O'Connell Views Qtly. Inventory As Benefit

By EARL PAIGE

CHICAGO — Phonogram, Inc. here, the new name for Mercury Records Productions, has achieved a marketing breakthrough wherein home office administrative personnel can physically count distributor inventories each quarter, a move that could bolster the role of independent distribution, according to Dave O'Connell, treasurer and vice president. Essentially, he said, the move takes the guesswork out of cash collections, estimating potential returns and other contingencies of labels not knowing how product flows through distribution. He said the system will have greater potential once the industry adopts Billboard’s MIC universal numbering system initiated by the International Music Industry Conference.

Phonogram’s move also ties in vitally with its already proven system of computerized overnight press plant shipment monitoring. For some time, Phonogram, through linkage with systems in use by its former parent, North American Phillips, has had morning readouts of product movement to distributors.

The move in quarterly monitoring of distributor inventories was tried three times in 1972 on a shakedown basis. O’Connell indicated its feasibility is aided by Phonogram’s geographic location here, an advantage often cited by Irwin Stainberg, Phonogram president. Jet air travel is also a factor.

O’Connell said that basically all administrative people plus fill-in help from regional staffers can (Continued on page 6)

Holzman Throws WEA's Weight Behind Discrete

By CLAUDE HALL

LOS ANGELES — The WEA group of labels—Warner Bros., Elektra, and Atlantic Records—is committing itself to the discrete quadrasonic system it has been marketed. Jim Holzman, president of Elektra, is the head of a special committee of engineers and executives from three labels which has been researching quadrasonic and last week told distributors and executives at the label’s second annual sales convention in Phoenix that a direction would be announced shortly. At one point, the WEA group was on the verge of going to the Sansui matrix system and had called a press conference to announce the fact, but then called it suddenly off.

The main concern, according to Holzman, was in providing potential quadrasonic record consumers the very best system possible. Feeling an enormous moral obligation to the public, Holzman and his team spent several months in research. A valid reason, also, for the research was to make sure that his group of labels also had the best system possible. It is known that he was under considerable pressure from the Phillips system, both discrete and matrix, to take the WEA group to quadrasonic.

Holzman was still refusing to confirm at press time that WEA would go discrete. Much earlier, he had said that because of the weight of the pop hits created and marketed by the WEA group, any system the group chose might have strong effect in the marketplace toward swaying the industry to (Continued on page 6)

Electronic to 'Catch A Thief'

By ROBERT SOBEL

NEW YORK—Two old and seemingly unrelated foes of the retail industry—theft and pilferage—received some severe blows at the National Retail Merchants Association convention, held Jan. 7-10 at the New York Hilton Hotel. Heading the attack were a new closed-circuit television and computer, special electronic tags, a plastic cutter which sets off an electronic detector, and Associations film and pamphlets explaining the evils of shoplifting.

Two further leading electronics (Continued on page 6)

Court Decision On Drug Lyrics

By MILDRED HALL

WASHINGTON—A three-judge panel of the U.S. Court of Appeals has upheld the Federal Communications Commission’s highly controversial 1971 drug lyrics policy, requiring licensees to avoid airing lyrics that promote or glorify the use of illegal drugs. In the opinion, the court rejects all arguments of appellant Yale

(Continued on page 6)
Charley Pride gives you "A Shoulder to Cry On."
New Gordy Parent Firm; Abner Tops Record Div.

LOS ANGELES—Bill Gordy, who started Motown Records 13 years ago while working in an auto assembly plant, has been promoted chairman of the board of the new umbrella firm, Motown Industries, Inc. New to Gordy's entourage is Alvin J. Sackler, who began as a presser at the now defunct Armour Plastic, Chicago, in 1949, replaced him as Motown Records president in 1965, and is now a vice chairman of the board. The move reflects the current streamlining of the Motown empire including music publishing motion pictures and TV and radio. Paul C. Davis, who Gordy retains as the division president of the Bay Area operation is undoubtedly due to the exceptional business the area has brought to the firm through his first film, "Lady Sing The Blues." Abner DePaul University graduate and former president of the now defunct Veseyland label through an art career in the four seasons, Jerry Butler, the impersonator and former label sales boss since Gordy since 1964, functioning primarily in artist management. He moved to the West Coast area about eight months ago. His leadership has been manifest in the increased international status which the Gordy family of labels has achieved.

Gordy, a completely self-made executive, has built his label without much consideration for the corresponding corporate entity constructed by a single black man from beginnings of a single producer of the Diana Ross movie, he has now expanded the family label to all the important entertainment avenues.

Budget Chain Blueprints 1st 3 British Stores by JOHN SIMPEL

NEW YORK—A 50 percent increase in sales for Warner Bros. Records highlights reports by Mo Ostin, Warner vice president and chief of operations, the Warner executives citing 1972 as "the most successful year in the history of Warner Bros. Records.

Warner Bros., Warner vice president, described the 24 gold records awarded to the company at the recent completion of three custom label distribution districts in Japan, Germany and Canada, joint ventures in Japan, the U.K. and soldiers in South Africa, South Africa and New Zealand.

Other key factors in Warner Bros., Warner Bros., Warner vice president, described the 24 gold records awarded to the company at the recent completion of three custom label distribution districts in Japan, Germany and Canada, joint ventures in Japan, the U.K. and soldiers in South Africa, South Africa and New Zealand.

The recent feature will include a slide presentation on Stax Records, a documentary film on Motown and talks on Columbia's QSK program.

Along with the presentations, addresses by key New York personalities, Braddock speaking, marketing, Ron Alexander, vice president, John Leve, vice president, sales and promotion, will be featured. Newly signed artists will also introduce themselves to the sales and promotion staff in the city, with live performance.

The next event will be chaired by the area regional director Paul Smith, East, Don Van Corp, Midwest, Don Pratt, West, and Armond Ziegler, South.

Beegee Into MOR, Gospel

LOS ANGELES—Beegee Records has released a new rock version of the hit song "Byron Spears buying out all other stockholders of the company, taking the label's specialties to MOR and gospel music.

Joining the Beegee staff are Lorenzo Abraham, national sales director; Peter Bregman, vice president; J. Branty, promotion director; Jim Bryson, promotion director; G. Jones, public relations director; J. Spencey; publicity director; the release release is Shelton Kirby's "Yield Not," a gospel jazz album.

Bay Chain Disavows Discount Price War

by PAUL J. PAULUS

SAN FRANCISCO—The Bay Area retail price war that has forced record prices down lower than ever is likely to spread as far as anyounce in the nation. While this market is being maintained by manufacturers, who, in order to fill massive quantities merchants who have the responsibility of reducing the retail price.

The first reaction against the retail war was the announcement by the Bay Area Records chain of 16 record and audio industry executives in setting up a group this month to join the chain. Howard said he intends to operate only rock record stores in the U.K. Dependent upon the success of the group, the Bay Area Records chain will begin to discount $5.98 suggested retail price. This amount of loss on a $9.98 package is $4.98. The customers are now discounting $5.98 in merchandise to some of a figure of a retailer to jack up retail suggested retail.

RCA Produces King Benefit

NEW YORK—RCA Records’ 10th annual Martin Luther King Jr. Birthday Benefit in Atlanta, April 29, at the Atlanta Civic Coliseum, Proceeds from the concert will go into a trust fund on a projected record of the event for the Black community in South Carolina, founded by the late Dr. King.

Scheffler for the 54th birthday of the slain civil rights leader, joined in the tribute by Flip Wilson, and RCA artist J. Castor Bunch, J. Bell, the Franks, from the Nation, Linda Hopkins, The Main Ingredient, M. Winter and William P. Reed.

At a press conference announce- ing the event, Coretta Scott King, re- called RCA Records for its "Meaningful participation in promoting the work of Dr. King.

Belwin-Mills, Marks in Pact

NEW YORK—Edward B. Marks Music Corp., has signed a long-term agreement with Belwin-Mills Pub- lishing Corp., whereby Marks will handle the rights for bulk printing and sales promotion facilities of Belwin-Mills.

Belwin-Mills, producer of the famous Saks, said that with the agreement, Belwin-Mills will continue to concentrate on expanding its printed catalog in the U.S. and Latin-American markets, as well as a wider adaptation of paperback related to music and point-of-purchase counter items.

The agreement, signed by Aut- hor, Inc., a subsidiary of the parent company, and Belwin-Mills is effective April 2, 1973.

RCA Records will announce its plans for the event on a projected record of the event for the Black community in South Carolina, founded by the late Dr. King.

Court Sets 20G's in Fines 

For Retailer and Distributor

NEW YORK—Final judgments have been passed against a retailer and a distributor for a failure to pay right infringement suit. The judg- ment was $2,250 against John Hopkins, Judge M. Joseph Blumenfeld of the U.S. District Court for the Southern District of New York, for a total of $2,250 against John Hopkins, John Hopkins, Judge M. Joseph Blumenfeld of the U.S. District Court for the Southern District of New York, and against $2,250 against John Hopkins, John Hopkins, Judge M. Joseph Blumenfeld of the U.S. District Court for the Southern District of New York, was against Tony Penter, Ltd. and Ra- mon Carrillo was against a total of $12,250 against distributor Matty Bullock.

The action, filed by a number of Harry Fox Agency publishers, was brought against the 20th Century-Fox. 

More Late News

See Page 66
ABC/Dunhill Produces Logo Changes

LOS ANGELES—In a recent series of album-cover redesigns, ABC/Dunhill president Jay Laidler, Jr., said he initiated a two-for-one series, cited the reactivation of the Blue-ray line, announced several signings and unveiled a new logo for Dunhill Records.

The series of double-two-for-one albums are set to retail for $3.98, and 24-page catalog material. The records, seven of which make up the initial release, will be on the ABC label.

Laidler also reported the signing of Dusty Springfield to an exclusive contract with the U.S. and Canada, and said the first LP will be out this month.

The new ABC/Dunhill logo designed by art director Ruby Mazur features a series of wooden blocks which spell out the company name. Records founded his own studio for ABC and Dunhill and one combined logo. Blocks are of assorted colors.

ABC will also reissue the Blue-ray catalog (Billboard, Jan. 11), with 15 releases, which came with a sampler, with five of the LPs in a package. The LPs will list for $4.98.

Other releases will include five recordings for the West minister Gold label, the band's first country LPs and several soul-oriented discs.

Rock Concerts Score at L.A. Forum

LOS ANGELES—Concerts at the 18,000-seat Forum arena here drew audiences of 11,000 for the second night, second only to the attendance for the world's-together-in-Knot band team. And the Lakers 50 home games pulled nearly twice as much as the Forum music events held at the Forum last year.

The latest Kent Cooke-owned Forum is one of a handful of large-scale arenas in the U.S. Eleven of its concerts were sold out in 1972, including performances by Janie Tull, the Rolling Stones, John Lennon, Leon Russell, Jackson 5, Black Sabbath, Joe Cocker, Grand Funk Railroad and the Miracles, Led Zeppelin and the Moody Blues.

Thus, rock and soul concerts out all Forum sports except NBA basketball. For the former, 7,000-seat Forum, 1972, and the Lakers 50 home games pulled nearly twice as much as the Forum music events held at the Forum last year.

Gold Clef Awards Show Lowery Publishing Rise

ATLANTA—Bill Lowery writers, in the past 4 years, have written 10 songs which have either gone to the top 20 in the Hot (40) chart, or to the top 10 in the Country, Soul or Easy Listening charts.

This phenomenal record of hits has been made apparent by Lowery's annual Gold Clef Awards, instituted in 1969. At that time the publisher was quoted as saying that "if 15 songs get awards, I think the guys who write the best songs will be honored as well."

In those four years, 42 such awards have been handed out to 13 writers and now, for the first time, to a woman.

With a staff consisting of such writers as Joe South, Bobby Bare, J.R. Cobb, Freddie Weller, Tommy Roe, Ross Nix and Ray Whitley, Lowery has been able to reach not only the top listings in this country, but abroad as well.

There have been numerous international awards.

Twenty-six of the songs have made it into the top 20 of the Hot 100.

The annual Gold Clef Awards also have brought numerous unplanned accolades for Lowery. In 1969, the Atlantic Variety Club presented him the Showmanship Award. BMG honored him in 1970 and again this year, both for his million-performance record and for his excellence in three fields of music, the first publisher to be honored.

Ros has been cited for 19 years of service to the business, while South was just cited on his 20th anniversary of songwriting. In the most recent awards show, which noted Lowery's 20 years in the business, he was given a collection of events, in scrapbook form, denoting the entire history of his publishing firm.

Ken Nelson of Capitol Records was the recipient of a special award, given personally by Lowery.

It was Nelson who talked Lowery into going into the publishing business after having success in other areas of the entertainment field.

A special Silver Clef was given to Mary Tyler Moore, the author of the firm, as the employee who contributed the most to the company's success.

In This Issue

CAMPUS

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COUNTRY

INTERNATIONAL

JAZZ/DJ

MARKETPLACE

LATIN

MARKETPLACE

NATIVE

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Record, TV Surge On Porter Songs

NEW YORK—Chappell and Co. are experiencing a boom in the work of its top writers headed by Tom Shapiro, head of Masterworks and original creator ad for the label and Robert Kimball, author of the book, "Rock." It will be the director singing and playing piano, several original arrangements and Porter singing material from an early show that is available commercially for the first time.

Two major clubs, Columbia Record Club and Rock of the Month, are both offering the "Rock" book and three-record set from Columbia Special Projects as a joiner offer.

Calif. London Into Denver

NEW YORK—London Records of Columbia, one of London Records' seven factory branches, is now represented by Herb Goldberg, vice president of sales and marketing for London, but not the headquarter's High Street, where resident publishing companies will be operating covering all areas of the London Records of New Mexico. That territory includes classical, jazz-oriented acts, London's East Coast City and Alpine area.

The Denver operations will be supervised by Jack Baker and Joe Trivett, marketing director for the Western region, including San Francisco as the second satellite wing of London Records of California. All product is warehouse in suburban Garden Grove, Calif.

Weiss' OWM Inks Shad and Stevens

LOS ANGELES—Bobby Weiss' One World Music has signed to wide-world representation of Bobby Shafto's 140 titles-Mainstream Records and associated catalogs in the jazz, blues and related fields. In addition, One World Music will be handling records for Ray Stevens' Albatone Music for all areas where he will not be represented.

Joseph A. "Cotton" Carrier, general, professional manager of the Lowery Group, presents Lowery and his wife, Buffy, with a scrapbook depicting their 20 years in the industry. Looking on at right are Mary Todd and Mrs. Terri Lowery Hall. Big winners this year were Buddy Bure, Jerry Weaver, and Joe South.

PUBLISHER BILL LOWERY is joined at his Golden Clef Awards in Atlanta by Dennis Yost, MGM South, who entertained with the Classics IV, MGM president Mike Curb, and Lowery group writer Stephen Storytortino and Milton Brown.
Introducing Bruce Springsteen:

The most important new voice of Asbury Park, New Jersey.

And perhaps the ’70’s as well.

Bruce Springsteen's debut album. On Columbia.
Len Sachs has announced his resignation as vice president of GSF Records, where he was responsible for sales, distribution, promotion, product evaluation and acquisition of product. Sachs, who spent 15 years with Atlantic Records as vice president of marketing and merchandising, said he is considering new material suitable for placement and releases. Joel Dorn has been named acting president of GSF Records as of Jan. 17, 1973. Dorn was GSF's senior vice president for the past year. Sachs will continue as an independent subdistributor for the label until the end of the year. He has been a frequent contributor to Billboard and has written a number of articles for the magazine. His resignation is effective immediately after the completion of the current year's fiscal year. Dorn said he will continue the current department's activities, including the promotion of existing artists and the development of new talent. Sachs will continue to be a consultant to the company and will be available for special projects. He is currently working on a new album for GSF Records, which is expected to be released in the spring. In a statement, Sachs said: "I have been fortunate to work with some great people at GSF Records and I am looking forward to the future. My congratulations to Joel Dorn and the entire GSF Records team."

** At RCA Records, Bruce Marlow has been appointed manager, merchandise and product management. Marlow is currently the assistant vice president of RCA Records. He will report to the new president of RCA Records, Michael Ruben. Marlow will be responsible for coordinating all merchandising functions for RCA's commercial and custom labels. Prior to the promotion, Marlow was a manager of the Product and Market Planning department. Roman formerly was manager, sales administration. Skip Byrd has been named as assistant manager for the RCA Records branch in Atlanta. Also, Scott Jackson will operate as promotion men out of the area. Patti Wright has joined Capitol Records' public relations department, as assistant press assistant. She will report to Lew Segal, public relations director. Capitol Records will not be responsible for coordinating any distribution press and public information. Also, at Capitol, George Dobson has been named manager, accounting. He will be responsible for the accounting department, and executive assistant, Roberta Carter, is also new to the company. Samuel Rea, who had been named most recent position as supervisor, cost analysis, Dobson replaces James Bowman, who has left the company. Also at Capitol, Dennis Herter, has been appointed to the new position of vice president of sales and marketing. He is a former payroll supervisor. Henry Michel has taken over that position. Berry Gouds, founder-president of Motown, has announced that he will head the new Motown Industries, parent firm for recording, music publishing, motion pictures and television. Replacing him as president of Motown Records is Erland Gladstone Abner III, who joined the organization six years ago as chief of Multi-Media Promotions, the management arm of the firm. Abner, who managed VeJay Records for 10 years, was previously executive vice president of the label. (Continued on page 49)

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Stax Closes Record Year

NEW YORK—The Stax Organization, established in 1957, has closed its record label after producing 30 years of music. The label, which has recorded and marketed Stax Records, will cease operations on Dec. 31, 1973. The closure is due to financial difficulties, according to a statement released by the company. The label will continue to operate as a record company, but will not produce any new recordings.

The Stax Organization was founded by Jim Stewart and Al Green in 1957. The label has recorded and distributed records by artists such as Booker T. & the M.G.'s, Otis Redding, and Al Green. The label is known for its soul and R&B music, and has released many classic albums.

The closure of Stax Records marks the end of an era in the music industry. The label was one of the pioneers of soul music and has had a significant impact on the development of the genre. The closure will be a loss for music fans and the music industry as a whole.

The Stax Organization has announced that it will continue to operate as a record company, but will not produce any new recordings. The label will continue to release reissues of its classic albums and to distribute the music of its artists.

The closure of Stax Records is a sad but necessary step for the company. The label has faced financial difficulties in recent years, and the decision to close was made after careful consideration.

The closure of Stax Records is a loss for the music industry, but it is a necessary step for the company. The label has had a significant impact on the development of soul music and has released many classic albums.

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A tempting new album from Stiller and Meara.

On Atlantic Records and Tapes.
Expert Likes Chances For Rosey TV Tape Fate

LOS ANGELES - The videotape industry is finally coming of age, believes Arthur E. Rockwell, a research analyst with Sutro & Co., Inc., in San Francisco. He also feels that Cartridge Television, which has been plagued with production hazards, has a good jump on the competition, Sutro's research report entitled "The Future of Video Tape" concludes.

Among the hazards facing CTI:

- "Severe competition."
- "The company appears to have a lead on competitors at least six and possibly 18 months in introducing television to the consumer market," Rockwell said. "CTI's strategy is to get into the market as early as possible, and we have an advantage in terms of distribution and of products that we can introduce to the market."
- "The company has planned for an order of 10 million units in 1973, and has given an option to purchase an additional 10,000,000."
- "Cartridge Television's production facility in San Jose, Calif., has the capacity to produce more than 50,000 cartridges per week and is expected to be ready for production in the first quarter of 1973."
- "Overall, the company appears to be well positioned to meet the challenges facing the industry."

The software area, CTI expects to produce about 50,000 cartridges in the current fiscal year, of which 10,000 will be for rental use. To date, Rockwell states, only about 2,000 demonstration cartridges have been shipped. For fiscal 1973, it is expected to produce about 1 million cartridges, including 200,000 for rental use.

In manufacturing, CTI has no plans to establish its own production facilities, but expects to contract with domestic and foreign television manufacturers to produce and market the units for their own accounts on a profit-sharing or royalty-free basis.

Cartridge Television's production facility in San Jose, Calif., has the capacity to produce more than 300,000 cartridges per week and is expected to be ready for production in the first quarter of 1973. Overall, the company appears to be well positioned to meet the challenges facing the industry.

According to Rockwell, CTI's strategy is to get into the market as early as possible, and we have an advantage in terms of distribution and of products that we can introduce to the market.
JUST AS ALL NEW LIFE STARTS
THE NEW YEAR BEGINS WITH THE ROOTS

THE GRASS ROOTS

...OF COURSE

THEIR NEW SINGLE

"LOVE IS WHAT YOU MAKE IT"

Produced by Steve Barri, Rob Grill and Warren Entner

D-4335

DUNHILL RECORDS
From The Music Capitals of the World

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York
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-done
by
Announcers
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Song
Entertainment
Chicago
(Hi)
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23,
(213)
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and
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Rod
Roof
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is
young
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Building
Plaza
King
Buddy
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MGM.
ARCHITECTS
(RCA)

In the Center of the
Entertainment Whirl

With major recording companies, studios, producers and publishers within walking distance to this newest addition to the Hollywood skyline... many recording firms and entertainment industries have already reserved space in the building.

The Sunset/Vine Building has all of the deluxe business and convenience features of a KB Building including... Banking and Restaurant Facilities in the Building
Custom Designed Suites
Convenient Freeway Access
Ample Parking
Daily Custodial Services
Reasonable Rental Rates

The New KB Sunset/Vine Building is the Best Home Your Business Can Have!

WILLIAM PICKETT

The 22nd Annual Greater New York-Central Palace Telethon will be presented on the weekend of Jan. 21-23 over WOR-TV, will be talent-hosted by singer Pat Aska (Buddah). Aska served in the same capacity for the first time last year. Song also presented is Steve Lawrence and Eydie Gorme (MGM) who will handle similar chores on the Hollywood remote portion... Atlantic Records hosted press parties in Washington at the Watergate and in Chicago at the Continental Plaza for singer Marjoe Joseph, . . . The Raspberries (Capi- tol) of "Go All the Way" fame have been invited to perform at the MIDEM Gala in Cannes. . . . Singer Al Green (Is) will appear at the annual professional Black Announcer Night in New York (PBA) dinner in the Rockdale Village Ballroom on Feb. 23.

Song Festival Set For U.S. Composers

From the expected volume of entries, 36 songs will be selected by the festival's boards of directors for the next year's competition. The 36 semi-finalists will each receive $500, and those two for the Saratoga Springs site, and first-class accommodations for the entire festival and all its guests.

The songs will be performed in preliminary concerts during the first three nights of the festival. The final nineteen will perform their own semi-finalist songs, and the three may designate appropriate singers to interpret their songs for the competition. The festival's producers will assist nonprofessional composers in the selection and contraction of singers.

Each of the three preliminary concerts will be hosted by a recognized American composer-performer, who will present a small concert of his or her most recent compositions prior to the evening's song selections. All three artists will co-host the final concert.

The hosts are to be announced by festival's producers at a later date.

Entry forms for composers are being prepared with regulations now being made with a major emphasis placed on gold stamping. These entry forms are designed for distribution of an entry kit, and beyond the entry forms in length. The composers' handbook designed to assist new composers in the preparation of their entries.

WHO-WHEN-WHERE

ARTISTS ITINERARIES

DIRK BOCHER (Atlantic): Studio Riviera, Jan. 27.
DAVE BRUBECK (Atlantic): Philadelphia, Jan. 12; Detroit, Jan. 13; Boston, Jan. 14; New York, Jan. 15; New Orleans, Jan. 16-18; Columbus, Jan. 19; Chicago, Jan. 22; Detroit, Jan. 23; New York, Jan. 27-29; Boston, Jan. 30; Los Angeles, Feb. 1, 3.
RON HARRIS (Atlantic): Chicago, Jan. 23, 29; New York, Feb. 9, 22; Detroit, Feb. 16; Chicago, Feb. 21; New York, Feb. 22.
JULIE BUDD (RCA): San Diego, Jan. 28; Los Angeles, Jan. 29-31; Las Vegas, Feb. 1-4; New York, Feb. 7.
CICERO, HERG (Capitol): Washington, D.C., Jan. 21; New York, Jan. 22; Cleveland, Jan. 26; Chicago, Jan. 27.
JOHN EWELL (Capitol): New York, Jan. 15; Washington, D.C., Jan. 16; Boston, Jan. 17; New York, Jan. 18; Boston, Jan. 19; Chicago, Jan. 20; Philadelphia, Jan. 21; Atlanta, Jan. 22; New York, Jan. 23.
CHEECH & CHONG (Ode/Pas- sitio): N.J., Capitol, Jan. 23; Binghamton, N.Y., Brook’s Hall, Feb. 7; Rochester, N.Y., Univ. of Rochester, Feb. 9; Atlanta, Feb. 12; N.Y., Ithaca College, March 26; Toronto, Ont., March 28; Dallas, Feb. 14; Wayne, N.J., March 29; N.J., March 30; N.J., March 31; N.Y., April 1; N.J., April 2; N.Y., April 3.
EDDIE COCHRAN (Grapevine): Philadelphia, General’s Lane, Feb. 15.
EILEEN DUNN (Ode): Los Angeles, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
JERRY GARCIA, SEAN JOHNSTON (Capitol): N.Y., Jan. 21; Chicago, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
JOHN GARDNER (Atlantic): San Francisco, Jan. 19; Los Angeles, Jan. 21; New York, Feb. 15; March, N.Y., April 1.
LOTTE HANSSON (Atlantic): Nashville, Tenn., Jan. 21; New York, Feb. 15; March, N.Y., April 1.
JEFF HARRIS (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
ERIC HAYDEN (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
MATTHEW HOFFER (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
EDWARD HUPPER (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
MARK HUPPERLY (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
ROBERT IRVING (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
NORMAN JACOBS (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
MIKE JAMES (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
EDDIE JAMES (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
FRED JONES (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
RICK JORDAN (Capitol): New York, Jan. 22; New York, Feb. 15; March, N.Y., April 1.
 sponge 27...
ANOTHER “SUPER FLY” SMASH!
BARBARA MASON
“GIVE ME YOUR LOVE”
FROM THE MOTION PICTURE SUPER FLY PRODUCED BY CURTIS MAYFIELD
400,000 AND EXPLODING
# CASH BOX # BILLBOARD # RECORD WORLD
FROM THE ALBUM
ON BUDDAH RECORDS FROM THE BUDDAH GROUP
Talent

From The Music Capitals of the World

• Continued from page 10

through Friday (12) on ABC-TV. ... Edgar Winter (Epic) appears on the fourth ABC-TV "In Concert" special set for Feb. 2 at 11:30 p.m. ... Organist Richard Hyman (Project 3) and virtuoso Paul Horn (Epic) have had their first published folios issued this month by Edward B. Marks Music Corporation. ... Pianist Susan Starr (RCA) has been invited to appear in the Soviet Union for the third time since playing second in the Tchaikovsky competition in Moscow in 1962. Grin (Spindizzy) will release their third album, "All Out," on the Columbia Records custom label. David Brzezinski produced ... Soul (RCA) had been receiving recent broadcast.

Producer Kim Fowley commenting on his latest production Flash Cadillac and the Continental Kids (Epic): "It's not rock music. It's a cross between punk-rock, schlock-rock, rockabilly and rock 'n' roll." What no glitter? ... Lola (Bell) in town for publicity and promotion work. ... Elvan Jones (Blue Note) just concluded a date at the Village Vanguard. ... Earl "The Pearl" Nelson (Vanguard) and his York Knicks fame moonlighting over at Spring Records as director of special services.

Cashman and West (ABC-Dunhill) winding up production on William St. James—new folk-pop group also recording a second album. ... The Music Dept. of the Third St. "Y." in cooperation with the Billy Rose Foundation, beginning their third season of "Lyricns and Lyrics"—a show devoted to "evenings" with noted lyricists of the theater, motion picture and recording world. ... PHIL GELORMINE

LOS ANGELES

Mickey Spillane had such a good time visiting spouse Sherry at the Union Plaza Hotel production of "Oklahoma," that the pair may co-star in "Guys and Dolls" at the Vegas hotel. Meanwhile, Sherry Spillane's high quality vocalizing in "Oklahoma" is winning her a raft of recording offers. ... Radio-TV spots for the show as were done by Gordon MacRae. ... Murray Rand, father of music veteran Jim Rand, died in New York at 72. ... Two Broadway theaters pulled out the rug under a planned Alice Cooper stand, new plan indefinitely... Church & Chang to produce their own movie with Lou Adler. ... Work on the pair's third comedy album getting underway. ... Streetload out of Warner Bros. and talking to other companies. ... Arthur Lee and Love set in New Year's Eve at Rodney Bingaman's English, Discote. ... James Taylor invades Japan for the first time, with a Honolulu concert on the way home. ... Pianist Hank Jones joins brother Elvin's poll-winning jazz group on Blue Note. ... Chrysalis to hold an international licenses convention at London in February. ... Mick (Continued on page 14)

TELEVISION REVIEW:

'Rainbow' Casts Shadow

"Rainbow," at the off-Broadway Orpheum Theatre, is a brave little musical that makes up in enthusiasm what it lacks in originality. ... Written and produced by James Rado (co-author of "Hair") in collaboration with his brother, Ted, "Rainbow" is a sort of reverse "Via Galacticas" without the tinsel. ... Utilizing the show within a show format which worked successfully in "Paris"—this season's big Broadway success—"Rainbow" tries to tell the story of a happy little group of Rainbeaus, from "Rainbow" land, who bring their radio show to earth in an effort to spread happiness and goodwill. ... One gets the feeling that the show was meant to be a tongue-in-cheek backlash at the social and political structure of our present-day society, for it does, somewhat feebly, try to poke fun at everything from God, religion, homosexuality, and the government gap to the President of the United States and the war in Vietnam. This basically has been its undoing, for in trying to be all things to all men, it succeeds only in becoming nothing to anybody. (Continued on page 14)

GODSPILL MUSIC • NEW CANDENA MUSIC • DRAMATIS MUSIC

MANAGEMENT

www.americanradiohistory.com
From the Music Capitals Of the World

LAS VEGAS—The Riviera Hotel, rapidly becoming one of the leaders of contemporary entertainment, will have Kenny Rogers and the First Edition making their main room debut starting Jan. 19. Previously the group had appeared in the Hilton's lounge. 'They have done well in Las Vegas in previous engagements and that, of course, was instrumental in our decision to bring them into our showroom,' said Riviera President Ed Torres. 'To an extent, it's a gamble, but we feel we are moving in the right direction.'

Four years ago Torres signed Engelbert Humperdinck when he was a virtual unknown. It was the first time the hotel had booked a contemporary act at the club. Since then, they have booked several other acts in the same musical bag with unusual success.

"There are three basic steps to success in Las Vegas," said hotel executive Tony Zoppi, "a hit record which enjoys a lengthy stay at the top of the charts, widespread television exposure or a movie which does a big box office. Almost every headliner who has made it here in the past five years, came via one or more of the three routes. Once they are here, it's up to them to prove they can do a good night club act. Generally unskilled in fact that many of them worked obscure night clubs early in their career, so the transmission really isn't that drastic."

Still another reason why the Riviera is placing increasing emphasis on youth, as are many of the other Las Vegas hotels, is the upcoming generation of affluent executive lifes-styles are rapidly growing the aging big spenders of 20 years ago.

"People grow up with Elvis, the Beatles and the Mod scene," Zoppi continued. "This is their kind of music, just as swing and love ballads were part of the immediate postwar scene. They relate to Humperdinck, Little Richard, Minnelli, the Fifth Dimension, and several others who are now part of the hotel entertainment scene. The success of our policy is reflected in the fact that our shows now are doing as well as or better than the box office."

Jim Murray, who represents Creative Management Association in Las Vegas, booked the group into the hotel and admitted that "it wasn't so much cracker jack selling that obtained the booking but the fact that all of the hotels are basically beginning to take stock of what they have to offer in the room."

"Caesars Palace booked Blood, Sweat, and Tears about a year ago and the engagement proved to be very successful. In fact all of the hotels that have booked rock or contemporary acts have been very gratified with the results," Murray related.

Rogers and the First Edition, who recorded for Jolly Rogers, have left the security of the lounge for a gamble in the big rooms because "it's a step upward, and who can knock that" said Rogers. "We are very selective about our appearances, especially in Las Vegas and muffled several offers before deciding on the Riviera." Rogers explained. "We are completely reviving our act to appeal to a wider cross section of fans and feel we have a solid 35 minute show which will please even you.you..."

'Rainbow' Review

Continued from page 13

Chattered, confused, and lacking in direction. The music, too, lacks originality, running the gamut from old-fashioned revival meetings and musical sounds of the Roaring Twenties, to today's rock and roll sound insisting. "Rainbow" is most redeeming for its cast, which works energetically with the little material they have to create a worthwhile evening of entertainment. Unfortunately, their efforts alone are insufficient.

"Rainbow" has been called, in some circles, "the most poorly cut 'television' ever made," but with forgettable music and a mish-mash of a plot, its aspirations as "Harvey" successor seem doomed.

BANANA HEAT

ROGERS BOOKING KEYS NEW RIVIERA PLANS

BY LAURA DENI

DENVER

Andy Williams and Bill Cosby appeared at the Denver Coliseum. The concert was a benefit for the Children's Anthony Reneaux Institute and Hospital. Johann Mathis and the Denver Symphony Orchestra performed at the Carnegie Hall with Allan Miller conducting the performance. The Symphony Orchestra opened their season with conductor Aaron Copland and guest pianist Alberto Reyes and performed with Orchestra. Also scheduled to appear with the Symphony Orchestra in late October is Kenny Goodman.

A "Vote Yes for Colorado" concert was scheduled to help raise funds to stop the 1976 Winter Olympics from being staged in Denver. Performers appearing were Judy Collins, Billy Joel and Woody Allen. Rod McKuen and the San Marino Strings headlined a concert here, courtesy of Robert Garnier. Garner presented, Lily Tomlin and Black Owls and his Buckaroo with special guest star Susan Raye several weeks ago. Also scheduled are the following performers: Jerry Lewis and Freddle Hart and the Heartbeats, and Dionne Warwick. The Owens and the Lerner concert were presented in connection with KLAK radio and Jack Roberts. The Warwick concert is sponsored by KHJX.

Concert Ventures presented Ginger Baker, Chuck Berry, Buddy Miles and Nazareth at the Denver Coliseum.

Recent performers at Tulagi's in Boulder have been Herbie Hancock, John Prine, Steve Goodman, Linda Ronstadt, Staxground, the San Francisco gospel rock group, and Mance Lipscomb, the 70-year-old blues singer. According to Chuck Morris, Tulagi's manager, Dan Hicks and the Hot Licks and Foghat will round out the club's billings for October.

Miles Davis played at the Drouthhouse and then moved on to Marvelous Mary's for four days. Home-town favorite Frankie Rino took time off from his engagement at La Place Pigalle to appear on the Merri Griffis television show. Denver's Johnny Paycheck has been nominated by CMA for best male vocalist of the year and appeared in Nashville in the Columbia Records show.

From the Music Capitals of the World

* Continued from page 13

Jagger reportedly appearing on the next Yoko Ono album... Bob Taylor of Tulagi's Halley Talent Agency father of a girl, Christy. Cannon Heat and Rare Earth teaming up for a lengthy tour... UA picked up the master of "S Little" by Rufio Garcia and the East L.A. Congregation, which has already sold 10,000 copies locally...

Robbie Krieger eating a solo album for children, minus the other two Doors. From act black Kangaroo and Fat Fandango played a benefit for Vietnam orphans in San Francisco... David Bowie to open his Feb. tour at Radio City Music Hall in New York... Bernice Wayne, composer of "There She Is, Miss America" to direct music for first Miss World Peace Beauty Pageant in Bombay, India.

Doe Ellis Electric Orchestra first act to perform at the Los Angeles Grammar School, held at the MIDEI opening gala. Helen Reddy on the Flip Wilson show airingFeb. It's doing a lot of Travess returning to Troubadour... Carole Mayfield makes a guest appearance in the Impressions at Santa Monica Civic Friday (26). NAT FREELAND

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TRAFFIC ON TOUR

1/17 Loyola Fieldhouse, New Orleans, La.
1/18 Houston Coliseum
1/19 Ft. Worth Tarrant County Convention Center
1/20 Municipal Auditorium, San Antonio, Tex.
1/23 Long Beach Arena
1/24 Anaheim Convention Center
1/25-26 San Francisco Winterland
1/28 U. of New Mexico, Albuquerque
1/29 Denver Coliseum
1/31 Kiel Auditorium, St. Louis
2/1 Pittsburgh Civic Arena

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8-TRK: 04002 CASS: C-7002

WELCOME TO THE CANTENE
LP: UAS-5550
8-TRK: U-8323 CASS: K-0323

JOHN BARLEYCORN MUST DIE
LP: UAS-5504
8-TRK: U-8216 CASS: K-0216

BEST OF TRAFFIC
LP: UAS-5500
8-TRK: U-8175 CASS: K-0175

LAST EXIT/TRAFFIC
LP: UAS-6702
8-TRK: U-8154 CASS: K-0154

TRAFFIC
LP: UAS-6676
8-TRK: U-8128 CASS: K-0128

MR. FANTASY
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Talent In Action

BOBBY RYDELL
Copacabana, New York

In the early sixties Bobby Rydell recorded some of the brightest and happiest of the white rock n' roll songs from South Philly at that time. With a poppiness personally, a pompadour a foot high and a small about as wide, the slender singer soon veered into television, nightclubs and eventually the movies.

Now, almost thirty years after his initial success on the old Cam- pion label with "Kissin' Time," Rydell is back at the Copacabana with an act showcasing the performer as a polished young veteran. The hair is shortened and styled, plus he added a few pounds, but the zest and enthusiasm which has always marked his work is still clearly in evidence.

A new album "With A Little Help From My Friends" opens the show and it immediately establishes a friendly rapport with the Copa high rollers. Rydell's voice remains warm and expressive as he re-creates his million-sellers "Volare" and "Dream Girl," with well-arranged medley spotlights "Watch That Man," "Man and a Woman/Little Green A- pple" to good effect and "Swingin' Old Black Magic" combine two other spritze chart winners. The high point might be the provided driving backup throughout the set via a specially designed "A Lot of Livin' to Do," Rydell's newest number in the film "Bee Girl, Baby, Bother, Bum,"

The singer, now on Perception Records, created an intimacy by playing to each corner of the club Prod titling Puff Daddy, and the band with pedal comic puter. Perhaps some of the older rock n' roll fans are still doing, quite a few of the older rock n' roll fans are still playing with Rydell's pottery sings what might be a still unfulfilled the set with much acclaim. RESULTS: FHIL GOLDRINE

JONATHON EDWARDS
HOD & MARC
Bitter End, New York

Since Jonathan Edwards first impressed both the elite and the man on the street with his debut album and single. In the interim, the more caustic section of the critics, in a review of the current batch of works, while others have suggested the former is a fully formed impression. That is a cruel suggestion indeed, particularly in view of Edwards' world of fine, relaxed performances. A strong, warm performer who has been moving from set to set to set on a smooth ride in an encrusted with gourmet pianist. Perhaps some of the older rock n' roll fans are still doing, a few of the older rock n' roll fans are still playing with Rydell's pottery sings what might be a still unfulfilled the set with much acclaim.

Chief spice in the mix is his voice, a resonant instrument which possesses a sweet and earnest vibrato against the rough textures of which he is proudly known. His world of fine, relaxed performances. A strong, warm performer who has been moving from set to set to set on a smooth ride in an encrusted with gourmet pianist. Perhaps some of the older rock n' roll fans are still doing, a few of the older rock n' roll fans are still playing with Rydell's pottery sings what might be a still unfulfilled the set with much acclaim.

Opening the bill was Hod & Marc, a new duo whose debut album was released by Bell Records. (Continued on page 16)

GROUCHO MARX
Los Angeles Music Center

When the artist receives a standing ovation as the closer of the stage, it becomes clear that a unique occasion is taking place. The Groucho Marx who sang eight songs tonight in a wry but touching voice was a familiar figure. When he stepped onto the stage, he received a standing ovation. When he began to sing, he continued to receive a standing ovation. When he left the stage, he received a standing ovation. The audience was completely taken by the show. Marx's voice was clear and strong, and he had a great sense of timing. His sense of humor was on display throughout the show, and he kept the audience laughing with his jokes. Overall, this was a fantastic performance that left the audience completely satisfied.
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Talent

Talent In Action

Hacienda: Facelifting, New Policy

By LAURA DENI

LAS VEGAS-In an effort to make the Hacienda Hotel "the spot" for locals as well as tourists, new owners recently revealed plans for a million-dollar renovation of the casino and building, new food service and a camper's weekend pack. The new owners are Allen Glick, chairman of the board, and general manager of the entire Hacienda operations headquartered in Las Vegas.

Emphasizing that the Hacienda operations are "an opportunity different from past operations," Glick said "I feel the hotel has been dragging its feet and I hope in the future to change that."

A change in entertainment for maintaining the elimination of shows, will be the hotel's new policy according to Glick. "Nude should not be the type of image we wish to have at the Hacienda."

Until the new owners took over a year ago, the management of the Hacienda was being performed nightly in the hotel's Jewel Box Lounge. Glick added that there have been both house and main showroom acts. Presently, "the house is still in the transition period. A new entertainment policy will not begin to be ready for another 21st. It will be an improvement compared to acts which have performed here in the past.

The owners purchased the hotel for approximately $55 million in cash and assumed an undisclosed amount of indebtedness. Glick said the name of the hotel, built in 1955, would remain the same.

JANUARY 20, 1973, BILLBOARD
Time for Strength

Out of tragedy has arisen an opportunity for the entire Latin music industry—the musicians, the managers, the labels and distributors—to show the strength and scope of their music.

Cayre produced this idea in response to the memory of the late Puerto Rican basketball star, Roberto Clemente, who, with benefit concerts in Puerto Rico and New York—will proceed to the Roberto Clemente Children's Sports Arena Fund.

Let us hope that the artistic and executive talent contained in the Latin industry will support these events.

WCMQ Shifts to Top 40

By ART (ARTHUR) KAPPER

MIAMI—Radio station WCMQ, boasting its format on a Top 40 count, has created a strong interest in the 20-35-year-old listener here for contemporary Latin music, according to the owner-manager of the station, Herb Doloff. The station has been in operation for nearly three months.

Doloff cited the use of a Top 40 concept and the consistency of product display generated by the station, as opposed to the heavy news and "soap operas" format of other local stations, as the major reasons for WCMQ's success. The station's call letters also provide a natural promotion direction in this highly competitive city, he said. At one time, CMQ was a well-known station in Florida.

Doloff, an attorney, has been in radio management since 1957, when he joined the New York station WJW in 1966 to manage WQAM for four years. He then joined WWOK, a country music station in Miami, WCMQ started in 1972 when Doloff left WWOK and purchased ownership of a Spanish easy-listening station.

Sharing the duties with Doloff at the station is program director, Pedro de Poldo, program director; Nino Pininani and Ricardo Villa, newcomers, and disc jockey Roberto Suarez. Doloff further stated that WCMQ works with the theme "La Epidemica Musical" (the musical epidemic). He said the Latin market is expanding as the new sound of "salsa" permeates the Latin community, especially with its additional potential for a crossover into the American market. The key, Doloff said, is to program contemporary Latin music, and lots of it, for that's what the listeners want to hear.

Clemente Fund Concerts

NEW YORK—Plans are being formulated here for two Latin concerts for the benefit of the Roberto Clemente Children's Sports Arena Fund, according to Joe Cayre, president of Caytronics Corp.

Cayre said the benefits from the concerts, with one slated for Puerto Rico and the other for New York, as well as record sales and film rights will be "totally" donated to the fund. Cayre said that negotiations with Madison Square Garden and the 20,000-seat Ritzeland Stadium in Puerto Rico are under way.

"It's something which has to be done," said Cayre. "We, Caytronics, will undertake it ourselves if need be but," continued Cayre, "our involvement with other Latin labels in this type of promotion is more than welcome." Plans are also in the works for a recording of the concerts. Again Cayre stated that any "Latin labels" are invited to participate.

Caytronic, the sports arena has been a long-time dream of the baseball star, who was recently killed in a plane crash while flying to Nicaragua with Puerto Rican donancies for earthquake victims.

BMI Sets Latin Grant

NEW YORK—BMI has established a Latin American copyright studies scholarship. The grant, $1,500 annually, will be administered by the International Confederation of Societies of Authors and Composers (ICSAI) and will be utilized to encourage the study of administrative and legal copy

(right matters within the realm of Latin American performing societies.

Edward M. Cramer, president of BMI, said the licensing organization will, at the end of a three-year period, make an additional payment to the council to defray the cost of publishing the results of the study.

2d Latin Concert Feb. 2

NEW YORK—Latin music in concert, sparked by what Richard Nadler termed a "highly successful first production last November, will return to Madison Square Garden Feb. 2.

The concert, billed the Second Annual Latin Festival of Jazz, Rock and Soul, will be presented by Madison Square Garden Productions and Richard Nadler Productions and will feature Tito Puente, La Lupe, Willie Colon, Joe Batista and his orchestra, El Gran Combo, Ruben Ray and Bobby Cruz and the special guest appearance of Dizzy Gillespie, former with Machito and Claudia Symphonic 200 and Paco Quintero.

The concert will also include the participation of the Richie Hernandez Latin Music Band and the Puerto Rico Symphony and will be directed by the noted conductor, Victor Secord, who is a native of Puerto Rico.

All proceeds from the concert will be donated to the Puerto Rican Congressional Fund.

The concert will be broadcast live on Spanish television and radio stations throughout the United States on the Fifth Channel.

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Radio-TV programming

Interview:

Bill Randle’s Top 40 Impact

By CLAUDE HALL

radio-TV Editor

First, Bob Collins couldn’t go to WOKY-AM in Milwaukee because of his contract with WRIT-AM, so they went to WMYT-AM in Milwaukee. Then, surfboard, Tom Meyer who just joined WOKY-AM from WRIT-AM, decided to take advantage of the offer to become program director of WGOH-AM in Chattanooga. So, there are probably a couple of jobs around in the Tall - tella chain. Talk to George Wilson, national program director of Bar- kell Media, New York. He’s a great man; has an amazing number of projects out in radio coast-to-coast.

Do you know that DJ Alkins knows more about football than Ted Alkins?... Ron Deming, previously with WOKY-AM, Milwaukee, has been consulting some at KATZ-AM in St. Louis and will be programming WHVY-FM in Springfield, Mass. Ron Jones has left KLIM-AM, Lincoln, Neb., and is running a job in Los Angeles. During the morning personality on WNIC-AM, New York, has new UP out on RCA Records. It’s called “One Sacred Chicken to Go” and Robert W. Morgan, KHJ-AM morning host.

Who is Needham Carroll Granahan?

Radio personality, Los Angeles, is festi- nated on a cut lifted from a radio show that Imus did with Morgan back last April. I can mention my name on the cut, but you have to listen real close, anyway, you blow it out if you decide to play it on the air.

Ted, how come your wife knows more about football than you do?... Winds, just got a message about WIMG-AM in Chattanooga. There’s personalities looking for work, including Alan Moody, James Bohr and Jack Willis. You can reach them, if you have an opening, at 615-875-5507.

Jack Kehl has just joined the staff program director of WQIC-AM, Butte, Mont. He’ll be with WLEW-AM in Bala Cynwyd, Mich. Perry Brown, station manager of WMIC-AM, reports that business is up 62 per- cent this year, due to a complete overhaul of programming and personnel... James Pfeu- ton, KPFT-AM, San Antonio, TX, is looking for a program director who can also do the morning show and is good on remotes. Call him at 915-855-8116... Jesse Sullivan, music director of WERA-AM, Flint, Mich, writes, due to the departure of our program directors Nation Dunn, he bought a motor home and has decided to host a show and write and record for a year. I am the new music director. I’d appreciate anybody who wants to send something to me or run them by me. Lawton, said the 4595-AM in Kansas City, Mo., has a new program director, Richard Coop, in the morning slot, Sullivan in the afternoon, and a Thomas handling the 1 p.m.-sign.

Sorry, Ted, but we’ve got to clear this up. Who can put a football the radius?... Mark Edwards, Auburn, CA, writes, “...WFSU-AM, Penelope Beach, FL, FM has cleaned up our sound and are preparing for a major sales push. They’ve got a new MOR. Before the station, the group was only in a market of 150,000. But the FM goes country after 5 p.m. at least for the time being, be...

(Continued on page 54)

Impromptu Web Nets 35 Stations

MACON, Ga.—The radio net- work set up by Capricorn Records (formerly the home of the Allman Brothers) is broadcast on 35 radio stations in 12 states, Dick Woodley, head of the network, told Variety.

The show featured the Allman Brothers and Bob Wills Band. It was broadcast New Year’s Eve.

Woodley set the network of radio stations up, coordinating the show with Madden Randall of WWSL- FM, New Orleans, who was not a part of the broadcast, in less than 10 days. The success of the show has led to plans for future such network programs.

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215-922-0237—Pro-Con Associates

January 20, 1973, Billboard

20

Conn. Rustic To Solid Au.

NEW HAVEN—WQCQ-AM, a 1,000-watt daytime music radio station in Westport, Conn., has switched to a solid gold format, according to program director Jack Scott. The station, owned by Bill Colman, now at WPON-FM in New York, is being aimed at commercials.

At the moment, the station is programmed with music from six months off the Billboard Hot 100 chart. Although no new product is being added to the play- list, the station said that atmospherics and production work in some new records that Scott hopes to select. Their own music from the charts from 1955 to 1962, records from 1963 until 1968, and records that have been on the air for at least 10 years. Currently, no records are repeated often.

Air personalities include Scott 6-10 a.m., Paul Robbins until 2 p.m., Carl Romol in 2-6 p.m. and Chris Evans does weekend work.

Dixon Syndication

CINCINNATI—“The Paul Dixon Show,” a variety-music televi- sion tape originated by Cincinnati’s WLV-AM, has been hi- lighted in national syndication Monday (15), through the offices of ABC, the Providence, and San Diego, Cleveland, Chicago and Minneapolis. The programlast, and Petora will present the show next week at ABC’s studios in New York City. It will be presented by Aloe of Westwood stations’ programming for 18 years.

WSBM-AM 4.5 HR. SHOW

ATLANTA—WSBM is ex- panding its morning show called "Music of the Morning Show" and is offering show personalities to radio stations as full or part-time show personalities. The show personalities feature show bosses as personalities on a national level. The show is a one hour show, one of the unique national sales programs in the nation, will become 4 hours and 25 minutes long, according to general manager Elmo Ellis. The show has featured many famous radio artists as guests and nuncios.
Slade proves once again that bad spelling makes great English.

It's their 6th consecutive hit to go Top 10 in England, and it's all from one blockbuster album called "Slayed?", which features the smash "Mama Weer All Crazee Now".

Say hello to "Gudbuy T' Jane" and put a sledgehammer in your sales.

"GUDBUYT' JANE" b/w
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(PD 15060)
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PHILADELPHIA: WDAS-FM, Harvey Holiday
PORTLAND: KINK-FM, Bruce Funkhooser
ROCHESTER: WCWF-FM, Bertie Kimball
ST. LOUIS: KSHE-FM, Steve Grable
SYRACUSE: WOUR-FM

TORONTO: CHUM-FM, Betsy Karch
TUCSON: KFWM-FM, Allan Browning
VAIL: KDOS-AM, Bill Tillis
BALTIMORE: WKTK-FM, Pete Larkin
DALLAS: KAFM-FM, Jack Robinson
DENVER: KQRR-FM, Hubert Wallis
INDIANAPOLIS: KNAF-FM, Chris Conner
MEMPHIS: WMAC-FM, Ron Michaels

Ralph McTell, "Not Til Tomorrow," Reprise
Doug Sahm and Band, "Doug Sahm and Band," Atlantic

The Guess Who, "All of My Love," RCA
Stations: WMF-AM, WKTK-FM, CHUM-FM, WZMF-FM

Nina Simone, "I Never Heard a Song Like That," Sire
Stations: WMFM-FM, KSHE-FM, KFRL-FM, WZMF-FM

Billie Holiday, "You Were Good for Me," Wing

Harry Belafonte, "Day In Day Out," Scepter

Billie Holiday, "What A Little Moonlight" RCA

The Guess Who, "I'm Just a Winchester," RCA
Stations: WMF-AM, WKTK-FM, CHUM-FM, WZMF-FM

Nicki Simone, "Lady Sings The Blues," Stax
Stations: WNEW-FM, WRK-FM, WRK-FM, WRK-FM

Sly and the Family Stone, "There's A Riot Goin' On," Atlantic

Sonny Bono, "I Can't Help Myself," Scepter

Sly and the Family Stone, "Dancing In The Street," Atlantic

Billie Holiday, "Don't Explain," Wing

The Guess Who, "Share The Love," RCA
Stations: WMF-AM, WKTK-FM, CHUM-FM, WZMF-FM

Nina Simone, "I Never Heard A Song Like That," Sire
BEST NEW SINGLE OF THE WEEK:  
**"IT’S LOVE"**  
Lea Roberts (U.A.)

**BEST NEW ALBUM OF THE WEEK:**  
**"I GOTTA GET HOME"**  
The 8th Day (Invictus)

Begbie Records Inc., Hollywood, Calif., has gone through an extensive reorganization program. The label headed by Byron Spears will aim to direction of MOR and Gospel music with their first product release a gospel jazz album by Nathan Kirby set for this month.

Professional Black Announcers of New York will hold its 1st Annual Music, Radio & TV Awards dinner on Feb. 23, at the Roche'dale Ballroom, Queens, N.Y. The organization's future plans is to set up a black announcers' school with members of PABA serving as staff members for the school.

The hit musical, "Don't Bother Me I Can't Cope," continues to attract large audiences in New York at the Edison Theatre, in Chicago at the Happy Medium and Los Angeles producer Stanley Mayer announced recently that the show now at the Huntfield Hartfield Theatre, will extend its run through Feb. 25. The Original Broadway cast recording is on Polydor Records.

Solomon Burke, MGM recording artist has been invited by the White House to perform at the Youth Concert Jan. 17, at the Security Ballroom, Jan. 19 and at the Inaugural Ball, Jan. 20 in Washington, D.C.

**HOTLINE:**  
The O'Jays are headed for an extensive tour of Europe the month of February. The Philadelphia International group's latest single disk, "Love Train" will be the instant moving record in the country... Curtis "Soulful" Mayfield will be with the Impressions in a one-night concert Jan. 26 at the Santa Monica Civic Auditorium.

Mayfield will then travel to San Francisco for a Jan. 27-28 date at the Winterland... Visiting Soul Sauce last week was drummer Rick Hall with news on the next single from Cleavon Little's next release, the original Broadway cast "Put On Your Shoes and Walk," Rick also produces Cleavon Stakes who in real life is Mrs. Clearance Carter. Cleavon "Do It In The Name Of Love" is a soul ballad this week... The Friends of Distinction will entertain at the third annual "Onda Nueva" (New Wave) World Music Festival Feb. 14-17 in Caracas, Venezuela... Jerry Butler opens at L.A. Troubadour Feb. 27th. His first single debut on Spring Records "Friends or Lovers," sounds like a winner. The group plays from Washington, D.C. and will get prime promotion attention from Earl "The Pearl" Mason the new Director of Special Projects for the label.

... Les Ballets Africains, a program of exciting African dancers are at New York Apollo Theatre thru Jan. 30. ... Bobby Womack making his first west coast appearance in some time when he headlines at the Whisky a Go Go in Hollywood Jan. 24-28.

**BREAKOUTS:**
Marvin Gaye, "Trouble Man," Bobbie Green, "Harry Hip-
pie," Candie Sinton, "Do It In The Name Of Love." Spinners, "Candy," and "It's All Gone In Love," Brighter Side of Dark-
ness, "Leaves," Smokey Robinson & The Miracles, "I Can't Stand To See You Cry," Sylvia Keys With That Could Talk To You." Holland & Duteur, "Don't Leave Me Starv-
ing For Your Love." Main Ingred-
Jazz, Softer Sounds Resurges on Campus, Hard Rock Down

COLUMBUS, S.C.—Broadening campus tastes, highlighted by a resurgence of interest in jazz and softer contemporary music, along with a decrease in hard rock acts, will mark this year's National Entertainment Conference (NEC) convention, set for the Netherin Hilton Hotel in Columbus during Feb. 18-20.

Already projected as the largest NEC national convention to date, the 73rd convention is expected to draw some 3,700 delegates, comprising music educators, representatives, exhibitors and music industry personnel. Last year's attendance was 1,400.

Miss Earle Blackmon, director of services for the NEC and director of the chief coordinator of the convention, outlined the various areas of programming to be explored during the educational sessions. Noting that the basic categories have been expanded from last year's seven areas to include three new fields, Miss Blackmon stated that sessions would cover art exhibits, classical music, contemporary music, film, literature, theater, travel and the three new fields, video tape, outdoor recreation and educational services, a category pertaining to the use of programming.

Each area will field five sessions during the convention. A pre-convention "Wild Card" session will be held to examine ideas submitted by all delegates. Possible topics for the "Wild Card" will include crowd control, budgeting, and general programming.

For the six sessions each of the chief personnel and many student singers, the most vital session of the program will be the case presented during the convention. This year's showcase will present 23 acts, and the breakdown of musical styles reveals some telling changes in the buying demands of campus bookers.

While last year's showcase was almost entirely dominated by rock, or "contemporary acts," Miss Blackmon cited the strong resurgence of jazz, a musical field which will receive by far its most substantial coverage in any NEC event in the organization's recent history. At the same time, rock acts, rock groups and a smaller portion of the line-up, while softer, "middle-of-the-road" acts will receive a much stronger exposure than in past showcases. Contemporary music, it seems, is here to stay.

A sudden increase in jazz artists bears out recent increases in jazz programming. One noted jazz artist, as well as the slight increase in jazz bands in the product by campus bookers. Miss Blackmon noted, "We've had an increase in jazz, but not nearly such a large percentage.

Last year, blues artist Muddy Waters threatened to take over the jazz category, received an extraordinary response from campus bookers. A select block of bookings on the strength of the showcase.

Miss Blackmon went on to note that one of the jazz groups to be featured in Cincinnati, the St. Louis Jazz Quartet, was added to the roster when they received three standing ovations during a Southwestern University program this fall. Only when student delegates presented some objections did they agree to seek inclusion on the showcase.

Other jazz artists will include Charles Lloyd, Maynard Ferguson and the CBC Jazz Orchestra. The impinging upon the Mahavishnu Orchestra, "Fusion," Earth, Wind & Fire; Raun McKinney and the Latin World; and Lester Flatt & Nashvilie Union, who have already made their presence felt in the music field.

Miss Blackmon noted that over 90 applications had been received for the showcase this year. She stated that these applications will also include lecturers such as the current "broad head" called "On Advertising for the Age of the Medias, a 90's revival group and multi-media display, Synthesys II.

At present, 155 exhibitors have been registered for the convention, with last year's figure, and Miss Blackmon stated that "far more of the exhibitors are expected to register before the convention takes place.

Good Times to Go on Weekly- Upgrades Its Circulation

NEW YORK—Good Times, a youth-oriented arts and entertainment newspaper, will begin publishing on 18 college campuses and at over 50 retail outlets in various parts of the youth market. In February the magazine will begin publishing on a weekly basis, with every issue containing music features, album reviews and an interview with a music personality, in addition to the regular news and local news.

Most of the publications, which included record stores, clothing stores, pizza parlors, record clubs and restaurants, will be expanded, with area theaters next in line of distribution.

With the present circulation at 30,000, the new circulation upgrading is expected to provide a substantial increase in the magazine's 35,000 readers following the change from monthly release. The editors, noting that the magazine past three years, and circulation growth has stemmed solely from advertising and distribution to the college market, said, "We are looking into an increasing impact on that audience by widening the distribution to over 100 newspapers."

Established three years ago by Richard Branford, editor and publisher of the magazine, Good Times has been distributed monthly on 18 college campuses and at over 50 retail outlets involved in various parts of the youth market. In February the magazine will begin publishing on a weekly basis, with every issue containing music features, album reviews and an interview with a music personality, in addition to the regular news and local news.

Who is Needom Carroll Grantman?

NEW YORK—Wesley J. Hennessy has been elected president of the Armstrong Memorial Research Foundation, a $150,000 annual $4,000 award program for the best FM broadcasts in new music, community service and education.
W. Coast Blank Tape Firms Aim at Mass Merchandisers

By ROBERT KIRCH

LOS ANGELES—Audio Magnetics, Inc., Memorex Corp., and Carson Township, the leading West Coast blank tape manufacturers, will be concentrating on display material and promotion during the winter, so some product will be introduced. Tape manufacturers, like hardware manufacturers, are still geared to a once a year introduction schedule, and this is one reason why the amount of new product will be small.

But perhaps the most important reason behind the emphasis on promotion and display rather than product is that blank tape manufacturers are pushing into the mass markets, the specialty shops and the independent dealers for the first time on a heavy basis.

The 1972 June Consumer Electronic Show (and all of the West Coast tape firms are back in the winter CES) was the first consumer electronics show where blank tape manufacturers made a real attempt to push their product to all of the buyers attending the show. Their booths were in many cases the most impressive and there were massive product introductions with many prominent and dealer aid.

(Continued on page 20)

Big WEA Label Group Joins RCA In Discrete Q' LP Vs. Matrix Race

By CLAUDE HALL

LOS ANGELES—Last week, the music industry shifted in one relative step from "modesty matrix" to "quadrasonic matrix," as the Warner-Electra-Atlantic combine announced they were going discrete and would have discrete speaker systems on the market probably in April. The key to this shift, of course, is in the amount of hit product that constantly flows from the WEA group. Previously, only RCA Records had discrete products available in the U.S. for the consumer...and not much of it.

In fact, the world-wide discrete sales were tested in a couple of albums for a long time—one by Hugo Montenegro, a staunch advocate of discrete quadrasonic who willingly gave his equipment to the WEA group. But there was another album by Orione Ormandy and the Philadelphia Orchestra. There, behold! RCA Records had discrete product available in the U.S. of the 1972-73 season.

(Continued on page 20)

Chain Buyers Wary of Q'

By JOHN SIEPP

LOS ANGELES—Major retail chain owners in the main are staying away from quadrasonic play-back and records and tapes until they see the industry take some one-concept direction. In a survey taken last week, major retail store presidents indicated their indecision was based upon the industry's failure to visualize and project, just as they did nine months ago.

David Lieberman, Lieberman Enterprises, Minneapolis, sounded an optimistic note. He said that department store hardware and software activity, though sporadic, proves there is customer demand. He cited Morton Scott, Chippendale House, as an example of where quadrasonic is being sold. Lieberman, a major supplier, said his manager of audio, Roger Satter, was moving Samyo and Electronic Specialties in tape. Lieberman said the $1 price

More 'Q' Hardware; Broad Price Range

By ANNE DUSTON

CHICAGO—Four-channel equipment is more in evidence at the winter shows here, according to preliminary reports from manufacturers. It is, principally in the Midwest. Units range from the $149.95 Arvin model 901.80 compact cassette to a $149.95 price offered by Packard Bell. The competitive prices are seen in components and compact categories.

Some manufacturers are showing only promotional items or drop-in models, while planning new lines for showing at the June 10-13 Consumer Electronics Show here at McCormick Place. Admiral and Zenith are showing yet another model.

Components at Bigjon, a subsidiary of Bigjon Corp., Japan, which opened its warehouse in Rosemont, Ill., last year, will add 10 new models to its U.S. line. Four company models will be included.

(Continued on page 40)

Winter Shows Offer Product Panorama

WINTER Consumer Electronics Show and Home Entertainment Exhibit in Chicago's Conrad Hilton will find buyers looking at 4-channel receivers, speakers and accessories, TV cartridge systems, audio players, compact cassettes, discs and myriad other products.

WINTEP 'NO-SHOW' Speakers Sales Boom; Many New Trends

CHICAGO—The excitement over 4-channel has sparked not only in speakers but in state-of-the-art electronics as well. Several manufacturers are marketing charging dams, with the exclusion of everything else. The reason? Simply that the speaker business was never so good as right now, because consumers are upgrading stereo systems all along the line, and now is the time to set the stage for the electronic part.

Another expectation is that the shows won't find a lot of new items being introduced, though several speaker exhibitors have promised new additions. But there are some new products that are new to the show.

The same time, speaker design varies and some companies are marketing charging dams, setting the stage for the electronics part. The JBL catalog brought out 10 years ago is still

(Continued on page 40)

Inside:

- Sony, Panasonic, Pioneer & W. Coast Hardware Roundups
- Blank Video Tape Scene
- Cable TV Rock Concerts
- Tape Display Case Focus
- Environmental Lighting Poll

ITA Selects Feb. Panelists

LOS ANGELES—Panels for the nine workshops at the third annual International Tape Area (ITA) seminar in Tucson, Feb. 11-14, have been set, according to executive director Larry Finley.

Panels include: Magnetic Audio and Video Tape; Audio Applications; Audio Systems Hardware; Video Systems Hardware; Video Software; Video Quality Analysis of Audio/Videotape; Audio Equipment; Video Equipment and Video Disc.

(Continued on page 20)
Pioneer Bows 4 'O' Units

CARLSTADT, N.J.—Four new quadraphonic turntables, a professional-type stereo tunable unit, and two speaker systems are featured items in U.S. Pioneer Electronics new equipment line being released by the company.

Top of the line is the QX-8000A, a $575 4-channel receiver which the company claims was designed to fight any obsolescence deriving out of the current matrix/directe configuration.

According to Pioneer officials the unit is equipped with an FET front end that cannot be over-loaded, and is not susceptible to cross-modulation. It also has usable HIFF sensitivity of 2.2 micro-volts, which permits use even in deep-fringe areas.

U.S. Pioneer's QA 800A is a 4-channel amplifier, also designed for use with any existing quadraphonic system. Priced at $369.95, it utilizes a total of four amplifiers and both SQ and regular matrix decoding circuits. U.S. Pioneer officials also claim that the QA 800A can be used with any 2 or 4-channel software to supply fully controlled quadrant sound.

Next on the list is the QX 4000, an AM/FM 4-channel stereo receiver capable of decoding all types of matrix sources in addition to discrete 4-channel sources.

The unit has a front-panel control that enables the user to select discrete, SQ matrix, or any one of the other matrixing methods. It also boasts multiple input jacks that allow the user to connect a tunable, two-way, or other auxiliary program source such as a cassette player or TV.

The User of the QX 4000 can also connect an additional pair of speakers to the rear channel making it possible to obtain different 4-channel sound arrangements. List price of the unit is $349.95.

U.S. Pioneer's fourth new quadraphonic unit is the QM 800A, a power amplifier for use on 4-channel stereo systems, with a price tag of $379.95.

The unit has four separate power amplifiers, an IIF bandwidth of 10 Hz to 50,000 Hz, and is capable of supplying 30 watts per channel continuously for two channels driven across 8 ohm loads.

The QM 800A can be used as the power amplifier for a 4-channel stereo system, or as the power amp of a 2-channel, two-way multi-tap system.

The firm’s PL 61 is a top-of-the-line professional-type stereo turntable that features a high torque, brushless, ultrasonic revolution DC servo Hall motor, utilizing Hall elements—an unusual type of semi-conductor. The Hall motor is characterized by low vibration.

Wow and flutter in the PL 61 are less than 0.05 percent (WRMS), with a signal-to-noise ratio of better than 55 dB. It carries a price tag of $299.95.

Two speaker systems round out the U.S. Pioneer new equipment line. Top of the line is the R500, a speaker system capable of handling power inputs of up to 60 watts, and suitable for either front or rear channel use. The unit uses a ported enclosure and comprises a 10-inch woofer, a five-inch mid-range and a horn tweeter. The low mid-frequency is 80Hz and the mid-high is 2500Hz. List price is $119.95.

The second speaker system is a bookshelf speaker with a hemispherical design for better transparencies and wider dispersion. It is called the Project 100 and lists for $99.95. Large Outlets Pushing TVC

By BOB KIRSCH

LOS ANGELES — Cartvision, the magnetic videotape system which is available in color TV consoles, is the first television cartridge to hit the American consumer market.

Through Ted Byrne Packard Bell's market research, results indicate that the units are in more than 250 retail outlets, including major housewares markets in New York, Philadelphia, Boston, Los Angeles, San Francisco, Detroit, Cleveland, Houston and Pittsburgh.

In addition, many outlets in the Sears, Roebuck & Co. chain also carry the unit, and Admiral provides the systems for a number of Montgomery Ward & Co. outlets as well as making its own.

Cartvision itself is offering glossaries and some ads in selling, but in many cases the manufacturer takes on much of the responsibility. For example, Foley's in Foley, Ala., is sending a 15-day videotape to the local Packard Bell distributor where they receive instruction, and then take written exams on material furnished by the manufacturer.

The most recent television cartridge to be demonstrated is the MCA DiscVision System. At the name implies, this is a videodisc and therefore a playback-only unit. Two units have been shown, one single disk player to retail for under $400 and the other a multi-disk system to retail for under $500.

Discs will retail from $1.99 to $9.95 and will be sold in book form and will be packaged similarly to audio LPs. The hardware which can be attached to any standard TV set, and will be a basic system, and will be available in a multi-disk unit, which is expected to retail for under $500.

Price Newman has styled this model 40-022 with some unique in the base of the phonograph and the other in the lid. Gear shift type levers control both speakers. The 4-speed turntable has a rubber mat feature. The unit carries a suggested list of $44.95. VM Corp. (left) is showing a 4-channel 8-track player with built-in pre-amp. List price $79.95.

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LEARN JET STEREO 8 GIVES YOU SOMETHING EXTRA.

EXTRA NO. 1. A program selector that really selects. Not just a repeat button. It's a memory system that selects any combination of programs you want to hear.

EXTRA NO. 2. Positive-negative ground switch. For easy installation in trucks, campers and trailers.


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☐ I want a model Lear Jet.
☐ Tell me all about your program.
C H I C A G O — The blank tape business is spewing out its own accessory market. One example is a new item from Wabash Tape which will be among products shown at the Winter show here. The firm is packaging a complete reel of blank tape, a blank tape box and an empty reel; three of these packages list for $10.95, and according to Art Anderson, marketing manager, the item is one of Wabash’s top sellers.

Other new items for Wabash include a promotion on cassette reels consisting of an unbreakable carry case loaded with either 10 C-60’s or C-90’s at $15.95 list and $12.95 list respectively. These tapes are the low-noise-high-output grade. Wabash has also gone into coated-doped grade with C-60’s and C-90’s available in that coating and has added a coated-doped mastering tape grade to its open reel line where 7-inch-size 1,800 foot reels are available in a metal reel. The firm is still looking at the 8-track blank market.

Actually, Wabash is the second largest producer of computer tapes, but Anderson said the firm has only been in consumer tape a little over a year. Wabash is a prime manufacturer and is set for further expansion in the consumer field, he said.

At TDK Electronics, plans were recently announced for the construction of a new plant in California for highdensity grade C-90 tape cassettes for the U.S. market. The new plant, said to be 350,000 square-foot in size, will have a production capacity of about 12 million units per month.

The company recently underwent a complete structural change of its marketing in the western U.S., in an effort to streamline the division, strengthen its marketing efforts and provide a nationwide network of sales representatives to better serve increased sales activity. Executive appointments developing out of the changes include new executives such as Wabash’s Detroit, Boston and Houston.

Wabash, the Metal Corp. of America, several new blank-tape releases are being made and an expanded line of low-noise, high-output cassettes and 8-track car-tridges, and an Ultra Density open-ribbon magnetic tape with a tracking coating of up to 1800 tracks per inch will be displayed. The cassette and 8-track line has been in development for some time at the Wabash facility and is expected to take its place in Japan, Korea, and similar markets. It is available in 100,000 square-foot packages for the retail specialist in special head-cleaning leader tape.

Maxwell will also release a C-46 blank-leaded tape in both the noise and ultra-dynamic formulations. Maxwell said the new line also has developed the feel that the C-46 with a 30 second track time on either side is more realistic than the currently available tapes.

Maxwell has also added a built-in automatic clutch to the mechanism of its 8-track cartridges and an end to end in the tape and ensure a consistent trouble-free flow of the endless loop concept. The firm’s new open-reel tape, designated the UD-55, is of the commercial type. The product is available in seven and 10-inch reels, and in 14, 16 and 18-inch widths for studio use.

A comprehensive program aimed at ending consumer confusion about the various claims as to what the over-all load of its line characteristics 3M’s product line. The company explains that the package is the run of time determinations instead of foot-age measurements made to 100 feet of blank. A package might say, for example, 100 feet, then it might read: ‘‘Random, each direction.” These running times and speeds can be misleading, especially if the user does not check the gallons of their output across the line. Different colors and ‘‘positioning’’ statements indicate “good, better, and best” grades.

Most ranking tapes still use a 1:1000 scale, while the last time speed relationship is a 1:5000 scale.

Malloy Distributor Products Co. has made significant changes in its Florida distribution program, according to Harry Rieders, manager. 


continued from page 25

According to Helmstetter, the product is a consumer tape using a special magnetic coating ‘‘developed for professional mastering engineers and music producers.” The cassette, embossed the 20/20 +, does not require a master and is stamped with an engraving that gives the recording producer. Helmstetter said the coating produces a high-quality signal that will be in a shell using a screw-case construction. The tape is available in 42, 60, 90 and 120-minute lengths, priced at $2.60, $2.80, and $3.00 respectively.

Cexcel Corp. will also be taking orders for the product. According to national and international in both these markets there will also be a demand for the product. According to Helmstetter, the product will also be available in Canada, the United Kingdom, and the United States.


continued from page 25

Also new to this year there will be a ‘‘Great White’’ type in the shape of a giant Ampex 8-track. The tape will be a display unit or as an ice cube tape, and can be used to advertise to consumers to come in a certain amount of money for his own ice cube. The tape can cost 48 $8-track tape.”

Helmstetter said this is part of American Radio History, a continuing theme, and added that he hopes to continue with promotions every other week or so during the year.

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continued from page 25

According to Helmstetter, the product is a consumer tape using a special magnetic coating ‘‘developed for professional mastering engineers and music producers.” The cassette, embossed the 20/20 +, does not require a master, but is a shell using a screw-case construction. The tape is available in 42, 60, 90 and 120-minute lengths, priced at $2.60, $2.80, and $3.00 respectively.

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CAPITOL 2 STACKS UP AS THE HOTTEST TAPE OF THE YEAR

INSIDE:
The world's finest iron-oxide tape.
STAK-PAKS™ come with Capitol 2™ cassettes with exclusive Cushion-Aire™ backcoating. They have the best dynamic range of any iron-oxide tape and they give outstanding results on all cassette recorders, not just the expensive ones with special switches.

OUTSIDE:
New STAK-PAK™ cassette library package.

CAPITOL 2™
Audio Devices, Inc.
A Capitol Industries Company
100 Research Drive, Glenbrook, Conn. 06906
Environmental Lighting in Shake-Out Phase, Product Being Upgraded

BY EARL PAIGE

CHICAGO—The environmental lighting segment of the consumer electronics industry is now going through another of its shake-out stages with the few remaining established firms intent on developing new merchandising techniques and new products, a spot check shows.

The market has been hurt by price slashing and too much concentration on price and volume, according to Norman A. Ackerman, president, Vocalume Electronics, one of the relatively few light specialty firms at the winter shows here.

Some indication of the tapering off comes from Larry Karei, producer of the Independent Home Entertainment show. "We have just about had the peak of interest from exhibiting last winter and there's only a few that are back." A spokesmen at Eich, Brooklyn based firm specializing in lighting, said the company had reached a "saturation point" reached. He indicated that the future of the business was probably responsible for the interest. Each will not be in the winter shows, he said.

Asked about a shake-out, Morry Thompson, vice president of Maytronics, Colorado Springs, an IHE exhibitor, said: "There's an eight-year shake-out. We've gone through two fad stages, but I believe the few of us left will see this phase of the consumer electronics business flourish.

"I think a lot of companies are too quick to make a move and volume. They had a lot of merchandise return that didn't work and they just didn't make any money." Thompson, echoing some of Ackerman's thoughts, adding that there was a time when buyers passed light company buying into ISSE and IHE and "gigled." But he thinks that buyers are learning how to sell environmental lighting and that the product has gained ground because of the job some stores have done with it.

Store Display

"The main merchandisers have learned where to feature light accessories. They have begun to pick up in random areas, even with the blankets. Now, they're in the store and record-tape sections and in the light fixture sections. Store personnel are also more conscious about avoiding ambient light near where our product is displayed, which avoids another problem we once experienced."

Maytronics is adding new products, including speakers, which Thompson claimed are of good quality. They will list from $89 to $144 and, of course, feature lights. Some, called "swag" type, can be hung from ceilings, as in one approach to positioning the extra speakers needed for crystals. (See separate story on speakers.)

More and more, environmental light designers are going for multi-purpose units, he said. Maytronics will have three different versions of swag lights $17.95 to $59.95 that are decorative, furnish normal light, allows for a blue and night light mode and switch to normal environmental light effects with microphone-activated input.

No Magnavox Sentinel Line

NEW YORK — The Magnavox Corp. has decided to phase out its planned low cost Sentinel line of comestile and compact stereo equipment and television sets.

The move follows closely on the firm's decision to phase out the Winter Consumer Electronics Show, and comes less than four months after initial announcements of the planned line were made.

Meanwhile the firm has structured a national midyear dealer convention to be held in Las Vegas. It is expected that several Magnavox innovations, including the firm's version of RCA's Magic Tape TVC system, will be shown to attending dealers.

Maxell's five new can improve your

When we decided to bring out our new Ultra Dynamic cassette, we asked ourselves a question. "How could we improve our cassette and at the same time make the poor dealer a little more happy and a little less poor?"

A huge improvement in cassette tape. Magnified 10,000X so you can see it.

The first thing we did was to improve our tape. We reduced the size of the PX gamma ferric oxide particles and increased the quality of the sound. The Hz now go up to 22,000 Hz, the signal-to-noise ratio's now 8 dB above ordinary cassettes, and we've widened the dynamic range. Quite dynamically.

The little pad that takes all the pressure has finally gotten a grip on itself.

Other cassettes keep their pressure pads in place with glue—or rather don't keep their pressure pads in place with glue. So we've designed a little metal frame that holds the little pad in a grip of steel. And now your customers don't need to worry about signal fluctuations and loss of response any more.
improvements business.

Amazing new miracle ingredient fights dirt fast!!!

The first five seconds of our new cassette is a head-cleaner and what's amazing, new and miraculous about it is that it doesn't rub as it scrubs at it cleans. Because it's nonabrasive.

But the head-cleaner's also a timing leader and we've marked the place where it starts with three little arrows so your customers will always know exactly where they are.

Our screws aren't loose.

We've started putting our screws into square holes. That way the shavings from the threads get trapped in the corners of the holes and can't cause trouble jumping around in the works. Also, the cassette stays properly aligned because the shavings create a tighter grip on the screws.

Our new long-playing cassette is shorter.

It's our new UDC-46. Twenty-three minutes per side.

Which just happens to be the average playing time of the average long-playing record. (Our other cassettes are 60, 90 and 120.)

And those are our five new improvements. They add up to better Maxell UD cassettes. And better Maxell Ultra Dynamic cassettes mean happier customers. And happier customers mean more sales. And you know who's happier then.

maxell

Our business is improving. So can yours.

W. Coast Equipment Manufacturers Bow New Items

Telefunken Packard Bell will bow a 19-inch solid state color television cartridge system at the Winter CES. The system is in console format and expected to be priced several hundred dollars below larger units. The firm also will show 4-channel receivers: the B0202 with solid state AM-FM tuner/amplifier, 4-channel sound, stereo 8-track player, priced at $149.95; the R10401 AM-FM, PM multiplex receiver with built-in 4-channel matrix system, discrete matrix readout, capable of decoding material from any source, priced at $499.95. Also new in the line: the RCC 449CL with solid state AM-FM stereo tuner, turntable, capable. Cassette unit optional.

Price is $379.95. The RCC 489M/W with built-in 4-channel, two additional stereo channels in the cabinet, AM-FM stereo tuner, turntable, Price of $799.95. Also there will be the CR-602 4-channel stereo receiver, 2-channel decoder and phonos. Also the CRH-319 portable 8-track stereo; CRH-904 portable 8-track player with AM-FM and FM multiplex; CRH-903 8-track portable player with AM-FM and FM multiplex; CRH-700, 4-channel-2-channel tape unit with automatic changer. All units: CRH-900 portable 8-track with AM-FM and FM multiplex at $109.98; CRH-901 home stereo player with turntable and speakers at $119.95; CRH-689 stereo player with AM-FM, speakers, turntable at $129.95; CRH-666 stereo recorder player with speakers and turntable at $149.95; CRH-682 8-track stereo player with AM-FM, receiver, turntable and jack; CRH-740 4-channel 2-channel 8-track player with receiver and decoder at $149.95; CH-751 4-channel 8-track player deck at $119.95; CRH-410 portable playback with AM-FM radio, CRH-902 solid state portable 8-track player with AM-FM stereo radio at $199.95; CRH-901 8-track portable player with AM-FM at $179.95.

Pioneer has a portable cassette receiver, the KT-401, combining AM-FM radio and intercom, operates on batteries or AC, has built-in component with a turntable, also, KT-307 and KT-201, first a combination cassette with intercom, second a recorder.

Brazil has two 8-track machines for the home with record, one a desktop one, and one a wall unit, and Kraco has Instant Stereo, a built-in tape deck with speakers in a wing shape and only two wires, the hot wire and ground, built for easy installation. Price: $99.95. Also from Kraco, the ST126 AM-FM stereo tuner at $79.95.

Sanyo has a TVD2000 stereo adaptor which will enable buyer of

(Continued on page 58)
Tape Accessories: Steady Sales, Fast Turnover, Quick Profits

By RADCLIFFE JOE

NEW YORK—One of the fastest-growing, most stable, and certainly most exciting segments of the tape industry is accessories. Accessories and add-ons to tape recorders are to phonographs, one can hardly exist without the other. As one accessory manufacturer recently put it, accessories provide a relatively small but steady business. It has a quick turnover, and equally quick profits.

So important have accessories become to the industry that no consumer electronics show featuring tape and tape equipment is held without many accessory manufacturers taking part.

All facets of the accessory market are enjoying a boom in sales, with manufacturers trying to keep pace with the competition and new and innovative ideas. This is especially evident in carrying cases.

One trendsetter in this field has been Le-Ba, which, with the introduction of jumbo jet airline services introduced what it called a 747 carry case for both cassette and 8-track cartridge product. Today, the 24-unit carry case is one of the most popular items in most accessory manufacturer catalogs.

The 24-unit case is also developing much popularity in the home with such companies as Double Sixteen, with its Dotti, landscape-style unit, E.S. Johnson, with its executive-style case, Le-Ba, Recorder, Robins, Amberg File and others developing streamlined, decorator-fashioned units, that fit into the decor of the most discriminating housekeeper, as naturally as a specially designed piece of furniture.

As an accessory manufacturer, Doubloes's largest volume of business is in phonograph needles. Over the last five years however, the company has been diversifying into tape accessories. Today with a full catalog of tape-care products, it also lists carry cases as its biggest selling item.

Also a big seller for the Miami-based company is a tape carrier for both cassette and 8-track product with a list price of $9.95, and a tape-care kit for $2.95.

According to Stephen Nester, Doubloes's president, there is also a tremendous market demand for cassette and 8-track head cleaners, the Doubloes Easy Splice Kit for the repair of damaged cassette and 8-track tapes, headbrush,记录-cleaning supplies, record brushes, and antistatic record-cleaning fluids.

Amberg File & Index of Illinois is maintaining its emphasis on carry cases with its eye-catching "Platter-Pak" and "Ampack Ultra-24" designs for records and tape.

The lines designed to appeal to all ages and all tastes are constructed of board stock with moisture resistant covering and are available either in subdued woodgrain or a riot of mod colors.

At the Weltron Co., Durham, N.C., the emphasis is on tape hardware, but the company maintains a complete catalog of record and tape accessories. Top of the list, according to Pratt Winston, vice president and chief operations officer of the company, are carry cases and headphones.

Best seller among these are model 70-12, a hard-shell alligator cover case that holds 12 cartridges, and model 70-14, a smart leather case with a 10-cartridge capacity. Also in the Weltron line are 3-in-1 test cartridge, demagnitizers, storage boxes, clean and lube kits, head cleaners and blank tapes.

At Fidelitone, N.Y., the firm's biggest accessory seller is blank tape, with headphones, mikes, carry cases, lead cleaners, cables and plugs also steady sellers. One new addition which Fidelitone's Irving Gruen confirms is a big seller is a "tape-go-round" manufactured in plastic, wood and lucite, and supplied by Victor Stanley.

(Continued on page 39)
LOS ANGELES — There are four major suppliers of blank tapes — Audio Magnetics Corp., Memo- 
res Corp., Ampex Corp. and 3M Co. — now making videotape for the industrial and educational mar-
kets. All of these firms are giving thought to and preparing for the consumer market. 
Spokesmen for all of these firms feel a mass consumer market for 
magnetic tape television cartridge 
systems is probably several years away. But these spokesmen also 
say that, given specifications and a 
marketplace, they would have no 
trouble producing for the con-
sumer within the near future. 

Our Indianapolis plant is al-
ready turning out videotape,” said 
Carl Frederick, director of market-
ing for Audio Magnetics Corp. 
“We’re geared to make tape for 
any of the systems, and we have 
the tolling facilities for various 
lengths.” 

“Actually,” Frederick added, 
“we see two markets: the educa-

tional and industrial, and the consumer area. We are involved in the first 
area now and, by the fall of this 
year, we will have a Traco Vid- 

tape under the Traco logo which will be available to those who 
want it and will be marketed the same 
way Traco audio tapes are. 
The graphics will be the same and 
what we will be doing is building a 
family of tape.” 

As far as a mass consumer market 
for video, Frederick sees 1975 as a 
likely date. He also sees a disk 
system or systems emerging as one 
market, for playback only, and a 
tape system or systems emerging 
as a playback-record market. “This 
will be a continuing hobby,” he said, 
“somewhat like the audio cassette. 
A unit priced at about $50 is a 
big mass market item to me,” he 
added.

Frederick said the firm will mar-
ket and manufacture private label 
videotape and will be able to use 
all of the three coatings videotape 
may require. He added that Audio 
will be able to sell a 60-minute 
blank videotape for $9.95 retail by 
1975 if the demand is there, and 
promptly out that custom duplica-
tion costs are another big market in 
videotape.

Memories Corp. is also making 
blank videotape for the industrial 
and educational markets now, ac-

cording to Jim Loser. “We have 
recently announced a videotape-

cassette,” he added, “with shipments 
to begin in the second quarter. We 
will have trouble manufactur-
ing tapes of various widths.

As a mass consumer market,” he said, “it’s a minor market now, but there should be more identifiable with in a year. We will make tape 
for this market in the same Santa 
Clara facilities as we make tape 
for industrial use, and handle it 
through the same channels.” 

Concerning record and playback 
videotapes, Loser sees “the op-
portunity here more significant than in audio tape in terms of repeat sales. How often do you erase an audio tape? Not often. I think you will see the same 
tape used more often in video. As 
for lengths and widths for the 
consumer market, we will probably 
follow the consumer demand.”

Ampex Corp. is also manufact-
uring and marketing blank video-
tape now for the industrial and 
educational markets in its Alabama 
facilities, and is thinking about a 
consumer program.

According to George Armes, 
manager of product management 
of the magnetic tape division, “we 
have the capability to make video-
tape for the consumer market now. 
Our main concern is the interface 
between the tape and the system 
and that the system itself, to design and manufacture a tape for a given system. We will have to tailor the tape and the sys-
tem for variables such as temper-


ature and humidity just as we do 
with audio tape.

“From a videotape standpoint 
for the consumer market,” he said, “we will take the lead from the equip-
ment manufacturers. We see no 
problem in adjusting to any system 
if the system is ready to react to any 
trend. If we found out there 
was a mass market next week, we 
could adapt ourselves to it. It’s 
within our state of the art to pro-
duce any tape necessary at the 
moment.”

3M Co. is another major manu-
facturer servicing the industrial 
and educational market. According 
to Bill Madden, “we have the 
technology for any videotape for any 
system and can engineer product 
for any application as long as it’s 
realistic. We have access to a 
number of different oxides, so this 
will not be a problem.

“We are involved with industry 
and education to a large extent,” 
Madden continued, “and this mar-
tet is moving quite nicely. We feel 
the consumer market will depend 
on technological breakthroughs, 
such as the cost coming down and 
the availability of a color camera.
Why the first name in recording has the last word in quadraphonic.

It Takes A Little Longer To Be Right.

While a lot of the other companies were busy bragging about how sensational their matrix quadraphonic recordings sounded, we knew that what they touted to be true quadraphonic sound really wasn't. The Discrete RCA Quadradisc is.

The Discrete RCA Quadradisc Was Worth Its Wait.

The sound reproduction from our discrete Quadradiscs is the standard in high fidelity recording. Its 'in-person presence' a technical triumph for the most demanding connoisseur. The Quadradisc's realism is revolutionary because the Quadradisc wraps its sound around you. To make you feel like you're sitting in the center of the sound on stage; or, it can treat sound as the ambient reflection of the concert hall and provide you with the best seat in the orchestra. No matrix system is capable of doing this. The RCA Quadradisc is.

Every one of its four channels is recorded and reproduced on its own separate track. That's what makes us discrete and everyone else, well, just everyone else.

The RCA Quadradisc Delivers Better-Than-Stereo Sound On A Stereo.

Even if you don't own a quadraphonic system right now, you can enjoy RCA Quadradiscs on your present system. In a recent issue, 'Time' Magazine said, "...the stereo sound from one of RCA's new Quadradiscs is stunning!"

Quadradisc Compatibility Guaranteed

An analysis by a leading independent research laboratory, in accordance with standards set by the Recording Industry Association of America (RIAA), has enabled us to guarantee full compatibility of the RCA Quadradisc when played on standard stereo systems. They have also certified that the RCA Quadradisc plays with excellent frequency response, in full accord with The National Association of Broadcasters (NAB) Disc Recording and Reproduction Standards.

Guaranteed Quality Doesn't Cost More

While a lot of other companies are charging extra for their quadraphonic recordings, RCA Quadradiscs are available at the same price as regular stereo records.

The Pros Agree

- Walter Carlos - Columbia Recording Artist: "When Rachel Elkind and I began our Sonic Seascapes album, we planned for quadrasonic and recorded all the material in quadrasonic... We tried to process this master on all the known matrix systems... I am most unhappy to report that the results were catastrophic. "No other product will be marketed in quadrasonic now for awhile—until a non-matrix system is accepted as an industry standard. Perhaps the JVC/RCA carrier disc is the answer... "With a discrete release available we can have the best of all worlds!"

- New York Times: "Since there can be no doubt in anyone's mind who has heard both systems that the discrete method is clearly superior, it probably should be used for all new recordings!"

- Stereo Review: "Assuming that having four channel sound is a good thing, it is agreed by all that the ideal way to record and reproduce four channels of information is with a discrete system in which each channel remains completely independent of the others throughout the recording and reproduction process. "The Quadradisc can provide discrete material from all speakers simultaneously—something no matrix system can do!"

They Chose To Be First. We Chose To Be Best.

All quadraphonics are not created equal. Other companies spoke too soon and claimed too much. We stayed silent until we had our quadraphonic recording system perfected. Now we do. And we're working with high fidelity manufacturers like JVC, Panasonic and others to implement the state-of-the-art. And we are working with our artists and producers, creating musical material that will utilize the RCA Quadradisc to its greatest potential. That way you'll get the best of both worlds—the artist's creative freedom coupled with engineering integrity. In rock, pop, classical, country and rhythm and blues. For now and for the future. The Discrete RCA Quadradisc. The first quadraphonic record that's true quadraphonic.

Sometimes you have to save the best for last.
February Releases

Sibelius: Symphony No. 2 in D, Ormandy
ARD1-0016

Bach's Greatest Fugues, Ormandy
ARD1-0026

Rimsky-Korsakov: Scheherazade, Ormandy
ARD1-0029

Debussy/Ravel, Ormandy
ARD1-0029

Rachmaninoff: Concerto No. 2 in C Minor, Ormandy
ARD1-0031

Also available on tape.

Some other releases mentioned:

APD1-0001 Love Theme from "The Godfather"
APD1-0002 The Fantastic Philadelphia Winds, Vol. 1, Ormandy
APD1-0014 Shostakovich: Symphony No. 15, Ormandy
ARD1-0015 Stolen Goods
ARD1-0017 The Fantastic Philadelphia Winds, Vol. 2, Ormandy

www.americanradiohistory.com
Morse Electrophonic 'Q' Push

FM multiplex radio, deluxe Garrard record changer with diamond stylus, tape player mechanism for both 8-track stereo and discrete 4-channel tapes, matrix channel distinction system. The unit's precision engineered audio system features two 10-inch duocone speakers and four 3/4-inch hard-backed duocone tweeters; plus two additional pedestal-mounted full-range sphere speaker chambers.

This unit, model D94531, also features AM/FM/FM multiplex radio, 260 watts of instant peak power, FET circuitry and (IC) integrated circuits.

Installed in the unit's hard-case cabinet are deluxe BSR record changer with diamond stylus, tape player mechanism for both 8-track stereo and discrete 4-channel tapes, a matrix channel distinction system, as well as precision engineered audio system featuring two 8-inch duocone woofers and four 3/4-inch hard-backed duocone tweeters. There are also two additional pedestal-mounted full-range sphere speaker chambers.

The Electrophonic model 466D is a five-piece quadrophonic stereo receiver with 4D tape playback compact system. It features AM/FM/FM multiplex radio, tape playback mechanism that plays both 8-track stereo and discrete 4-channel tapes. There are also push-button controls for compatible 4D tape playback systems.

Next in another quadrophonic unit, model 447C. This is also a five-piece quadrophonic stereo receiver with 4D tape playback compact system. The tape playback mechanism reproduces sound from either 8-track stereo or discrete 4-channel tapes. The model 447C produces up to 200 watts of IPP. It has a front-accessory rear accessory panel and comes with four full-range air suspension speakers.

Rounding out Electrophonic's quadrophonic line is model 449G, also a five-piece recorder and 4D tape playback compact system. This unit, like the others, is priced at $229.95.

COMPONENT stereo system integrates a 10-watt AM/FM receiver and built-in 8-track record/players. Sized with its own shelf speakers. Model CMS-906 is priced at $249.85.

JBL Fair Trade

“Attributive and dura... Walnut cabinet. Security lock and key, Sliding Plexiglas doors. Holds 306-8 Track Tapes. 56” H. x 26” W. x 24” D. Shipping Weight: 90 lbs. Custom displays to solve your merchandising problems.

MODEL #TC 150

W tolerance finish cabinet. Sliding Plexiglas doors. Security lock and key. Holds 150-8 Track Tapes. 24” H. x 24” W. x 12” D. Shipping Weight: 35 lbs. (UPS)

DISTRIBUTOR INQUIRIES

WRITE OR CALL

411 East Nine Mile Road
Ferndale, Michigan 48220

(313) 398-0021
It's about time recording tape looked as good as records.

Anyone in the record business knows what a good-looking album cover can do for its sales. The principle applies equally well to blank tape. That's why we put ours in beautiful boxes. Jamproof cassettes, cartridges, and open-reel tape. Blank tape in beautiful boxes sells faster than ordinary blank tape. It makes the customers happy and makes more money for the dealers. About time, right?!!

Capitol®
Blank Recording Tape
CASSETTES • CARTRIDGES • REEL TAPE

Anyone in the record business knows what a good-looking album cover can do for its sales. The principle applies equally well to blank tape. That's why we put ours in beautiful boxes. Jamproof cassettes, cartridges, and open-reel tape. Blank tape in beautiful boxes sells faster than ordinary blank tape. It makes the customers happy and makes more money for the dealers. About time, right?!!

Capitol®
Blank Recording Tape
CASSETTES • CARTRIDGES • REEL TAPE
Tape/Audio/Video

Store Tape Display Case Mfrs Expanding Rapidly

CHICAGO — The rapid expansion of specialty retailing has spawned a new industry that is at least keeping pace if not accelerating. For many, the task of displaying tapes has been an arduous one. But now manufacturers of cases are finding that once more or less the province of new establishments that was reserved for Friedman Aircraft. For some, such as Lo-Xo, the accessory market, expansion into tape display cases came naturally. However, most firms had to work hard to establish themselves in store fixtures. Views from some manufacturers' Showroom in Mexico City, the latter a firm manufacturing a conveyor belt display case. All products are sold through dealers. In general, the tape display cases are simple and cost-effective.

One of the newer companies in display cases is Bostitch, Tamarac, Fla., where president Leo Harris says plans are under way for over 50,000 cases, particularly in the Caribbean and South America. He said the firm has been granted Domestic International Sales Corp. (DISC) status. Demand for electronic accessories is about even in South America, he said. 

Bostitch displays tapes in tape accessories into cases. It has added 3,000 square feet of warehouse space and is already standing its own factory. The headquarters will be out automated and still more. But the idea is to produce different exteriors for tapes, different exterior for tape, etc. As far as the order is sufficient, they will go anywhere to make it, a necessity for the production line.

Bostitch has eight models and five design elements. It also price produces high but offers discounts. Wolgast said the least expensive model will be $27.95; 75 capacity, $30; 100 capacity, $35; 250 capacity, $71, and 500 capacity, $127.95.

Yet another new firm is Mastercraft Display, Twin Lake, Mich., headed by David Wolgast. The company offers a wide variety of cases and designs.

In the United States, the company offers a complete line of cases and designs. The company offers a complete line of cases and designs.

Big WE/A Label Group Joins RCA in 'Q' Race

- Continued from page 25

As of December, it seemed evident that the Q-FM race was no longer a competition. At the moment, in fact, there was no question about it. It was becoming standard. Indeed, the entire industry was the answer. The Columbia Records had its own SDQ system, and it was the most advanced in the business.

In the United States, it was obviously an SQ world. The Sony label was also established in the United States, and in Japan. But CE, as RCA, was selling SQ in high volumes, and it was the only major competitor. In the United States, there was no question about its importance. The Columbia Records had its own SQ system, and it was the most advanced in the business. It was the only system that was capable of handling SQ audio, which had been developed for many years. The Columbia Records had its own SQ system, and it was the most advanced in the business.

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MINNEAPOLIS — "Serving an account doesn't mean just the head- quarter type of work," says Clark K. Gibb, whose local firm, the Clark K. Gibb company, represents a number of manufacturers in the Minnesota, North and South Dakota, Wisconsin, and Western Wisconsin area. "We must keep the seven or eight branch store current as far as product information is concerned," Gibb says. "We visit the stores, talk with the manager, check to see who's new. Since there has always been turnover in personnel, it is important to regard product education as a continuing process. There is always somebody new who has to be made aware of the various salient points about the merchandise."

Admittedly the ideal way to conduct sales training is in group sessions where everyone is brought into a central location and there are presentations and demonstrations and time for question-and-answer exchanges. But this is the ideal and often not practical, from a time and transportation standpoint.

Gibb does the next best thing— which often totals up to be a better thing: he does a one-on-one training session on the sales floor, between customers (who may not interrupt so much as they will suggest additional subjects to cover). "They have displays pieces that we can use for demonstration as we talk with the salesmen," Gibb notes. "And, in those informal sessions, of course, there's more chance for the salesman to ask questions."

There is motivation from both sides in these training sessions. Gibb says: "Most floor salesmen are very anxious to improve themselves; their belief is that being better salesmen means a better check."

Among the lines that the Gibb company represents are: Barlley (contemporary furniture—speaker enclosures), BASF in tape; Dynaco; JBL speakers; Panasonic components; Sennheiser headphones; Utah loudspeaker systems.

Scheduling the account runs a wide gamut, tracking down a missing part, expediting a delivery, arranging for a shipper-check on pepo maintenance.

Scheduling factory visits for account personnel is a vital service, Gibb feels. "Visiting our factories is very valuable and should be done periodically." At the JBL factory, visitors get to see the complete factory tour, plus a tour of a recording studio where JBL recording equipment is used and a night club outing to check out the sound system with JBL speakers. It's a two-day expedition, often the prize in a short-term, in-house sales contest by retail chains.

One way more in which the rep can prove helpful is in shipping red tape between factory and retailer. There are fees for everything, but "it's not unusual for something to go wrong, and the customer can come out with a smile."

A frequent source of problems is co-op advertising programs. The retailer is supposed to get prior

make friends with TDK

Keep a TDK up your sleeve, and you'll always make friends.

Maybe you don't want to be friends with your customers, but if you do, do right by them—sell them TDK cassettes.

Once you give your customers the opportunity to try these superb cassettes—the ones with the jamproof guts and incredibly pure and extended high-frequency response—they'll be your friends (and repeat customers), for at least as long as you continue to sell TDK.

TDK cassettes and open-reel tape provide the highest output levels and lowest hiss of any products on the market.

TDK cassettes and open-reel tape come in all sizes and price ranges to satisfy every customer need.

Make a new friend today; sell him TDK, for purity in sound.
Speaker Sales Booming; Many Trends Emerging

• Continued from page 25

• Continued use of traffic-builders. In fact, an electronic wholesaler has taken to offering a selection of audio systems for display in his lobby. Speaker manufacturers Association is reporting that many of these systems will continue to be one of the most popular items as dealers are not trained to talk up features and see the different products in terms of price (Billboard, Dec. 16).

• More depth in price-based offerings. Pacific Stereo, for example, advertised Quadrophon's five models with $999.95.（midrange speaker）-speaker package, which is $250 off. (midrange speaker) for one week only. At any one time, the company's top of the line range is such a sale (the line ranges from $59.95 to $139.95). But you know how that goes.

• Well-known hardware brands adding speakers. Ad copy from Pacific Stereo, note recently: "You probably know Harman-Kardon's famous line receivers and you should get to know their speakers too (a $399.95 value)." Kenwood receiver, BSR turntable and Harman-Kardon two-speaker package was offered for $279.95.

• Bookshelf boom to grow. Paul Szyndkowski of Musicraft here was among many who said the 4-channel path will result in the continuing popularity of smaller-size units because people are flabbergasted by having "four giant-sized end tables stuck around a living room.

• Much bigger trend to large enclosures for solid-state speakers. Jensen Jensen Sound Laboratories, another CES exhibitor: "The high cost isn't going to keep you from spending money on this product. People will ask to think of $399.95 units see they can get so much more for $99.95 (Jensen's models 4.5 and 6 are priced respectively at $99.95, $149.95, $199.95).

• Now smaller, thinner, even smaller. Probably one of the most interesting new speakers is from Design Acoustics, a new firm itself, whose D-12 is so designed because it is a solid-state-shaped, or 32-sided ($125 each). As far as finishes, Acoustic Fiber Sound Systems offers an alternative to the "wood" look. It is a "treatment" in 4-channel with non-wood exterior. Jensen Sound Laboratories, for example, is a "wood" color, White of Fire Swirl, stunning leather, fabric covers of wood and so on and even fur. Fisher Radio, through the use of what it calls "sound panels" that resemble paintings, an obvious alternative to the 4-channel dilemma of where to position rear channel speakers.

• Emphasis on grille design, non-grille grills. Any number of lines feature removable grilles new. But more dramatic new reconstructions such as JBL'S Quadrex 2 pattern consisting of truncated pyramids of semi-rigid, ruffled foam material, which because of its open pattern characteristics, is claimed to provide more acoustic transparency than cloth.

• Cabinet construction. Johnzer Products is showing a new "quadrapole" edge on its speakers that president Howard Johnzer said makes it appear the units are cut from the center of a tree. The firm, headquartered an OEM supplier, has 16 different speakers in its catalog and specializes in promotion-priced units ranging from $5.95 to $12.95.

• OEM/ODM units. It's only natural to expect Design Acoustics D-12 to have a "name," but the look is reflected in many brands such as Bose's model 60 and Linear Design Lab's LDC 64.

• Omnidirectionality. This is reflected in many lines as yet another answer for 4-channel sound and it's not necessarily for that purpose alone but by any number of examples. Fisher's WS-90 "Mini-Omni" (3x1x3.5"") is a high Electric Sound Systems, Inc. (ESS) has yet another approach with its line 4-system using an omnidirectional bass enclosure with its own amplifier (midrange and tweeters are in four bookshelf units).""All that is to say, it's the norm.

Now, from the same wonderful folks who brought you Walter Cronkite, the New York Yankees, Jack Benny, the Long Playing recording, Fender Guitars, Barbra Streisand, "The Beverly Hillbillies," Santana and the 4-channel sound...

Introducing

COLUMBIA
Blank Recording Tape
More 'Q' Hardware at Winter Shows; Price Ranges Broadened

Continued from page 25

units too. A new component system, model 3015-140, features AM/FM/FM multiples receiver, with automatic shut-off, two microphones, slide tone and volume controls; list, $169.

Woolensak's only item at the CES will be a prototype cassette/Dolby record/play deck with noise reduction circuitry for FM-Dolby broadcasts. Model 4765, available in June, lists at approximately $300.

Motorola is offering PH 203JW stereo receiver and speakers with stereo headphone jacks, brushed aluminum and smoked plastic control panel as $109.95 list; and, PH 213JW stereo receiver with built-in 8-track and record changer for $229.95 list.

An automatic changer tape deck that plays three tape cartridges automatically, and can replay any selection or tape, will be shown by MCA. The TD-83 lists at $59.95.

A 300-watt stereo amplifier for top of the line is being featured by Kenwood. Sophisticated features include bass filter, negative-feedback, two-position bass and treble tone controls, rumble filter, two terminals for phone, aux, and tape record/play, and accommodations for three sets of stereo speakers. List, $199.95.

Consoles: RCA offers credenza styling in Early American or Spanish in two models, the Randolph VZT 111 or Ortega VZT 112, both for $369. They incorporate the Dimarola IV sound feature, or enhanced stereo, for 4-channel discrete and matrix disks and tapes.

Pedestal Bell is introducing a $229.95 priced console 4-channel. Zenith is styling its DT936W on a white base at a price of $399.95. Menos is yet another firm that plans several console offerings. Other evidence of popular pricing in consoles is Olympic's T529601 at less than $230.

Compacts: RCA will introduce five new compact stereo systems with "Spatial Sound," an extended concert hall sound with optional extra speakers. The AM/FM/FM stereo radio, record players, speakers and amplifier unit in range from $149.95 to $259.95. Model VVC 529 offers built-in 8-track deck, while the VVC 720 has a built-in cassette record and play unit.

A 4-channel SQ and discrete AM/FM/FM stereo multiples with full changer and built-in 8-track, featuring slant front and push-button slide controls, model 80L88, is offered by Arvin for a list of $349.95. Arvin also will show two less deluxe models, with AM/FM/FM multiples, 8-track and changer. The 80L90 lists at $199.95 and the 80L87 at $159.95.

Prepackaged ensembles including ear and stereo headphones are being introduced by Motorola. Model FS 7027W lists at $199.80; FS 2027W with built-in 8-track will retail at $269.80.

Sharp Electronics is introducing its first 4-channel system. It will accommodate both discrete and matrix material.

Arvin is introducing nine new items, from small portable phonographs to 4-channel discrete systems, ranging in price from $109.99 to $349.95.

Model 90L88 is a 4-channel SQ discrete AM/FM/FM stereo multiples with built-in 8-track and full changer. New styling includes slant front and push-button and slide controls.

Other compact units with radio, tape player and changer are the 80L89 listing at $199.95 and the less deluxe 80L82 at $159.95 list. Bigsten is showing the GRE 1020, an AM/FM/FM radio with 8-track play/record and two mikes. List is $189.95 without speakers.

B & B Import-Export's AM/FM/FM multiples with 8-track recorder/player and two large match-
Panasonic 'Q' Commitment—Both for Home and Car

NEW YORK—Panasonic has re-emphasized its commitment to the new quadrasonic sound concept, with a complete line of 4-channel tape players for the home and car.

The firm's involvement with 4-channel is being supported by an ambitious merchandising plan including point of purchase displays, trade and consumer press advertising and other merchandising innovations which, according to Panasonic's national sales manager, Edward Lucarzy, will help his company's dealers to convey 4-channel's terrific sonic wallop to their customers.

Included in the new line is the Panasonic CX-601, a discrete quadrasonic car/home unit which plays standard 2-channel cartridges as well as discrete 4-channel 8-track tapes.

"Mr. Topp Tape" Says

Buying From

The CX-601 features automatic repeat and reject buttons, sliding volume, tone and balance controls, and pushbutton and automatic channel changers.

The unit also plays FM multiplex with Panasonic's CJ-81R FM multiplex radio cartridge. It is solid state, lightweight and can easily be transferred from car to home. It slides easily in or out of a home mounting cabinet or locks tight under dash bracket. Price tag on the unit is $139.95.

In regular automotive stereo tape equipment, Panasonic features the CQ-959, an 8-track in-dash player with FM/AM/FM multiplex radio. The unit, which is compact and lightweight, has adjustable shafts which allow it to fit into the dashboard of almost any automobile.

Other features on the CQ-959 include a dimmer/local switch for stable FM reception, and Panasonic's vertical head movement system that assures precision tape playback.

Convinced that a viable car

Winter Shows View 'Q' Prices

- Continued from page 41

SPC-5002, yet another 4-track auto stereo unit that comes with fine tuning, a fast forward control and the "Thief Control" bracket featured in Model SPB-5001.

Designated the "Boss 102," the unit also features an easy access control panel that eliminates unnecessary groping for programs while the car is in motion. There is also a digital channel indicator, exclusive program repeat circuit, push-button cartridge selector and instant response slide bar controls.

Model SPD-5003 is designated the "Opus 103" and provides FM Multiplex radio sound in addition to 4-track cartridge entertainment. According to Lyall, the extensive list of features built into this unit provide FM audio/dissemination...
More 'Q' Hardware at Winter Shows; Price Ranges Broadened

Continued from page 23

units too. A new component system, model BFS 140, features AM/FM/FM multiplex receiver, with automatic shut-off, two microphone, slide tone and volume controls, list $169.

Motorola's only item at the CES will be a prototype cassette/Dolby record/play deck with noise reduction circuitry for FM-Dolby broadcasts. Model 5475, available in June, lists at approximately $200.

Dolby phone, AM/FM units. More too. Receiver headphone slide FM/AM, complete with manual, is being offered at $119.95, and, for $129.95, the RTC-120 features Dolby noise reduction circuitry for FM-Dolby broadcasts. Model 5475, available in June, lists at approximately $200.

Motorola is offering FH 2011W stereo receiver and speakers with stereo headphone jacks, brushed aluminum and smoked plastic control panel as $119.95 list; and, FH 2117W stereo receiver with built-in 8-track and record changer for $229.95 list.

A new model introduced by the FCC includes Dolby noise reduction circuitry for FM-Dolby broadcasts. Model 5475, available in June, lists at approximately $250.

Dolby phone, AM/FM/FM multiplex receiver, with automatic shut-off, two microphone, slide tone and volume controls, list $169.

Motorola's only item at the CES will be a prototype cassette/Dolby record/play deck with noise reduction circuitry for FM-Dolby broadcasts. Model 5475, available in June, lists at approximately $200.

When we saw the prototype, we were impressed with the circuitry, but didn't decide to market until now. Until we knew we could do it better than anyone else.

Our product quality will probably set a new standard of excellence for the industry. Premium, duplicator-grade gamma-ferrocyanide oxide waxes with unvarying recording characteristics. Cartridge and cartridge housing, system, is being offered by RCA. RCA offers colors, styles, and models to suit any taste.

With all our studios, record presses, tape manufacturing and duplicating facilities, not to mention CBS Labs... and Columbia has gotten to know a lot about reproducing sound. But we didn't decide to market until now. Until we knew we could do it better than anyone else.

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Panasonic 'Q' Commitment—Both for Home and Car

NEW YORK—Panasonic has re-emphasized its commitment to creating the new 4-channel sound concept, with a complete line of 4-channel tape players for the home and car. The firm's involvement with 4-channel is supported by an ambitious merchandising plan including point of purchase display kits, trade and consumer press advertising and other merchandising innovations which, according to Pan-asonic's national sales manager, Edward Lucaczyk will help his company's dealers to convey 4-channel's terrific sonic wallop to their customers.

Included in the new line is the Panasonic CX-691, a discrete quad- rasonic car/home unit which plays standard 3-channel cartridges as well as discrete 4-channel 6-track tapes.

The CX-691 features automatic repeat and reject buttons, sliding volume, tone and balance controls, and pushbutton and automatic channel changers. The unit also plays FM multiplex with Panasonic's CJ-81R FM multiplex radio cartridge. It is solid state, lightweight and can easily be transferred from car to home. It slides easily in or out of a home mounting cabinet or locks tight under car's brake pad. Price tag on the unit is $139.95.

In addition, Panasonic features the CQ-899, an 8-track in-dash player with FM/AM/FM multiplex radio. The unit, which is compact and lightweight, has adjustable shafts which allow it to fit into the dash- board of almost any automobile.

Other features on the CQ-593 include a distance/local switch for FM station reception, and Panasonic's vertical head movement system that ensures precision playback.

Confirmed that a viable car cassette market will be launched for Pan-asonic has also lifted the wraps off an automatic reverse stereo cassette player that features a sensitive FM/AM/FM multiplex radio. The unit accepts the cassette short side first, and has an elevator system that draws the cassette and loads it into a playing position. It also plays both sides of the cassette automatically. Also offered are fast forward and rewind buttons that don't have to be held down, and a built-in head cleaner.

The CQ 747 also features an in- dicator lamp that tells the user when direc- tion the tape is running, a mono/ stereo switch, graduated gain control, balance and volume controls. It has fixed control stereo tape mounts in the dashboard of most automobiles.

In home entertainment centers, Panasonic is pushing such innova- tive designs as the G-6000, the Sturwash, the Calais, the Crestview, the Hulltago and the Ar- dover.

The Grandhavens, model SE-4340, is a Series 44 unit that can play back information from any audio or music source from monaural to discrete 4-channel. The unit features a nine-inch record changer with 4-channel 8-track player, FM/AM/FM multiplex stereo radio, four air suspension speaker systems and operates on 48 watts of peak power. It carries a price tag of $129.95.

Panasonic's Sturwash model SB-3050 is a top-of-the-line stereo unit with a list price of $395.95. It features built-in stereo tape recorder, FM/AM/FM multiplex stereo radio, an 11-inch record changer and two air suspension speaker systems.

The Calais, Panasonic's model SE-2500, features a multiplex circuitry, full-size record changer, FM/AM/FM multiplex stereo radio, two speakers and the capability of delivering 60 watts of peak music power.

This unit is followed by the Crestview, model RE-8305. This unit, carrying a modest $129.95 price tag, features an 8-track stereo cartridge player and FM/AM/FM radio along with two walnut speakers enclosures. It operates on 14 watts FMP.

PACKARD BELL styles its huge console in Mediterranean walnut with built-in 4-channel sound with Garrard turntable and AM/FM stereo tuner; price $1,200. Below left, MGA's unusual changer deck for three 8-track cartridges allowing repeat and selection of programs: list $99.95; below right, Doblinized cassette stereo recorder deck from Wols-ensear list around $300.

KENWOOD'S KA-8004 direct-coupled stereo amplifier (list $399.95) will be among the firm's new products in its Water Tower Hyatt House suite during the Winter Show. Directly below, Kraus styles its KII-444 8-track audio player with built-in speakers on each side. A jack allows the unit to plug with its own speakers or through car speakers: list $65.95. Zenith adds a matrix decoder and two extra speakers for 4-channel effect in its model D74W2 Spectator IV portable phonograph.

SPEAKERS take on new shapes. Above, Sound West's plastic model that adjusts the direction of sound. $14.95 a pair. At right, Design Acoustics' "odochedron", or 12-sided model: $304 each.

Mr. Topp Tape" Says

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Don't buy another tape
until you speak to us.

Guaranteed low, low prices—
will make larger orders.

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Complete line of accessories.

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Retail $39.95

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SAME DAY SHIPMENT ON ALL ORDERS

ASK THE MAN WHO KNOWS
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phones and other accessories . . .
Pay TV to Experiment With Rock Concerts

LOS ANGELES—Home Theater Network will begin marketing a subscription pay TV system which offers the viewer the choice of paying for only the program he wants to see, with movies, rock concerts and educational shows available, in Redondo Beach in June.

The user must already be a cable TV subscriber if he wishes to use the system, which uses the three origination facilities across the country to microwave three channels of midwave system. The system will deliver three channels of high-definition microwave-to-channel of programing to a receiving dish located at the CATV system’s head-end.

A modulator converts the signals and sends them down the cable system’s midband to the subscriber’s home. The converter will be paid back of the subscriber’s TV.

The subscriber activates his converter by dialing a toll free number and depressing buttons on a battery powered “PERK” unit which sends signals to a central computer. The computer acknowledges the request, identifies the subscriber, logs the order for billing and sends a digitally addressed message to the cable. According to Bob Cole, vice president, programming, the organization, movies will run from $2 to $4, or about the same as admission to a theater. Concerts will billed the same way.

“Music is going to play a big part in this system,” he said. “We have an adapter available so that anyone with a stereo music system in his house will be able to hear concerts in stereo. Concerts of all kinds will be shot with that in mind. We don’t think that TV sound as it is today has ever satisfied anyone’s appetite.”

Cote also said there will be two new movies a week available running about two hours each, as well as sports, special events and educational material.

 Billing will be done via a major credit card or through the firm’s own billing system. The subscriber will have a monthly statement when the unit is installed and then pay a small monthly service charge in addition to paying for his programming. The subscribers can choose his program far in advance or up to five minutes into a program. A program guide will also be made available, and at 6 a.m. each night, the units will be turned on at no cost to offer a preview of that night’s fare.

Cote said Redondo Beach was picked for the initial test because it has 22,000 homes and, of them, have CATV. There will be an ad campaign featuring billboards, bus placards, direct mail and demonstrations. Other areas will start shortly after on the East Coast and the firm hopes to have a national network within two or three years.

The firm works through a cable operator. The cable operator leases two midband channels to the company for 10 per cent of the gross revenue derived from the pay programming operation. Several agreements have been reached, and the firm is also now negotiating with several studios to show first-run movies. These movies will ready for the Redondo Beach showing.

The only Tape Security System that:

- Displays the Tapes
- Lets the Prospects examine them (but not take them)
- and Delivers tape or tapes selected to the Check-out Counter!

- Customers can handle every tape and read every word on the box. They shop in a relaxed atmosphere (and buy more). You sell in a relaxed atmosphere (and end all the headaches).
- Professionally designed, well-lighted cases display your tapes to best advantage.
- Massive displays showing vast selection create a better buying mood.
- Sales Clerks on the floor can spend their time selling instead of watching or locking and unlocking cases.
- GENCO Units pay for themselves in just a few months through savings in labor costs, elimination of pilferage losses and increased sales.

- Units come with all lighting fixtures.
- Each 4-foot module holds 608 8-track tapes or cassettes, 5 tapes to a compartment.
- Cases are made from heavy plywood, finished white on the inside. Exposed surfaces are satin finished fruitwood laminate.
- Each modular unit is bolted to the next to form one large display unit. Conveyor runs along bottom. Custom installations are available for right angle turns of the conveyor and/or elevation of the tape to counter top height.

Tape/Audio/Video

Sansui ‘Q’ Push; Launch New Receiver

• Continued from page 25

SANFRANCISCO—According to Sansui, the Model 66 is better than 80 dB at 98 MHz, with a signal-to-noise ratio better than 63 dB. The receiver has a stereo FM broadcast system which will allow the user to enjoy an additional 15 channels of signal strength, the other is a center-zero null-type indicator for accurate tuning to the center of the FM channel. Interchannel muting is selectable from a front-panel switch.

The AM tuner section features an RF amplifier and a dual ceramic filter in the IF section. For improved sensitivity. Also included is a whistles filter and a two-stage AGC circuit. The ferrite bar antenna has been totally redesigned and can be adjusted for optimum positioning.

Sansui’s Model 66 also features two large meter indicators for fast and easy tuning. According to Sansui, the Model 66 receiver is a new receiver with a high-quality AM/FM stereo receiver that offers maximum sensitivity, selectivity, and built-in circuits for improved clarity.

Sansui claims that the FM image rejection on its Model 66 is better than 80 dB at 98 MHz, with a signal-to-noise ratio better than 63 dB. The receiver has stereo FM broadcast system which will allow the user to enjoy an additional 15 channels of signal strength, the other is a center-zero null-type indicator for accurate tuning to the center of the FM channel. Interchannel muting is selectable from a front-panel switch.

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Jukebox programming

Rock-Ola Pushes Jukeboxes on Jets

CHICAGO — Rock-Ola Corp. has taken a giant leap for the future, many believe will be a promotion concept for the industry. In addition to offering jukeboxes on the big jets, the company has plans to extend its marketing into other areas.

One-stop shopping is the key to success, according to the company, which has started selling jukeboxes on private jets. The one-stop shopping concept is designed to appeal to buyers who want to purchase a jukebox, along with other entertainment equipment, in one location.

The company is working with various airlines to install jukeboxes on their flights. This is expected to be a major step in the company's marketing strategy, as it will allow them to reach a wider audience.

Programmer's Potpourri


Another obvious booster of jukebox interest is the executive vice president, Music Operators of America, the national organization of jukebox businesses. The company was looking into the idea of a new location several years ago. If it indeed happens that jukeboxes start flying in 1979, it would be as profited as much as this is MOA's 25th anniversary year, he noted.

One-Stop Categorization of Music Speeds Special Requests

KANSAS CITY, Mo.—One stop can profit by sharply categorizing their inventory so that special requests from jukebox players can be filled quickly without disruption of normal operations or unnecessary delay, said local entrepreneur Tony Burrows and Joe Salpeter here recently.

The big jujube of one-stops nowadays lies in keeping jukebox programmers on top of the new release situation and helping them satisfy requests for locations of special records, they believe. This is why at Musical Life here they music store requests and new releases are given high priority. A good percentage of the programmer- clientele of this one-stop relies on the management for aid in processing request.

Some operators lean strongly on requests as a guideline in buying. This is especially evident at "just-fair" locations where an operator may be changing records only every two or three weeks. At this type location, some operators adopt the premise that if a record is requested it has better chance of being played. As a result, it figures strongly in buying for that location.

The operator who knows his location is able to appraise the status requests should have in buying. At one location, he may have learned from past experience that requests turned in by a barmaid are like money in the bank. At another location, a player may have left the little play in the past. He weights his knowledge of what has happened to requests since last month and decides on his buying.

But one thing is clear to Burrows and Salpeter: When operators order requests they deserve prompt, efficient attention. Part of their reasoning is based on the possible fact that a good share of the requests are for old standards which are being sought by money-makers on many machines.

Oldies

Acme Music Company, St. Joseph, Mo., typifies the way getting out those records quickly can step up play. There, old standards such as Glenn Miller's "String of Pearls," Artie Shaw's "Begin the Beguine," and "My Funny Valentine" are strongly represented on lists from locations — and they're pulling lively play.

NEW STOPS KEY TO '73 MOA SEMINAR

SOUTH BEND, Ind.—The subject of locating jukeboxes in new kinds of locations and the contingencies of this, including to some degree, the programming will be discussed at the Music Operators of America (MOA) Notre Dame 1973 seminar here April 1-13-14. The main thrust though will be a concentration on the "wholesale," said John Malone, the MOA executive vice president. "Our MALONI surveys show that it is less than 20% now of 30 percent," he said. Malone hopes to explore the whole price picture. "How elastic is pricing? What is the demand for increases? Does revenue drop? Does it drop proportion to the price increase? We need to explore all of this," he said.

Jukebox Meetings

RAY TITLES

"Not infrequently, an old title released by a new artist becomes popular and sparks a tide of requests for the same title," commented Billboard. "This is a standard," commented Burrows. "I am hearing from the artists of Susan Jane's Wheel of Fortune, which has become just popular and tripod-oriented, is a lot of requests for this standard by Kay Starr. The one-stop should some kind of this happening and have the standard ready to fill orders for requests for this title."

"We have a special section in our showrooms devoted to 256 top-play jukeboxes. It is a chapter and a section of over 3,000 singles, which includes many oldies. And we get out a regular mailing, 'Oldies,' which we send out to all our operators, informing them of the new arrivals," he said.

One other location which is popular with the jukebox industry is "TNT," a program for programmers so they need only to mark and quantity and order requested. On the last listing such titles as "A Horse's Head," "Make Me Smile," "Rolling Stone," and "The Beatles, Johnny Cash, Elvis Presley, Rolling Stones, Simon & Garfunkel and others."

Another listing which is dropped into the mails recently by this one-stop also should be used in jukebox programmers to keep on top of new releases and oldies. It reflects the Top 40 top sellers, biggest-selling new releases, best-selling oldies and best-selling 7-inch albums. This is a "You're the hook up," a sort of a handyman listing which is reflected in our news releases and implements longer mailing lists which are sent out in various classifications — Country, Oldies, Easy Listening and so forth.

New Releases

Management here cites the basic fact that a supplier has a chance to market his product to a greater extent. The active record label can take up the best artists, singles, and oldies, among others. These releases are in demand.

The service philosophy on new releases extends to title-stripping. Burrows recalls when operators did their own titles. They would write to a distributor who would pull up records at one-stop, they're not too happy. To insure that title was in readiness they had to be sold with the sets of the St. Louis headquarters. And if there is some type of dispute, a potential buyer would get the title.

The physical setup at the commodious one-stop facility is another factor which is a plus. The inventory is simply organized, with each classification conspicuously identified. There are sections devoted to the Top 40 sellers, Top 20 sellers, Top 10 sellers, Top 100 sellers, new releases, oldies, recent releases never issued in one area, country-band's big hits, contemporary hits, blues, country, and so on, selling in its special niche. There is a Top 50 Country and a Top 100 Easy Listening. As a result, workers such as Neva Cessman (photo) can fill orders very quickly.

While good service follow-through on new releases and other parts of the game plans for one-stop, Burrows said it's an increasingly important part.
Chances are you know people who think their places are too classy for a coin-operated phonograph.

They think the flashing lights and rainbow colors would destroy the kind of atmosphere they’ve paid a decorator thousands to create.

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Simply stated, it’s beautiful furniture that makes music.

The 447 fits comfortably into the most sophisticated restaurant or club.

We chose Mediterranean styling for its compatibility with a wide range of decors.

The lines are fine and clean to complement contemporary rooms yet the overall design is rich enough to fit gracefully in any traditional setting.

On the inside, Rock-Ola parts. The same maintenance-free reliability you’re used to.

As for the outside, just look at it. Better still, show it to someone who swore he’d never have a jukebox in the joint.

Show this to people who swore they’d never have a jukebox in the joint.
DESTO IN HIGH VIA LOW OVERHEAD

BY E R H O R W I T Z

Desto Records rides confidently through the stormy seas of this coming spring, proving that a small company can survive and prosper among the biggies if it is carefully managed and takes full advantage of opportunities.

The secret is low overhead, according to所以Glenn, Desto chief, who, with a single associate, Mrs. Catherine Blackburn, runs the enterprise. "We think we have a very low overhead," said the company's first new record," he said, underscoring the company's financial relationship between cost and profit.

Even 150 records have been released in the past decade. And all are still available. Glenn is happy to point out. His release schedule calls for 17 new packages this year, including some multisided sets, for a total of 20 records. Like the bulk of his catalogs, these new issues will offer a wide assortment of contemporary American music, with occasional recordings of older classics largely neglected by major producers.

Fund Financed

Once chairman of the music department of Sarah Lawrence College, Glenn has long been interested in new American composers. This enthusiasm has found support among foundations interested in the purpose, and many of his productions have been both recorded in whole or in part by such institutions. Thus, Desto has been the biggest user of Federal arts grant money to aid in recording modern American music. Two new series have been announced: the first is a series of 100 records destined for the Ford Fund, and the second is a special series destined for the Smithsonian Institution.

The label is also the production agency for the recording of the upcoming McKim Fund. Administered by the Library of Congress, the fund's sole concern is new works written during the past five years. Composers who have received McKim commissions include Álvaro del Pino, Elie Siegmeister, Ned Rorem and Pierre Boulez. These selections are being performed and recorded by Desto's resident studio personnel.

New German Invention

Alters Sound Direction

NEW YORK—A new electronic device capable of projecting musical sounds in various directions and at various speeds, which has recently been perfected by the Experimental Studio of the Heinrich Strobel Foundation in Freiburg, Germany, has been specially imported by the Carnegie Hall Music Society of Lincoln Center. The Society employed the unique instrument just as it was for the first time in the world premiere performances at Alice Tully Hall on Jan. 5 and 7, of Pierre Boulez' "expansive" symphony, a work which, in a series of approximately 18 minutes duration, is Boulez' first major composition ever to be over as music director of the New York Philharmonic, for which the Carnegie Hall Music Society of Lincoln Center, and constituted the full half hour concert program.

The new electronic instrument is known as a "Halophone," for its inventor, the late and influential composer, who provided the Halophone with a unique new 38-

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Classical Music

What's Playing?

7-In. LP Surge; Stones' Set

Continued from page 64

sided under 8 min. at a possible answer to the long-answer problem that has been confronced with in contemporary music. "Lucky O'l Sweet Virginia," a composition of the Stones', appears on a new long-playing set. A further three-sided track shows that the group is still a single-sided group. Its new long-playing package includes "Stairway to Heaven," which runs 7.5 min.

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Pianist Alfred Brendel appears at Carnegie Hall Feb. 18 and March 20. The Division of Musical Instruments and the Friends of Music at the Smithsonian Institution are collaborating with the American Broadcasting Company to stage the concerts. The Friends of Music is a group of music lovers who are interested in the art of music and wish to support it financially. The concerts will be held in the early evening, and the audience will be seated in a theater with excellent acoustics.

The concerts will feature the world premiere of a new work by Erich Wolfgang Korngold, a composer known for his operas and film scores. The work will be performed by the New York Philharmonic Orchestra, conducted by Pierre Boulez. The concert will also include works by Mozart, Beethoven, and Schubert.

This is an excellent opportunity to hear some of the world's finest musicians perform in an intimate setting. The concerts are free to the public, but reservations are required. For more information, please contact the Friends of Music at 212-447-3737.
TOTAL INCOME: Over $500,000
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1. Reader Support
2. Corporate Sponsorship
3. Government Grants

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47
**Billboard Album Reviews**

**January 20, 1973**

**Tony by Hive**

For those not familiar with Parent's past, or if it happens to be that he was a bittersweet lead on an early Don't Bother album, his first album as a solo artist is a welcome surprise. The first album was a collection of hits and hits, with the one thing Parent did in the '70s, which was a perfect blend of country music. For those who enjoy Parent's past, this album is a must-have for their collection.

**Deep Purple**

Deep Purple continues to develop themselves in the studio. Their latest album, "Stormbringer," is a departure from their previous work. The band's sound is more melodic and accessible, with a focus on their powerful vocals and soaring guitar solos.

**The Beach Boys**

Every Beach Boys album comes loaded with some exciting new material. Their latest release, "Pet Sounds," is a departure from their previous catalog. The band continues to evolve, with a focus on creating a more cohesive and introspective sound.

**Paul Stookey**

Paul Stookey is best known as one of the three members of the folk trio The Kingston Trio. His latest solo album, "Two to Be Up," is a return to his roots, with a focus on acoustic guitar and rich vocal harmonies.

**Various Artists**

This album features a variety of artists, each contributing a unique take on the classic rock sound. From the soulful crooning of Aretha Franklin to the driving guitars of The Who, this album is a must-listen for any rock music fan.
Bluegrass In Boom
With Record Shows

NASHVILLE — Bluegrass concerts will hit their highest peak in history in 1973, according to a survey of leading exponents of this music style.

Bill Monroe, father of Bluegrass, said there would be "hundreds of such concerts all over the United States throughout the year."

Chuck Daupree, new manager of Jim & Jesse, also predicted the biggest year ever, with as many as four or five a week beginning in April.

Lester Flatt, one of the great exponents of Bluegrass, said concerts already are beginning.

The first "Bluegrass Express" concert takes place Jan. 18. He said there would be no let-up through the year.

Jesse McReynolds, of the Jim & Jesse team, also noted that more country programmers are turning to Bluegrass, even those who shied away from it a few years ago. "If Bluegrass artists were more selective in their material, there would be a real rash of air play," he predicted.

Monroe himself is promoting about 30 concerts during the year, and scores of other individuals are scheduling them on national or regional bases. Monroe's son, James, also is promoting some of the shows himself. Other big promoters include Troy Martin and Carlton Haney.

The big problem now seems to be talent. So many are booked already for the entire year that new promoters have a difficult time lining up acts to appear: name acts at least.

Don Light, one of the leading bookers of Bluegrass music, has set a Bluegrass Festival for the University of Illinois Feb. 2. Entertaining at Champaign will be Lester Flatt, Mac Wiseman, the Flatt & Scruggs Brothers, the Carter Family, and Doyle Kelly.

Owens & Fair Relation

NASHVILLE — Earl Owens, veteran promotion and public relations executive at Capitol, and William W. Fair III of Dallas, have announced the opening of a music-related public relations firm on Music Row.

Called Owens & Fair Public Relations, the company will deal with corporate, artist and record promotion.

Owens, who has been affiliated with Buddy Lee Attractions, Inc. for the past four years and national country music promotion director for Kenton Electronics, will continue to operate the Kenton promotion department, with expansion.

Owens was the recipient of the Mayor's Humanitarian Award last month for his outstanding work in the industry, including civic charities. He was the first non-performer to receive the award. In the past three years, he has been honored 43 times for his activities.

Fair is involved not only in the music industry, but in oil, trucking, real estate and industrial development. Fair will control the Dallas office, where music has shown phenomenal growth.

The newly established firm is a division of the Tilla Corp. and currently represents Kenton Electronics, A.G. Talent, Caddowood Publishing, the Lurfar Corp., and artists Charlie Daniels, Marty Robbins and Doyle Young. Owens said there would be concentration on once-on-a-week network television, commercials, trade publications, and in record promotion.

Jean Shepard is making the full circle. While at Capitol, she was produced by Larry Butler until he left to go full-time with Johnny Cash. Then Jean left Capitol, and Larry left Cash to become an independent producer again. Now Butler is producing Miss Shepard as an independent, and her new label will be announced shortly. ... Larry & Oscar now will be managed by John Kelley, husband-manager of Judy Lynn, and will be working some Las Vegas shows.

New ratings of the Stu Phillips syndicated show put him in top positions in major areas. It has 127,000 listeners in Louisville alone. Bob Lunn plays the main room at the Ponderosa in Las Vegas for two weeks, then heads to Germany for a tour.

When the Alcoholic Tax agents (The Revenuers) had a convention in Jackson, Miss., they got their own version of a country liquor still. Axl Terry, a tecttector, ... Jack Greene and Jeanne Decker drew a full house for the opening of the new Music Hall on Nashville's Music Row, ... Webb Pierce made one of his infrequent Opry appearances, got a great reception, and introduced his daughter who also appeared.

Kenneport and Donna Harris (really Mr. and Mrs. Kenneth Andrews) are the proud parents of a new baby girl, Kenna Dawn, born in Lubbock. The couple is connected with Southwest Superstars Unlimited, a division of Kenne Enterprises.

Earl Greene, Glenn Sherley and Harlan Sanders once were prison mates in California. This month, they got together to put on a show for the Tennessee State prison inmates, along with Johnny Cash, Johnny Rodriguez, Don Wayne, John Fruitt and Jackie Burns.

... The Erwin Brothers have cut a session with Ron Manning for the Owens label. They plan on making the move to Nashville from the Chicago area. ... Roger BMH, popular television announcer (WSM) has cut his first country release for Jubal, "Darling What's Happening to Me," written by Dallas Frazier and Doodles Owens.

It's getting heavy air play already. ... Joe Stepphan, Texas state fiddling champion, has signed a five-year contract with Southwest Superstars Unlimited.

Bob Langston has been signed to Triune Records for an extended contract. His first release was written by Phil Whitehead, a Cherokee Indian, and by Rick Sloane.

Leroy Holmes is the new manager of the country division of the United Artists Music Publishing group. ... Ray Griff of Dot and John Rigs of WSM headlined the country music show in Carumden, Ga., then appeared on a television show in Spartanburg, S.C., the next day, with Bill Anderson, on the Billy Dilworth special. ... Glenn Barber will move his home from

(Continued on page 55)

POX STMIES
PROMO TRY

NASHVILLE — Ann J. Morgan, noted songwriter who has just had her first release on Chart Records, has been stymied from the start.

Starting on her first promotional trip she managed to make it to Memphis, Little Rock and Oklahoma City, when she became ill.

She is now at home recovering from chicken pox.

Country Music's Newest (and Prettiest) Superstar Says:
"Love Sure Feels Good In My Heart"

A New Album by Susan Raye

Featuring the hit single "Love Sure Feels Good In My Heart" (3499)

ON CAPITOL COUNTRY
Records & Tapes

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Nashville Scene

By BILL WILLIAMS

(Continued on page 55)

Country Music
The best country album, so far, this year.

Sonny James
The Southern Gentleman
Sings The Greatest Country Hits Of 1972

including:
Would You Take Another Chance On Me
It's Four In The Morning/Eleven Roses
The Year That Clayton Delaney Died
The Happiest Man In The Whole U.S.A.

Presenting Sonny James' tribute to the artists and songs that made 1972 the biggest (and one of the best) years in country.

These songs, and Sonny's one of a kind warmth, make it the most important album of 1973 now. And for many months to come.

Sonny James at his best ever. On Columbia Records and Tapes
**Hal Wayne**

**“It’s a Strange World”**

**CUTLASS #8145**

A strong follow-up to

**“My Heart is an Open Book”**

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<table>
<thead>
<tr>
<th>No.</th>
<th>TITLE/Artist, Label &amp; Number</th>
<th>Weeks on Chart</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td><strong>Soul Song</strong> / Joe Bradley, But 17442 (Famous)</td>
<td>11</td>
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<td>4</td>
<td><strong>Old Dogs, Children &amp; Watermelon Wine</strong> / Tom T. Hall, Mercury 73546 (Delville, BM)</td>
<td>8</td>
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<tr>
<td>5</td>
<td><strong>She Needs Someone to Hold Her</strong> / Bobby Bare, Capitol 33033 (MCA (Halcyon, SRAC))</td>
<td>12</td>
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<tr>
<td>8</td>
<td><strong>I Wonder If They Ever</strong> / Little Hugh &amp; the Strangers, Capitol 3408 (Blue Moon, BM)</td>
<td>7</td>
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<tr>
<td>9</td>
<td><strong>I Love Your Answer/Jamestown Ferry</strong> / Janety Nettles, Columbia 4-6572 (A&amp;R, BM)</td>
<td>11</td>
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<tr>
<td>12</td>
<td><strong>She Loves Me (Right Out of My Mind)</strong> / Little Martin, Columbia 4-6573 (A&amp;R, BM)</td>
<td>10</td>
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<tr>
<td>13</td>
<td><strong>Got the All Over You</strong> / Johnny &amp; the Hearts, Capitol 573 (Blue Book, BM)</td>
<td>7</td>
</tr>
<tr>
<td>14</td>
<td><strong>Catfish John</strong> / Junior Johnson, RCA 74-6410 (Jack, BM)</td>
<td>7</td>
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<tr>
<td>15</td>
<td><strong>Rest Of It Never Happened</strong> / Maybel Roberts, RCA 74-6412 (Owen, BM)</td>
<td>14</td>
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<tr>
<td>16</td>
<td><strong>Heaven Is My Woman’s Love</strong> / Lengthen, Columbia 33039 (MCA (Halcyon, SRAC))</td>
<td>18</td>
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<tr>
<td>17</td>
<td><strong>Adams Reeds in Drinking</strong> / Tim Smith, Decca 33040 (MCA (Sheilles, BM)</td>
<td>6</td>
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<tr>
<td>19</td>
<td><strong>Katy Did</strong> / Patsy Montana, RCA 74-6420 (Columbia, BM)</td>
<td>11</td>
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<tr>
<td>21</td>
<td><strong>She’s My Rock</strong> / Sonny Edwards, Capitol 3462 (inside BM)</td>
<td>11</td>
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<tr>
<td>22</td>
<td><strong>Any Old Winch That Blows</strong> / Dolly Parton, Columbia 4-6574 (Famous, BM)</td>
<td>5</td>
</tr>
<tr>
<td>23</td>
<td><strong>Whole Lotta Lovin’</strong> / Hank Williams &amp; Lang Johnson, MGM 14442 (Music, BM)</td>
<td>10</td>
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<tr>
<td>24</td>
<td><strong>Afraid I’ll Want to Love Her One More Time</strong> / Junior Johnson, NBC 11424 (Famous, BM)</td>
<td>10</td>
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<tr>
<td>32</td>
<td><strong>Hello My Lonely</strong> / Faron Young, Capitol 33049 (MCA (Sheilles, BM)</td>
<td>5</td>
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<tr>
<td>33</td>
<td><strong>Somewhere My Love</strong> / Red Steagall, Capitol 3466 (Liberty, BM)</td>
<td>9</td>
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<td>38</td>
<td><strong>Everybody Needs Lovin’</strong> / Norm Wills, RCA 74-6426 (Columbia, BM)</td>
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<tr>
<td>39</td>
<td><strong>You Took the Ramblin’ Out of Me</strong> / Jerry Reed, RCA 74-6427 (Owen, BM)</td>
<td>10</td>
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<tr>
<td>40</td>
<td><strong>Always on My Mind (Separate Ways)</strong> / Ray Price, RCA 74-6428 (Famous, BM)</td>
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<tr>
<td>41</td>
<td><strong>Till I Get It Right</strong> / Ken Doherty, Columbia 33050 (MCA (Sheilles, BM)</td>
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<tr>
<td>42</td>
<td><strong>Bam-Me-Wee Lonesome</strong> / Ferlin Husky, Capitol 3467 (MCA (Sheilles, BM)</td>
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<tr>
<td>43</td>
<td><strong>I Am Never, Never, Never</strong> / Red Wing, Capitol 3468 (Famous, BM)</td>
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<tr>
<td>44</td>
<td><strong>Downfall of Me</strong> / Sonny James, Capitol 3469 (MCA (Sheilles, BM)</td>
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<tr>
<td>45</td>
<td><strong>She’s Too Good to Be True</strong> / Charlie Pride, RCA 74-6429 (MCA (Sheilles, BM)</td>
<td>16</td>
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<tr>
<td>46</td>
<td><strong>Love Is the Look You’re Looking For</strong> / Connie Smith, RCA 74-6430 (Sheilles, BM)</td>
<td>5</td>
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<tr>
<td>47</td>
<td><strong>Love Sure Feels Good in My Heart</strong> / Connie Smith, Capitol 3470 (Blue Moon, BM)</td>
<td>10</td>
</tr>
<tr>
<td>48</td>
<td><strong>Help, Help Me Get Out of Here</strong> / Buck Owens, Capitol 3504 (Blue Book, BM)</td>
<td>4</td>
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</tbody>
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**Billboard SPECIAL SHEET for Week Ending 1/30/73**

This Week's Best-Selling Singles

<table>
<thead>
<tr>
<th>No.</th>
<th>TITLE/Artist, Label &amp; Number</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>42</td>
<td><strong>The Shelter of Your Eyes</strong> / Don Williams, BMI 12 (Jack, BM)</td>
<td>6</td>
</tr>
<tr>
<td>38</td>
<td><strong>Don’t Let the Green Grass Fool You</strong> / D.C. Hawkins, BMI (Columbia, BM)</td>
<td>12</td>
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<tr>
<td>47</td>
<td><strong>Danny’s Song</strong> / Anne Murray, RCA 74-6428 (BMH, BM)</td>
<td>5</td>
</tr>
<tr>
<td>46</td>
<td><strong>Unbelievable Love</strong> / Jim Ed Brown, RCA 74-6429 (BMH, BM)</td>
<td>6</td>
</tr>
<tr>
<td>43</td>
<td><strong>We Know It’s Over</strong> / Dave Dudley &amp; Karen Donellan, Mercury 73545 (Newkies, BM)</td>
<td>7</td>
</tr>
<tr>
<td>44</td>
<td><strong>One Last Time</strong> / Don Gibson, Capitol 3485 (Blackwood/Aldair, BM)</td>
<td>6</td>
</tr>
<tr>
<td>48</td>
<td><strong>Blue Train</strong> / George Hamilton IV, RCA 74-6430 (BMH, BM)</td>
<td>5</td>
</tr>
<tr>
<td>49</td>
<td><strong>My Tennessee Mountain Home</strong> / Dolly Parton, RCA 74-6431 (BMH, BM)</td>
<td>3</td>
</tr>
<tr>
<td>50</td>
<td><strong>You Lay So Easy on My Mind</strong> / Bobby G. Orr, American Record Co. 901 (BMH, BM)</td>
<td>5</td>
</tr>
<tr>
<td>51</td>
<td><strong>Teddy Bear Song</strong> / Barbara Fairless, Columbia 4-6574 (Dukakis, BM)</td>
<td>4</td>
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<tr>
<td>47</td>
<td><strong>White Silver Sands</strong> / Sunny Jim, Columbia 4-6575 (Sharon, BM)</td>
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<td>48</td>
<td><strong>Good Things</strong> / Bobby Bare, RCA 74-6432 (BMH, BM)</td>
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<td>49</td>
<td><strong>Hoppy’s Gone</strong> / Roger Miller, Mercury 73544 (Famous, BM)</td>
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</tr>
<tr>
<td>51</td>
<td><strong>I Hate Goodbyes</strong> / Bobby Bare, RCA 74-6433 (BMH, BM)</td>
<td>3</td>
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<tr>
<td>52</td>
<td><strong>The Toast of ’45</strong> / Sammie Smith, RCA 74-6434 (BMH, BM)</td>
<td>7</td>
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<td>56</td>
<td><strong>There Stands the Glass</strong> / Jimmy Just, RCA 74-6435 (BMH, BM)</td>
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<td>43</td>
<td><strong>I Must Be Doing Something Right</strong> / Roy Drusky, Mercury 73546 (Ben Peters, BM)</td>
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<tr>
<td>54</td>
<td><strong>Old Fashioned Singing</strong> / George Jones &amp; Tanya Wesley, RCA 74-6436 (BMH, BM)</td>
<td>9</td>
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<tr>
<td>55</td>
<td><strong>True Love Living</strong> / Delia Smith, ABC 113 (BMH, BM)</td>
<td>2</td>
</tr>
<tr>
<td>66</td>
<td><strong>Margarie’s Watching the Baby</strong> / Eddy Arnold, Columbia 4-6574 (Flagship, BM)</td>
<td>1</td>
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<tr>
<td>67</td>
<td><strong>Keep Me in Mind</strong> / Carl Anderson, Columbia 4-6575 (Famous, BM)</td>
<td>7</td>
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<tr>
<td>68</td>
<td><strong>Goodtimes Come Hard for Me</strong> / Kaney Safari, MGM 14444 (Sherrit, BM)</td>
<td>7</td>
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<tr>
<td>69</td>
<td><strong>Lovin’ Gif</strong> / Johnny Cash &amp; June Carter, Columbia 4-6576 (BMH, BM)</td>
<td>1</td>
</tr>
<tr>
<td>60</td>
<td><strong>Move It Over</strong> / Buddy Alan, Capitol 3469 (Blue Book, BM)</td>
<td>4</td>
</tr>
<tr>
<td>61</td>
<td><strong>Feel So Fine</strong> / Kenney Yerry, Capitol 3470 (MCA (Sheilles, BM)</td>
<td>2</td>
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<tr>
<td>62</td>
<td><strong>Proud Mary</strong> / Brain Armitage, Capitol 3471 (Duke Books, BM)</td>
<td>9</td>
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<tr>
<td>63</td>
<td><strong>Thank You for Touching My Life</strong> / Tony Douglas, Out 17440 (Famous, BM)</td>
<td>4</td>
</tr>
<tr>
<td>65</td>
<td><strong>Holdin’ On to the Love I Got</strong> / Harriett Wilson, Columbia 4-6579 (Pittsburgh, BM)</td>
<td>12</td>
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<tr>
<td>64</td>
<td><strong>C’Cause I Love You</strong> / Don Gibson &amp; Sue Thompson, Hickory 1544 (BMH, BM)</td>
<td>5</td>
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<tr>
<td>65</td>
<td><strong>Don’t Tell Me Your Troubles</strong> / Kenney Yerry, RCA 74-6471 (BMH, BM)</td>
<td>1</td>
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<tr>
<td>67</td>
<td><strong>All Heaven Breaks Loose</strong> / George Jones &amp; Tanya Wesley, RCA 74-6472 (BMH, BM)</td>
<td>11</td>
</tr>
<tr>
<td>66</td>
<td><strong>A Man Likes Things Like That</strong> / Charlie Louvin &amp; Mary Montgomery, Capitol 3474 (BMH, BM)</td>
<td>3</td>
</tr>
<tr>
<td>70</td>
<td><strong>Yes Man</strong> / (I Forced Her) in a Hasty Hook / Johnnie Wright, Hickory 1545 (BMH, BM)</td>
<td>6</td>
</tr>
<tr>
<td>71</td>
<td><strong>Woman Ease My Mind</strong> / Cleve Crown, Columbia 4-6571 (Vanita, BM)</td>
<td>1</td>
</tr>
<tr>
<td>72</td>
<td><strong>Baby That’s Like A Girl That’s Like</strong> / Vonn Arnold, MGM 14445 (Elder, BM)</td>
<td>6</td>
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<tr>
<td>73</td>
<td><strong>Soft Lips &amp; Hard Cork</strong> / Charlie Walker, Capitol 3472 (Blue Book, BM)</td>
<td>2</td>
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<tr>
<td>74</td>
<td><strong>Mamie’s Heartaches</strong> / Dean McEntire, Columbia 4-6573 (BMH, BM)</td>
<td>1</td>
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<tr>
<td>75</td>
<td><strong>Farin in Pennsylvania</strong> / Jeannie Earl, Decca 35042 (BMH, BM)</td>
<td>3</td>
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Published by:
HAL WAYNE & VEST CO.

Booked by:
ONE-NITERS

Written by:
HAL WAYNE

114 Lyle Ave.
Nashville, TN 37203
(815) 244-1145

52

JANUARY 20, 1973, BILLBOARD
Columbia brings you his next

'I LOVE YOU MORE AND MORE EVERY DAY'
COLUMBIA 4-45770
Sonny James

Sonny's Great New Album

Sonny James
The Southern Gentleman
Sings The Greatest Country Hits Of 1972

exclusively on Columbia Records
**Fantastic Airplay**

Makes Candy Records SWEETER!

"THE MIDNIGHT COWBOY"

CANDY RECORDS #1037

Jeris Ross

“There were smiles backstage at a Seattle Opera House concert, with congratulations for Sonya, left, Columbia, and Pat Roberts, right. Dot. Both singers were produced by George Nicholls, center.”

**Elektra Bows**

Country Label

PHOENIX—Countryside, Elektra’s new Los Angeles-oriented country label, will debut with three singles spread two weeks apart, announced in founder, spiritual leader, producer and engineer Mike Nesmith during the Elektra convention.

Garland Frady, a singer who has worked the Palisades Club, the leading country room in North Hollywood, launches the label with “A Good Love Is Like A Good Song,” written by Elektra artist Casey Kelly and ironically Bob Linn’s new release on Columbia. Nesmith suggested that WFA personnel face the major challenge of facing off with Columbia on this initial country release.

Countryside’s two other acts are J.G. O’Leary, singer-guitarist, whose single is the B.G.’s “Turn,” “Sweetheart,” and singer Tom Holbrook with “Welfare Hero.”

Nesmith emphasized that the label would only produce backers and country music, utilizing professional production in the Los Angeles area.

Nesmith, Skip Van Leeuwen and Nesmith’s wife, Phyllis, operate from their ranch headquarters in the San Fernando Valley which includes a 16-track studio.

LPs are in the can by these initial artists and will be realities if any consumer queues starts to fly. Nesmith introduced his product at a Friday morning breakfast meeting, tugged with light humorous lines and a colorful slide presentation.

WHEN IN CHICAGO

YOU CAN BUY BILLBOARD AT THE

REDIG BOOKS

5 West Randolph St.
Chicago, II. 60601

**Country Music**

**Billboard SPECIAL SURVEY**

For Week Ending 1/20/73

| STAR Performer—LP’s registering proportionate upward progress this week. |
|---|---|---|
| This Week | Last Week | Chart Number |
| 1 | GOT THE ALL OVERS FOR YOU | 12 |
| 2 | THE BEST OF THE BEST OF | 16 |
| 3 | MY MAN | 10 |
| 4 | IT’S NOT LOVE (But It’s Not Bad) | 13 |
| 5 | LYNN ANDERSON’S GREATEST HITS | 11 |
| 6 | HAPPIEST GIRL IN THE WHOLE U.S.A. | 28 |
| 7 | THIS IS A MAN | 6 |
| 8 | HERE I AM AGAIN | 13 |
| 9 | GLEN TRAVIS CAMPBELL | 8 |
| 10 | CHARLIE MCCOY | 10 |
| 11 | A SUNSHINE DAY WITH CHARLEY PRIDE, RCA LSP-4146 | 23 |
| 12 | BURNING LOVE (And Hits from His Movies) | 11 |
| 13 | A PICTURE OF ME | 5 |
| 14 | ALL THE GREATEST HITS | 20 |
| 15 | BURIED ANGEL | 11 |
| 16 | HEAVEN IS MY WOMAN’S LOVE | 9 |
| 17 | I CAN’T STOP LOVING YOU/Lent Her Love | 18 |
| 18 | LONELY WOMEN MAKE GOOD LOVERS | 9 |
| 19 | DON’T SHE LOOK GOOD | 5 |
| 20 | INCOMPARABLE | 7 |
| 21 | CHARLEY PRIDE, RCA Camden CA 3564 | 8 |
| 22 | JESUS WAS A COWBOY | 3 |
| 23 | LONESOME 7-2703 | 6 |
| 24 | 17 WHEEL OF FORTUNE | 15 |
| 25 | BOY CLARK | 4 |
| 26 | TOGETHER ALWAYS | 17 |
| 27 | IF YOU TOUCH ME (You’re Gonna Love Me) | 15 |
| 28 | I’VE NEVER BEEN HER FRIEND | 6 |
| 29 | SOMEBODY LOVES ME | 14 |
| 30 | BEST OF | 3 |
| 31 | TO GET TO YOU | 30 |
| 32 | GARDEN PARTY | 3 |
| 33 | BEST OF CHARLEY PRIDE, VOL. 2 | 4 |
| 34 | LADIES LOVE OUTLAW | 16 |
| 35 | I’VE FOUND SOMEONE OF MY OWN | 2 |
| 36 | BEST OF CHARLEY RICH | 4 |
| 37 | WHEN THE SUN IS ON THE ROSES | 31 |
| 38 | EXPERIENCE | 9 |
| 39 | WILL THE CIRCLE BE UNBROKEN | 4 |
| 40 | LIVE AT RANSON STATE | 2 |
| 41 | HOW I MIGHT | 1 |
| 42 | DELTA DAWN | 14 |
| 43 | GREATEST HITS, VOL. 1 | 1 |
| 44 | GREATEST HITS, VOL. II | 3 |
| 45 | BEFORE GOODBYE | 1 |

**January 20, 1973, Billboard**
Nashville Triples Studios; Ups Sessions for Fifth Year

Thus which ample, on sessions Workshop. studio. than only time. ever, another JB. The Woodland percent last while number records as GM. RCA, The Monument, Music Barn, more. great. The Barn, has teamed other at Jefferson. As of MB. Dottie Walker. The Nugget has broken his 25%. Ind. While he will produce many of their other artists. David Rogers drew big crowds at the Studios Club in Baltimore, and George Morgan stood dressing room at the Long Branch Club in Wichita... Tommy Cash has a new bus en route from Belgium. He also has added a new singer and bass player to his band, Craig Chandler. The Country Cowboys are recording again. Jeannie C. Riley is recuperated from surgery.

Mel Tillie returns to the studio for more sessions, and then heads for Anchorage, Alaska... Danny Davis plays the Governor's Inaugural Ball in Austin, Tex., then begins two weeks at Ague, Colo.
The Atlanta James and Elmer Fudgucker Show are on an overseas tour that takes them to three countries with 30 performances in 10 days... Slim Whitman of UA begins a four-week tour of Britain Feb. 15. He still is very big there... Earl Ball, in-house Capitol producer, has sessions set with both Stoney Edwards and Kenny Ver- 

Second Country Film to Ember

NASHVILLE — Ember Records of London, through its Ember Film Distributors, has acquired the rights to release their second full-length country movie in the United Kingdom.

The movie, acquired from Crown International Pictures, is called "Road to Nashville." The movie features Connie Smith, Faron Young, Marty Robbins, Johnny Cash, Hank Snow, The Stonemans, Dottie West, Porter Wagoner, Kity Wells, Webb Pierce, Bill Anderson, the Carter Family, Waylon Jennings, Lefty Frizzell, Norma Jean, Bill Phillips, the Osborne Brothers and Marjorie Singleton. Ember Films will put the movie into general U.K. release in February to coincide with the in-person tour Ember's concert division is arranging for Faron Young and Connie Smith.

Country Smash!

"Goodbyes Come Hard For Me"

by KENNY SERRATT

produced by Merle Haggard.

Nashville Scene

Country Music

Tony Douglas is making Athens, Texas a famous place.

Lots of great country artists spring from small country towns in Texas. Tony Douglas is the latest. He and his band have a tremendous following in Texas and Oklahoma. And he's already had several regional hit records. Tony's first national breakthrough comes with his first Dot release, "Thank You For Touching My Life," which is already topping the charts at WBSX in Fort Worth, KDFN in Wichita and KYVO in Tulsa, and KCKN in Kansas City. Nationally, Tony's song is heading straight for Top 10 country. Watch Tony Douglas continue making a name for himself, and for Texas!

"Thank You For Touching My Life"

DOA 17443
Lewis Goes From London To First 'Opry' Show

NASHVILLE—Jerry Lee Lewis, fresh from his international recording session in London, will make his first ever appearance on the "Grand Ole Opry" Saturday night (20).

In all of his years in the country field, Lewis was never previously on this greatest of country shows. Arrangements were made through Eddie Kilroy of his office and Bud Wendell, "Opry" manager. Lewis was discharged from a Memphis hospital just prior to his London trip, having suffered broken ribs in a hunting accident near his home in Ferriday, La. He was unable, consequently, to make the Rock Revival show at Madison Square Garden. Promoters were notified by Lewis' doctor prior to the scheduled appearance.

Lewis said he had always wanted to do an "Opry" appearance, but the opportunity had never before arisen. He kept open the Saturday night date to do the show. Efforts were being made to have him on the same segment with Marty Robbins, a long-time friend.

Dick Blake, president of Hubert Long International, has signed the Carter Family to an exclusive booking agreement. Shown with Blake are Helen, Mother Maybelle and Anita Carter, who will continue to make occasional appearances with the Johnny Cash show.

Johnny Cash is the new general manager of WBNF-AM-FM in Binghamton, N.Y.; he'd been general manager of WWIN-AM, Canton, Ohio, the past seven years. He replaces Robert E. Klaus, who purchased WADS-AM in Sayre, Pa.

To resume his session all night in Nashville, Joan Baez is off to London, via Paris. She will return for more meetings with her management and record company prior to resuming her U.S. tour, which continues through April. She'll have a new album, "Joan Baez at Carnegie Hall," available in April. Other upcoming projects include her first appears on the "Grand Ole Opry" show this weekend.

Sandy Weil, 501-817-2638, reports that her station, KIPA-AM in Prescott, Ariz., recently went from把握 MOR to country. "I really didn't like this change and would like to stay in Top 40," he has a year of experience and is willing to relocate anywhere. Reservations, 206-362-2495, are also looking for a position, but I can't remember how much experience he has. Dave Buc, a native of Cincinnati, is now working the morning show at WUTF-AM in Cincinnati and has done a Sunday afternoon interview show which gives exposure to amateur talent. So, if you have a record out on the radio and plan to go through Cincinnati, give him a call at the station or, better, write to him.

Bill Setzer has left WHFY-AM, History N.C., where he was program director, to become manager at WJKK-AM, the county opera- tor in Granville Falls, N.C. Don Hustlik is now program director at the Top 40 station and needs oldies from 1968-71. The lineup includes Al Malone in the morning, Tom Carrell in midday, Dave Griffith in the afternoon, and Hustlik in the evening.

Johnny Cash, recently with KXEL-AM in Waterloo, Iowa, is looking for Top 40 or progressive work. Phone in 314-951-8769...

_top.WPBR-AM in Palm Beach, Fla., is starting a new "Top 40-in-1" 3:30 p.m. interview show hosted by Charles Van Jess, local columnist. Will interview visiting record artists, etc.

** * * *

JONIE MOSBY

"I've Been There"

Mandina Music—BMI

CAPITOL RECORDS

#3454

BOOKINGS:

AMERI CANA M CORP.

BOX 47

Woodland Hills, Ca 91364

213/347-2976

JANUARY 20, 1973, BILLBOARD

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 cerco changes may be in the works. Anyway, Edwards needs spectrum MOR records desperately. Just heard that Dick Starr is doing fine. Doctors claim they caught the woozy booger in time. He'll be going through a series of cobalt treatments for a while. But, in any case, he's hanging out at his home—305-279-1673—and a little bit bored and I suspect he wouldn't be adverse to hearing from friends. He'll probably be back at work, if you can call programming consulting work. (Lore: I can see the calls of complaints coming in now from guys like John Rock, Mike Jones, Paul Drew, etc.), in another three or four weeks... Mike Larson, who's been production director of WJID-AM in Chicago, has joined Peters Productions' San Diego. He once programmed KSON-AM in San Diego and was an air personality at WJID-AM until he started doing production full time.

Tom Shaw, WHVY-AM, Hyde Park, N.Y., is seeking two newsmen. KCMO-AM, Kansas City, has cut back commercials, according to general manager Lynn Hughes. Lineup at KKDJ-FM, Los Angeles, includes Billy Moore, program director Bill Candy, Bob Miles, and Jeff Salo... Lineup at WBNN-FM and WSPR-FM, Poughkeepsie, N.Y., includes morning personality and music director Marcie Sontag and Ward Bull who works until signoff. The FM continues through the night with beautiful music. Alfred Lessar is station manager.

James Shaver is the new general manager of WNBW-AM-FM in Binghamton, N.Y.; he'd been general manager of WWIN-AM, Canton, Ohio, the past seven years. He replaces Robert E. Klaus, who purchased WADS-AM in Sayre, Pa.

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...Continued from page 20

* * *
WEA-Filipacchi Fine Seen Accenting Industry’s Gap

BY MICHAEL WAY

There is general agreement among Common Market record men that this case underlines the importance of the CEEC licensing fee and price structure and price variances in the Common Market. A situation in which albums in Germany are priced up to 50 percent more than in France is a powerful incentive for French dealers and wholesalers.

And with the advent of Britain’s EEC record Cuts has been feeding in Paris that price adjustments of wholesale and retail prices are urgently viewed in the U.K. as the strong position in the middle-price LP market.

Standard Market

U.S.-owned affiliates in France structure to the strong position in the middle-price LP market.

The EEC argument is that its regulations work in the interest of consumer but Paris sources concede that the price situation was more often the middleman who handled U.S. records which was benefiting from the considerable price differential between France and Germany, because it alone a small fraction of the French sales.

In a comment on the judgment, Jean-Loup Tourinho, managing director of the Film Distributing right society, SACEM, said that the whole situation reflected the fact that the U.S. companies were not understanding in both the U.S.A. and France of the rights of the Treaty of Rome.

It was surprising, he thought, that the EEC Commission judgments had taken the international community by surprise. SACEM wonders if the same thing had happened, he noted, when the French record companies, the Gramophone and the SACEM itself, was the reason for the position of the EEC.

Although the company had been successful in the Canadian record industry before the CEEC’s price Cuts, WEA-Filipacchi’s president, Arnold Geneski, these Cuts were expected to make the condition that the CBC would produce a 90-minute musical entertainment of the day.

“We have letters on file that to the effect,” Geneski, who is also president of Capitol Records of Canada, would be about $72,000, more such well-known Canadian recording artists as the Beach Boys, Crowbar, the Stompers, April Wine, Fat Matt and Frank, Moshakhan and the Poppy Family.

The CBC’s official reason for its decision from original engineering was that the CBC had an agreement with the Canadian Telefilm Association to produce a sponsorship for the special.

In a properly worded letter to CBC entertainment director, Tom Bickell, as well as to the Canadian Telefilm Association, Geneski said that Canadian Telefilm has a key role in defining the quality of contemporary music talent and that the CBC is a key organization in this process.

Copies of the letter were sent to the president of the CBC and the high-ranking federal government officials.

A Maple Inc president gave this condition that the CBC would produce a 90-minute musical entertainment of the day.

“We have letters on file that the effect,” Geneski, who is also president of Capitol Records of Canada, would be about $72,000, more

Cuts to Maple Music Film—Junkett’s President Protests

BY RITCHIE YORKE

TORONTO—A major contro- versey has emerged over the Canadian Broadcasting Corporation’s planned editing and scheduling of the “Maple Music” special, which was to be the last year’s Maple Music Junket.

Although an initial agreement was reached on the Maple Music Program, CBC variant program managing executive has balked at the hour and given it only 90-minute schedule, which would be a 6:30 p.m. (EST) time slot on Jan. 13.

The CBC was given exclusive rights to film Junket concerts in Toronto, which were broadcast, and Maple Inc. also agreed to make all articles on given in the program.

Although the company—the newest in the record industry—was given approval by the EEC Commission, it is understood that the Commission has not been informed of the activities of another record company concerning the policies of Maple Inc.

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The CBC file has been working with about 10,000 people in Canada who have attended screenings of Maple Music films in the past, and it is not clear whether the film is still on the market.

Geneski said that the CBC’s decision was made early in the development of the program’s schedule.

There has been some talk of legal action by Maple Inc. against the CBC, but Geneski is not sure.

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HITS OF THE WORLD

BRAZIL—SAO PAULO
(Courtesy of "I. ROPE"
This Week
1. I'M CALLING—you again
2. SHE WILL BE MINE
3. BEAUTIFUL WORLD
4. CREPUSCULO
5. NO EU SEU AMOR
6. A NARRAÇAO
7. LORI
8. AMOR LONDRES
9. O LIVRO
10. O SEGREDO
11. O LUGAR DO MEU CORAÇAO
12. O SEGREDO
13. O LUGAR DO MEU CORAÇAO
14. O SEGREDO
15. LORI

HONG KONG
(Courtesy of Radio Hong Kong)
This Week
1. I'M CALLING—you again
2. SHE WILL BE MINE
3. BEAUTIFUL WORLD
4. CREPUSCULO
5. NO EU SEU AMOR
6. A NARRAÇAO
7. LORI
8. AMOR LONDRES
9. O LIVRO
10. O SEGREDO
11. O LUGAR DO MEU CORAÇAO
12. O SEGREDO
13. O LUGAR DO MEU CORAÇAO
14. O SEGREDO
15. LORI

SINGAPORE
(Courtesy of Rediffusion, Singapore)
This Week
1. I'M CALLING—you again
2. SHE WILL BE MINE
3. BEAUTIFUL WORLD
4. CREPUSCULO
5. NO EU SEU AMOR
6. A NARRAÇAO
7. LORI
8. AMOR LONDRES
9. O LIVRO
10. O SEGREDO
11. O LUGAR DO MEU CORAÇAO
12. O SEGREDO
13. O LUGAR DO MEU CORAÇAO
14. O SEGREDO
15. LORI

JAPAN
(Courtesy Music Labs, Inc.)
"Dance" beat local origin
This Month
1. ONNA NO MICH-—Kikko Miya
2. KANJAY〈Tsubasa〉
3. BARBIE KOI UTA—Himiko
4. CHICHIFUSA—Hiroshi Got
5. HOLIDAY—Michi Polnareff
6. ANTA GA KASUTORUKI—Rii
7. IT'S A WONDERFUL LIFE WITH A LITTLE HELP FROM MY FRIENDS—Yoko Ono
8. SONG DON'T SPEAK—Miki Bando
9. PAPA MADE A ROLLING STONE—Templation, Yumiko Maeda
10. YOU ARE AWESOME—Hitomi Shida
11. CALL IN THE MISSING MR. KEEN—Suehiro Maruo
12. I'M IN LOVE WITH YOU—Takayuki Harada
13. KEEPING THE CASTLE—John Lennon
14. WISHING WELL—Vika Gane
15. CLEAR—Gilbert O'Sullivan (MAM)

SPAIN
(Courtesy of "El Musical"
"Dance" beat local origin
This Month
1. ILUGUSTRE—Donny Osmond (MAM)
2. DON'T KNOW WHY—Gloria Gaynor (Atlantic)
3. THE GODFATHER—Andy Williams (Polydor)
4. DESEMPRESSADO—Enrique Iglesias (RCA)
5. O'JAYS—Freddy King (RCA)
6. ANITA—K branches (RCA)
7. TAKO AMOR (NOMAS)—Watanabe
8. ROX REGAL—Ilene Brown (Polydor)

MALAYSIA
(Courtesy of Rediffusion, Malaysia)
"Dance" beat local origin
This Month
1. I'M CALLING—you again
2. SHE WILL BE MINE
3. BEAUTIFUL WORLD
4. CREPUSCULO
5. NO EU SEU AMOR
6. A NARRAÇAO
7. LORI
8. AMOR LONDRES
9. O LIVRO
10. O SEGREDO
11. O LUGAR DO MEU CORAÇAO
12. O SEGREDO
13. O LUGAR DO MEU CORAÇAO
14. O SEGREDO
15. LORI

DENMARK
(Courtesy of "RTR"
This Week
1. JOR ER SÅ KED ADVARE—Lilly Palle
2. SÆMENDE VIBE—Lille Palle
3. A TUNGEARER IN LOVE—Donny Osmond
4. FIRE SOM BER PA LANDET—Lilac
5. DET ER VORR BRYLLUPSANG—Donny Osmond
6. HOPPIG JAM—Donny Osmond
7. JIMMY LOVES ME—Donny Osmond
8. WIG-WAM RAM—The Sweet
9. HIT THE BOTTOM—Donny Osmond
10. SÆMENDE VIBE—Lille Palle
11. A TUNGEARER IN LOVE—Donny Osmond
12. FIRE SOM BER PA LANDET—Lilac
13. DET ER VORR BRYLLUPSANG—Donny Osmond
14. HOPPIG JAM—Donny Osmond
15. JIMMY LOVES ME—Donny Osmond

RIO DE JANEIRO
(Courtesy Music Labs, Inc.)
"Dance" beat local origin
This Week
1. TELL ME ONCE AGAIN—Lilly Palle
2. CLAIR—Gilbert O'Sullivan (Polydor)
3. DO YOU BELIEVE IN LOVE—Donny Osmond (BLB)
4. I'VE BEEN A BAD BAD MAN—Donny Osmond
5. RUN TO YOU—Donny Osmond
6. HAVE YOU EVER—Donny Osmond
7. I'D LOVE TO BE WITH YOU—Donny Osmond
8. LAVANDERIA—Donny Osmond
9. GARDEN PARTY—Donny Osmond
10. I'M IN LOVE WITH YOU—Donny Osmond

SWITZERLAND
(Courtesy of "RTR"
 вещ French edition
This Week
1. THE GODFATHER—Soundtrack
2. DELTA QUEEN—Kings of Minor
c3. I'VE BEEN A BAD BAD MAN—Donny Osmond (BLB)
4. SING ME A SONG—Donny Osmond
5. RUN TO YOU—Donny Osmond
6. HAVE YOU EVER—Donny Osmond
7. I'D LOVE TO BE WITH YOU—Donny Osmond
8. LAVANDERIA—Donny Osmond
9. GARDEN PARTY—Donny Osmond
10. I'M IN LOVE WITH YOU—Donny Osmond

YUGOSLAVIA
(Courtesy of "RTR"
 вещ French edition
This Week
1. DOLINA NASEN DESNIJETINA—Donny Osmond (BLB)
2. BARBIE—Donny Osmond (BLB)
3. LET ME BECOME A PHOTO—Donny Osmond (BLB)
4. NE PLACI VOLJEDNA—Donny Osmond (BLB)
5. COME NE PLACI VOLJEDNA—Donny Osmond (BLB)
6. CHIJ SPOTFACE—Donny Osmond (BLB)
7. FORNO SS.A—Donny Osmond (BLB)
8. SPOLENT—Donny Osmond (BLB)
9. MILORI—Donny Osmond (BLB)
10. DE KAS—Donny Osmond (BLB)

CHAPPELL in Japan Thrust

TOKYO—CBS/Sony joint venture in Japan claims it has sold over 110,000 SQ quadruphonic records in initial release Oct. 21, 1971.

As of Oct. 26, 1971, 37.9 million copies of the 97,917 square-inch SQ discs have been sold by CBS/Sony Records for a total of 1.8 million SQ units, according to the Tokyo-based record manufacturing company.

Of the 179,826 SQ albums, 274, 569 (218,044 popular and 56,525 "classical" pieces were of international importance, out of the exclusive development of Japanese product.

As of Oct. 1, 1972, the total number of SQ quadruphonic records released was reported to be 16,100, of which 1,500 were pre-released by CBS/Sony, 11 by Warner-Pioneer, and one by Toshiba.

The retail price of an SQ album produced in Japan is about $7. An SQ single retails for about $1.70.

HIDEO EGUCHI
REMEMBER THE GYPSY IN YOUR LIFE?

ABRAHAM'S CHILDREN

NEW HIT SINGLE
GYPSY
f/s fly me to the sky

released in the U.S. by BUDDAH RECORDS BDA 340
released in CANADA by G.A.S. #1005

a member of the AVENUE OF AMERICA group

Charted or play listed on over 70 stations

CICJ  CJRW  DAL  VOAM  CKGA  CICH  CDBJ  CJON  CKEN  CKNB  CHER  CICB  CFCH  CHRO  CCKM  CJAD  CFCF  CFMF  GJOU  CHER  CCKD  CMNL  CJDU

CKLG  CKVN  CKBC  CJEM  CJCK  CKEC  CJDV  CKOC  CHUM  CKPT  CHAM  CKSL  CJET  CKAR  CIRC  CKRC  CYX  CFRW  CFAR  CJOB  CJKY  CKOM  CKCK  JOME

CKSW  CFQC  CICA  CFRN  CHAK  CJSC  CKPG  CKXL  CJOK  CJDC  CKNL  CHED  CKID  CKCY  CKLC  CFRA  CFOR  CKBB  CHIC  CJLX  CKWS  CKFH  CFCH

CJBQ  CKPR  CFCL  CHYN  CJKW  CHYI  CIAS  CH0W  CKLW  CIVR  CKBW  CHOC  CIBM  CFGO  CJKJ  CKLQ  CFBH  CFMU  CJWA  CFTR

personal management by T'MORROW'S management
750 Supertest Road,
Downsview, Ont.
(416) 661 2221

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Radio Action and Pick of the Week

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

Review Editor—Elliott Tiegel

Bette Midler's "magic" is engulfing the country in her dramatic reading of the old tune "Do You Want To Dance?" opens up the chart into the 36th position. Last week it was 44. The cut from her debut album, "Divine Midler," has caught the fancy of CKLW-AM Detroit; WXYX-AM Cleveland; KXOK-AM St. Louis; KQV-AM Pittsburgh; WCAC-AM Baltimore; KLKJ-AM Dallas/ Ft. Worth; WOKY-AM and WRTI-AM Milwaukee; KOL-AM and KIR-AM both in Seattle; WPON-AM New York; KIAT-AM and KUZU-AM both in Houston; KGK-AM Portland; WIDE-AM Indianapolis; WKBW-AM Buffalo; WSGN-AM Birmingham and KCXJ-AM Salt Lake.

The single has not yet caught on in Los Angeles and New York. Dealers reporting to its indicates strong action in Detroit, Cleveland, Dallas/Ft. Worth and St. Louis.

The J. J.'s "Love Train" makes its appearance on our singles survey for the first time in 11 slots at No. 1. This national breakout on Philadelphia Intl. was a

THE GUESS WHO—FOLLOW YOUR DAUGHTER (3:24)
producer: Jack Richardson, writer: Cunningham, McGeough, Peterson, Wallers, Eberson. Publisher: K+
Flip: BYE BYE BASE (2:43)

DIONNE WARWICK—I THINK YOU NEED LOVE (2:59)
producer: Eric Randall, Lambert, Davie, Holland, Ed Flowers Jr., J. Reid. Publisher: ASAP, ASCAP 1101 (Martin)
Flip: DON'T LET MY TEARDROPS BOTHER YOU (3:32)
producer: same, writer, Holland Davie, Holland, R. Byrd. Publisher: same.

BARTDFORD & ROADDY—ALL I NEED (3:41)
producer: David Rubenstein, writer: L. Shorts, F. Shorts, Van Zant, Swan. publisher: ASAP, ASCAP 1101 (Martin)
Flip: No info available.

MALO—I'M READY FOR REAL (3:30)
producer: David Rubenstein, writer, A. Sexton, J. Sexton, Cunningham. Publisher: same
Flip: No info available.

DEEP PURPLE—WOMAN FROM TOKYO (2:56)
producer: Deep Purple; writers: Eggles, Gilson, Lord, Pace. Publisher: same
Flip: No info available.

LOU RAWLS—I'M A MAN OF VALUE (3:46)
producer: Michael Lloyd, writer: Larry Wilkis, Farrow, ASCAP
Flip: No info available

TOMMY JAMES—BOO, BOO, DON'T CHA BE BLUE (3:22)
producer: Tommy James, Bob King, writer: no info available. Big Machine, BMI, 529-0016.
Flip: No info available.

TRANQUILITY—EAGLE HIGH (Flyer) (2:44)
producer: Ashley Kosch, writer: T. Sheldon, Chappell, Zeke, BMI
Flip: EP 550404 (Columbia)

Country

DORSEY BURNETT—I LET ANOTHER GOOD ONE GET AWAY (2:43)
producer: Dorsey Burnett, writer: S. Stone, D. Burnett, Merle Haggard, Charlie, BMI, with black and white Markets. Publisher: same
Flip: TAKE YOUR WEAPONS LEAVE EM DOWN (3:20)
producer: same, writer: Dorsey Burnett, brother, BMI, Capitol 5032.

BOB LUMAN—NEITHER ONE OF US (3:16)
producer: Glenn Sutton, writer: J. Watersfield, Kem, ASCAP, Heart- taching industries of Texas. Publisher: same
Flip: No info available.

MAX D. BARNES—YOU GONNA PUTTIN' ME ON (2:20)
producer: Kent Wetherby, writer: Max D. Barnes, Cascade, BMI, music publishing. Publisher: same, writer: Max D. Barnes, BMI, Wetherby.
Flip: No info available.

Soul

EDDIE KENDRICKS—GIRL YOU NEED A CHANGE OF MIND (Part 1) (2:30)
producer: Eddie Kendricks, writer: I. Reid, Adams, Brown, BMI, with background vocals by The Temptations. Publisher: same
Flip: I'M A GIRL WHO NEED A CHANGE OF MIND (Part 2) (2:30)
producer: same, writer: same; same; publisher: same. EASTBOUND 33 (E)

LEA ROBERTS—IT'S LOVE (That Makes A Woman Do Right) (2:58)
producer: Lea Roberts, writer: J. Lewis, W. Lewis, Blue Ivy, ASCAP. "Sexy, woman's angel song about what it takes to make a man love her with all his senses, a good mix of soul and pop, to be a real party track for the black dance floor." Publisher: Lea Roberts, BMI, WAC 1004 (W)

also recommended

G. C. CAMERON—Just Wanna Play Piano Games (3:00)
producer: same

Hot Chart Action

“Love Jones” by the Brighter Side Of Darkness on 20th Century, is a happy story of a new group helping to debut a new company with its first bought master release. It moves to 19 on our singles survey from 25 and is gaining airplay at: KROQ-AM Los Angeles; WXYX-AM Cleveland; KXOK-AM St. Louis; WIZX-AM Pittsburg; KQV-AM Baltimore; WEAM-AM and WPFG-AM both in Washington, D.C. ; WOKY-AM Milwaukee; WPON-AM Hartford; WAYS-AM Charlotte and WKBW- AM Buffalo. CKLW broke it first and it's now number 4 there. It's number 8 with a star on our soul chart.

Saleswise: dealers are reporting action in all markets except Dallas/Ft. Worth. It is a top seller in New York, Chicago, Detroit, Cleveland, St. Louis, Pittsburgh, Miami, and Minneapolis/St. Paul.

also recommended

The Rolling Stones—"You Can't Always Get What You Want"—(3:20)
producer: Glyn Johns, writer: J. Richards, M. Jagger, R. Keys, BMI. Publisher: same
Flip: No info available.

DORSEY BURNETT—NOW I'M A MAN OF VALUE (3:46)
producer: Michael Lloyd, writer: Larry Wilkis, Farrow, ASCAP
Flip: No info available

Country

also recommended

STATER BROS.—Monday Morning Secret (3:45)
producer: Jerry G. Kennedy, writer: D. Reid, American Cowboy, BMI, MURRAY 72560.
Flip: MASON VAN DYE—You'll Take The Kids (3:10)
producer: Ken Albing, writer: L. L. Field, Steve Norman, Boro, BMI, BARNST 5009 (S)

also recommended

DELL REEVES—Troubadour Paradise (3:30)
producer: Kent Wetherby, writer: J. Lewis, W. Lewis, Blue Ivy, ASCAP. "Sexy, woman's angel song about what it takes to make a man love her with all his senses, a good mix of soul and pop, to be a real party track for the black dance floor." Publisher: Lea Roberts, BMI, WAC 1004 (W)
Judy Green

Watch Green
Turn to Gold in '73

Published by
Bold Lad
(BMI)
on Aware Records

General Record Corp.
125 Simpson Street
Atlanta, Georgia 30313
(404) 522-8460

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Announcing Motown's Yesteryear Series
two million-selling singles on one record.

Marvin Gaye.
“Ain’t That Peculiar”/“One More Heartache”

The Supremes.
“Stop in the Name of Love”/“Back in My Arms Again”
“My World Is Empty”/“You Can’t Hurry Love”

Gladys Knight & The Pips.
“I Heard it Through the Grapevine”/“End of The Road”

The Temptations.
“Cloud Nine”/“Run-Away Child”

Tammi Terrell & Marvin Gaye.
“Your Precious Love”/“Ain’t No Mountain High Enough”

Stevie Wonder.
“My Cherie Amour”/“Yester Me, Yester You, Yesterday”
“Fingertips” Parts 1 & 2
“Blowin’ in the Wind”/“Place in The Sun”

The Marvelettes.
“Please Mr. Postman”/“Twistin’ Postman”

Jr. Walker & The Allstars.
“Shotgun”/“Do the Boomerang”

Jackson Five.
“Cloud Nine”/“Run-Away Child”

Here’s extra singles sales for everyone. Motown million sellers in an exciting new series of singles. The Yesteryear Series. We’ve taken million-selling hits by all of Motown’s greats, paired them together on the same single, and packed them in a special self-merchandising counter display. There are 83 singles in all, 166 hit songs. The Yesteryear Series. A powerful new collection of yesterday’s million-selling Motown hits—soon to be today’s collectors’ choices.

Listen to what’s happening at Motown. You’ll hear the times change.
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Judges Decide Drug Lyric’s Case

Electronic Devices Help Apprehend Retail Thieves

WEA to Take Discrete Road

Late News
“Goodbye Sweet Lorraine" is the new CHRIS HODGE Single Apple 1856