account for 87 percent of the market, reel-to-reel 8 percent and cartridges 5 percent.

Blank tape unit sales in 1970 were 7 million and sales of all configurations of pre-recorded tape amounted in value to $6.5 million. The figure of 1972 is estimated at around $9 million, or 12 percent of total music turnover.

Eight-track sales have increased considerably in the last year and although exact figures are not available, reliable estimates indicate that the increase could be in the order of 300 percent. Much of this growth has come from the automotive trade.

In 1969 there were estimated to be 100,000 cassette players in use in Holland. This figure was doubled in 1970 and today there are reckoned to be 400,000 tape playing units—of all configurations—in operation.

The repertoire of pre-recorded tapes available in Holland embraces 8,000 titles and most album releases are now issued simultaneously on disk and cassette and/or cartridge. Tape buyers seem to favor middle of the road material, popular classics and easy listening.

There has been some litigation against tape pirates in Holland but illegal duplication is not a major problem this year compared with the cartridge figure of between 20,000 and 25,000.

In the home, the cassette is by far the most favored of the two configurations, but the biggest sales are in the field of portable cassette players. Almost all playback units are imported into Sweden, coming predominantly from Japan, Germany and Holland.

OUR ACTIVITIES:

Record production and music publishing
Italian licensee for:
MCA records Inc. USA
 MILLER International
Quickborn (West Germany)
Custom record pressing
Custom tape duplication

DISTRIBUTORS:

"MASTRO" 8 TC cartridges
All types of cassettes
Cassettes and 8 Track cartridge winders
Air compressed presses
for closing cassettes
HELSINKI—The major growth of the Finnish tape market has really occurred within the last two or three years. It could reasonably be described as an explosion because from an altogether nonexistent phenomenon, tape has in a relatively short space of time become a vital and integral part of the country’s music industry. Right now, cassettes are the dominant tape medium.

The foundations were laid in 1968 and 1969 when budget price cassette recorders, manufactured mainly by Philips, Hitachi and Sanyo, first caught the eye of the teenage consumer.

Inevitably the first excursion into the world of tape involved, for most users, blank tape upon which they recorded the programs of their choice. A popular radio chart program like “Lista” was ideal because it offered, twice a month, all the current top hits and the best of the new releases. This really hit the sales of singles but it ensured a prosperous future for the cassette market.

However when Yleisradio’s popular music department got a new chief, Otto Dinnen, he did the record industry a favor by axing the “Lista” program. This represented a real break for the producers of prerecorded cassettes and this began very quickly to be reflected in the sales figures.

It was during 1971, however, that the tape industry began to enjoy a boom. Sales of prerecorded material leaped by 300 to 400 percent and blank tape, whose imports were equal in value to that of imported records ($2 million annually) sold as never before. Heavy competition in the blank tape market saw prices slashed by 50 percent with a good quality C-60 cassette being obtainable at $1.50—the same price as a single.

Despite the boom in blank tape and the striking expansion of the budget album market, prerecorded cassette and cartridge sales have been astonishingly good in Finland. With more and more album material being released in this form—especially local product—the tape market has grown to a point where it now represents 35 percent of the total music market.

Sales figures computed by the Finnish IFPI group for the first half of 1972 show that cassettes have an 80 percent share of the market. This means that the Philips system has drawn away ahead of the competitors since 1970 when the two configurations had a roughly equal share of the market.

Blank tape sales, needless to say, are immense compared with the prerecorded sector.

Unofficial estimates show that the number of record playing units in operation in Finland (about 250,000) may already be exceeded by the number of tape players. This is a high penetration for a country of 4.7 million people and fewer than one million family units.

What has helped the rapid expansion of tape sales has undoubtedly been the advent of tape racking, and, in addition, the Fazer Music Club, with 50,000 members, has built up a big tape turnover. The club members, mostly middle class people over 25, a high proportion of whom are housewives, are entitled to buy a minimum of four albums or cassettes a year with a price reduction of 50 percent. The cassettes have sold well through the club because they are so easy to handle from the point of view of mailing.

Continual expansion in the tape sector is generally forecast by all industry leaders and by 1975 the tape market is expected to have sold over 100,000,000 units.

(Continued on page 46)
Austrians Love Cassettes
By Manfred Schreiber

VIENNA — Music cassette sales in Austria this year are expected to be 89 percent up on the figure for 1971. This compares with an anticipated increase in disk sales of between 15 and 20 percent over last year’s turnover of $17.4 million.

The Austrian tape market is dominated by the cassette configuration and although cartridge sales are expected to double this year, they are still unlikely to amount to more than a paltry $18,000 in value. However, the cartridge configuration is generally expected to enjoy a fast rate of growth over the next year or so.

Tapes have a 15 percent share of the total music market in Austria with music cassettes 94 percent, reel-to-reel 5 percent and 8-track cartridges 1 percent.

Most popular tape repertoire is middle-of-the-road, pop and folk music; there is very little demand for classical repertoire even though classical recordings account for 15 percent of disk sales in Austria.

...And So Do Norwegians
By Espen Eriksen

OSLO—Although the 8-track system was the first to become established in Norway, the cassette has caught up fast. Last summer sales of cassettes and cartridges were about equal; but this year 75 percent of prerecorded tape sales are accounted for by music cassettes.

Tape was quick to gain acceptance in Norway—where radio reception tends to suffer because of the country’s topography.

The early gains of the cartridge—which sold mostly to car owners—were offset by a very powerful Philips promotion for the cassette and the trend was accentuated when music retailers, noting that auto suppliers and gas stations were tending to corner the 8-track market, decided to back the cassette. An additional factor in the turn-around was the relative lack of home 8-track units.

"However," says EMI tape manager Fredrik Mueller, "it's not that cartridge sales are diminishing but simply that cassette sales have increased dramatically." And with the quadraphonic facility and the fact that Philips and Polydor have entered the 8-track market, talk of the eventual disappearance of the 8-track configuration is generally regarded as being well wide of the mark.

Mueller estimates that tape sales are currently running neck and neck with disk sales, but Phonogram's Mikkel Aas doesn't see this stage really being reached until the beginning of the '80s.

"The tape market," he says, "increased by about 33 percent in 1971 and this year's increase should be on the order of 20 percent." Most companies endeavor to release disk and tape LP's simultaneously although Aas says this can be a problem for companies who have to have their duplication done abroad.

Blanks Big
In Denmark
By Knud Orsted

COPENHAGEN—Although Denmark has a high penetration of reel-to-reel and cassette players—400,000 each in a country of 4.9 million people—sales of pre-recorded tape are far lower than might be expected because of the large volume of home duplication that is carried on in the country.

With public lending libraries lending out records at the rate of one million a year (see Billboard's Spotlight on Scandinavia, Nov. 18) the incidence of dubbing records onto cassette and reel to reel tape is alarmingly high.

Blank tape sales, as a consequence, are extremely impres-
DAVID—Tape is on the move in Ireland, as interest in and demand for the product increases at a considerable rate.

Take the case of Irish Record Factors. A year ago, tapes accounted for 10 percent of all business; this year, the figure is exactly double that.

"The business now definitely favors cassettes," says IRF's Michael Geoghegan. "I would say for a long time tapes and cartridges were practically confined to the car trade. They're now going far beyond this field."

"Cassette machines are usually recorders as well, and that stands very much in their favor. Then there's the Dolby system. The advantage that 8-track used to have has now been wiped out by the Dolby system."

Tony McEvoy, of Demesne Stereo Sound Ltd., points out that, proportionately speaking, Ireland has outsold the U.K.

"A year ago, we were out-selling the U.K. three to one. Demesne has been dealing in tapes for nearly two years. We felt it was the next step in progression from the point of view of convenience."

"In our case," he adds, "we're dealing outside the shops—with electrical dealers and wholesalers—as well as with the shops. We have found that cartridges account for 45 percent of the tape business."

Early in 1972, Demesne installed background systems and a small range of car stereos and tapes in eight Esso outlets in the Dublin area as a pilot scheme. Sales through these outlets have not been dramatic, but they have shown a steady increase.

They're the Irish distributors, too, for Pickwick International, a company which is going into tape on a huge scale. By Christmas, 72 titles will be available on 8-track and cassettes.

Polydor's John Woods estimates that tapes now account for between 20-25 percent of the total music market in Ireland.

"Working on the Precision Tapes catalog, sales are 35 percent on cassettes, 65 percent on cartridges. Regarding tape sales, Woods says reaction is quite mixed. "It's because there's quite a bit of competition in the quality of tapes available. There are lines that use inferior tape."

One problem facing the industry is that of illegal duplication. (Continued on page 44)

Czechs Use Blank Reels at Home

By Lobomir Doruzka

PRAGUE—Although still in an early stage of development, the tape market in Czechoslovakia is growing to tremendous sales. Between 1971 and 1972 are expected to increase 300 percent. And by the end of this year, there should be 13 percent of total music sales. This estimate embraces both pre-recorded cassettes and blank open reel tapes. Eight-track cartridges are as, yet, unknown in Czechoslovakia.

Although cassette sales are growing at a very fast rate—they could well show a 100 percent increase in 1973 over 1972—blank reel-to-reel tape sales are still far more abundant, constituting this year some 80 percent of total tape turnover.

There are several reasons for this. First of all, for the teenagers and people in their early 20's who haven't yet had a chance to use home recording is the best and often only means of acquiring records which are normally unobtainable on the official record market.

Most tape on sale is produced here by Film Laboratories whose output accounts for 75 percent of total sales. The remainder is accounted for by imported tape, largely of Agfa or BASF.

Major producer of tape hardware is TESLA whose output will total 400,000 tape recorders in 1973. The production program embraces 27 different models and this gives an indication of how widely tape recorders are used by young people. Monaural recorders still predominate, but

(Continued on page 44)

Precision rule the tapes with the biggest range of tape product in Britain

Labels

Precision are riding on the crest because their top quality cassettes and cartridges contain all the sounds from the world's top labels. Among them are A & M, Atlantic, RCA; Bell, Charisma, Chrysalis, CTI, DJM, Dawn, Disneyland, DJM, Elektra, Ember, Fly, Golden Hour, Island, Kudu, Marble Arch, Nashville, Pye, Reprise, Saga, Shell Sound/Guide, Spark, Sonet, Speciality, Unicorn, Warner Bros., WRC....

Artists

With all these labels Precision have the latest and greatest from the world's top artists offering the best in pop, rock, folk, jazz, light orchestral and classics such as film & show soundtracks, children's repertoire, Soundguides, language courses and accessories.

*Marketing & Distribution*

Our marketing team is backed up by continuous advertising and point of sale support coupled with catalogues and trade information sheets. And our nationwide distribution operation ensures everybody of as many Precision Tapes as they want, when they want—consequently there's always plenty in the charts.

*Custom Duplicating*

At our new and recently enlarged Dagenham factory, we are also equipped with all the facilities necessary (including Discrite Quadraphonic and the Dolby noise reduction system) to make a comprehensive custom duplicating service. We can take your masters and produce 8 track cartridges, cassettes or both, to your specifications. We can even produce all 7,000,000 a year. We can even design and produce labels and sleeves packaging for you in your own art department—

with an emphasis on top quality and keen prices.

**Precision Tapes Ltd.**
(BB 61272) ATV House Great Cumberland Place London W1A 1ADS
Tel: 01 252 5520 Cable: Pycra London W1A 1AD
LONDON—Managing director Gerry Oord, whose recent change at Polydor has shown the world that he is no longer the man in a gray suit, has plans to extend, expand, and improve Polydor's marketing department. The new marketing manager, Roy Featherstone, previously head of the Polydor pop division, now becomes director of the division, as part of a new management team at Polydor. Roy Featherstone, previously general manager of the pop division, now becomes managing director, assuring Oord of new product, particularly American labels and artists.

EMI RECORDS managing director Gerry Oord, seated, with his new management team, left to right: Roy Featherstone, manager, promotion division; Alan Kaupe; Malcolm Brown, Oord's executive assistant; and Ray Oord, controller of the finance and administration division, Reg Palmer.

**Urge Piracy Upwinding in Eire**

**Stirs Concern of MCPs**

**DUBLIN** — While the British phonographic industry continues to step up to its fight against tape pirates in this country, the Irish branch of the MCPs is becoming increasingly concerned with the growing quantities of illegal cassettes and duplication occurring in record shops throughout Eire.

Many of the tapes are unauthorized American imports but the MCPs has also discovered an organization which it alleges is illegally duplicating cartridges in Cork, despite two warning letters from the Society. Legal action is expected to be taken next week.

Although the MCPs refused to reveal his name, the Society claims to know the identity of the man behind the operation which used to have offices in Dublin but which were closed down after the first warning was sent.

Explained the Society's Vincent O'Shea, is also to be tasted in Dublin: "The organization was illegally duplicating quite openly although the owner has denied it." While they were operating from their Dublin premises, they used to make tape copies of LPs brought to them by members of the public who wanted the copies for friends. However they have now gone underground so we understand he is still duplicating at Cork."

Smaleack added that he believed there were at least two other smaller illegal duplicating operations operating somewhere in Eire.

Pirate tapes—cassettes and cartridges—sold in Dublin shops range from 0.50 to 1.50 and consist of the tape with a simple white label with the name of the artist and—though not always—the title of the album.

Among the artists whose material is being used on these illegal compilations are Simon & Garfunkel, the Rolling Stones, Cat Stevens and the Association.

Pirate copies of the Association's latest album, "Smiley, Smith and Ken Marge," have been getting extensive favorable press reviews.

Colin Burn will assume similar responsibilities for the Association's management, Asylum, Probe and other American labels handled by EMI's Derek Allan who was originally responsible for licensed labels is leaving the company.

**Puts New-Look Plans For EMI Into Operation**

**For The Music Capital of the World**

"Mostly Old Dough." -- Kitchener, Ont., radio station, CMN, have announced the promotion of Ricki and Brian LeBlanc to their line-up as hosts of a new single for Axe Records later this year. Says station manager, Al Hooper have announced that they are interested in participating with the C&W publication, The Western New Yorker, RCA's Jack Muldoon has sold tapes on albums by Elvis "Burning Love" and "In the Ghetto" to Charley Pride.

Mahogany Road, a recent acquisition in Montreal, has now been given the new Ontario label, "Axe," and is performed by Al Hooper.

Has been chosen.

The Phoenix Society later this year will be given the new Ontario label, "Axe," and is performed by Al Hooper.

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PARLEY SPARKS CHANGES IN WORKING FORMAT OF MLS

BY RITCHIE YORKE

TORONTO—Several significant changes in the Maple Leaf System have resulted from the annual convention in Vancouver.

As of Dec. 1, the new co-chairmen of Specialty, Jim Rettig, Montreal, and Ken Singer, music director, CKC, Regina, They replaced Irv Nevin, General Manager, and Grant Harrison of CKXL.

Following industry criticism of its current three-class Canadian content classification requirement for 2,500,000 of major market stations, the MLS has changed that control to a "1950s" formula.

Any disc which meets Can-

Canadian classification by CRTC definition (i.e. two-out-of-four categories) will now be accepted by the MLS.

Those stations include CKX in Vancouver, as well as stations in other cities.

"We're going to leave it up to the common sense of the record companies," explained Campbell Music, Hamilton Link.

"This is a cooperative effort by all the companies involved."

Music Shoppe Launches Act

TORONTO — Toronto manage-

ment of Music Shoppe has launched a new Canadian group.

The group comprises well-known Teon.

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HAMBURG  Music cassettes in West Germany are expected to show a 60 percent increase in total turnover of more than ten million units for a value of $50 million. This compares with 593 million units in 1971 and 356 million in 1970. By the end of the year, cassettes will have achieved a 15 percent share of the music market.

Cassettes are easily the dominant configuration in Germany where there are about 76 million cassette recorders in operation. A recent survey by the International Recording Industry Association (RIAA) revealed that 42.2 percent of upper-class homes and 25.3 percent of lower-class homes have a tape recorder—either cassette, cartridge or reel to reel.

The survey also showed the use to which blank tape—cassette and reel to reel—is put in the home. About 65 percent is used to record from the radio, 19 percent for music, 11 percent from other tapes and five percent from television.

Although the development of this form of recording has lagged substantially behind that of the phonograph, signs now of a more rapid growth in the sector, with more hardware coming on stream.

Auto Stereo Anlagen GmbH in Frankfurt is particularly active in the 8-track market and is offering a range of hardware as well as cartridges on its own ASA and SMS labels.

EMI-Vox is also selling hardware and equipment. The EMI record company in Cologne, is marketing its repertoire on cartridges. Polydor, too, has made 50 items from its repertoire available as cartridges. EMI-Vox is running an initial step through the tape company, Music 2000, and Phonogram, reckons that cassettes are appearing in increasing quantities in super markets and department stores where they sell for as little as $1.50 (two to three dollars).

Phonogram has 600 titles available as music cassettes and Polydor, with 44 million pressings, has 2,000.

Most companies would like to see the 8-track sector grow rapidly over the next year or so because while a cassette player owns 30 to 40 percent of prerecorded cassettes a year, the owner of a cartridge player buys as many as five or seven cartridge annually.

Peter Danenberg, marketing director of the MCA record company, says that by this time next year, 8-track will be in the same position as the cassette was in 1967. And it is a sector with a good growth potential, he believes.

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German Music Cassettes Sales 60%  
continued from page 43


to its label.

Aventura” has been chosen as a fourth film “Voo-

ding from England, the two

“Oldies But Goldies” which includes all the lists of the last ten years produced by the

WOLFGANG SPAHR

RIO DE JANEIRO

Three new studios are in the works for Rio. Doleen has acquired a large plot in the Barra da Tijuca district, outside the business cen-
ter, for a $3.5 million project to build a studio and offices. An investment of $36 million is expected, with plans to be completed in 1975 and 1974.

“Globo” also announced plans to open a studio and offices on the northern side of the city, which has been made possible by the use of public land. The company has purchased a plot of land for $2.5 million and plans to build a studio and offices on the site in 1974-75.

The third studio is being planned by Tele-Rio, a subsidiary of Tele-Brasil, which has acquired a plot of land in the west of the city, near the airport. The company has invested $1.5 million in the project and plans to build a studio and offices on the site in 1973-74.

The “Globo” studio is expected to be completed in 1974 and will be used to produce serials and other programs. The Tele-Rio studio is expected to be completed in 1975 and will be used for the production of news programs and other types of programming.

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Czechoslovakia’s two major record companies — Supraphon and Panton—both release pre-

Ireland Sees Page Yule

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In the world of music, Ireland is a land of contrasts. On the one hand, there are the traditional folk musicians who play the uilleann pipes and the bodhran drum, while on the other, there are the rock musicians who play the electric guitar and the keyboard.

In recent years, there has been a resurgence of interest in traditional music in Ireland. This is particularly evident in the annual Fleadh Cheoil na hEireann, which takes place in August and attracts musicians from all around the country.

The festival features competitions in a variety of categories, including uilleann pipes, tin whistle, and bodhran drum. The winners are awarded certificates and prizes, and their music is often recorded and released on CD.

However, the biggest annual music event in Ireland is the Christmas Seals campaign, which is run by the Irish Red Cross. The campaign involves selling Christmas seals, which are small pictures of musicians and musicians performing, and the money raised is used to support the work of the Irish Red Cross.

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Blanks Big in Denmark

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The tax law in Denmark is very strict, and it is illegal to duplicate recorded music tapes. As a result, Danish music companies have had to rely on exports to other countries to make a profit.

But in recent years, there has been a growing demand for Danish music in other countries. This is particularly evident in the United States, where there is a large Danish community.

In 1971, the Danish music industry exported $20 million worth of recorded music to the United States. This is expected to increase to $30 million in 1972.

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Zionist organisations have used their influence to ensure that music is treated as a special case in the tax law. This has meant that music records are not subject to the same tax as other goods.

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In recent years, there has been a growing trend in Europe towards the use of music as a means of promotion. This is particularly evident in the advertising industry, where music is used to create an atmosphere of excitement and energy.

In the world of sport, music is also used as a means of promotion. This is particularly evident in the world of football, where music is used to create a sense of excitement and anticipation before a match.

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In the world of music, there are many different styles and genres of music. This is particularly evident in the world of jazz, where there are many different sub-genres, such as bebop, cool jazz, and fusion.

In the world of popular music, there is also a great deal of diversity. This is particularly evident in the world of rock and roll, where there are many different sub-genres, such as punk, heavy metal, and grunge.

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There is a growing trend towards the use of music as a means of promotion in the world of business. This is particularly evident in the world of advertising, where music is used to create an atmosphere of excitement and energy.

In the world of business, music is also used as a means of promotion. This is particularly evident in the world of marketing, where music is used to create a sense of excitement and anticipation before a product launch.

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In recent years, there has been a growing trend towards the use of music as a means of promotion in the world of entertainment. This is particularly evident in the world of film, where music is used to create a sense of excitement and anticipation before a film release.

In the world of entertainment, music is also used as a means of promotion. This is particularly evident in the world of television, where music is used to create a sense of excitement and anticipation before a TV show.

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In recent years, there has been a growing trend towards the use of music as a means of promotion in the world of education. This is particularly evident in the world of schools, where music is used to create a sense of excitement and anticipation before a school concert.

In the world of education, music is also used as a means of promotion. This is particularly evident in the world of universities, where music is used to create a sense of excitement and anticipation before a university concert.

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In recent years, there has been a growing trend towards the use of music as a means of promotion in the world of politics. This is particularly evident in the world of political campaigns, where music is used to create a sense of excitement and anticipation before a political rally.

In the world of politics, music is also used as a means of promotion. This is particularly evident in the world of politicians, where music is used to create a sense of excitement and anticipation before a political speech.
COUNTERSUIT

UA/Record Club Hassles

NEW YORK — The Record Club of America, seeking to test court decisions favoring the claim that from what the Club claims is a refusal to provide recorded material for Record Club distribution and settlement of the original agreement and royalty stipulations between UA and the Club, filed suit against the label. The complaint was filed in the U.S. Dist. Court Southern Dist. of New York.

The Agreement in question, signed "on or about Oct. 23, 1971," by the parties, will be three years with two-year option renewal clauses, printed the record club a non-exclusive right, privilege and license to manufacture, advertise, distribute, sell, and sell in the U.S. and Canada all LP, 8-track cartridge and cassette product manufactured and/or distributed by UA. The record club also claims the record club would pay to UA, as royalty, an amount equal to 10 cents per copy of each album, as the price of all sold product. The record club claims UA refused to sell, or to distribute on a bonus or free basis without payment of royalty hereunder one-half of all licensed albums, for which royalty would be paid and/or distributed on a bonus or free basis.

The record club further alleges that on or about June 8, 1972, UA, at a meeting, stated inter alia, that it is our opinion that the agreement between UA and the record club is terminable at will without notice. The record club, by the suit, seeks specific performance of the agreement and further allegations are that the record club has incurred a large expense of UA's audit for the period in question.

**No Provision**

The record club claims that "there is no provision in the agreement requiring that royalties be paid to UA prior to the expiration of the term of any such agreement, and that UA is under no obligation to provide any licensed albums, or to sell, or distribute in connection with the same, so that the royalty, according to the agreement, would be payable on a bonus or free basis.

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**Violations**

The record club claims the "violations of the agreement requiring that royalties be paid to UA prior to the expiration of the term of any such agreement, and that UA is under no obligation to provide any licensed albums, or to sell, or distribute in connection with the same, so that the royalty, according to the agreement, would be payable on a bonus or free basis.

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**COUNTERSUIT**

CA/Record Club Hassles

NEW YORK — The Record Club of America, seeking to test court decisions favoring the claim that from what the Club claims is a refusal to provide recorded material for Record Club distribution and settlement of the original agreement and royalty stipulations between UA and the Club, filed suit against the label. The complaint was filed in the U.S. Dist. Court Southern Dist. of New York.

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BILLY PRESTON—Music in the Life
A&M SP 3514
The past year has been good to Billy. After seven years of relative obscurity, he is now, with the release of this album, widely considered as a "musical genius." He is finally gaining the public recognition that he so richly deserves. This evolution has seen him through the genre-mainly with Little Richard's "Good Golly Miss Molly," "Richmond," and "Five Boys." Billy's "Blackbird," "We're Gonna Make It," and the title cut. "Buckwheat" is a song that was written by Jimmy McCulloch, and it's a showcase for Billy's vocal abilities. "Love Spoken," "Here," and "I'll Kiss the World Goodbye" are great interpretations of "Shindig." "Katy's Rainbow" and "Fifth Century T-404" are two tracks that show Billy's versatility as a musician. "Old L.A." is a showcase for Billy's vocal range and emotional depth. "Don't Die," "Happy Together," "I'll Kiss the World Goodbye," and "Love Spoken" are all standouts on this album.

DELEGATES—Mainstream 100
With "Convention '72," a surprise comedy single hit, the Delegates now have an album out. Unfortunately, it's not quite in time for the elections. But the album might break through as a surprise, making fine contemporary use of the Alka-Seltzer technique of answering straight lines with bits from mock ads.

THE MARINAS STRINGS—Solid Gold Songbook
20th Century F-804
It's not often that the genre that is known as "the voice" can produce such a lovely and meaningful work. These are not merely "tribute" renderings of Mr. Diamond's vast repertoire but rather lovely renditions. High songs as "Stardust," "Song of the Saints," and "Smack-Dab in the Middle of America" are suitable for play on MOR, top 40, and very few of the more adventurous, progressive play.

BUCHEW—London E.P. 62/1
This business of being a pop group is a difficult one. First you have to have taken one of the groups that have made it big and had them record for you. Then you have to have the records released in the U.K. and have them sold to the public. Participation you attention to "The Big G" and "Baby's". "Round Midnight" and "Farewell to a Friend" are two tracks that show Buchew's versatility as a musician. "I'll Kiss the World Goodbye," "Love Spoken," and "Happy Together" are all standouts on this album. "Don't Die," "Happy Together," "I'll Kiss the World Goodbye," and "Love Spoken" are all standouts on this album.

BOBBY SHERMAN—I'll Kiss the World Goodbye
A&M SP 4377
Bobby Sherman's latest LP is in the bayou. Sonically, it's a throwback to his past records. It's a great album, and you can hear it from early on. Many covers of unknown publications, but it still possesses the old magic. Try listening to "I'll Kiss the World Goodbye" and "Your Love's Too Far Out." I can't help but think of the original song. "The World Is a Circle."
"FIND has been a worthwhile service for us in the light of the huge amount of special order business that we do," says Paul Seltzer of the Harvard Co-op in Boston. "I would estimate that we get up to 250 special orders a day, which is what I call an abnormal amount. We use FIND for many of them.

"We do deal with distributors in some cases," Seltzer continued. "But through FIND the labels are handled by our local people. This amounts to quite a few. We also use FIND for many so-called cutouts which we are able to locate in the catalog, and we've been able to please a lot of customers through this service."

Seltzer says the service has been quite convenient so far, and that on the whole, it is satisfactory. "We don't leave the catalog on the counter," he adds, "because the situation might be chaotic if we did. We let our customers know that we can handle special orders and we do all the ordering. But the catalog certainly has been an aid in ordering and we're pleased."

The Harvard Co-op is also quite a unique store in a unique situation, located in one of the most competitive college towns in the country. Seltzer says that much of the special order business is from dealers responding to the new catalog, which is still strong, with the entire 7,000 releases playing a large role in this response. Of particular interest to many dealers is the wide variety of the grids set available, especially jazz, easy listening and children's. Dealers say this is where many of the special orders come from, while pop is strong this year, generally available in the stores. The pop present is more current and interesting than the current冷漠 trend and the many young listeners are becoming more interested in blues, classical and other not readily heard. The Seltzer catalog is proving an even more important "aid."

One last reminder that the holiday season is almost here, and that the FIND gift-wrapping service is still available. FIND will wrap your choice of record and/or tape, enclose a card and mail it to the recipient of your choice harmony.

This is the last FIND news column until Christmas day, so be sure wishes for a Merry Christmas from everyone at FIND! FIND Service International 9000 Sunset, Suite 415 Los Angeles, California 90069 A.C. (213) 273-7040 Candy Tusken

POP

MARLOR THOMAS—Walt Thoms & Friends, Bell 1157

A married group featuring the New Seekers, Dusty, Zennor, Bobby McFerrin, Dusty, Marv Johnson, and Sam Bush. With this LP ahead of the children's market, in terms of sales and awareness of equal scores. Best cuts include the title tune, "Why I Don't Love You Anymore," a clever story we grow up: "Prancing Dusty, Tate and Cavelly. "Why Don't We Pilot in the High Line," a band that was at every child's dream home."

SARAH VAUGHAN—"Feel It!" Good, Mainstream 379

Leach in the cool voice for Sarah Vaughan's collection of standards. Special mention should he made of her "Philadelphia Song" and "What a Wonderful World." She's the sure bet that can't go wrong. This LP is a very special order record.

CAROL PLANER—"Lord Have Mercy," MGM 4648

"One of the foremost talents of today, Planer demonstrates his timelessness in this 10 track set. He has been given the title tune, "The Old Fashioned Way." This LP will be a great hit."

LEONARD NABARD—Confessions of a Matchmaker, Fantasy 7015

A satirical concept spoken-word record from Fantasy. Berkeley-based professor Leonard Nabard's verses are of a mythical character. The song is "Rockefeller, the boys, is a hit, and "South of the Border.""

DANIEL GROCKETT—Sister Woman, Fantasy 7016

Commercial, effect from Mr. Groot's with pop, jazz and various anecdotes. Some cuts include "Woman In the Window," "Tears," and "Love is a Song of Your Own.""

EUGENE teach—"Rosary," London 1059


JACOB SIEGELMAN—"Concerto for Cello," RCA 2951

Great cello with various cello pieces. Includes "Pizzicato" and "Alla Marcia.""

KID MILLER—"Vladimir's Waltz," Apple 4112

A great selection of Schumann piano pieces. Mr. De Los Angeles warhorses and greats. Offers a meaningful debut.

JAZZ

NOISE ALLIANCE—Mose in Your Ear, Atlantic SD 1627

This live LP finds Alliance in its usual top form, sounding great when you are in the mood. "Chairman of the Board," "Take the "A" Train," and "Sweet Georgia Brown" are popular hits. LP has considerable jazz appeal.

ALBUM REVIEWS

DOROTHY JOYCE—Enlightenment, Evolution 1014

A live LP finds Alliance in its usual top form, sounding great when you are in the mood. "Chairman of the Board," "Take the "A" Train," and "Sweet Georgia Brown" are popular hits. LP has considerable jazz appeal.

ROBERT WHITIK—The Art of the Piano, MCA 9000

A live LP finds Alliance in its usual top form, sounding great when you are in the mood. "Chairman of the Board," "Take the "A" Train," and "Sweet Georgia Brown" are popular hits. LP has considerable jazz appeal.

ERICA LIVERMORE—Farewell to Falcons, Fantasy 3001

A live LP finds Alliance in its usual top form, sounding great when you are in the mood. "Chairman of the Board," "Take the "A" Train," and "Sweet Georgia Brown" are popular hits. LP has considerable jazz appeal.

4 STAR

DOROTHY JOYCE—Enlightenment, Evolution 1014

A live LP finds Alliance in its usual top form, sounding great when you are in the mood. "Chairman of the Board," "Take the "A" Train," and "Sweet Georgia Brown" are popular hits. LP has considerable jazz appeal.

CLASSICAL

MARTHA GORENSTEIN—Fino's Poems' Opera, Fantasy 3001

JAZZ

CARREL WILLIAMS—Stickback, Mainstream 381

CHASSIS Goes POP—London SW5943

JOHN WALKER—Four Corners, CRC 9070

PARAMOUNT RECORDS, a division of Famous Music, has signed Meadow George to the label. The fourteen-song album, managed by Gil Enterprises. Grouped in the background, from left, Meadow's producer,arranger, Lou Hersey, and Meadow members Chris Van Cleave, Laura Brannigan, Walker Daniels and Stephen Tree. Kneeling, from left, Gil Enterprises president George Fincus and vice-president of A & R Chuck Gregory. Meadow's first single is "Here I Am," coupled with "Something Borrowed," Something Blues."
Radio Action and Pick Singles

Hot Chart Action

Kenny Loggins and Jim Messina's "Your Mama Don't Dance" jumps into the top 20 category on the Hot 100 survey this week. Their move from 24 to 14 is reflected in top 40 airplay in all markets checked with the exception of Miami, Charlotte and San Diego. Sales on the cut from their hot Columbia album continue to mount in 20 of the 21 markets surveyed, with Detroit the exception. Dealers in Los Angeles, Boston, Cleveland, Pittsburgh, Baltimore, Washington, New Orleans, Dallas, Ft. Worth, Seattle, Minneapolis/St. Paul, Memphis and Houston, report the single is one of their 15 best-sellers.

Breaking

"Why Can't We Live Together" by Timmy Thomas on Glades is a good example of a powerful soul single showing signs of making it nationally without the help of a major distributor. It shows up this week on the Hot 100 as number 12 and on the soul survey in the third position. Top 40 stations now paying attention to the song can be found in Chicago, Philadelphia, San Francisco, Baltimore/Washington, Dallas, Ft. Worth, Milwaukee, Seattle, Memphis, Atlanta, Houston, Charleston and Birmingham. It is now number six at CKLW in Detroit. Saleswise, it's running strongly in New York, Chicago, Detroit, Cleveland, St. Louis, Baltimore/Washington, Miami, Seattle, Memphis and Nashville. Interestingly, although the label is in the Miami area, it is only receiving airplay on WMMB, a soul station and not on any top 40 outlet there.

"Hi Hi Hi" by Paul McCartney and Wings on Apple is proving to be an airplay and sales smash around the country. In England, the good deke the Decca has banned it. However, stations in New York, Los Angeles, Philadelphia, Boston, San Francisco, Pittsburgh, Washington, Houston, Ft. Worth, Seattle, Minneapolis/St. Paul, Memphis, Nashville, Houston, Phoenix, Denver, Cincinnati, Charlotte, Birmingham, Dayton, Salt Lake City are all on the happy "Hi Hi Hi" bandwagon and don't seem to be hearing anything objectionable in the lyrics. Dealers don't seem to find anything objectionable about stock either, so that the first strong sales reaction comes from New York, Los Angeles, Cleveland, Detroit, Philadelphia, Minneapolis/St. Paul, Seattle and Washington.

Pop

LOBO--DON'T MEET ME TO BE YOUR FRIEND (3:34)

(7:50) (writer: LoBos (Keslor, Fromme, ASCAP). A syn-"This song is to the high flyers" I loved You to Bryant," which R&B heavyweights. For an extra write to the people of media living. Near 6500.

Also Recommended


BRUNO-MOON--I'm So Happy (4:30) (prod: Walt Marvin, Mike Pott (writer: Watkins/Villareal) (Capitol) BELL 45726.

RANSOM TAYLOR--Spread Your Love On Me (2:19) (prod: Sunny Stamps (writer: Mac Davis) (Serenity/Columbia/Songwriter) (MGM) MGN 7015.

Also Recommended

COUNTRY

KENNY VERNON--FEEL SO FINE (2:35)

(7:20) (prod: Billy Sherrill (writer: Billy Sherrill, N. Wilkins, C. Taylor) (Alfa, BMG). Love theme in a really meaningful way of Louis that should put him on the chart and ear Kenny jockers attention. Info no available. EPS 5-19097.

Also Recommended

Soul

CANDI STAPLES--DO IT IN THE NAME OF LOVE (3:00)

(7:20) (prod: Rick Hall (writer: Elton, Goldberg, Stein, BMI). This single allows Ms. Staples to explore some meaningful lyrics in a song with a groove that makes the record both strong and soulful, while also in the pop category, it is in the top 20 category in her name. Info no available. FAME 7000 (UA).

Also Recommended


Tommy young--Everybody's Got a Little Dreel in Their Soul (2:30) (prod: Bobby Patterson (writer: Barry Black, Bobby Patterson) (Ringo/Sour), BMI) FABULOUS 112 (Verve).
Single 3483
From the Glen Travis Campbell Album SW-11117
Produced by Jimmy Bowen for Glenco Productions, Inc.
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Don McLean

The New Hit Single
"Dreidel"

#51100
b/w Bronco Bill's Lament

From The New Hit Album
LP: UAS-5651  8 Trk: U-8461  Cass: K-0461
DREIDEL • IF WE TRY • NARCISISSMA • BRONCO BILL'S LAMENT • BIRTHDAY SONG • THE PRIDE PARADE
THE MORE YOU PAY (THE MORE IT'S WORTH) • FALLING THROUGH TIME • ON THE AMAZON • OH MY WHAT A SHAME
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