U.K.'s Sales Surge Spreading Into '73

By PHILIP PALMER

LONDON—The U.K. record industry, having experienced one of the best years ever, is expected to maintain its momentum in 1973. And the record trade, too, is confident that the incredible selling bonanzas which started in early summer and carried through the Christmas period will continue through January and February and well into the year. The success of firms such as K-16, Monzo and Arcade has opened a new selling area for records, and with their successful nationwide TV advertising campaigns, have stimulated sales for every record company both on singles and full-price albums.

Artists such as the Osmonds, David Cassidy, Slade and T. Rex have also broadened the market for records. It is their young fans who have provided companies with massive sales—Polydor had five Osmond albums in the charts at the same time and claimed sales 500 percent over budget for December.

Many dealers were of the opinion that EMI has now almost resolved its production and distribution problems and that, on the whole, record companies provided good service before Christmas. It has also been another fantastic season for tape. Although records have shown an above-average seasonal sales surge, many tape dealers are ecstatic about the interest this Christmas is cassette and cartridge and report in almost all cases that tape sales have far exceeded expectations, even though business was expected to be brisk.

Tape Sales Leap

Manufacturers, too, have found cassette and cartridge sales leaping ahead. From September through November, Polydor's turnover equaled that for the whole of 1971; in the period immediately before Christmas, British Decca claims its overall tape sales were up 100 percent on the same period in 1971 with cartridge business up by 150 percent. Record companies have also reported good sales.

250 Electronic & Accessory Mfrs. Jam Chicago Shows

BY EARL PAIGE

CHICAGO—For the first time virtually every major manufacturer and marketer of consumer electronics and record-tape accessories will exhibit here during the week preceding the giant housewares show Jan. 15-19. It is expected that buyers will see fewer playback items but that the Conrad Hilton show Jan. 12-17 will offer a chance to make special deals and up-date promotions for the summer season.

The weekend will find Electronic Industries Association (EIA) sponsoring its first winter Consumer Electronics Show (CES), which will open noon Friday (12) in the Hilton. Also opening the same day is the Navy Pier Housewares & Variety Exhibit, but with few consumer electronic exhibitors. Sat.

GRT Tape Renews MGM, ABC Pacts

By BOB KIRSCH

LOS ANGELES—GRT Music Tapes, division of GRT Corp., has renewed its licensing agreement for four-track and cassette tape duplication with MGM Records Corp. through 1973 and has also acquired exclusive seven-year distributing rights for ABC/Dunhill prerecorded tapes.

Under the agreement with MGM, GRT now has exclusive tape distribution rights to all MGM controlled music, including all MGM-owned labels.
DAVID BOWIE HAS A FREAKY NEW SINGLE.

IT HAS THE TITLE SONGS FROM TWO OF HIS ALBUMS BACK TO BACK.

OH REALLY

OH REALLY

ONE SIDE IS CALLED "SPACE ODDITY" AND IT'S THE MOST DEFINITIVE BOWIE SONG I'VE EVER HEARD.

AND THE OTHER SIDE IS JUST AS GOOD. IT'S CALLED "THE MAN WHO SOLD THE WORLD."

UH-HUH

UH-HUH

A LOT OF PEOPLE THINK IT'S GOING TO BE HIS FIRST TOP TEN SINGLE.

EXCUSE ME, BUT ISN'T THERE ANYTHING THAT EXCITES YOU?

OH REALLY

YES, GOOD CONVERSATION.

SPACE ODDITY b/w THE MAN WHO SOLD THE WORLD FROM THE ALBUMS SPACE ODDITY AND THE MAN WHO SOLD THE WORLD

RCA Records and Tapes
MOA SEMINAR
CHICAGO — The nation’s jukebox operators are being in- 
itiated to the new management programs of the Music Operators of Ameri- 
cas Inc. (MOA) Notre Dame University, and organized the Chicago 
April 13-14 on campus at South Bend. MOA will hold the 
the seminars last year and held their first excellence seminar this year to 
hold only one. 
The focus this year will be most 
the MOA executive vice pres- 
vent President and MOA professors at the school’s. 
ment will conduct seminars on marketing trends and will have 
will be surveyed for this year to 

CTI to Enter Black Movie CTV Market
By RADCIFRE JOE
NEW YORK—Black adventure 
films, currently experiencing an un-
precedented box office boom, will very available on Cartridge 
cartridges, according to Samuel 
Blackman and Frank Green, 
tcasting and planning, Cartridge Tele-
cted to come through with the 

It was a Mo Koffman Christ-
mas, and a Jewish Foldee, 
and a seller.
Koffman’s new GRT album 'The Four Seasons' has only been a 
apped the album, and has 


WEA Group 

NASHVILLE TO DO REVIEWS
NASHVILLE — Under the new 
the Nashville office will be 
all country singles and LP’s. 
Companies are advised to 
will announce this week to Bill Williams at 
Tenn. 37203.


Get your shares of the 

Meet Hopes to Save 17 White Fronts
By PAUL JAULUS
SAN FRANCISCO—The future of the 
the White Front stores from Oregen 
down to central California was being 
ed by a group of former employees in a 
New York meeting between Paul 
Mark, chairman of the group and 

LOS ANGELES—A group of 10
religious record labels in this 
area are banding together in a 
creative sound movement, spear- 
headed by Bob Cotterell, president of 
Creative Sound records.

LOS ANGELES—Grannis Dist. and 
according to Cotterell, intends to 
comprise the portion of the catalogs of the 
ten firms, making it possible to offer 
other labels in a cumulative 
market. Cotterell is negotiating a 
agreement of a group of labels that 
include: One Touch, Volcano, Last 
Vickery, Ark, MM (C哪家好博士), 
Moose and Creative Sound, we offer 
distributors all the benefits of a 
constantly moving catalog, according 
Cotterell said.

Cotterell is welding a new 
distribution corps which already 
includes Croxton B’s Dist., Los Angeles; Blackwood 
Dist., Denver, and Seaboard Dist., 
Fruitland, Pa.; and Cotterell is 
States, marketing, and 

10 Calif. Religious Labels 

The survival of the 17 stores is being discussed in the White 
Front meeting. The 17 stores record/tape 
departments have been 
concessions operators, and a separate division of NMC Corp., 
the Blackman division, will operate a retail store in the 
Bay area for his efforts to maintain a presence in the market.

Unaffected by the termination are 
a 10-store chain which is located in 
the Watts area in Los Angeles. 

NARM SETS FIND TALK
LOS ANGELES—FIND pres-

Bill Wardlow will speak 
before the National Association 
of Independent Dealers.” Wardlow will 
pproach the subject of 

The workshop will deal with involved in the sport in the 
market. Wardlow will also 
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We have just completed the biggest quarter in Columbia history. Thanks to:

BILLY PAUL

HAROLD MELVIN & THE BLUE NOTES

MAC DAVIS

The last quarter's great Gold Record artists.
On Columbia, Epic, and Columbia Custom Labels
Atlantic Meet Focuses on New Sales & Promotion Concepts

NEW YORK—Atlantic Records unveiled its new domestic sales and promotion concept, focusing on the formation of five National Marketing Teams, during "Communications 73," a major marketing convention held at the Plaza Hotel on Dec. 27 and 28.

More than a promotion, advertising and publicity executives from the West Coast were on hand to give a taste of what the home office staff in New York met for meetings chaired by Jerry Greenfield, senior vice president, and general manager, and Dave Glee, vice president of Atlantic's meetings. All meetings explored the major developments in Atlantic's marketing operations outlined by the new plan, which calls for each of the five teams to direct regional activity via one sales and two promotions.

Greenberg stressed that the new plan will permit the supervision of new sales and marketing in conjunction with the eight Warner-Entertainment Enterprises, as well as with local retailers. He cited the increased national and regional impact of the sales force and distribution network.

Additional to Atlantic's artists list, the new plan includes a new country music division, including the new country music division, along with the newly formed and record label's regional marketing department.

"We have resisted all systems throughout the industry, but we have investigated them all. Our system is not an absolute one. It can be improved, but we will continue our experiment," Friedman said.

The initiative is being implemented in three parts: a promotion program; a sales program; and a sales and marketing program.

The first program, "promotion," will be used to increase sales and promotion-related activities. The second, "sales," will be used to increase sales and marketing-related activities. The third, "sales and marketing," will be used to increase both sales and marketing-related activities.

The goal of Atlantic's marketing plans is to increase both sales and marketing-related activities, while simultaneously improving the company's information processing systems and serving our customers.

For more information, contact Robert Z. vice president, public relations and publicity, at 212-332-1000, or at Robert@AtlanticRecords.com.
From the top-grossing film, "Lady Sings the Blues," came the top-grossing soundtrack album, "Lady Sings the Blues." And now, from the album Diana Ross sings "Good Morning Heartache"—destined to be a top-grossing single. #M-1211.

Listen to what's happening at Motown. You'll hear the times change.
Capitol Sets Limo Giveaway

LOS ANGELES—Capitol Records has set a "Win the Raspberry" promotion for March, with entrants eligible to win a mini-limo like the one designed for the group by automotive designer George Barris. The promotion is the longest in a series of promotions that have been backed by more than a million entry forms at about 10,000 outlets around the country. The in-store promotion pack, featuring Raspberries happiness boxes, which contain promotional items of the "Rolltop." The "Rolltop" is a custom-built limousine-like coach used in Barris' North Hollywood plant and which has been utilized for concert tour dates in March.

The car will feature a quadraphonic stereo player and the contest winner's package will come with a library of 4,000 Capitol LPs. A star, youth-oriented magazine, will announce contest details in this month's issue and a winner will be announced in the July issue.

Barris has customized cars for the "Beverly Hills and "Demon's Love, Demon's Love," the fall release of Barris' latest single, "Sharon" and "Demon's Love." The campaign will feature a poster designed by Barris for the "Demon's Love" label.

The entire revamped Blue Note line is to be launched by June 1.

ABC's decision to reissue Blue Note was made in November and followed the company's surprise success with a radio promotional line, West Coast Gold. ABC-Blue Note president John Lasker acknowledged a low-priced blue line could do equally well.

Mr. Lasker hopes that response to the line will be strong enough to support 20 remastered reissue albums annually plus 10 entirely new Blue Note albums and 6 live albums on other labels.

For a reader's campaign, the sampler includes songs from most of the first 15 albums which will also be released in January, probably listed in retailer's A.D.

This Blue Note sampler, will be, in addition to be progressive stations in some 15 key markets, as a promotional disk. The sampler is to be sold direct to radio spots for $1 or $1.25, with all proceeds being shared voluntarily by the retailer. A similar campaign with an Impulse available has been quite successful.

The entire revamped Blue Note line is to be launched by June 1.

Boston, has joined the promotion department to operate a new "hot-line" instant airplay information service for the label's regional promotion men.

Norman Ober has been named vice president, press and public information, for the Polygram Corporation. He had joined the company from RCA Victor in 1972 where he was responsible for press relations for Columbia/CBS Records... Cinematographer Jay Goldschmied has been appointed to the staff of Telecommunications, Inc. ... Boyd Barrick has been named manager of executive and promotion, marketing for the Wilton Company, manufacturer of stereo sound systems and accessories. Most recently he was vice president of American Electronics and Music Shack and general manager of RCA's distributor... Jack Wall has been promoted to director of the Morse product line of Morse Electro Products Corp. In his new position he will be responsible for the design, sales promotion and marketing of the Morse division, a manufacturer of stereo sound systems and accessories. Best known for his work in the office furniture market, Mr. Feldman has been named technical director of the Institute of High Fidelity. He will act as consultant and industry liaison on behalf of the Institute... Tim Richards Burwell, former managing editor of the Christian journal "Alternative," has joined Creative Source, Los Angeles, as director of the music ministry operation... John Hurt, music merchandising director for the Record Club of America, is departing the firm to become president of Harhinger Records, Ltd. and The Open Mind, a direct mail subsidiary of the label. Mr. Feldman had assisted national promotion director of Rocky Road Records. She will be based in Los Angeles and concentrate mainly on secondary radio markets and in the promotion of MCA's distribution. He retains his present post of MCA international operation director. Armstrong began with MCA in Canada as manager of the Canadian Bluebird Music Corp. on the West Coast. deane recently left New York where he was with Capitol Records, Pickwick and Warner Bros.

Olive Nelson has been named West Coast music director for Flying Dutchman Records—but merchandising director as reported last week.
THE NEW

NITZINGER

ONE FOOT IN HISTORY
OFF THE TICKER

Who is Needom Carroll Grantham?

Ask your financial advisor about the advantages of owning a ranch or farm in beautiful Oklahoma. Three ranches and five smaller tracts of the famous Mullendore Cross Bell Ranch will be sold January 16 at 10:00 a.m. at the Osage County Fairgrounds, Pawhuska, Oklahoma.

For:
Otis H. Eversole, Sale Coordinator
116 South Fourth Street
Muskogee, Okla. 74401

TAX SHELTER

CTI To Push TVC In Minority Areas

Market Quotations

CTI To Push TVC In Minority Areas

Market Quotations

CTI To Push TVC In Minority Areas

Market Quotations

Religious Labels

Continued from page 3

new firm produced, and which was distributed through the Campus Crusade for Christ. It is a response to the growing potential of religious music, and is youth-oriented and directed.

JANUARY 13, 1973, BILLBOARD
Johnny Rivers' Top Selling LP
"L.A. Reggae" Contains

Knock On Wood • Brown Eyed Girl • Memphis '73 • On The Borderline • Come Home America • Stories To A Child • Mother And Child Reunion • Crazy Mama New York City Dues • Life Is A Game • Use The Power • and...

ROCKIN' PNEUMONIA
Currently charted: Billboard #7/Cash Box #5/Record World #13

Now, how many do you need?
Contact your local UDC Distributor.
WHEREEVER YOU GO THERE'S FRIENDSHIP
When you stay at Owner-Managed
FRIENDSHIP INNS

FAIRGROUNDS, LAWRENCE, KANSAS

10,000 acres of park-like beauty. 30 minutes from downtown Kansas City. In an area known as "the oldest resort in the West" for good reason. And there is a very good reason: it's called Friendship Inn. The managers are on the premises. The price is right. The setting is lovely. A vacation spot that suits all types of people.

U.S. Chains Plan Record 125+ '73 Store Openings

*Continued from page 7*

spread's wings with another 20 openings in the present year. The chain, which has three stores in 1967, will go as far west as Green, Utah, and Tucson this year, and another five stores in California will probably open in August. Bergman said he will continue this with an emphasis on mall and shopping center stores, which has successfully been the formula in the past. He added, "We're going to keep the emphasis on records and tapes, and on the things that have really made us successful in the past - the audio and video equipment."

Playback Envisions 100 Stores by '73

OAKBROOK, Ill. - Playback, the burgeoning chain of audio playback stores which also handles records and tape, intends to boost their present chain of 15 stores in Illinois, Wisconsin, Kentucky and Indiana to 100 outlets before September, 1975, according to Neal O.C. Cohen, president of the firm here. The chain, operated by a group of his associates, and headed by Shelby Young, opened its first four stores in November, 1971. O.C. Cohen explained that Playback will fill out its first six-store chain by the end of the year, and then go on to fill out its first full store route and now find that we can boast the largest small-store circuit in the United States. We will continue to operate in many different classifications of stores." Cohen said.

Franklin Stores Mall $300,000 Investment

PHILADELPHIA - The Franklin Stores have three stores operating definitely in 1973, following their customary expansion, each of the stores will represent a $300,000 physical investment in construction, according to Stuart Roberts is doing 773 and the Franklin Stores. The owner of a store in suburban Philadelphia, Bucks County and Allentown, Al Franklin, chain president, says he is negotiating for another six two to seven mall-type locations in 1974. He added, "We are going to fill out our current stores, and we will continue to move into new locations in the future."

CMC Singles Mall: 14 More Stores Set

The CMC singles mall plans to have 20 new stores operating in 1973. The chain, which had 11 stores in operation on September 1, 1972, plans to open 14 new stores before November 1. The chain has grown from eight stores in 1971, to 10 in 1972, and has a total of 14 stores in operation now. The chain plans to have 20 stores operating in 1973, and then continue to expand in future years. The chain has $500,000 in inventory, and plans to operate 20 stores in 1973, with about 10 new stores opening each month.

Merchants Cite Franklin

EVELSON, N.J. - The Echelon Mall Merchants Association has awarded the "Retailer of the Year" to the Franklin Music Co., a music retail chain with shops in New Jersey and Pennsylvania.

Receivers in Bankruptcy

PUBLIC AUCTION

Real Estate

FAIRGROUNDS, LAWRENCE, KANSAS

10,000 acres of park-like beauty. 30 minutes from downtown Kansas City. In an area known as "the oldest resort in the West" for good reason. And there is a very good reason: it's called Friendship Inn. The managers are on the premises. The price is right. The setting is lovely. A vacation spot that suits all types of people.
Do Bill Gavin and Kal Rudman really expect you to believe that this man is getting more phones than Carly Simon, Gilbert O’Sullivan and Donna Fargo?

The fact is that Shel Silverstein’s new single is getting No.1 phones wherever it’s played. “Sahra Cynthia Sylvia Stout Would Not Take the Garbage Out.” From Shel Silverstein: the hairiest star of 1973. On Columbia Records
LAS VEGAS—The Merv Griffin Productions' "Clad & Casual" film and the StaX Organization presenting the Memphis Slim footage of the "Show Me" television special filmed last week at a Tennessee country club will solid marriage between Griffin Productions and StaX. "We've had our ups and downs," reported one of the parties, "but we're working together now."

The StaX program will be heard by 100,000 listeners nightly in 100 markets weekly, and the Griffin Productions program will be heard by an equal number of listeners. Both programs will be syndicated nationally.

American Talent International is now handling exclusive booking representation for Griffin Productions, which is under contract with the StaX Organization. "We are currently considering doing a film together. We can't tell you the property because we're negotiating it," said one of the parties. "It's about a very famous black star starring Leslie Uggams who will probably be in the film."

The Jacs Heavy special is the first of six musical television specials originating from Caesar's Palace.

"We are treating each special as a pilot for a summer replacement series or even regular network program," said the other party. "Our goal is to either sell it to the network or syndicate it. If we syndicate it, it's estimated it will be seen at least 100 markets. StaX Records will release a soundtrack album on the show and advise Griffin Productions in all radio promotion."

Continued on page 16
Listen to Jermaine Jackson's fresh, youthful interpretation of a classic. From his album, "Jermaine." "Daddy's Home." (With a hit.) Motown single #7216.

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

From The
Music Capitals
of the World

DOMESTIC
- Continued from page 14

NEW YORK
Peter Hellman’s expose, “The Record Industry Plays Its Flip Side,” in this month’s Cosmopol-
tan... When Yes (Atlantic) return to the U.S. early this year, film clips of their London and Mancheste
performances may be inserted in their concerts. The next Jefferson Airplane (RCA) album, according
to member Paul Kantner, will be half live and half studio, but with all new material... Miriam Makeba, who
was crowned “Empress of African Song” by Guinea’s President Sekou Toure, has just finished a tour of
Europe and Africa. Miss Makeba will begin touring the Caribbean and the U.S. early this year. Apple
Records releasing “Approximately Infinite Universe,” a newly-recorded two-record set by Yoko Ono, produced by Yoko
and John Lennon and featuring the Plastic Ono Band... The Oregon Symphony has retained the services of Dan
Barnhart to handle public relations... Writer Arlo Guthrie, on behalf of Composers, Chorone-
rhymers & Theater, is making a general appeal for support of the organization, whose funds are
dwindling... Selections from Carole King’s new album “Shameless & Reality” are now available in a songbook
just compiled by Screen Gems-Columbia Publications... Rock group the Velvet Underground are
preparing to tour once more... “Music: The Infinite Reflection,” an examination of music as a
unique combination of spiritual and mental processes, will be tele-
vised Friday (12) at 8:00 p.m. on WNYC-TV (Channel 31)... More bad luck for Trapper
(Threshold). The rock group’s equipment, estimated at $10,000, was stolen four hours before they
were to open at the Village Gate. With hastily rented equipment, the show went on... Man claiming to be God called the Moody Blues (Threshold) in Baltimore with some heavy lyrics he had written... Rock trio Grand Funk Rail-
road headline Don Kirshner’s “In Concert” program Friday (19) at 11:30 p.m. on ABC-TV.
Singer Joe Simon (Polydor) has been showing the signs of his suc-
cess in record sales and personal appearances with his recent pur-
chase of a $15,000 black diamond mank cost and $15,000 imported sports car... Flying Dutchman
exec. chief, Bob Thiele, and singer Teresa Brewer were married re-
cently... Philippe Sarde will score the new feature film “Hello,” di-
rected by Roger Vadim... For
ridge Family member Danny
Bunce, who will perform his
debut single, “Dreamland,” on
the Jack Paar Show Thursday (9) at
11:30 p.m. on ABC-TV.

Chicago (Columbia) will make
their television variety debut when
they appear on the special, “Duke
Farrington,” to be aired Feb. 11 on CBS-
TV at 9:30 p.m. The group will
perform the Ellington composition
“Jump for Joy.” Eddy Arnold’s first
RCA album, his new label after 27 years with RCA, will be entitled “So Many Ways.” The
John Lennon-Yoko Ono (Ap-
ple) film, with a score by John, is
at the Whitney Museum of American
Art Thursday (11) and continues
through next week.

SAN FRANCISCO
Upcoming Bill Graham shows at Winterland include the Elvin Bish-
up Band and War, Friday and Sat-
urday, Jan. 12 and 13; Traffic,
Free and John Martyn on Jan. 23
and 24; and Curtis Mayfield with
Tower of Power on Jan. 27 and
28. 21st Century is back with a
new album on Fantasy, at The
Great American Music Hall, San
Francisco, for a concert on Jan.
12. Local Bay Area group, The
Ducks, signed to Just Sunshine
Records with a debut LP scheduled
this month. Karen Wyman is the
Vicar of the Kentish Room of the
Fair- mont Hotel (2-10).
Former Joy of Cooking pianist
and vocalist Toni Roma, along
with keyboardist Terry Garth-
wate, have completed an album of
country country songs, titled
“Cross Country” and scheduled for
a January release on Capitol. Tony
Smith, previously with Loud-
ning, and Steve Sharrard, now
with Malo, have released a side,
Norman Davis, well-known air personality in the early days of San Francisco rock, takes over the 2-7 a.m. time slot on KSAN-FM. Vic Dammone, Milk Brothers, Joe Feliciano and Sarah Vaughan set for the Fair-
mont Hotel’s Ventian Room in the
New Year. PAUL LAULUS

CINCINNATI
Belkin Productions brings the
Allman Bros. Band to Cincinnati
Gardens for a sold out show Jan. 23.

(Continued on page 19)

Stax/Griffin
- Continued from page 14

Unbelievably, one piece or-
cherta, Merv is involved and
Hayes is one of the most sought
after people in TV. “Caesars Palace is probably one of the best run operations in the
country,” Schwartz continued. It’s
fascinating to see the show come
down here, set up at 8 in the
morning, tape and we’re out at
4:30 in the afternoon. That’s the
association with this hotel and
that’s the success of the project.
This show is going smoothly be-
cause we got all the right elements
together; Stax Records, Isaac
Hayes, our company and Caesars
Palace. With all of those elements
together how can you miss?”

The grand imposter...

Not a grand, but here’s five octaves of un-
disguised sound that’s a real fooler! The
Compac-Piano masquerades as a “grand”
with bona fide sound clarity and sensitivity
from its board of 61 finger tickling keys.
And with just a flip of a switch this little
bantam does a fine impersonation of
honky-tonk and clavichord. It even merges
all three sounds for unique variations...
that’s one up on the bigger fellow! When
it comes to holding a note, just a little
pressure on the sustain pedal gives great
sound maintenance from this little light-
weight. There’s just no barrier to its sound.
And there’s no limit to the portability... Take
a trip with your nearest Univox dealer or
write to us for complete details on the
Compac-Piano.

The UNIVOX 21 pound
electronic Compac-Piano
has authentic piano sound
THE EVOLUTION OF MANN

A deluxe, two-record set of some of Herbie Mann's greatest recordings which proves that the evolution of music and the evolution of Mann are inseparable.

SD 2-300
The Doug Sahm Sessions

During the first two weeks of October, Doug Sahm, known to some as Sir Douglas, recorded his first album for Atlantic Records at their studios on West 63rd Street in Manhattan. The personnel on the album included: Jack Barber (bass) and Augie Meyer (keyboards) — members of the original Sir Douglas Quintet — Wayne Jackson of the Memphis Horns and David “Fathead” Newman on trumpet and sax, Dr. John (keyboards), Bob Dylan (harp, vocals, original material), assorted Texan running mates and fellow players like Flaco Jimenez (accordion), George Raines (drums), Atwood Allen, and Gary Scanlan, and Doug Sahm (guitars, fiddle, vocals, exotic Southwestern String Instruments, and main energy source). The album was produced by Jerry Wexler, Doug Sahm, and Arif Mardin.

Doug Sahm is one of those “rare breed” musicians who likes to get it right in one take. It’s not just a question of playing and singing well, Doug just doesn’t like wasting time with a lot of re-takes. Clutching the earphones to his head, he leads into the mike to lay down a perfect harmony over his mellow lead vocal to Willie Nelson’s “Me & Paul,” one of the better “road” songs. Taking care of business with a minimum of time lost, he glides purposefully back into the control room to confer with Jerry Wexler. What else does the tune need... or more significantly... what doesn’t it need? If there is one ongoing concern during the whole session, it is avoiding “clutter” on any of the tracks. After some tripping on the harmonies in the last verses, Bob Dylan decides to do his harmonica part over. He had been sitting next to Doug, his back to the control room, infusing the sharply effective bursts of harmonica into the song. To most anyone, the harp track would have sounded perfect, but Dylan isn’t convinced. So he’s back into the cold glare of the studio for another take. The wrap-up comes with a brilliantly improvised series of horn fills by Wayne Jackson and David Newman that flesh the track out perfectly.

Professionalism — the most appropriate word for the prevailing mood during the sessions. Everyone is mellow, in the best Texas tradition, but the prime concern is the album; knowing instinctively what is right musically, and executing it with a maximum of cohesive energy and a minimum of self-absorption. For once, a surplus of talent in one place doesn’t equate with the expected carnival of ego-trips. The creative buzz generated by these sessions is felt throughout New York. Fellow musicians like David Bromberg and Kenny Kosek come by and sit in. Elton John drops by for a visit.

The most amazing thing, however, is the music: Texas Swing, Shuffle Blues, Country with a back beat. An amalgam of material that includes Charley Pride’s “San Antonio, T-Bone Walker’s Papa Ain’t Salty,” and a beautiful Dylan original called “Wallflower.” Despite the diverse background of many of the musicians on the session, their playing flows gracefully into Doug’s music, infusing it with levels that go way beyond the accepted norms of “Country Rock.” It was as if this music was manifestly destined to happen, and everyone finally got together to make it so.

Reprinted from WORDS & MUSIC

“Doug Sahm and Band” coming soon from Atlantic Records and Tapes

dbx 187 reduces noise 1/10th time

JANUARY 13, 1973, BILLBOARD

Studio Track

Where’s the single: Donny Hathaway, Atlantic Records’ blossoming composer and performer, is the latest writer to move considerably beyond the three songs he contributed to the soundtrack.

Sources report that Hathaway recorded his first symphony last week in an unidentified studio, presumably utilizing his customarily strong line of studio friends and probably a few additional singers.

Choicest bit: the work was laid down in one four-hour session.

Meanwhile, Joe Feliciano is among artists who recently completed that curious musician’s pipe dream of the ’70s, the home studio. Feliciano’s new 16-track facility is adjacent to his Feliciano Enterprises office complex in Orange County, Calif. And, wasting little time, the man has apparently flown in his producer, Steve Cropper, from his Memphis base.

Musicians on loan for Feliciano sessions include LA Spell on piano, Richie Simpson on drums, and Jim Johnson on bass.

Resque Capone will engineer.

As for the Feliciano studio, plans call for commercial sessions with Orange County ad agencies to help keep the lights burning.

Meanwhile at Gilroy Sound Studios in Bloomington, Ind., Jack Gilroy is set to record a second course in Recording Studio Techniques as of late June.

Gilroy, operating the first 16-track facilities in that area and still using the few rooms boasting both Dolby and DBX noise reduction, was the site for an earlier course that brought students and musicians from the nearby Indiana University campus into contact with recording technology.

As the course begins to shape up, the modestly-priced course. He’s decided to work with the students through the Gilroy facility, and he has received from the manufacturer, H. B. Audio, an offer to file a series of fees with the Indiana University University campus. He feels he is ready to improve his services and take the modestly-priced course.

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Moving in several directions is Chris Dedrick, an American writer and performer formerly with the Free Design and Project J. Dedrick has received no small measure of critical support, but, working out of Orangeville, Ont., Canada, he is still just beginning to pull all the loose threads together for what looks like a rather ubiquitous career.

Having just completed his first solo LP at Toronto’s Manta Sound, he’s proceeding with negotiations for label assignment. The Fat Lady Productions work was engineered by David Green.

Then, at A&R Studios in New York, Dedrick is reported to have been working with Phil Ramone and Faye Varr for the production of Michael Johnson’s tracks for Atlantic Records. Dedrick, Yarrow and Ramone are also collaborating on a two other projects, notably Yarrow’s second solo work for Warner Bros., featuring Paul Simon and Garth Hudson.

And, still under that triumvirate, Dedrick is handling horn and string arrangements, Ramone the board work, and Yarrow the musical and mental energies of Lazarus, the Warner Bros. act that is working on its second album for the label.

** From MGM’s Hollywood studio comes a rundown of recent sessions directed by Val Valentina, newly appointed vice president of engineering for MGM Records.

That man has been busy throughout December, with projects headed by work on new singles by Donny Osmond, produced by Mike Carl and Dan Court, and by Ed Greene, Greene also engineered a new album for Steve Lawrence and Eddy Geime, again produced by the Don Costa team.

Yet another Costa/production, the new Tony Bennett album, was also handled there, along with the duet’s work on Eddy Arnold’s first single for the label, engineered by Angel Balastier.

Meanwhile, MGM engineer Jack Hunt was on leave in Japan, lecturing his counterparts at Polydor and Atomoi. He has since returned, reportedly with “fond memories... and dozens of boxes of green tea.”

Ticketron Sued by H’wood Palladium

LOS ANGELES — The Hollywood Palladium has filed suit against Ticketron in Superior Court here. The Palladium seeks $5,800 allegedly paid to Ticketron by Richard Griffey, whose G & W Enterprises promoted a 1971 dance at the facility.

The suit claims Ticketron, the major automated ticket sales chain in Southern California, violated written instructions to pay the money only to the Palladium.
DUKE ELLINGTON
Rainbow Grill, New York

Duke Ellington's orchestra is still the roof of the world. The subtlety, the splashing color, the humor and the sheer excellence of performance cannot be surpassed. Perhaps some of the old faces were missing, with the exception of Paul Gons-
salves and Juan Tizol, but hardly was anyone missed.

THE ART OF TANGENT

On guitar, piano, violin and drums, Martin &
Van Dam, Jr., provided a number of well-
polished tangents, with a particularly fine
resulting from the interplay of the piano and
guitar. The rhythm section was completed by
the bass and drum, both played with skill and
accuracy.

MUDDY WATERS, SY OLIVER

Maisonnette, St. Regis Hotel, N.Y.

Both artists were in top form. Muddy
Waters played a bluesy repertoire, with
catchy vocal parts and a driving rhythm
section. His voice was powerful and emotive,
while his guitar playing was smooth and
versatile. SY OLIVER

played a set of original tunes, featuring
vocals and electric guitar. His music was

a mix of soul, funk and jazz, with a strong
backing from the band.

The show was well received by the audience,
who enjoyed the energy and musicianship of
both performers.

TIM HARDIN
Duke Van Ronk
TRACY NELSON & MOTHER EARTH
Carnegie Hall, New York

The audience was filled with anticipation as
the group began to fill the stage. Tracy Nelson
and her band took the stage, and the energy
was palpable.

The performance began with a slow,buildin-
groove, with Tracy's voice leading the way.
The band's musicianship was impressive, with
each member contributing their unique sounds.

As the song progressed, the tempo picked
up, and the audience was drawn in.

The band continued to perform, showcasing
their versatility and musical prowess.

The crowd was left in awe as the show
concluded, with Tracy Nelson and the band
returning for an encore.

NIXON TO CITE DUKE

NEW YORK—President Nixon will
join a roster of top recording
talents to promote a new

Talent In Action

group effort to perform in the

"Oz in Neverland" musical,

where he will sing in a

driving force during the first part

of the program. Lead singer Joe
Lobel will be joined by his physical Mick Jagger-like con-
fidante, and the band will feature

an array of instruments and vocals.

Following Lee Variations was
Pure Prairie League, a group that
came to the stage with some "down home"
country music with a rock edge.

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INTERVIEW

Low Incomes: Top 40 Target

By EDWARD MORRIS

CHARLESTON, W. Va.—Some had read about it but had forgotten the details. Others had heard about it second-hand or third-hand. Most knew nothing about the case. None of Charleston's radio music directors were sympathetic to the suit. It was all but impossible to believe as a result of the recently dismissed obscenity indictment of John Frank Nesi, former personality for WOWI-FM, Norfolk, Va.

But the case, the case in which the Justice Department challenged the constitutionality of broadcasting laws in July for playing a cut from a Country Joe album, was not the trial that was to begin until the Justice Department authorized the case. The trial was held in a courtroom in the old Federal Building in Charleston, Dec. 2.

WKLC-AM Manager Gary Meadows said that the Nesi affair could have never occurred at his station because he reviews all records for potential airplay. Anyone who took it upon himself to substitute rough and objectionable records for popular ones would be "immediately dismissed. I can't understand anyone in his right mind," he concluded, "playing something like that."

Tim Martin, WKLC-AM says he checks records with the station manager and with others whose opinions he respects before releasing them for broadcast. He said an announcer at the station had commented about the Nesi affair, but with "nothing but truth." He knew of it.

The program director of country-music station WCAW-AM, Dick Kiser, said at first that the Nesi case did not apply to his station. But, as an afterthought, he noted that country music had been traditionally "satisfactory" to listeners, he said. The programming has been done by program directors and announcers, he said, and the country music director screen music before it is released for play.

Kiser, Dodd, music director of competing country station WDOD-AM, was not sure how much the case would affect him. He was not allowed to deviate from it. Like Kiser, though, Dodd agreed that country music stations are subjected to listening habits and can be influenced by a country music station's image, a thought that might be said to the country music fans either enjoy safe suggestiveness or not. The less an announcer does, the less country music director screen music before it is released for play.

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12-Hour Special Spots Forties Music & Events

SAN FRANCISCO—The Forties, a 12-hour radio spectacular documenting the music, events, and art of the 1940's, is making its way to audiences across the country. Produced by the National Association of Broadcasters, the "Forties" is being launched into syndication. Produced by the National Association of Broadcasters, the "Forties" is being launched into a series of special radio programs that will air each week for 12 hours.

The series is narrated by John Newman. The show was presented in cooperation with CBS Radio, Inc., and was sponsored by ABC, NBC, and the National Association of Broadcasters. The show is available to stations on a cost basis and can be programmed to suit their needs. The show is 12 hours long and can be aired on any station, in any time slot. The show is a great way to bring back the music and memories of the 1940's to your listeners.

UM SELLING 2 LP SET OF COUNTRY CLASSICS

FORT LAUDERDALE, Fla.—Universal Media has launched a condensed version of the 37-hour "History of Country Music" documentary on a two-LP set featuring a hundred minutes of music in just over an hour. According to the Universal spokesman, the two-LP set will be sold via radio and television. The LP set features music and narration by such stars as Jimmie Rodgers, the Carter Family, Gene Austin, Ernest Tubb, Hank Snow, and Roy Acuff. The collection not only features songs by Hank Williams, but also by such artists as Bing Crosby,乡村写真, and Patsy Montana.

The show is being syndicated by Doug Andrews, P.O. Box 1282, Hollywood, Calif. 90023.

JANUARY 13, 1973, BILLBOARD

Who is Needom Carroll Grantham?

San Antonio FM To Easy Listening

SAN ANTONIO—KREE-FM, which had been sort of a bland easy listening station, switched to a format featuring the music of the sixties. The station's director of music says music that's easy to listen to, says new general manager Doug McCall.

The station first went on the air in October, 1972, under the management of Charles Bullock, San Antonio Broadcasting. Bullock had recently purchased the station from Camel Co. headed by R. B. B. Opten. The station had been an easy listening-stereo station broadcast around the clock.

Editors Note: Next week, music director Dona Nesi, who was brought in to help with the programming of Top 40 radio as we know it today. In this fourth installment, Stewart discusses the jingle, the relative programming merits of the jingle in the 1940's, and the importance of the jingle. The interview was conducted by Claude Hall, radio-Television Editor of the Billboard.

HALL: How did the first jingle come about? TV: It's a real professional jingle?

STEWART: To the best of my knowledge, well, I've seen many stories and just read another one or two or three months ago that said Bill Meeks cut the first jingle in Dallas. But I don't think that's really so. To the best of my knowledge, the first jingles cut in Dallas were jingles that we did for KLIF in 1943. I had these melodies in my mind and I knew the lyrics that I wanted. I got hold of Tom Mann, who's head now of TM Productions. I said, "Her, Tom, I've got an idea for some jingles.

He said that, yeah, he played the piano and his wife sang and they could come over. He came down to the KLIF studios and did the jingles and put them on the air. Later, the jingles became the first package of • I forget what the name of the company was • the forerunners of the jingles that many of us were in the first package that went out on the air. There was a first commercial jingle package, so far as I know. Bill Meeks, in those days, was in the agency business and doing something very, very small and going in commercials. He was one of the first guys in the United States to come up with gimmick commercials. In those days, all commercials were straight.
Hot Action Albums

Cuts: All Stations: WKTW-FM, WHCN-FM, WOUR-FM, WLBK-FM

FRED HUBBARD, "Sky Dive," CTI
Cuts: "Sky Dive," "In A Mist." Station: WKTW-FM

STEALERS WHEEL, "Stealers Wheel," A&M (import)
Cuts: All Stations: WKTW-FM

STEVE KUHN, "Live In New York," Cobblestone

BOY MARTIN, "Midwest Farm Disaster," Mood
Cuts: "Froggix So. Dakota," "Midwest Farm Disaster." Station: WHCN-FM

HANS STYMER BAND, "Dig A Hole," GSP (single)
Cuts: All Stations: WKTW-FM

BEACH BOYS, "The Trader," Reprise (single)
Cuts: All Stations: WHCN-FM

MICHAEL BROWN, "Circles," Kama Sutra (single)
Cuts: All Stations: WHCN-FM

BO HANSON, "Lord of the Rings," Charisma
Cuts: All Stations: WKTW-FM

GRAM PARSONS, "Cry One More Time," Reprise (single)
Cuts: All Stations: WKTW-FM

J.J. CALE, "Realize," Shelter
Cuts: All Stations: WOUR-FM

SANDY Denny, "Sand," A&M
Cuts: All Stations: WKTW-FM, WRRN-FM

ALBERT COLLINS, "Eight Days On The Road," Tumbleweed (single)
Cuts: All Stations: WKTW-FM

BYRDS, "Vol. 2," Columbia
Cuts: All Stations: CHUM-FM

TIMMY THOMAS, "Why Can't We Live Together," Glades
Cuts: All Stations: WDAS-FM

Add some gold to your station's record library

Complete the coupon, attach it to your station letterhead and mail it to us. We'll send you a free copy of "12 Golden Greats from the Lowery Group—Volume 2," a special 20th Anniversary LP prepared for broadcasting only.

This tasty platter features such memorable selections as "Rose Garden," "Spooky," "Yo Yo," "Everybody," "Cherry Hill Park," "Walk A Mile In My Shoes," "Ahab the Arab," and many, many more, all by the original artists on one convenient album.

You'll get sparkling performances by Lynn Anderson, Dennis Yost and the Classics IV, the Osmonds, Tommy Roe, Billy Joe Royal, Joe South and Ray Stevens, among others.

Let us send you some golden memories for your listeners. Fill out and mail to the Lowery Group, P.O. Box 9687, Atlanta, Georgia 30319.

Charleston on Dismissal

Continued from page 20

learning dope terminology to be sure his judgments are comprehensive.

Dave Conner, music director for rock station WXIT-AM said he had a care for the Ncis case, but that it hadn't altered the station's selection process at all. He said the music is screened before going to the DJs—so well so, in fact, that only three or four records have caused listener complaints in the 20 months he has been with the station.

WTIP-AM and WBO-AM music director, Charles Coleman, and WBB-AM director, Ernie Kristof, both said that their "beautiful music" formats precluded the Ncis case from being of active interest to them.

Last affected of all, according to this survey, was station WVAF-AM. Music director Greg Johnson said that he was not aware of the obscenity indictment and that WVAF-AM disk jockeys choose the music they wanted to play.
Radio-TV programming

WEXY-AM, a 1,000-watt daytime country music station in Fort Lauderdale, Florida, has been an equalized earthquake as record producer and songwriter Dick Starr having cancer. He has also been deeply involved in the Country Music Association.

Mogul Submits 5-Point Plan

NEW YORK—Emil Mogul, executive vice president of Screen Gems Radio Stations, Inc., called on the Radio Advertising Bureau to assume a more active role in monitoring business practices of the radio industry and offered a five-point proposal to help the most underdeveloped, underserved and underrepresented communications medium in the U.S.

Speaking at his annual end-of-the-year luncheon, Dec. 28 at the Dorset Hotel, Mogul said the industry for “questionable business ethics.” He also called for withdrawal of the National Association of Broadcasters for failing to contribute to the national welfare of the radio industry.

“The NAB has never been a catalyst to meet the needs of the television industry. As it continues to serve its needs, it ceases to serve others,” he said. “I’ve long been an advocate of this reform but recent developments have made it imperative.”

Mogul’s five-point program entailed:
1. An assumption of control of the NAB by a representative of the radio industry in D.C., 2. A multimedia advertising campaign in the major markets across the country.
3. Formation of local councils in the top 100 markets.
4. A determined action against unethical buying practices, and a determined action against “mock” ad agencies.

WHO IS LOVE’N STUFF

BY CLAUDE HALL

Vox Jox

I'm not necessarily perfect. Anyways, I had a hard time with Carl Reynolds, general manager of KGAL-AM in Lebanon, Ore., and the radio station might be a good scene after all. He may have a full staff by now, but for the future, if you're interested in a West Coast position, don't you drop an aircheck and come to him. Some beautiful countryside up there and it might be an excellent station for a young

family man who wants to stay put for awhile and become a valid part of the community. Jim Bailey is leaving KROZ, country music station in Evansville, Ind., to enter the whole food business with Utley's Causon Food Brokers in the city. He's been a big draw in the city in the 1960s and program director and air personality at WROZ-AM since 1967. Family man, Jim had really become a part of the Evansville market. And still is. And the beer's still the ice on the ice you got out this way and never get one, Jim.

Most unusual Christmas card I got this year was a greetings by the radio station in Richmond, WQGL. Babyton, Long Island, must be a ham operator. The station's origin was KQVO and W6060 operated by KS, Harris, Los Angeles, passed the message to me. . .KQO-AM, Seattle, needs a sports director who can handle play-by-play on football and basketball. Continental Ski Outlet, Jan. Holiday. Dave Morgan needs a first ticket night air personality at KSTN-AM Stoughton, Calif. Call him at 209-484-5786.

Bob Full, program director of KJNR-AM in San Francisco, called up to report that Carter Blauth, who had been at KFSO, had left KJNR, for competition. Looks like they are now doing the KJNR 3:30-7 show.

WEXY-AM, a 1,000-watt daytime country music station in Fort Lauderdale, Florida, has been an equalized earthquake as record producer and songwriter Dick Starr having cancer. He has also been deeply involved in the Country Music Association.

Radio TV programming

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Billboard Easy Listening

TOP 40

These are the best selling records of the week, as reported by Billboard magazine. The chart is based on sales of the records in the United States, as reported by retailers.

1. CRACKERBAKE, "The Night They Drove Old Dixie Down"
2. BOB MARLEY, "Three Little Birds"
3. TAMMY WYNETTE, "You're the One That I've Been Waiting For"
4. ELVIS PRESLEY, "Suspicious Minds"
5. JOE COCKER, "With a Little Help from My Friends"
6. BOB SEGER, "Night Moves"
7. DAVID BOWIE, "Life on Mars?"
8. T.J. MAXX, "Don't Bring Me Down"
9. ELTON JOHN, "Good Old Country"
10. ROLLING STONES, "Street Fighting Man"

January 24, 1973, Billboard
What's Happening

By SAM SUTHERLAND

Return to the Days of Yesteryear: From WKCR-FM at Columbia University in New York comes news of "Listen," a new radio play which will be aired beginning next week. From the mind of one of the leading radio personalities on WKCR, this play will be presented by the Columbia Broadcasting System on its network.

The program will feature a cast of students and faculty members. It is expected to be a popular addition to the usual line-up of programs on the station. The story of its creation is as follows:

"Listen" was conceived by a group of students who wanted to bring back the spirit of yesteryear to their college community. The idea was to create a radio play that would capture the essence of the early days of radio, when programs were more intimate and less commercial.

According to the creators, the play will revolve around the lives of several college students during the 1930s. It will explore themes such as love, friendship, and the challenges of growing up.

The production will be directed by one of the most experienced directors on campus, and the music will be provided by a local orchestra. The play will be broadcast live from the studio, ensuring a realistic and authentic experience for the audience.

"Listen" is expected to be a hit among students and alumni alike. It promises to be a unique and engaging experience for those who enjoy the history of radio and the art of theater.
By JULIAN COLEMAN

Jazz great Billy Taylor has recently com¬
posed and launched a quintet as a music¬
director on two PBS TV's most popular series, "Seasame Street" and "Electric Company." Taylor composed and supervised the music for both shows... Jerry Butler will be out on an eastern college tour, Feb. 1-11, then Feb. 16-26 he headlines at Lake Geneva, Wis. Former Motown producer Johnny Brissett joined Columbia Records recently as a staff producer. While with Motown, Bristol produced such acts as Gladys Knight and The Pips and Jr. Walker as the All Stars and many hits for the Jackson 5, DeLite Records reveals that Stan Price is representing De-Lite and Virgo Records as national promotion director for all their R&B products. Price recently completed a successful tour of the country... It looks like Aretha Franklin, who moved from Columbia to Atlantic near¬
ly five years ago, may be headed back to Atlantic. Aretha's current contract is up in mid-73. At this time there are more questions than answers.

BITE'S 'N' PIECES: The Al Jefferson Testimonial set for Feb. 16 at the Marriott Twin Bridges Hotel, Washington, D.C... The next Stylitics single will be "Break Up To Make Up." Taken from their Acvo "Round 2" album... Dave Crawford, one half of the Crawford-Shapiro producing team, has left Atlantic and joined ABC/Danhill where it is rumored that Wilson Pickett may soon be an album of Atlantic... First single for Columbia's new Latin find Azteca is called "Manita Linda."... Breakout War, "The World Is A Ghetto"; Marvin Gaye, "Trouble Man," Bobby Womack, "Harry Happy;" Spinners, "Could It Be Feeler In Love?" James Brown and Lyn Collins, "What My Baby Needs Now;" Holland and Duvier, "Don't Leave Me Starving For Your Love"; Smokey Robinson and The Miracles, "I Can't Stand To See You Cry;" Jermaine Jackson, "Daddy Home:" Main Ingredient, "You Got To Take It;" J.R. Bailey, "After Hours."
God Only Knows.

We can't explain it. We recorded the Rance Allen Group album "Truth Is Where It's At" as a gospel lp. We brought out "That Will Be Good Enough For Me", taken from the album, as a gospel single. But look what's happened. All of a sudden they are being requested and played (and played often) on Top 40 R&B stations all across the country. And why not? When the message is right, anyone can read it.

Our thanks to

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W. COAST MFRS.

Shows Aid Promotion, Buyer Focus

By BOB KIRSCH

LOS ANGELES—West Coast hardware and software manufacturers are approaching the January home electronics shows with different attitudes, but the predominant feeling is that these shows will offer a chance at increased sales. With many programs and displays, a chance to meet a greater variety of buyers as a result of the National House-

wares Expedition and Navy Pier Show, the opportunity of showing buyers complete lines as well as a few new wares, and the chance to conduct some good

public relations with buyers.

Production runs are not be taking a back seat in the true sense of the word, since most firms will be showing something new and several will be displaying what amounts to complete lines. The emphasis, however, will be on fine-tuning of the products being shown and the chance to talk to buyers as well as show them products.

Sanyo Electric, Inc. will be showing a number of new products, but vice president Howard Ladd said there are other good reasons for his firm's presence at the Consumer Electronics Show (CES). "The buy-
ers are eager in January," Ladd said. "Not only do you get the purely electronic buyers, you get many housewares buyers who are interested in electronics to a certain extent. These people will stop in since they're in town anyway, but many of them do not make a special trip for electronics in June. In addition, many retailers are thinking about promotions this time of year, and this is a good chance to offer them. It's also a good time and place for communication with our own dealers and reps, as this is the only show that has a national, broad slice of the market." "This is an excellent show for us," said Jerry Adler of Munro Stereo Corp., of which is exhibiting in the Independent Home Entertainment show, "the "big point to me is that all of the chain buyers are in town for this show. They may be there for housewares, but they'll stop into the Hilton. We have also traditionally done a lot of selling at this show."

Blank Tape Cos. Spark Big Promotions

NEW YORK—The advent of the first Winter Consumer Electronics Show has brought with it the introduction of a completely new blank tape line, as well as a line of innovations and new promotions making for some rather unique developments.

The three new names are Toyota, produced by the Electronic Industries Co., headed by George Sandler, former marketing director of TDK in this country; Colorado Magnetics, a division of Columbia Records, and Athena, produced by Athen Industries Inc.

Colorado Magnetics will debut its line at the Winter CES, placing emphasis on what marketing director Ted Cohen calls a "premium" line of blank tapes. The line will be offered in various lengths, cases, cassettes and reel-to-reel product. (See Billboard, Dec. 31.)

The Athena line will be introduced at a $2.49 price point, but the rest of the line will be offered at a variety of price points ranging from $2.49 to $3.49. The Athena line will be available in the standard 8-track cartridge product, and will be marketed under the "Premium Quality" label.

Electronic Industries Co., which produces the "KLH" line, is offering a product called "Elec-Tone," priced at $20.00.

White tapes for color recordings will be offered at a 15% discount for the first 10,000 buyers. (Continued on page 29)

Headphone Sales Up 5%

By ANNE DUSTON

CHICAGO—Headphone companies are experiencing a 50 percent boost in sales over last year, especially in the lower end price range, according to firms planning to exhibit at the Winter shows.

"Headphone companies exhibiting here include Fisher Radio, B&B Imports, Delmonico, KLH, Koss, Commodore, Mia, Martin Radio, Micronet, Mura, Rytis, Samson, Sonic International, Stereophonic, Revolution, Supercorp, and Webercom."

Greg Cornohal, vice president of sales, Koss, credited the boom to two factors: headphone jacks are now found on all high quality equipment; prices, down as much as 25% in the past year. And, more dealers are offering packages that include low-end stereo headphones.

"We are pleased with the influx in the $4.95 to $20.00 market because it will aid the manufacturer for us," he said. Koss headphone prices range from $11.50 to $15.00.

Another factor noted by Ed Weist, vice president, sales, Mura Corporation, is "the installation of a "sneak" type of promotion for personal listening rather than listening in speakers, "he said. "We are getting good sound on the headphones as they go on at $25.050 over the television set." (Continued on page 29)

TVC Ruling

By MILDELL HALL

WASHINGTON—The Federal Communications Commission has finalized its rules for video player and recorder home entertainment items, after a year and a half of dialogue with the industry. The rules for the so-called Class 1 TV Devices will require type approval, "in the public interest," rather than the certification hoped for among smaller manufacturers. The rules will also permit a higher output signal strength (for better pictures) than originally proposed, in spite of increased "potential for interference" which could result, the commission ruled.

As partial safeguard against interference with neighboring sets, by video players or recorders operating in the same area, the FCC requires the rules in such a manner that it will provide protection for all types of neighboring sets, "with a maximum of 175 feet from player or recorder device in use. To prevent the FCC ruling, it is called in the commission's documents is a "fudge factor" for those who cannot otherwise meet the standards.

While it is known that many housewares buyers do indeed buy consumer electronics and accessories (the shows attract hundreds of them), it is not known what proportion of the exhibits at home entertainment products will be attracted here too, especially major buyers. (Continued on page 29)

Winter Shows Aiming at 50,000 Houseware Buyers

By EARL PAIGE

CHICAGO—Manufacturers and marketers of tape display cases for stores are caught up in a wave of expansion, according to spot checks of exhibitors coming here for the winter home shows. Among reasons for the boom are the many stores adding tape display cases for the first time and outlets increasing inventories. This creates a consequent need for a variety of displays and cases. There is at the same time a continuing recognition that tape is a highly pellible item, and as one manufacturer put it, even among employees.

Some trends:

- Fairly competitive pricing due to the proliferation of manufacturers.
- Growing demand for giant-size units but continued use of modulars that can be stacked.
- Continuing need for versatile designs that can be converted to different size packages; different modes of retailing.
- Promotion of designs incorporating the hand-hole; shift to fronts that do not have sliding doors.
- More interest in conveyer belt design, which is, however, not widely licensed; general feeling this construction is too costly.
- "Light to knock down" advertising.
- Increased requests for cassette units.
- Design offering varied exterior finishes.
- Automation of manufacturing processes.
- Some movement to international sales.
- Establishment of warehouse and manufacturing facilities to offset rising freight and handling costs.

One manufacturer not surprised by the proliferation of companies in the field is Gordon L. Friedman, Artcraft Engineering Corp., Charlevoix, Mich., "It comes in waves and always has ever since we entered the business in 1946. It's still a business where one man working on small quantities can do a pretty good job. But, actually, manufacturing cases is almost incidental. The big concern is freight and delivery." (Continued on page 30)

Stereo Tape Club Closed; $14 Mil Suit

By JOHN SIPPEN

LOS ANGELES—Stereo Tape Club of America is being terminated by an Illinois court, which bought an 81 percent interest in that firm in May, 1971.

The club was set up in a part of a total action, stemming from a federal district court action filed here last week, in which Cerro alleges mis-

representation of the club's membership and seeks $14 million in damages. Cerro stated that the club has not been profitable since its pur-

chase and will have an after-tax loss of $1.5 million this year.

The suit names as defendants (Continued on page 30)

Display Cases

Huge Business

By EARL PAIGE

Elektro/Audio/Videotek, Inc., of St. Louis, is planning a special trip to the Inter-

national Home Furnishings Market Jan. 8-12 and the giant Na-

tional Housewares Exposition Jan. 15-19 at McCormick Place. CES of-

ficials expect 50,000 buyers to visit Chicago during the Jan. 8-19 period and claim to have 7,800 registrants for CES alone.

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chase and will have an after-tax loss of $1.5 million this year.

The suit names as defendants (Continued on page 30)
Motorola Promotion

CHICAGO—Five component systems and three consoles were among items unveiled by Motorola during distribution meetings recently at which the manufacturer announced three frequent trips to Spain as part of the theme "Value Time USA." Televisions and radio equipment will be featured at substantially lower prices during January and February.

Typical of the components models: FH14101W, 4-channel system with AM/FM stereo receiver, record changer and built-in four speakers. Both have built-in 8-track players, but it is optional on the smaller SK-46 unit. Model SK-1011 suggested list: $279.95.

New TDK Tape

NEW YORK—The TDK Electronics Corp. has developed a new audiophile quality cassette tape called the Extra Dynamic (ED) which, according to TDK spokesmen, offers a new dimension in cassette recording fidelity, along with performance characteristics superior to those of any other cassette.

The tape, available in cassette lengths of 40, 60 and 90 minutes, provides a usable frequency response range of 20 to 20,000 Hz, the broadest range in the cassette industry, claim TDK officials.

The new cassette is also reported to offer greater dynamic range, higher saturation levels for improved transient characteristics, and the industry's best signal-to-noise ratio.

"Because of the tape's higher saturation level, a higher level of recording signal can be applied to the tape without casting distortion, resulting in lower noise level during playback," said TDK officials.

They continued, "To achieve these performance characteristics, the ED cassette uses a special grade of TDK's gamma ferric (SD) oxide magnetic coating, combined with a special binder and backing material."

The tapes are priced at $3.75 for the C-40ED, $4.50 for the C-60ED, and $6.00 for the C-90ED.

TVC Ruling

Continued from page 26

The video players must use wire or cable to transmit the program signal to the home set. Transmission by radio between the device and the home set—as proposed by some applicants—would not be permitted. The rules cover only the devices designed to be received by a conventional TV receiver (including home TV games and cameras) and do not apply to cable TV or closed-circuit TV cameras, which are covered in other rules, the FCC points out.

A number of manufacturers were granted temporary waivers and allowed to market products on the basis of test models certified by the FCC engineers, before the rules were finalized. These included the original rulemaking petitioner Motorola, the Magnavox Corp., Matsushita and Warwick Electronics. The waivers were to expire with the effective date of the rules (Jan. 19, 1973), but the commission has extended the waiver until March 1, 1973, in lieu of the type-approval requirement.

All manufacturers are urged to submit their equipment for type approval as soon as possible, and the FCC promises to move as quickly as possible in action on the applications to produce this newest marvel in home entertainment electronics.

Motorola Promotion

Cartridge Rental Network

NEW YORK—Cartridge Rental Network has named Cartridge Video, St. Louis, Mo., as its exclusive distributor for the rental of videotape cartridges in an area encompassing Eastern Missouri and Southern Illinois.

Cartridge Video, Inc., is a new company formed by Ronald Krueger, president of the Wehrenberg Circuit of Theaters, and Edward and Donald Schuck.

According to Jerry Weiner, executive vice president, CRN, the appointment of Cartridge Video, Inc., gives CRN videocassettes rental outlets in approximately one-third of the continental United States. Other distributors are expected to announce shortly.

Tape/Audio/Video

Mo. Dist.

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To date, over 100,000 Craig Floor Mount Car Stereos have been sold through our dealers! Including our recently introduced 3133 Quadrophonic and 3507 Dolby Cassette unit—the fifth and sixth models in our complete Craig line.

And we've only just begun!

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To date, over 100,000 Craig Floor Mount Car Stereos have been sold through our dealers! Including our recently introduced 3133 Quadrophonic and 3507 Dolby Cassette unit—the fifth and sixth models in our complete Craig line.

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CRAIG CORPORATION • 921 W. Artesia Blvd. • Compton, California 90220 • (213) 537-1233
NEW YORK—The 61st annual convention of the National Retail Merchants Association (NAMA) will devote an entire session of its formal program to the videocassette. It is the first time that the association will pay such detailed attention to a single recording medium.

The convention will be held at the New York Hilton Hotel, Sunday (7) to Wednesday (10), with the videocassette session scheduled to get underway at 8:30 Wednesday morning and run through to 10:30 a.m.


Speakers lined up for the session include, Donald Johnston, vice president, marketing, Cartridge Television, Inc.; William P. Leary, divisional vice president-merchandise manager, John Wanamaker Stores; Beatrice Graham, executive vice president, Videorecord Corp. of America; John Williams, divisional merchandise manager, J.L. Hudson Co.; Delmar Bredlau, Jr., project manager, training dept., Coca-Cola; Kim Window, managing editor, Videonew; and Robert J. Nissen, Sr., Telecommunications associate, Hubert Wilke, Inc.

Display Cases Huge Business

Nightline's "Closeup: Careers" segment, devoted to the careers of record dealers, has served to heighten interest in the area of display cases and accessories. The segment showed a variety of attractive display cases and accessories available to dealers.

Headphone Sales Up 5%

In a move designed to broaden its line of business, the STN-Newport will purchase four major manufacturers of headphones for $19.15, according to J. Patrick, product manager. The headphone manufacturers' products will be marketed under the brand names of Headphone World, Audio & Video, and Acoustic Research.

Cornell called comfort in lower end headphones "a severe problem." He said, "It takes time to build a tolerance for using headphones, starting with a half-hour and building up to five or six hours. There are plenty of cheap headphones around. In order to be comfortable for long listening periods, headphones should have adjustable headband and cushioned frames."

Liquid filled ear cushions are the most wanted feature on Koss' most popular model, the $60 PRO-4-A stereo headphone.

Cornell also cited the importance of functional or point of purchase displays in stores, citing that three out of every 20 sales include headphones, with 17 customers leaving without being sold or having tried them. Koss is introducing a 28-foot traveling display that will travel the country as a store on wheels. The unit will accommodate sales seminars as well as mail-order shows for campuses and shopping centers. The complete line of Koss products will be on display and will be available for sale. "If this works out, we will flood the world with them," Cornell said.
West Coast Mfrs See Winter Shows Aiding Promotions, Buyers

continued from page 26

Stan Harris, sales director of Akai America Ltd., agrees with much of what Adlakha says. "The chains are still there," he said, "and we've found that most have been becoming involved in more sophisticated equipment. This is one of the reasons we're in the CES." Jim Lantz, national sales manager for Audio Magnetics, said that "The CES is beneficial because you can let your dealers know about new programs and lines. There is also a lot of cross-over among buyers, especially houseware buyers who are involved in small electronics and some software. There is another important fact to consider, and that is that January is one hell of a tape month and has been traditionally throughout the industry. The retailer's inventory is low, so he's often ready to reorder in large numbers. Good specials and programs are perfect for this time of year, as well as enticing your people, which means good public relations. We're not talking about what's coming in the Fall here. Now the dealers have seen what you had to offer in June and they know how well it has worked out." Ken Johnson of Teledyne Packard Bell agrees with Lantz. "The Winter CES is a great place to refresh buyers as to what happened last Fall, and it's a good place to meet new buyers who might come over from the Housewares show. You can also plan ahead for the Spring selling season, which is a very important one."

Shad Hetsmutter of Ampex Corp. feels that a Winter show "gives dealers and distributors a lot of head start to see what's coming up, and I think this is good for the industry. We can let our people know we are involved in merchandising on a continuing basis, and that's not just a one time thing. We're able to show new promotions and products, and we can also meet new buyers. For any firm that's doing a lot of things, it's difficult to cram it all into one show. We think this will work out well, but, like I said, it's for us and the rest of the industry."

Lauren Davies of Cinegraph Corp. pointed out that as well as promotions, "January has always been a very strong introduction period for us. The January and February market is a strong one, and we would be introducing products even if there were no Winter CES. But I think the show is serving a good purpose and that's good for the industry, for the first quarter is a good consumer electronics sales period. As well as products, we will show promotions geared to consumer sell-through packages, such as the coupling of certain items in a consumer-oriented package. An example would be a car stereo plus speakers in one pack."

Timing

Ed Mosey, president of Belair Enterprises, also likes the January timing. "June is really too late to show new products and get any kind of reaction," he said. "Showing in January, I can get better reaction for the Spring and Summer seasons and pick up as indication of what will move well. We can show our line of U.S. made products and we can also get the buyers who might have not normally come to the show. I also think the two shows under one roof will help everyone."

Jim Lister of Memorex Corp. said his firm is in the CES because "We feel we have an obligation to be there. It's difficult to assess how it will compare to the June show as far as buying is concerned, but I feel we're going in the right direction as far as a linkup between the CES shows and the housewares shows. The January timing is ideal, because it's a strong period in terms of retailing and a peak time for showing promotions and/or product. Christmas is over, the new year has started and there is a lot of buyer and consumer interest. We can push into the Spring season and this may help business through the year, having a six-month rather than one year interval between shows. Still, I think we'll see product introductions coming along at about the same time as always. The industry is still geared to June and it's hard to generate a whole new program at a different time than everyone has been used to for years. Besides, being able to handle tape manufacturers seem to gear their introductions more to an appropriate time than to a show. Our intent here is to reinforce our approach to dealers, since we are still relatively new in the consumer market place."

Ad manager L. Sato of Toyo Radio Co. of America, Inc., feels that his firm's showing in the IHE is good because "January is a good time of year. You get a lot of different buyers and a lot of exposure this way."

"January is a good time for selling certain groups," said Ralph Sletnick, president of Metro Sound which will be showing at the IHE. "It's a good month for selling product and programs to the chains and catalog people, who have to plan so far in advance that a June show often does them little good."

Contended on page 54
TV Cartridge Systems to Spur Buyer Discussions

By BOB KIRCH

LOS ANGELES—Though there will be no exhibit concentrating solely on television cartridges in either tape or disk mode, either of the Chicago electronic shows, units will be present and the various configurations are going to play a major role in buying attitudes.

Many major retail outlets already carrying a cartridge (in the only system really on the market) will be sending buyers, but possibly more important are the dealers sending representatives to examine various systems and make possible decisions as to what, if any unit, to carry.

A major decision will be on display in both the Telecide Packard Bell and Admiral booths, and will be a prominent spot in each. Sony Corp., will undoubtedly show their audio-visional system as will Akai, though it is quite possible the firm may make some direct attempts to yet hit the consumer market.

Blank Tape Cos Spark Big Promotions

(Continued from page 26)

several years has been in the manufacture of precision engineered compression, transfer, injection and distillation equipment. Additional units will also supply a full line of blank loaded tape products under the Athens name.

The firm, located in Clifton, N.J., will draw heavily on its expertise as a plastics mold injection to produce a product on quality control emphasis will be placed.

According to Jules Sack, vice president of the company, the Athens line will include:

- fast, personalized service
- extensive back-up stock including special items
- world's best, most complete needle replacement guide
- inventory management system
- powerful merchandising program

Your Fidelitone Distributor is a needle merchandising specialist who is only satisfied when his dealers make substantial sales and profits on Fidelitone needles.

If your business is just buying phonograph needles, you may be missing profit opportunities. If your business is selling phonograph needles, contact your Fidelitone Distributor.

When answering ads ...
Say You Saw It in Billboard

WRITE FOR YOUR FREE CATALOG!

ASK THE MAN WHO KNOWS...

...what's new in domestic and imported cartridges, and how to identify what's needed with Pfannstiel's new cartridge catalog.

Pfannstiel

FACTORY-TO-YOU SALES REPS.

KNOW all cartridges and will simplify your merchandising problem!

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January 1973 Show Special

ONLY $2.25

50 up $3.00
100 up $2.50
250 up $2.00
$2.25 Trailor Load

Cats packed 1 per box and packed 2 7/8 in. a week.

Available in 5 Track and 7 Track Cassettes

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1222 Bragg Blvd.
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Phone: Area Code 619-667-6717

January 13, 1973, BILLBOARD

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Japan Exhibit: Bow TVC Via C-60 Cassette

By HIDEO EGUCHI

TOKYO—A color picture cassette player, still pictures with stereo sound, both recorded on an ordinary audio cassette tape, can be played back in full synchronization at normal speed and viewed on a color TV set. Up to 1,000 color still pictures can be recorded on both sides of a C-60 audio cassette tape, according to the Japanese manufacturer but the recording unit was not shown at the 6-day exhibition.

Matsushita's 20-inch color TV with 5-inch color video cassette recorder, automatically records the desired programs at the selected time and plays them back via the built-in VTR. Preset recording is not required to begin in an exact time sequence, is accomplished by touching a few push buttons of the control panel. The maximum recording time for each cassette VTR tape blank is sixty (60) minutes. Preset recording times of 15, 30 or 45 minutes also can be produced. Commercial production of this set has not been determined yet, the manufacturer said.

Also demonstrated at the exhibition were Matsushita's disclete four-channel FM broadcasting system and its version of the NVC/ Nivico CD-4 quadrasonic system. Components included a semiconductor cartridge, demodulator, pre-amplifier, amplifier and a newly developed three-way speaker system.

Matsushita plans to start producing its Technics SB-1000 speaker system in January. It is marketed in Japan at the equivalent of some $500. Distortion has been reduced to less than 0.2 percent, the manufacturer said.

RCA to Show TVC

NEW YORK—The RCA SelectaVision Mag Tape videocassette system will get its first public screening at the Winter CES show, according to officials of the company. The unit will be one of the major features at the RCA booth, which will also show a line of new compact and console stereo systems featuring the company's Dementia IV innovation, a gadget designed to enhance conventional stereo through four separate speakers and special circuitry.

The company is also planning a surprise showing of another new product, but no one is saying exactly what it is.

The Mag Tape TVC system had hitherto been shown only to selected distributors, dealers and some members of the press. However, with delivery date targeted for later this year, the company feels that the time has come for a general showing of the product.

The unit utilizes 4-inch videotape, and is expected to carry a list price of about $1700. A black and white camera which will be marketed along with the unit will list for about $250.

RCA is still reluctant to talk about its programming plans for the system, but indications are that behind the scenes planning in this area is continuing apace.

Watts Record Care.
The industry's hottest line for '73!

Watts Record Care, the original preselected time-turnover record changer designed and manufactured along with Tele-Vision for RCA, has a home for the record changer cabinets of any size. Both are designed for a fast profit buck. They deliver: (1) rapid turnover; (2) high profit margin; (3) repeat business; (4) incentive sales . . . with a minimum of investment and care.

Find out how you can get your share of this mammoth market. Return the coupon today.


GRT Revives 8-Track Line

LOS ANGELES—GRT has bowed a budget 8-track tape line, featuring 50 titles in five "oldies but goodie" categories.

The program includes a promotional piece, "Mr. Bud Childs, President of Eipa Marketing Industries, Inc., New Hyde Park, N.Y. 11040."

Dealers: What kind of service is your record changer providing? At the same time, are you using your record changer as a display rack on a doorway or a wall? The cost of your record changer can be regained by correct use. The following photo shows a typical use of the record changer, including a display rack on a doorway or a wall.

The record changer is designed with a special rack for display, which includes a top rack for sale or display.

The photo will appear in all promotions and ad materials in the introductory promotional pack which includes a 150 for sale or display.

The record changer includes a record changer display rack in two sizes. Both are designed for a fast profit buck. They deliver: (1) rapid turnover; (2) high profit margin; (3) repeat business; (4) incentive sales . . . with a minimum of investment and care.

Find out how you can get your share of this mammoth market. Return the coupon today.


Mr. Bud Childs, President
Eipa Marketing Industries, Inc.,
New Hyde Park, N.Y. 11040
Dear Bud: Would you like to get started with Watts Record Care Equipment?

Please telephone me at

Authorized by

Company
Address
City/State
Zip

More
Tape/Audio/Video
on Page 54
Country Music

Fan Fair Expansion Outlined As Labels, Artists Cooperate

NASVILLE—The Second International Country Music Fan Fair, set for next June, will be expanded this year and include more entertainment and diversion for the consumers involved.

Bob Wendell, chairman of the event, said that free tours of Opryland and the Country Music Hall of Fame would be included this year, as well as numerous shows and meetings. The registration fee for the 3-day package again will be $30.

Beginning June 6, the event will start with a Bluegrass show, and will be followed by a series of shows featuring the artists of various labels. There also will be another Master Fiddling Contest, with square dancing, a Reunion Show, featuring old-time arts, and banquets. There also will be free booth and exhibit space. For the latter, write to Bill Hudson, 905 16th Avenue South, Nashville, Tenn. 37212.

Registration also starts at once, and this is handled by writing to Fan Fair, P.O. Box 166, Nashville, Tenn. 37202. Fan Fair is co-sponsored by the Country Music Association and WSM. Tickets to the Grand Ole Opry performances that week-end also are being held for registration.

The Johnson Sisters, co-presidents of the International Fan Club Organization, said their annual banquet and show would be held Wednesday night, June 6, at the Sheraton Hotel here. Tickets to this event may be obtained by writing WSM, P.O. Box 177, WSM Home, Colo.

Members of the Fan Fair Committee are Joe Allison, Dick Blake, Ronnie Beechey, Jerry Bradley, Chic Drury, Tommy Johnson, Irving Waugh and Jack Widenmann.

More Revivals Due As KLAC Recreates

HOLLYWOOD—KLAC will do a series of monthly country shows and dances at the Palladium here, with Ray Price headlining the opening event Jan. 19.

Bill Ward, station manager, said Molly Bee also would return to Southern California, where she appeared on "Hometown Jamboree" of the 1970's, created and presented by Cliffie Stone.

Ward says the real purpose of the Jamboree is to bring back dancing and to give local country music folks the opportunity of meeting their favorite performers. The show and dance format will be similar to that of Cliffie Stone's famous show, Hometown Jamboree, which is legendary in this area. This show was instrumental in the start of such artists as Little Ford, Miss Sue, Tommy Sands, Freddie Hart and others.

KLAC is planning the show on a monthly basis, and broadcast them live.

This is the second such "revival" in recent months. Dallas reinstituted its "Big D Jamboree" last summer, and has met with overwhelming success.

Reeves Builds Concert Sound

NASVILLE—Del Reeves, United Artists, will go on the road at the start of this year with a "new show," including drums and fiddles.

Reeves used the sound in his new release, "Tracker's Paradise," and will follow in other singles to be released. As a result of this, he said he would supplement his band, the Good Time Charlie, with additional instrumentalists, and utilize it on stage. He is in the process of hiring additional members now.

Reeves also said his concert audiences expected basically the same sort of sound he is getting on record, and this sound was created by Kelso Hertton, who is producing the artist again.

Country Artists Join In Lincoln Radio Honors

PORT WORTH — L. Roy Van Dyke, Connie Smith and Jerry Clower will headline the fourth national Abe Lincoln Awards entertainment show here Feb. 8.

Four Nashville musicians will provide additional entertainment. They include Harold Bradley, Buddy Harman, Bob Moore and Bill Pursell.

The Abe Lincoln Awards are sponsored by the Southern Baptist Radio and Television Commission, recognizing the radio industry which has contributed more than $7 million worth of free public service time to Radio and Television Commission programs.

The entertainment portion of the program will follow the format of "Country Crossroads," the country music radio program produced by the Commission. It is heard on more than 450 radio stations in the U.S. and an additional 357 stations of the Armed Forces Network. Bill MacG also will take part.

The principal speaker will be Julian R. Van Fleet, a native Kentuckian now of New York, president of NBC. Fifteen broadcasters will be honored.

Utopian in Georgia

MACON, Ga.—Utopian Records, a new label, has been formed here with a release by Randy Howard just distributed.

All recording for the label will be done in Nashville, with distribution handled by Nationwide Sound. Howard, who also runs the label, was formerly the program director of WSM-AM-FM Radio here. He has been involved in the country music business for the past six years.

The label will be released on Mercury.

This month marks the 10th anniversary of the label.

Mercury Records is pleased to honor
Faron Young
by proclaiming
January
Faron Young Month
With A Tremendous Month Long Sales Promotion Campaign

EXCLUSIVELY ON MERCURY

Faron Young Month will be highlighted by the release of a powerpacked new album, "THIS TIME THE HURTIN' S ON ME"

And the RUSH RELEASE of a new single, "SHE FIGHTS THAT LOVIN' FEELING" (Mercury 73359) from the album!

CELEBRATE "FARON YOUNG MONTH" ALL YEAR LONG BY STOCKING AND SELLING THE COMPLETE FARON YOUNG CATALOG OF ALBUMS AND TAPES

Faron Young This Little Girl of Mine
SR61364

Faron Young Who's To Blame
SR61359

Faron Young I'll Take You Home
SR61354

Faron Young Leavin' and Sayin' Goodbye
SR61337

Faron Young Step Aside
SR61267

And the COMPLETE COUNTRY CATALOG!

SR61376—(engine available on R-Track Stereo MCB-61376 and Muzacassette MCB-61376)

JANUARY 13, 1973, BILLBOARD

Copyrighted material
Capitol Country proudly announces the arrival of a great new Buck Owens album. Complete with "In The Palm Of Your Hand," "Made In Japan" and "You Ain’t Gonna Have Ol’ Buck To Kick Around No More."

Buck Owens. In The Palm Of Your Hand.
American music. Hit music.
from CAPITOL COUNTRY
Records & Tapes

Management: Jack McFadden
JERRY WALLACE

'\ndo you know what it's like to be lonesome\

Prod. Joe Johnson
TAJ Music
901 17th Avenue South
Nashville, Tennessee
9220 Sunset Blvd.
Los Angeles
THE CASE OF THE AIRTIGHT ALIBI.
A BILLBOARD “CAMPUS ATTRACTIONS” MINUTE MYSTERY.
The instant Inspector Montaigne entered the Deja-Vu Fraternity House, he had the uneasy feeling that he had been there before.

“Queer,” he said half aloud, as Turk Bronkowitz, the 250 lb. (pronounced: “pound”) All-American linebacker minced past.

It was touch and go for a while there, as a team of the nation’s foremost surgeons worked feverishly to remove an official NCAA football from the inspector’s face.

As far as the police were concerned, it was an open and shut case. Inspector Montaigne had obviously tried to blow his brains out by forcing the air of a regulation size football up his nose.

After spending six months on a strict diet of kelp and Gatorade, Inspector Montaigne returned to the scene of the crime, where he was immediately arrested by police, who reasoned that a criminal always returns to the scene of the crime.

“Where were you on the night in question?” Sergeant O’Hara asked, fondling a rubber hose.

“What were you doing out after dark?” the hose asked, fondling Sergeant O’Hara. The inspector explained that he was on his way to a campus concert and wasn’t anywhere near the scene of his attempted suicide. As the minutes dragged into hours, the police hammered away at the inspector’s story, but to no avail. Inspector Montaigne had established an airtight alibi.

How did Inspector Montaigne know his alibi about going to a campus concert would be airtight?

SOLUTION:
Elementary. By simply reading Billboard’s Campus Attractions, Inspector Montaigne was able to keep up on every performer, manager and booking agent, who know the value of the most complete campus entertainment guide available anywhere. Watch for it. Billboard’s Campus Attractions.

Issue date: March 24, 1973
Country Music

Nashville Scene

By BILL WILLIAMS

But Wendell's intentions were good, but the die wasn't cast...and the die wasn't cast!

But bought unusual Christmas gifts (or presents) for his introductions to the back stage door of the Opry House finished in antique golden boxes. One present was a gift for the ladies and gift for the men—finished the ladies' gifts in time for the holiday, but not the men. Wendell postponed the giving of presents for a week. Dottie West barely made it back to Nashville for Christmas, and had to do her shopping on Christmas Eve. Roy Drusky heads for Rotterdam to do a one-night, and it will be televised by BBC, which makes it all worthwhile. Carol Lee Snow is very close...representing a new contract.

Boots Barrow has been retained to push a bunch of MGM records, including the Pat Boone single and LP which was done on his own label; Betty Martin, who has been placed on the label's roster as a solo artist, has also been released on MGM. Jack Greene has set three sessions in the next couple of weeks. He will also play a number of fair conventions, which will get him off to a flying start for next summer...

Johnny Cash, who has been around for a good while, has been signed by Atlantic. It's a new label for him, and he is working on his new album. BMI is about to cut an instrumental album, its first in a long time...

Leon Williams is going to do a session of songs written especially for her by Don Gibson. Charlie Walker has moved to the Atlantic agency...Billy Walker has been added to the new Martin single, "Mama's Last." Jim Pittinger, who has been making custom guitars since 1947, presented Merle Kilgore with a solid black special. He does all the work by hand and signs each piece. Merle's latest LP, "Rise Again," was released in December. David Grisman is working on a new album, "Live at the Roxy," which will be released in March...

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Be a part of the upcoming "COUNTRY MUSIC PUBLISHER'S SPECIAL" highlighted in the January 20th issue of BILLBOARD. This is an excellent opportunity for you to tell your story and start 1973 off with a boom. You'll receive top exposure from your sales message when you reach BILLBOARD's 33,750+ readers. Additionally, there will be bonus distribution of this key issue given out to those attending the MIDEK Convention. We're giving you a chance to stand out to the crowd. This is an outstanding chance to gain company recognition while the readers mind is tuned in to your particular field...
Jerry Silver

"DEAR MR. HANOI"

L&M Records #2001

Blue Surf Music Co. Inc.
Polka Label in Jukebox Push

MIAMI—If the name Walter Jagiello sounds unfamiliar it's because the locally based president of Jay-Jay Records isn't a name you'll find in many music publishers' buyers' guides. Jagiello said in a phone interview that he is mounting a push with jukebox programmers and will exhibit at the annual jukebox convention in Chicago this November. He will also commence sampling programs.

He recorded his original eight years ago. "In Heaven There Is No Beer," is now being re-recorded widely (see story on Heartbeat) and said, "Polka records don't get noticed because they rarely sell a million in a year; less than two years here in the nickel box sellers." He said Jay-Jay has a catalog of 600 titles (in stereo) with strips and eight jukebox LP's. His main point: that many young jukebox fans are not familiar with the money to be made with jukebox polka music.

HEARTBEAT REVIVED TO PLUG BOXES

CHICAGO—Glenview, Ill.-based Heartbeat Records is being revived after a hiatus of eight years with almost total unanimity in the A. V. Jukebox Singles market, according to trumpet player Seymour Schwartz, president of the label. Schwartz has made material out in recent years on the Sony label.

Schwartz is promoting both through talking to jukebox programmers, the latter in about five major American jukebox markets. He said one-stop operators and distributors both work with local promoters to sell new product on MOR outlets. Additionally, about 500 copies of the three Heartbeat singles will be mailed to airmails.

The initial release consists of "No Beer in Heaven/Long Walk to See You" by Tom Baker; "Le Vie En Rose/Handsome Young Man," will of Seymour's trumpet; "Lover's Waltz." All songs are on one stan- gan instrumental. Schwartz, minimum age listeners, will keep mile- between two minutes and 5/4.

Ask Programmers Conference Ideas

Few have been able to attend the several jukebox programming conferences conducted by Music Operators of America and American Radio History.

Thus a prime aspect of the plan- ning sessions will be deciding on a site and date favorable to program- mer schedules.

Programmer's Potpourri


"Merket 18/ "You Can't Be Sure," a song/record by The Elephant's Call, will be on R.O. & M.O. M. O. A.

"Precious Memories." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

VIRGO/Mitch Ryder & Detroit Wheels, "The Twelfth of Never," will be on the Vanguard label.

"Blue Suede Shoes." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Too, Too." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Sweet Virginia." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

ORCH.: "Casino at the Greenbriar," an album by The Sue Ann Busters.


Alden Oldies

"Sunny Days Are Here Again." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Come On in My Kitchen." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"I Left My Heart at the Bayou." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Oh Happy Day." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Rock Me Daddy." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Old Paint." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

ORE. Assn. Meets

GLEN EDEN BEACH, Ore.—Music Operators of America pres- ident Harlan Wingrove and execu- tive vice president Fred Granger will attend the meeting here June 19-20 of the Oregon state associ- ation at Sulphur Lodge.

JUKEBOX MEETINGS

GLAY: "The Life of the Party," an album by The Sue Ann Busters.

"Oh Happy Day." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Rock Me Daddy." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Old Paint." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Oregon is My Home." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Sunny Days Are Here Again." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

"Distant Drums." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.

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"I Left My Heart at the Bayou." The album is composed of 11 songs by Auntie Patsy and The Sue Ann Busters.
The Works.

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

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

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

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

Two 12-inch full range speakers lay down the lows. You can feel the beat beat on.

Last year you depended on our swing-down program holder assembly to get you in and out of a location fast. Don't fret. We didn't change it. And the dome still opens and locks with a single key.

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

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

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

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

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

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

What's Playing?

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

ALBUQUERQUE: NEW PURCHASES

Mary Roth

Bayou Bird, "Sea Of Millions," on GAX 4582. Also they bought a Kool-Aid machine for the store. They've added some new jukebox selections and are now offering a new type of jukebox. The jukebox is able to play more than 100 different songs at once. They also have added a new selection of oldies, including hits from the 1950s and 1960s. They are very pleased with the new jukebox and are planning to add more in the future.

MANHATTAN, KAN. CAMPUS

We had a great turnout last week with our new selection of oldies. The students are really enjoying the new tunes and we expect them to keep coming back for more.

ARIZONA: DEPARTMENT OF THE MILITARY

We recently purchased a new jukebox for the military base. The jukebox is equipped with a variety of oldies tracks and we are very pleased with the selection. The soldiers are enjoying the new music and we are hoping to add more in the future.

BALTIMORE: SOUL

Jerry J. Elegant

We have added some new soul tracks to our jukebox. The students are really enjoying the new selection and we are hoping to add more in the future.

WASHINGTON, D.C.: SOUL

Sheryl Rosenberg

We have added some new soul tracks to our jukebox. The students are really enjoying the new selection and we are hoping to add more in the future.

LA CROSSE, WIS. COUNTRY

Jim Stauffer & Sons

We have added some new country tracks to our jukebox. The students are really enjoying the new selection and we are hoping to add more in the future.

Univ. Business Plan

- Continued from page 58

have 2,000 students in a dormitory and a game room in that same dormitory with jukeboxes and pinball machines, you're going to make money.

The first test for Bally concentrated on those markets they already had and how to penetrate them deeper. "We used a battery of psychographic tests to see what they're really verifiable" and can tell you something about the average age of people who play, their socioeconomic characteristics, where people are playing to play pinball machines and how Bally could reach their market better." Another aspect of the study was focusing on different types of relationships with Bally distributors. I can only guess over the studies we conducted because whenever we do them we're doing some proprietary to the corporation. We gave Bally all the data that we received which they requested--perhaps the most important. I feel that this study could be very important to the jukebox industry as well. We studied what's happening in Tidewater--particularly to slow machines in Florida. The students surveyed all the state legislators.

- End of continued from page 58
Help college help you.

Businesses like yours gave over $340,000,000 to higher education last year.

It was good business to do so. Half of all college graduates who seek work go into business. The more graduates there are, and the better educated they are, the more college serves the business community.

You might feel it was too small to colleges, it relieved financial pressures, made planning more flexible, and brought in more funds of basic and applied research that puts new knowledge and technology at the service of industry.

So that college can continue to help you, give to the college of your choice now. For information on how to do it, please fill in and mail the coupon.

Gospel Music

Shaped Notes

Sacred Harp in LP Creates Past Link

MOBILE, Ala.—An album described as an "important link in American music culture," has been recorded live at an all-day sing at Ramah Primitive Baptist Church in Pike County, Ala.

The album, titled "Holy Days," contains 20 Sacred Harp songs which is a form of religious folk music. Produced by John A. Batts, the album contains numerous songs of unknown composers. It is distributed with a Sacred Harp songbook, by the Sacred Harp Book Co. of Troy, Ala.

This is the true "shaped note" type of music, with the different shapes (square, right triangle, rounded and diamond) representing certain positions on the musical scale.

The singing is a capella. Sacred Harp music is popular in parts of the South even today. It is performed at music conventions and at all-day or all-night sings.

The shaped-note music had its origin in England and was brought to this country by settlers. The earliest known complete form of this type music in the U.S. was William Billings, who first published in Boston in 1776. Sacred Harp music is taught at Middle Tennessee State University.

The album, unlike the songbook, is distributed by Channel 1 Productions of Mobile.

Nashville Gets Arm Of Word Publishing

NASHVILLE—Word, Inc., the multi-faceted complex of West, Tex., has opened a publishing office here to be headed by J. Aaron Brown.

Brown becomes general manager of both Cantata Music (BMI) and Word Music (ASCAP), although the label does most of its recording under its parent, Word Records. The Nashville-written songs, it is the first time Word has located there.

The leading gospel/religious recording company in the world, Word is the parent company of the Word, Cotonan, Light and Marsch Recording Companies, Lexicon Publishing; Word Book Publishing, Creative Resources; Word Tours, and Word and Connaught Records, as well as the two publishing firms here.

The new office was made by Marleane Brown, vice president and secretary-treasurer of Word Inc. Southwest, the production for the Gospel label here.

Brown previously built the Silvertone label for the Oak Ridge Boys. He now is in charge of the staff of written and screening material.

Stamps Start an Elvis Year

NASHVILLE—I-D. Sumner and the Stamps begin the new year with an Elvis Presley tour and a worldwide television show to be telecast by satellite.

Ed Enoch, business manager for the Stamps, says the group will go to Hawaii with Presley on their first tour, and do rehearsals for the TV show. At the close of this tour, the quartet will appear in gospel concert in California, rejoining Presley at the Los Angeles Hilton Jan. 23-Feb. 2.

Ed Wideman, a former member of the King, is a staff writer of written and screening material.

AFTER LAST YEAR, 1973 LOOKS GOOD TO SPEERS

NASHVILLE—The Speer Family ended 1972 in a blaze of problems.

En route to Atlanta, the engine in their sleeper bus blew up. They returned here and boarded a mobile home from Heart Warming Records. Unable to go to the studio, they had to put in the shop four times.

At the hotel in Atlanta, the room of Susan Speer was burglarized, the thief taking clothes, shoes, jewelry, and her suitcases.

Back at home, Mrs. Brook Speer called to say the transmission had gone out on their car, the hot water heater blew up, and the motor on the furnace and air conditioner also blew up.

Things went well, however, for their album at the RCA studios when they returned.

When in Mississippi

You Can Buy BILLBOARD at the Hub News Company

209 Buschman St.
Hattiesburg, Miss. 34902
John Valley, owner of the Panda Sound tape shop in Newcastle and Heaton, also reported that business was “fantastic” but Christmas added that it was extremely noticeable how consumer awareness of the two tape systems had increased dramatically during the past 12 months.

Andy Wood, owner of The Tape Centre at Kingston, commented that he felt one of the reasons for tape’s growth had been the move by more and more record companies towards the simultaneous release of tapes and the equivalent album. “It’s most important that a tape goes on sale in all major record shops at the same time,” he explained, “so that the tapes and the record version can be sold as a package and without the promotion given to an album.”

Smith Chain

The record departments of the W.H. Smith chain had their biggest-ever Christmas selling period, according to Jeanne Smith, head record buyer. “It has been tremendous,” she said, “and we have had more space and more records we could have sold them.” Miss Smith estimated that tape sales would have been up by four times over last year. “I was in an Ealing branch one day last week and it seemed that every other item sold was a cassette or a record.”

Miss Smith added that deliveries from record companies were not as bad as she had expected but “too many records had been put out and it was too hard to get.” She commented that Polydor had shown a “very good” Christmas, although EMI still has a “way to go.”

John Moore of the Goose Records chain described business over the Christmas period as “splendid.” The four Goose Records branches had all recorded a significant increase in turnover compared with the same period last year—in Wrexham bases in Mayer’s, Mehul and Middlesbrough, in Bath business increased by a massed seven percent.

There’s been an obvious boom this year which we’ve known the summer and culminated with a bumper Christmas,” he commented. “In the pre-Christmas weeks we were knocking up 25 percent increase.

“Distribution from the record companies was fine all over the whole, too bad. In one or two cases we put in large orders to see us over the Christmas period, although I believe the few smaller shops who had been able to place their orders were short on singles.

“Cassettes have been increasing this year was also very high. We weren’t selling anything at disastrous material as we usually do—it was the full range which were selling. In the single field there wasn’t an obvious leader, but we had sold thousands of records which spread the sales out over a wide range.

“There’s only one word for it—fantastic.”

Weber joins Metronome

HAMBURG—Dr. Gerhard Weber, who since leaving Liberty-UK has been a freelance record manager for Metronome, has now joined the staff of the company as deputy managing director.

In his new appointment, Leif Kradt, Metronome’s managing director, expressed the company’s delight at the arrival of Weber to the management would leave him freer to concentrate on the growing activities of the company.

Metronome recently lost the King’s Road record business in Germany and Kradt will be at Metronome for the time being, with a view which Metronome can represent in the U.K.

Another new appointment in the company is that of Harold Heilman who is promoted from assistant sales manager to sales manager.

Metronome Records is 25 percent owned by Deutsche Grammophon.

Polydor Canada Distib Deals

CHICAGO—Polydor Records of Canada has acquired distribution of Mercury, Dial and Smash labels owned by Phonogram, Inc. New name now of Mercury Record Productions, Inc. here. Distribution of Philips, Fontana and Vertigo is handled by Phonogram, Inc. which, with Records of Canada, said Phonogram, Inc. president, said.

Polydor will thus distribute acts from the Phonogram labels such as Bobbi Smith, Ward Wiliam, Jerry Butler, Daniel Boone, Tom T. Hall, Jerry Lewis, Stax/Impala Bros., Faron Young, Del Shannon, Count Basie, Chuck Mangione and Joe Tex.

Music Sales has taken over the exclusive representation of the EMI Catalog. The U.S. catalog, which includes material from “The Who,” “Deep Purple” and “Pink Floyd,” is distributed by Music Sales, Ltd., a company managed by Campfield-Conolly. Music Sales has also taken over representation of the Chelsea Catalog; the catalog is distributed by a number of German and Eastern European importers.

Don McLean, who is from CBS-Capitol, was reported to have been heard in town last week for discussion about the possibility of a tour of the U.S. on March 12 or 13. He is also being considered for dates with Pat Metheny and Larry Norman, and his next single, “American Pie,” was recently released by Campbell-Connolly.

Ricky Skaggs, country musician, has left the Kayne Anderson label and is now with MCA, where he is being handled by Richard Long and the Southern Pacific label.

Radio station WAFY in Glendale, Calif., has announced that they will be opening a new record store in the near future. The store will be located at 1130 Wilshire Blvd., and will be named “The Music Capital of the World.”
WEA-Filipacchi Gets $665 Fines

BRUSSELS — The highest fine relative to turnover yet imposed by the Common Market Commission has been inflicted on WEA-Filipacchi Music of Paris for breaking the EEC's antitrust regulations. WEA-Filipacchi, which is a 51 percent-owned Warner Brothers and in which the French Rothschild Bank has a 39 percent stake, was fined $66,000 (1.5 percent of its turnover) for infractions of the export and competition regulations of the Common Market under Article 85 of the Treaty of Rome.

The company is reportedly considering an appeal against the fine. WEA-Filipacchi allegedly had sent a circular to dealers in France asking them to stop exporting WEA product to West German dealers. The Commission observed that albums selling for $2.86 in France were being resold in Germany at $4.53. This made it advantageous for German dealers to obtain albums at lower prices. The fine was announced by the Commission on Dec. 22 and represented virtually the last formal act by the six nations EEC Executive. The Commission Executive handled over to an enlarged executive on Jan. 1, with the advent of Britain, Ireland and Denmark's membership.

RESIDENT OF DANISH PUBS

COPENHAGEN—John Ramsden, head of Emulcida, was elected by the Society of Danish Musical Publishers at the Society's annual meeting. Harry Jensen of Multitone was elected vice president and Sv. E. Jørgensen of Interang was appointed secretary. The address of the Society is 10 Sctvendage, 1307 Copenhagen K, Denmark.

K-Tel Sees $9.4 Mil Sales Gross in LP's

LONDON—K-Tel, the Canadian-U.S. company which has pioneered the TV merchandising of compilation albums in the U.K., was expecting to gross more than $9 million in sales of its four releases in the last six months of 1972. Three of the four releases held the first, second and third places in the last Music Week album chart of 1972.

Meanwhile K-Tel has formed a joint company with the Hemdale Group—K-Tel/Hemdale Film Distributors Ltd.—to distribute and promote selected films. The move is believed to be the first in the U.K. whereby films will be marketed and promoted by a television promotion company.

There is also a possibility that K-Tel's TV promotional experience may be enlisted to promote records by Hemdale artists through television advertising. The Hemdale deal follows a similar arrangement in North America, where K-Tel is promoting two Hemdale films.

Canada's Disk Production Up

OTTAWA—Latest figures from Statistics Canada, depicted that significant increases in record production for the month of October. A total of 6.59 million records were pressed last October, up 8.2 percent over the previous month with 5.28 million a year ago. Total pre-recorded tape production was 11.11 million from 600,000 in 1971.

From The Music Capitals of the World

continue from page 42

the campaign have yet to be decided but it will include the reactivation of the entire James Last catalog on the label which includes 31 albums and cassette titles and 12 film cuts. Page Full of Hit Music boss Terry Neuss has acquired the publishing rights to two American groups. Noon has picked up the original compositions written by the Capitol label act Edward Bear. Page Full of Hit's will handle the songs in the U.K. and Europe. The act is Pepper Tree which will be handled for the U.K. only.

PHILIP PALMER

ATHENS

Lyra group Nordradamone, which won two press awards this year for their hit "There Must Be Lovely Ones" (Give Me Your Hand) release their first album weapon. Discotheque for Young People, a TV program introduced by ex-beauty queen Yoyo Asteletaki, in proving to be an important promotional showcase for new talent. The one-hour program is screened every Sunday night on Greek TV. The title song from "The Godfather" has proved a popular track for many artists and among the versions currently available are those by Al Martina (Cape), Andy Williams (CBS), Gianfranco (RCA), Nino Rota (RCA) and a Greek version by Jimmy Makoulis (Philips). Among new releases from EMI are Cat Stevens' "Catch Bull at Four" (Island) and French Pourcel's "Western" (HEV), plus photographe Aristides Marinellis to record a Greek version of Dennis Roussos' hit at the recent Rio Song Festival, "Violet Morning." She has been using the song in her act for some time... To celebrate its 10-year association with Terry Clayton, Music Box will be releasing a new album by the artist comprising Greek versions of major international hits... According to the weekly best seller chart published by the daily newspaper Telegraphic, the hit song in northern Greece during the first two weeks of December was "I Gurota" by Joe Tex (Mercury). "Popcorn" by Hot Butter, "Children of the Revolution" by T. Rex, "My Reason" by Dennis Roussis (Phillips) and "Standing in the Rain" by Blackfoot (Columbia).

EDT, the Greek National Tourist organization, is to release an instrumental album of old Greek songs arranged and conducted by Manos Hadjidakas, composer of "Never on Sunday." EDT releases one album a year oriented towards the tourist market... Almost all Greek record companies report heavy sales of new product this Christmas... Austrian Yannis Vokanellis, now in London for postgraduate piano studies, gave concerts this Christmas... Yiorgos Vareos, a travelling troubadour this month... Lyra has just released Jean Bousquet's new album... Violinist Yiorgos Karanistas has been given his own television show every Saturday evening on the EIRT (Continued on page 45)

GRT Fete for Koffman LP

TORONTO—GRT of Canada Ltd. this week hosted a party for instrumentalist Joe Koffman to celebrate the release of his second LP for the label, a two-record set entitled "The Four Seasons." The album is based on "Four Seasons" and it follows his "Koffman Plays Bach" album. It was produced and arranged by Doug Riley, who also aided in the adaptation.

GRT president Ron Reynolds, is discussing U.S. and global distribution of Koffman with several U.S. labels.

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JANUARY 13, 1973, BILLBOARD
ATV’s Bradleys to Bow Via Product

Capitol Records Canada Ltd. has announced the appointment of Dave Bradley, as manager, to oversee the release of singles followed by three albums in March. The new promotion and marketing manager, Stuart C. Pennington, says, "Bradley has been appointed with the release of these singles, which also include national sales and promotions." Evans' first new in his position as the manager of ATV Announcements, Evans has been with Capitol for several years, most recently being named the company's new field representative.

The new promotion and marketing manager for ATV, John Stoddard, has been appointed with the release of three singles, which also include national sales and promotions for Capitol's new project, "The Bradleys." Evans' new position includes responsibility for television, radio, and print advertising, as well as the creation of special events and promotions for the release of Capitol's new project, "The Bradleys."

Richard A. Weirs, who has exclusive representation of Bradleys acts, says, "We are pleased to work with ATV Music, as it has the capability of releasing new projects with the combination of singles and albums."

"WEA Finalizing Q Decision"

Once the new promotion and marketing manager, John Stoddard, has been appointed with the release of three singles, which also include national sales and promotions for Capitol's new project, "The Bradleys." Evans' new position includes responsibility for television, radio, and print advertising, as well as the creation of special events and promotions for the release of Capitol's new project, "The Bradleys."
Report of BBC Selection Committee Scarcely Denied

LONDON — A report that the BBC selection committee, in existence since October to pick records for the Jimmy Young, Dave the Traveller, Ashoke Walker and Alan Freeman Radio One shows, was to be scrapped was denied this week by executive producer Teddy Warrick. At the same time Radio One boss Derek Chisnall commented: “This was just another move to put our dealings with record companies and music publishers on a more professional footing.

‘I have been trying to avoid use of the words panel’ or ‘committee’ since that gives the impression of some group of men sitting in judgment whereas what happens is that these producers get together to discuss the week’s releases in relation to the format.’

‘I think it is best to let the system settle in before taking any action one way or the other. I find the people at the BBC eminently reasonable and have always found them open to suggestions so that if it is found not to be working I can be sure we can reach agreement.’

On the record company side Derek promotion chief Don Wardell said: “I find the panel an excellent arrangement just as long as we have the right of appeal when a record is rejected first time around.”

‘It seems a fair system and certainly serves everyone a lot of time although it still seems difficult to get new artists on the air.

At CBS, Colin Forcey was not entirely convinced that the panel had a place in the scheme of things after a period of some six months before reviewing the system.

‘The MPA disagrees, which it is perfectly all right for it to do but I am told some people are not too happy with the record companies and I am not being insulated with complaints so I think it is best to let the system settle in before taking any action one way or the other. I find the people at the BBC eminently reasonable and have always found them open to suggestions so that if it is found not to be working I can be sure we can reach agreement.’

In the BBC’s view we should give a panel system at least six months before reviewing the situation.

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The Association of Music Publishers Bulletin, which has a membership of 300 and is the chief body for music publishers, met last month.

Clark, who has also been associated with the BBC, said the MPA’s view was that there should be a panel system to ensure that the little guys get a chance to get their music heard.

In their view it is not right that the big companies should be able to get all the top artists without having to pay for the others.

‘We are optimistic about earnings for 1973,’ CHUM Ltd. president, Allan Waters, said in his annual report.

The corporation’s profit for the first quarter of 1973 has increased by $3,000,000 to $2,890,000, which is about $1,000,000 in revenue.

‘The corporation’s profit for the first quarter of 1973 has increased by $3,000,000 to $2,890,000, which is about $1,000,000 in revenue.

SINGER Alice Babs was appointed Royal Court Singer of Sweden on the occasion of the 90th birthday of King Gustaf VI Adolph on Nov. 11. The Swedish singer, who was discovered in 1934, has been one of Scandinavia’s leading vocalists ever since, touring the world with the Inter-Sandinavian trio called the Swedens, and making several appearances with Duke Ellington. Showed is Miss Babs, receiving her honor from King Gustaf.
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RADIO ACTION AND PICK SINGLEs

Breaking Disks

"Don't Expect Me to Be Your Friend," Lobo's follow-up to his No. 2 chart single, "I'd Love You to Want Me," leaps from 54 to 33 in its third week on the Hot 100. Top 40 airplay for the Big Tree (distributed by Bell) release in Los Angeles, Philadelphia, St. Louis, Baltimore, Dallas, Seattle, Atlanta, Hartford, Houston, Buffalo, Salt Lake City and Fargo. It is No. 14 on the WMAK-AM, Nashville. Good sales reported in 17 of 41 markets surveyed, with only the weak spots: Chicago, Detroit and Atlanta. Billboard made this the top pop pick 12-23.

Hot Chart Action


Pop

ROBERTA FLACK—KILLING ME SOFTLY WITH HIS SONG (4:02)
producer: Joel Dorn; writers: Norman Gimbel, Charles Fox; Fee-Be-Del. Bob. Roberta starts off the new year with a letter story of a heartbroken girl who receives love in an impossible shell and flowing away with it. Lovely production with a simple yet emotional arrangement and a powerful vocal. A hit for the moment, but might lose steam. A hit in the race for Grammys with its strong background vocals. But there's nothingkilliitic about this effort; it should maintain other copies to realize that beauty can be commercial if it's in the heart begin with. Staff: "Just Like A Woman" (2:14); producer: same writer: Bob Diller; ASCAP; ATLANTIC 2482.

SEALS AND CROFTS—HUMMINGBIRD (3:30)
producers: Lou Stellino; writers: James Seals, Dash Croft; GEMBROOK, RICK. The bird, the nest and the dangling strings are all as romantic and appealing as its main source-quality. The harmonies pair the two voices with the strings and there is a light, airy feeling to the song. "Hummingbird" doesn't fly away. By day, it is the cliff pigeons and it needs around enough to make its play. Fills up no avail. WMFJ 977.

BEACH BOYS—SAIL ON SAILOR (3:15)
Utilizes a simple arrangement, the group offers a song about confidence sought in neutral terms. The group was in Holland last summer and appears in their new LP, "Holland." The tune remains as covetable as the racing waves and there are no hidden tracks. Makes no impact on the current wave. Does no data on the recent single offering producer, writer, publisher, (for either side. THE BEATLES 60.7 (BMI).

Number of singles reviewed this week
55
Number reviewed last week
49

Songs listed on this page are the consensum of a review panel which listened to the music individually and then collectively and then voted for the titles published this week.

Review Editor—ELIOT TIEGEL

Also Recommended

COUNTRY

WARNER MACK—SOME ROADS HAVE NO ENDING (2:30)
producer: no info; writers: Warner McPherson; Peter Ross; SMEAC. Mack's new disk grows on you, should be extremely popular as a snapshot: radio stations will find that this kind of record can be played any time of day with appeal to demographics from 25-45 and over. As usual, Mack has turned in a soothing vocal effort and the lyrics have a major depth given the typical country tune. Fills up no info available. SADA 35233 (DELA)

BOBBY MACK—THE HEARTACHES CAUSED BY YOU (2:37)
producer: no info; writers: B. Mack, W. Smiley; Golden T. ASCAP. Mack may be relatively unknown at the moment, but his record will start to enter the Staple family. Good solid tte performed with hearty deep-sided vocal style...and a natural top for country music radio stations. Staff: "Time To Move Along" (2:11); producer: same; writer: same publisher: same. ACE OF HEARTS 6002.

Also Recommended

KANDY ROWLAND—SOMETHING BLUES (2:38); producer: Joe Gibson; writer: K. Howard; MUSKR, ASCAP, SONGSPLAN 1

ROCK

GALAX’S KNIGHT & THE PIPS—NEITHER ONE OF US (Wants to Be the First to Say Goodbye) (4:15)
producer: Joe Porter; writer: L. Weintraub; Beat. ASCAP. A strong effort right back in the mold of the hitmaker group with a hard-hitting let’s-go-dance-with-me record that easily does everyone right. Some language is heard, but it is not here. A hit in the race for Grammys. Has no radio information available. 5905 30570 (KATW).

O’JAYS—LOVE TRAIN (2:59)
producer: Greg Fields; writer: Jerome Simms; LUNA HU 317. The "O” take off with a more kiss-hi-pop/happy-go-lucky variant on their "Backstreets" sound. Especially right San-Field production in a message lyric that manages to sound sweet yet still encouraging enough. And this has been a great song to play on the radio. A hit in the race for Grammys. Ruby publisher: same. PHILADELPHIA INT 3524 (Columbia).

Soul

Also Recommended


Also Recommended

WEST, BRUCE & LINDA—The Doctor (9:14); producer: West, Bruce, LINDA: writer: West, Bruce, LINDA; PALATTLE, UPLIFT, ASCAP, COLUMBIA 7-1277.

ATLANTA—M. Linda (8:36); producer: Miami, COLONIAL L: writer: M. Linda; BMI, ASCAP, 4-5824.

BOYD CRAWFORD—R CRAWFORD (2:28); producer: Boyd Crawford; writer: B. Crawford; BMI, ASCAP, 74-0977.

ERIC CLAYTON—Baby Blue (9:55); producer: Eric Clayton; writer: Eric Clayton; BMI, PALUMBA 71056.

JUICE KUPPER—HAVE PATIENCE (3:53); producer: Pete Spargo; writer: P. Spargo; BMI, ASCAP, 74-0748.

DALE VAN HOVEN—Just A Song (5:50); producer: Fred Foster; writer: F. Foster; BMI, MUNIMENT 0905; Columbia.

NOMAD—DREAMS OF SHE (3:55); no info available for producer, writer, publisher, BMI 7480.

THE WILDCATS—Baby ‘r Baby (2:41); producer: Bob Brand; writer: B. Brand; BMI, ASCAP, 74-0921.

MARKY MARK—KISS ME (3:55); producer: Mark Scott; writer: M. Scott; BMI, ASCAP, 74-0922.

TOMMY LEWIS—Swingin’ For You (2:51); producer: Pete Dauphin; writer: P. Dauphin; BMI, ASCAP, 74-0923.

RICK JOHNSON—I’ve Heard These Very Words Before (3:40); producer: Jack Kay; writer: J. Kay; BMI, ASCAP, 74-0924.

TONI BROWN & TERRY GARTHEAVER—Come To Me Now (3:56); producer: Wayne Moss, Tom Brown, Terry Gartan; writer: T. Brown; BMI, ASCAP, ENSORS 7-313.

SCOTTI CARSON—He Used To Sing To Me (3:18); producer: John Atkinson; writer: J. Atkinson; BMI, ASCAP, 74-0925.

ANDIE MILLUDD—Down Home Louis (2:36); producer: Steve Gunson; BMI, ASCAP, 74-0926.

TOMMY LEWIS—Swingin’ For You (2:51); producer: Pete Dauphin; writer: P. Dauphin; BMI, ASCAP, 74-0923.

JANUARY 13, 1973, BILLBOARD
### Billboard Hot 100 Chart

**FOR WEEK ENDING JANUARY 13, 1973**

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<th>TITLE, Weeks On Chart</th>
<th>Artist (Producer) Label, Number (Distributing Label)</th>
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<td>CROCODILE ROCK</td>
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<td>John Belvedere (Les Baxter), VIGN 45254</td>
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<td>William Bell (James Brown), Stax 45256</td>
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<td>LIVING IN THE PAST</td>
<td>Jermaine Jackson &amp; Ann Andrews (Barbara Ellis), Columbia 45160</td>
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<td>Porcupine Pandas (Shirley Jones and David Cassidy), Capitol 45257</td>
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<td>IT NEVER RAINS IN SOUTHERN CALIFORNIA</td>
<td>Albert Hammond (Box Alfred &amp; Albert Hammond), RCA 3068 (EMI)</td>
<td>I CAN SEE CLEARLY NOW</td>
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<td>WHY CAN'T WE LIVE TOGETHER</td>
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<td>William Bell (James Brown), Stax 45256</td>
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<tr>
<td>OH BABE, WHAT DO YOU SAY</td>
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<td>Porcupine Pandas (Shirley Jones and David Cassidy), Capitol 45257</td>
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<tr>
<td>SITTING</td>
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<td>Otis Redding (Otis Redding), Stax 45257</td>
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<tr>
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<td>Dr, Hook &amp; the Medicine Show (J. Stone), Columbia 45257</td>
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<tr>
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<td>Gladys Knight &amp; The Pantages (Gladys Knight &amp; The Pantages), WEA 45257</td>
<td>WOMAN TO WOMAN</td>
<td>Woman (Doreen Campbell &amp; Wendell Drew), A&amp;M 1370</td>
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<td>SMOKE GETS IN YOUR EYES</td>
<td>Blue Note (Philly Simms &amp; Johnny, A&amp;M 1370</td>
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<td>Don星级酒店 (Ronald McDonald), Vanguard 35519</td>
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<td>WHAT MY BABY NEEDS NOW IS A LITTLE MORE LOVIN'</td>
<td>James Brown &amp; Lynn Collins (Kermit Brown), Stax 45257</td>
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<td>3 Live (Gary Lake &amp; Palmer, London 1009 (A&amp;M)</td>
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**HOT 100 A-Z**

(Publisher-Licensee)

Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.
"I'M GONNA TEAR YOUR PLAYHOUSE DOWN"

a new single by

ANN PEEBLES

All three trade magazines "picked" it. And rightfully so. It's the single that will make everyone aware of that little girl with the big voice.

Ann Peebles... a name you're going to be hearing a lot about. (Seems like we said the same thing about another Hi artist not so long ago.)

Produced by Willie Mitchell.

*RECORD WORLD, 1/6/73
Hits Of The Week

BILLBOARD, 1/6/73
Pick Singles (Soul)
Best New Single Of The Week (Soul Sauce)

CASH BOX, 1/6/73
Picks Of The Week
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<th>Artist/Title</th>
<th>Label, Number (Dist. Label)</th>
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<th>Weeks on Chart</th>
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**Notes:**
- NA indicates not available.
- R&B indicates Rhythm & Blues.
- T&F indicates Top LP's & Tape.
At one performance after another The Earl Scruggs Revue has generated an amazing kind of excitement. Incredible high energy evenings that's had full houses of fans screaming, and clapping for more.

Which is exactly what you can expect on this “Live at Kansas State” album. The Earl Scruggs Revue tearing the roof off.

The Earl Scruggs Revue.“Live at Kansas State.”
On Columbia Records and Tapes.
Christa Ludwig Heads British Decca Sweep of French Awards

PARIS—West German Opera star Christa Ludwig headed a British Decca sweep of awards at the annual Académie Nationale du Disque Lyrique competition, vocal and choral prize-giving here.

Miss Ludwig flew in especially to receive the top award, the Grand Prix des Arts et Traditions, for the best lyrical achievement of the year for her role in Wagner's "Tannhäuser" with the Vienna Philharmonic orchestra conducted by Sir Georg Solti. The work was released by Decca as a four-record set.

In all, British Decca took five of the 17 awards, and RCA winning two each, CBS, Hungaroton, Philips, Erato, ORTF and Chant du Monde one each.

Among record experts who attended the presentation were Josef Mezerec, recording director of the Hungarian Hungaroton company, which shared the Grand Prix with Miss Ludwig.

Aside from successful new releases, the Columbia classical line has experienced strong sales activity with its two-year-old "Greatest Hits" series. The fact that this series has experienced an overall trend of renewed activity without the benefit of new additions to its release roster is an indication of how healthy the classical market is," Bourdain said.

In addition, Columbia has added to its activity of the "Greatest Hits" packages. Bourdain revealed that 40 percent of the total sales in its classical product has been in quadraphonic. Bourdain further states that QF tape will prove a boon to the classical industry. Columbia's budget, Odyssey series also prospered in 1972, early doubling its sales figures of the previous year.

Bourdain credits the label's special promotion with its success but said that the time has come for it to blend into its own with pop-oriented audiences. "The combination of the soft pop market and highly profitable recording lines has turned Columbia into a major force," he stated. "The consumer has always been there, but the increased effort of dealers coupled with better packaging and merchandising has made it easier for him to buy."

**Masterworks in 40% Sales Jump in 1972**

NEW YORK—1972 has been a banner sales year for the Columbia Masterworks line, according to Pierre Bourdain, product manager. Columbia Masterworks' sales this year are 40 percent up in sales from the total sales in its classical product has been in quadraphonic. Bourdain further states that QF tape will prove a boon to the classical industry. Columbia's budget, Odyssey series also prospered in 1972, early doubling its sales figures of the previous year. Columbia credits the label's special promotion with its success but said that the time has come for it to blend into its own with pop-oriented audiences. The combination of the soft pop market and highly profitable recording lines has turned Columbia into a major force," he stated. "The consumer has always been there, but the increased effort of dealers coupled with better packaging and merchandising has made it easier for him to buy."

**DG Captures Awards**

NEW YORK—Deutsche Grammophon label recordings have garnered world wide acclaim. One of the three top prizes at the prestigious 1972 World Music Awards was presented to "Ludwig van Harn's Yiddish Song" by the Badisches Staatstheater. The award was given in recognition of the year's best German opera, "Jedermann," by Richard Strauss. The award was accepted by the orchestra conductor, Staatskapelle Dresden, on the behalf of the German government.

Three vocal works were also mentioned, including the Mozart Requiem, directed by Herbert von Karajan, and the Bach Double Concerto, directed by Pierre Boulez. In a comprehensive review of the year's classical activity, DG won the best conductor award for "La Cenerentola," directed by Rudolf Frisch, and "Die Zauberflöte," conducted by Karl Böhm. DG also received the 1973 Grand Prix for "Johann Strauss" and "La Cenerentola." The award was presented by French cultural affairs minister Jacques Delmas.

The award was presented by French cultural affairs minister Jacques Delmas.

**Ship LPs to N.Y. for Review**

NEW YORK—Beginning with the issue dated Jan. 20, 1973, reviews of classical records emanate from New York. VARIS will now send out their review copies to Robert Schmeltzer, Classical Editor, Billboard, 165 W. 46th St., New York. Previously, records were reviewed at the magazine's headquarters, on the West Coast.
Video cassette

CANNES—The Third International Market for Video cassettes and equipment—VIDEOMARKET—was held in the Palais de Festivals here from Sept. 19-24.

A conference on current developments in the video field was also incorporated into the exposition. The forum will serve as a forum to examine and discuss developments in legal and financial areas of this industry.

The exposition is expected to attract more than 500,000 visitors and exhibiters, and more than 1,000 participants representing 45 countries are anticipated.

**CES Focus on Video Units**

- Continued from page 10

- Tailors carrying the system is lack of units for sale. Delivery, however, has traditionally been a problem for any new configuration and this is not expected to change.

- The dealers are still advertising the system to potential buyers and people in selling techniques. Sears, for example, is still promoting the consumer through an upgrading of their consumer literature. Sears' mainstay of marketing is the videowick line, and a spokesman for the company said the only way the system is now being upgraded so that it is more compatible to the consumer is the guy on the street.

- "The current system to become overwhelmed with technical lingo," he continued, "and we feel that the consumer is able to understand the material to the layman in simple language. That's why I'm talking about what we said when we're explaining it. Information, they may have seen an ad or a catalog, and they want to know how to understand it.

- Packard Bell will work in conjunction with its dealers in training sales personnel on the operation of the system. He completed a training film to be shown in stores to technicians. The film is distributed free to the dealers and they have the option to train the consumer to use the system.

- Cartridge has not said exactly how much of the sales were on cartridges, but the number is felt to be considered a small portion of the total price range and the hundreds of items that are available for delivery, and some dealers are not selling any more until delivery is guaranteed. Once the guarantee is licensed, however, this does not appear to be a major problem.

**New Dealers**

There are several new important retailers visiting Chicago, however, who do not yet carry any type of television cartridge system, as many manufacturers are reaping the benefits of their new systems.

- In this department, some are looking hard at the market. What do some dealers, not yet involved and some already involved, have to say about their future in the field?

- They are certainly looking into an investment proposal which they feel can be carried out in this type, said David Rothfeld, the president of a merchandising manager. "We are absolutely looking at this type of system," he said, "but we hope to keep some of these systems from being in more of a video-audio material," he said, "and we are interested. With certain systems of the future, we can see that small system will be mass merchandising items. We are in all systems and will certainly be involved in this market sometime during the next year if not immediately after the show.

- The reaction, then, is that television cartridge is a salable item and companies are right on this track, even if the market is not as large as it can be. We are confident that we can be successful in this market.

- 7 Japanese Pre-Recorded Tape Companies Bankrupt

TOKYO—Seven Japanese manufacturers of pre-recorded tapes have gone bankrupt in the past two months (October and November) due to excessive production of tapes and a lack of sales. The trend is expected to continue, according to a survey made by Teikoku Koudou, a leading private research company.

Five music tape makers went bankrupt in October in Japan. The Grand International Cassette Festival, called to be held in March in Tokyo, is expected to be held at the Otsukyu department store in Tokyo, Sept. 16.

- In November, Rokuro Hatake, president, was established in the capital of five million yen (about $16,500) and produced an average 20 million yen ($55,000) worth of pre-recorded music tape a month. Due to lack of sales and an increase in bankruptcy with a liability of $120 million yen ($400,000).

- Regarding discount sales, the audio cassette music "Passionate," which were introduced in Chicago and the Tokyo Coban Boys, a selection of the 14 standards whose composers and music publishers are represented by JASPAR and Poulter, were introduced in the Japanese Nippori K.K., recorded and released by Sound City Co., Ltd, for retail at 2,000 yen ($60) in Tokyo and 2,000 yen ($60) in West Side Sidewalks of Shibuya, Tokyo, for 800 yen ($2.60).

**GRT Tape Renewals**

- Continued from page 10

- The U.S. firm signed a contract with the group in April of 1971.

- In addition, GRT now has exclusive U.S. tape distribution for ABC-Dunhill Records. The firm was also represented by Ampex Corp.

- Under both agreements, GRT will handle the marketing and distribution of the tapes, and American advertising and special products manager Jack Woodman. Promotion of the tapes will also be handled by GRT in concert with the record companies.

- GRT has made the duplication for more than 20 other record companies for both domestic and export sales, including VMI Records, Hot Stum Records, and Space Records.

- The firm will generally sign from 3 to 5 new licensing agreements a year, according to Tom Bonetti, president of GRT Tapes.

**West Coast Mfrs.**

- Continued from page 9

- This is good for us, because we see our stereo products to the industry in the same market as the others.

- Jack Doyle, president of Pioneer Electronics of America feels that "January is a good time of year to show new products in this industry because there's been a little more interest in electronics, particularly this year. I think the cross-section of electronic enthusiasts is getting bigger and bigger. The wave that everyone's talking about will work to everyone's advantage. Still, the industry's getting more based on a school show, and I don't think this will work to our advantage, as the show is showing a line off and offering a few things.

- All of the manufacturer quotes above are based on a showing something new to the industry. We are all trying to improve every product, promotion or both. And all of these manufacturers are the focal point, both in timing and location. It is quite possible that this January show may show the industry that there is room, even a need, for more than one electronics show a year.
An automatic for Jerry Lee Lewis, who capitalizes this time on his unique piano style which places him in the hit single-the title tune that also places LP. Best cuts also include the pulsating 'No Traffic Of All Time' which has progressive country flair and hit potential. "Walk Around Heaven" is a heaven-lyer about walk, a natural for the field. Typical show note that Jerry Lee Lewis also gets considerable pop approval.

The Mercury Group of Harold and Elizabeth is to be admired for the great sound quality and equipment which makes this recording an attractive listen.

The discography of Carl Davis and his orchestra is an impressive one, with many fine recordings to their credit. This album, in particular, is outstanding for its fine quality and presentation.

Classical:

CLASSICAL:

QUATTROTTA ITALIANO - Brahms Scherzdoni Complete String Quintets, Phillips 1103 723-11FL.

Both Brahms and Scherzdoni left behind three of the finest chamber music works which have been lost to posterity. This CD recording brings them back to life, and in so doing it has a special meaning for all those who appreciate the beauty and profundity of these works.

ALFRED BENDER - Scherzdoni's Overture in B Major, B.B. Pianos 4320 292-1.

Sensitively, compelling piano work by Alfred Bender of Vienna which includes three composer's favorite works. Excellent musicianship and a well-considered program.

RICHARD & JOHN CONTROLLA - Last Sonatas for Two Pianos, Phillips 114 724-1.

The highly prized slow movement pianoforte piece for two pianos is included in this fine collection of works for two pianos.

ANTHONY DI BONAVELLO - Scarlatti: Sonatas for Two Pianos, Phillips 111 725-1.

A diverse selection of 23 delightful sonatas for two pianos, beautifully played.

INTERNATIONAL:

DOD HUGH - Classical Gno Pno. London intl, 115-118.

The Dod Hugh collection of 115-118 is an important contribution to the field of classical music. It contains a wide range of works, including many masterpieces by the great composers of the 18th and 19th centuries.

POP:

JERRY LEWIS - Who's Gonna Play This Old Piano, Mercury 67 6726.

An automatic for Jerry Lee Lewis, who capitalizes this time on his unique piano style which places him in the hit single-the title tune that also places LP. Best cuts also include the pulsating 'No Traffic Of All Time' which has progressive country flair and hit potential. "Walk Around Heaven" is a heaven-lyer about walk, a natural for the field. Typical show note that Jerry Lee Lewis also gets considerable pop approval.

Latin:

SARAFIN CORTEZ - temperament, Sarrafon, In- ternation, 115 724-1.

Cortez leads an Ojibwa band of New York players and features a selection of Latin tunes which should do justice to the distinctive style of this band.
From the Gold Album Comes a Lively Single: "Sugar Magnolia" (WB 7667)