Ohio Trade In ‘Q’ Push

By JOHN SIEPEL

CLEVELAND — Shelly Tirt, general manager of Midwest Dist. here, is spearheading a distributor, dealer and manufacturer cooperative effort to establish quadratic records and tapes in this vicinity and Akron, starting Thursday (25). Midwest and Harvey Kemper’s Pkls Dist. here, together with approximately 35 retail outlets and three manufacturers are staging a month-long “Quadratic Records & Tapes Sound Great” event.

A large ad in the Cleveland Plain Dealer opening day kicked off the event, with WDBN-FM pushing the idea continuously for the next two weeks. Project 3, Quad Spectra and Osaron labels have contributed $1,000 worth of music, which was mailed to stores to show the campaign. The participating retailers will have special signs, which read “This Is Your Quadratic Headquarters” and sell the new product.

(Continued on page 5)

5 Country Hall of Famers Show Slated

NASHVILLE — A package including five of the Bring members of the Country Hall of Fame has been put together by promoter Carlton Haney and may be shown in 36 cities across the nation.

Haney is paying $7,500 a day for the total package, including the bands. He calls it the culmination of a two-year idea.

On the package will be Roy Acuff, Ernest Tubbs, Tex Ritter, Jim Reeves and the Carter Family with Mother Maybelle.

The other two living members are Bob Wills, who is unable to travel, and Bill Monroe.

(Continued on page 10)

MSG Pulls $4.5 Mil Via Rock

By PHIL GELOMINE

NEW YORK — Rock one-nighters and other allied concert drew audiences of cp $7,020,000 at the 20,000-seat Madison Square Garden for 36 performances in 1972 with gross receipts of $4,988,900, according to MSG management. This represents a sharp increase from the $15,516 attending 28 shows in 1971 when gross receipts totaled $3,385,156. The Garden’s sister hall, the 4,500-seat Forest Porta, also witnessed a gain with gross receipts for 1972 totaling $501,952 compared to $388,359 in 1971, when they grossed 1,499 attending, as opposed to five shows in 1971 drawing 2,350 for a total gross of $122,959.

All-time highest grossing act, in the history of the Garden is Elvis Presley. Last year, he drew 60,000 from four performances in three days for $72,000. The Rolling Stones, in a two-day stand, in July, 1972, the group played the exact number of shows within the same number of days drawing the same $125,000 in attendance for a take of $520,000. The discrepancy arises in that the Stones’ tickets sold at a flat $50 each, whereas Presley’s were scaled to a $100 top, Forest record holder is San- tana, who drew the 22,150 in Oct. July, 1972, for five shows in three days resulting in gross receipts of $122,959.

For gross receipts and attendance figures for the 1971-72 concert season as provided by Madison Square Garden see box inside.

Rock concerts in enclosed arena presentations were virtually unknown until promoter Sid Bernstein booked the Young Rascals into the old Garden on 8th Ave. and 49th St. in 1967, drawing a capacity audience of 20,000 — the first time the Garden could be sold out. Bernstein was also responsible for the first outdoor Shea Stadium twice in 1965 and 1966, when the Beatles were together and touring.

The first concert to be presented at the new Garden in Pennsylvania Plaza was hard rock group Cream in February, 1968. After first solving lighting difficulties for a center stage music show, security problems arose from unruly fans surrounding the four sides of the stage. Promoters, managers, performers and insurance companies requested a safer setup.

For rock concerts now, the Garden employs, unless otherwise requested by the promoter, a stage in the arena where it can easily be controlled. It also affords the performers a quick exit, down the rear ramp and out of the building before the lights go on if need be.

As a general rule, concerts are done on a one to one basis. A promoter contacts the Garden, and the date is available. Contracts are then filled in around the traditional events accounting for approximately 60% of the total attendance.

(Continued on page 48)

P.O. Proposes a Discount On Disk Volume Mailing

By MILDRED HALL

WASHINGTON — The Postal Service has proposed to grant rate reductions for special Fourth Class volume mailers of records and books who present their parcels. To offset the loss in revenue from the special discounts for presorted bulk mail, the single book or record mailed would cost $22 cents for the first pound, and 11 cents each additional pound, in addition to the present rates of 21 cents and 10 cents.

The proposal calls for two rate reductions for the large mailers of records and books: a discount of 10 percent when at least 20,000 pieces are sorted into 3 digit ZIP Code and State levels; and a discount of 15 percent at least.

(Continued on page 67)

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(Continued on page 67)

John Wayne goes on record for America.
GOLD AWARDS SET MARK
NEW YORK—The Recording Industry Association of America reports certifications for Gold Recording Awards awarded April 16-22.

The previous high of 169 certifications was set last September. Gold Recording Awards in 1982 include 67 albums and 66 singles, compared with certifications for 92 albums and 54 singles in 1971.

RCA Campaigns to Arouse Its Artists' Q' Awareness

LOUISIANA—A campaign to stress the importance of a diverse clientele for RCA artists planned by RCA. The label which produces only 34 of its hits in 1971. The campaign has been designed to increase the perception of RCA as a full-service company.

The campaign plans are to include RCA artists and their managers in sessions on strategy. RCA Artists will be given the option to have their LPs released in other conventional recognition. One such campaign is now being pushed by commune awareness among the performers.

G. Silverman Opens Distrib

DETOUR—Gene Silver, a partner in Merit Music Dist., has been in New York promoting his label's slate of records for promotion, and opened his own distribution company, Silverman Dist., in suburban Parkersburg, for the distribution of individual records, tapes and accessories.

The distribution has been expanded, with additional artists and material. Silverman dist. has an extensive list of LPs, 45s, and cassettes, including some on major national promotion and airplay.

Marketing Diversification Boosts Nehi's $5 Mill Gross

NEW YORK—Nehi, the only national beverage company, reported that its gross profit for the first quarter of 1974 was $5.4 million, an increase of 21.7 percent over the same period last year.

The company said that the increase was due to the expansion of its marketing diversification programs, which include the introduction of new products and the development of marketing strategies to increase sales.

Nehi has been the subject of several lawsuits in recent years, with shareholders and employees challenging the company's management and financial practices.

Police & FBI Raid Tape Firm

NEW YORK—Police and FBI agents raided a tape firm specializing in bootleg tapes, which is located in the same building as a major record label. The raid was conducted in response to complaints from the record label about the unauthorized distribution of its copyrighted material.

The raid resulted in the seizure of large quantities of bootleg tapes, as well as equipment and materials used in the production of the tapes. The investigation is continuing, and charges may be filed against those involved in the operation.

W. Bros. Adds Soul Label

NEW YORK—Warner Bros. Records has added a new soul label to its roster. The label, which will focus on soul acts, will be headed by a seasoned executive with a strong track record in the music industry.

The new label will be called Atlantic Records, and will be overseen by a veteran executive with a long history in the soul and R&B markets. The label is expected to release material from established soul artists as well as emerging artists.

The addition of the soul label is part of Warner Bros.'s broader strategy to expand its reach in the music industry, and to better compete with major labels in the genre.
Black O&O One-Stop Blooms in Philadelphia; Serves 40 Stores

PHILADELPHIA—A one-stop record operation owned and operated by blacks, and set up initially to serve the needs of record shops owned exclusively by blacks, has been launched with a high measure of success here. After years of planning, Black One-Stop, Inc., became a legal entity last August, and began operation on Oct. 1, 1972, the one-stop was in operation.

Owners of the corporation are more than 24 local area record stores—all located in black neighborhoods and owned by blacks. Initially serving 100 stores with a starting kit which included tape needs of 40 stores. A few while owners are now among the customers. However, emphasis remains on black ownership of the operation and service slanted to the black-owned retailer.

The one-stop came into being, according to James Cephas, secretary of the corporation, because of the growing realization in the trade that the traditional record store was not getting a fair shake on return privileges.

The black record store owner found it increasingly difficult to compete with the larger stores, either in his own neighborhood, or elsewhere.

Cephas, who had no retail experience of any kind, and had been a top dollar for merchandise and had to change his store, found it very difficult to compete with the stores in Philadelphia and in nearby areas. The company has extended to stores in nearby Chester, Pa.; Levittown, Pa.; Wilmingonsboro, N.J.; and Wilmington, Del.

President of the corporation is Bruce Webb, who operates the Webb Department Store, which includes a large record department; secretary is James Cephas, who handles two Kinney record centers; treasurer is Maurice Singleton. The corporation's directors are: Martin Department Store, Economy, Ray's (two stores); The Record Dow (in Somerdale, N.J.); Smith (two stores); Paramount Music (two stores); Quirk Records, Jams, Queen Village; Records Del.; Hollywood Record Store, Oak Lane; Varsity Records, Norristown; Dorsey, Goodman TV & Records, and Sound One.

Facilities

Warehouse facilities are maintained at 3639 W. Girard Ave. in a black business section of North Philadelphia. It's cash and carry, with the retailers coming in for the product that's in heaviest on soul product. The Division is divided largely by department stores and the product is usually sold locally by the main independent distributors including Universal, David Rosen, A.R. and C.B. was the latest company to go to the Brats. The only reason they had Cephas was that they were coming in to the record business.

Cephas also revealed that there were two basic problems that had to be handled. First, he said, "we had a problem with the record price to join.

With the Brats One-Stop, the small black retailer enjoys the same return privileges as the major chain.

Impact of the one-stop has been so great that the corporation of the stores here in Philadelphia and in nearby areas has extended to stores in nearby Chester, Pa.; and Levittown, Pa.; and Wilmingonsboro, N.J.; Wilmington, Del.

MIA Test Find Cut-Outs Important as Sales Sparks

NEW YORK—Cut-out merchandise, used to spark sales, are becoming an increasingly important factor in the overall disk and tape market, according to the results of market tests recently conducted by Musical Island of America, part of the United Artists Records—doing business in different divisions.

The study point to a more prominent slotting for lower-priced product in the disk and tape market, especially in stores that are adjacent to the normal, full-price line business.

The study of disk and tape merchandise, recently conducted in major markets by MIA in a series of domestic and European promotions, included the following: at the retail level in Missouri, Illinois and Tennessee, and at the wholesaling level in successful merchandising techniques, a se- riers of promotions were carried out by MIA in a series of domestic and European promotions.

There were a total of 92 stores with two or more record retailers, Cat Stevens' C"Catch Us If You Can" and Neil Diamond's "Moods," used to spur sales of other merchandise.

Items in the 99-cent category in the middle of the management were Petal Pete, Factory Records, a promotions department, and Roger Williams, also proved popular. Many of the smaller independent record labels and promotional product, with un- successful promotions were treated by the label's…”.

In other categories of the market, a successful promotion occurred in a small-scale mail-order promotion of “The 101 Overturns” by Boston’s Quincy Jones and the Minneapolis Orchestra.

The promotions included special promotional packages and a set up in order to get in the market of record albums and have them generally situated in high traffic areas of the record stores and newspaper advertising as supplementary material.

Another finding, not directly related, was the discovery that college radio had increased its potential audience album as opposed to tapes, with the college radio market non-college location. In reference to the college market, a significant number of the albums is often bought by the auto unit owners, but the albums are relatively smaller and not up to the same level as the average college radio record, and are not sold as record albums.

Another finding was that most college radio stations had a better awareness of the record albums as opposed to the record labels, with the college radio station being the most important of the two.

No. 1 Awareness

* Continued from page 3

A program that handled all sorts of some in- teresting and out-of-the-way topics, and the proper level of information to that over-the-counter sales approach.

RCA and Panasonic are generally aggressive in their approach to the record sales people and they also plan to minimize the decoder unit through the utilization of an integrated circuit chip.

Executive Turntable

R. TALMADGE	A. TALMADGE	MARGULIES

At Musicor Records, Richard Talmadge, formerly vice-president, a&c, has been named president of the label. Stepping down from the post is Arthur Talmadge, who will remain at the head of the parent company, Talmadge Productions. Richard Talmadge's new responsibilities will include the addition of talent to the label's roster as well as the overall direction of the label. Talmadge, who recently produced the release "Popcorn" for Musicor, was also a member of the label's executive committee. As a music producer, Chris Spinosa, vice president, has been named general manager for the label and vice-president of the production firm. Talmadge, senior president of United Artists Records, 1965-1964, and president of the now dissolved ARMA, will devote a major portion of his time to promotion of a singles merchandising rock device, which he has patented. . . . David Margulies, who has been deputy city attorney and prominent in the prosecution of alleged unlicensed tape duplicators and record stores in Los Angeles, will join the firm of Sheldon and Kelchlin, Century City. Margulies worked as an undergraduate law student in the legal department of Reprise Records.

Dave Chuckelier has been appointed director, West Coast operations, at Polydor Records, Inc. He returns to the label after a stint as a vice-president for Jimmy Miller Productions, at Atlantic Records. Paul Johnson has been named national r&b promotion director, Johnson, a five-time winner of the Bill Gavin disk jockey award of the year, came to Atlantic in 1971 as part of the New York City promotion staff. He has also served in the rap industry. Gerald Rosenblatt has been named assistant general counsel for Capitol Industries. He will direct the general law department. Also at Capitol, Martin Kahn has been named regional classical sales promotion director. He will be responsible for the full Western sales and promotional activities for Angel, Melodyland and Sera- phim. . . . Roy Dea and Ray Pennington have been added to the RCA product station (Nashville) and Product Sales. . . . Steve Harris has been appointed to the newly created position of director, artist relations, at Columbia Records. He will be responsible for artist relations for all label artists and will report to Bruce Lundvall, vice-president, marketing. Josephine Morini, formerly directory of publicity at Elektra Records and a publicist for the Trans-Lux Corporation, has been named Harris' assistant.

Bob Sarlin and Wayne Robins have been appointed editor and associate editor, respectively of Columbia Records' bi-weekly consumer-guide publication "Playback." Prior to joining the publication, Sarlin was a publicist for Mercury Records and a freelance writer and reporter for the New York Post. Robins, as well, is a freelance writer.

Charles D. Schieke has been appointed to the newly created position of director, sales, educational services and special markets, at Argo Sight and Sound/London Records. He will be responsible for sales and special product development in the publishing, educational and non-conventional markets, utilizing both the London

(Continued on page 56)
A perfect match and perfectly timed:

Mathis and Mrs. Jones,

And "Sweet Surrender," "Summer Breeze,"

"If I Could Reach You," "Don't Let Me Be Lonely Tonight" and more.

Johnny Mathis turns all of today's greatest hits into perhaps his greatest Columbia album, "Me and Mrs. Jones."

The new album from the man who turns on thousands of Mrs. Joneses every day.

On Columbia Records® and Tapes
NARAS Meets With TV Chief

HOLLYWOOD—A meeting was held here this week between the Executive Committee of the National Association of Record Merchandisers (NARAS) and the prominent television networks to formulate plans for the 15th Annual GRAMMY Awards public presentation from Nashville on CBS-TV March 3.

Members of the television committee of NARAS met at the offices of the American Broadcasting Co. to review presenters, discuss talent, and work out other details for the show.

Glenn Soddy of a national television network served as chairman of the committee with the participation from Columbia Broadcasting System of Chicago, Lee Young of Los Angeles, and from New York City, Atlanta and Brooks Arthur of New York.

The presentation at the meeting included multiple representatives from the GRAMMY Awards and Richard Jablok.

It was also announced that all promotional efforts for the show will be handled by the Bill Hudson Agency of Nashville.

North's Sound Sues Lennons


Northern and Maccles claim all titles, right, and interest in Lennon's catalog, including "Look at Me (When I Go to the Other Side)," "In My Life," "Her там в Галкин," and "Just Like Starting Over," and seek a permanent injunction, damages and profits, and payment from the defendants for using the material with the consent of Lennon. Lennon denies he ever consented and states he was "egrossed" of the song on March 5.

The suit also alleges that the Lennon catalog is available for sale on the West Coast and that the defendants have sold copies of the songs at the U.S. District Court, Southern District of New York.

Law Starts MOR Label

NASHVILLE—Formation of a label designed solely for the easy listening market has been announced by Joe Young, vice president of choice of "Sound of Voice," a single group.

The label known as Easy Listening, will be served to four APM-CAPM station programmers that type of music, with a listing of all groups.

One side of the first record will be titled "Moe One," which will be aimed for easy listening drive-time, while the other side, called "Moe Two," will be geared for night-time radio music. A brochure will accompany the release explaining the "Moe" single.

Ohio in 'Q' Push

The state of Ohio has been asked by the state of Ohio to initiate the Ohio in 'Q' Push, a promotion program to make Ohio "the place to be." The program is expected to be supported by the state government, and it is expected to be a significant part of the Ohio economy.

Marketing Diversification

Boosts Nehi's $5 Mill Gross

Continued from page 1

The benefits of current releases, its most distinctive specialties for the promotion of both LPs and oldies singles. "We believe that by concentrating on special markets where there was a need for service in Southern California," said Heiman.

Nehi's Sales Stages

The strength of its oldies singles has given Nehi new life with one of the most important Los Angeles retailners, Nehi has been using an important store in the U.S. for Sears, Zody's and the Days Two Garage chain regionally. A crucial factor has been that Nehi's single songs are rack accounts for Wallop's nine-store Music City chain.

In Chicago, the Stones are working in the Atlanta and Brooks Arthur of New York.

The presentation at the meeting included consultant, John Martelli, Perrella, Ferman and Richard Jablok.

It was also announced that all promotional efforts for the show will be handled by the Bill Hudson Agency of Nashville.
Douglas Sahm and Band.

Featuring

George Rains,
Jack Barber, Augie Meyer,
Bob Dylan, Dr. John,
David "Fathead" Newman
and Wayne Jackson.

On Atlantic Records and Tapes.
No 'Tight Money' Pinch as Spending Dollars Pays Off

LOS ANGELES—Running a recording studio in a major market can be a costly experience because the state of the art is in constant movement.

Geordie Horrell, for one, has learned this firsthand. Four years ago he set out to build a recording facility for himself so he could accomplish all the technical results he wanted for his own music. He was into music composition and film scoring and decided that recording studios in the Los Angeles area did not have what he wanted.

So he started spending money and suddenly realized that he had invested so much that he had to become a necessity to turn his studio into a business venture. A member of the famous Horrell meatpacking family, he set a path for himself to own and operate the most modern studio devices known to recording, so that in four years he spent $3 million on his Village Recorder complex of three 16-track studios and quadraphonic sound mixing facility.

Since building the studio in West Los Angeles, Horrell has updated, threw out and had wiring of the pieces of equipment which he originally bought. Two of the studios have been rebuilt three times to keep abreast of modern technology and the third has had its ins and outs done four times.

The quadraphonic midroom, opened recently, cost $100,000. And now Horrell wants another four-channel midroom to meet the requests of clients.

1000's to Get In

Horrell admits that if someone were to go into the studio business today, it would cost around $100,000, and that by the end of the first year of operation, most of the equipment would be obsolete.

The quadrrophonic midroom sports a $75,000 Quad-eight console and 20 of the Village's 42 Dolby units. The Dolby cost Horrell $31,000.

Maintaining a staff of engineers, directed by general manager Dick LaPalm, creates a substantial payroll for the 43-year-old owner, who admits "the studio put me out of business as a creative artist."

It has yet to record in its own facility, the cream of pop music has, paying rates which reflect the studio's top-quality equipment and facilities.

Johnny Nash, an American singer living in England and the West Indies for most of seven years, returned to America records with a hit single and has just finished taping and mixing his first album at the studio. A number of recording facilities of one kind or another located in his area create the feeling that musicians have a plethora of places to choose. This produces a sharp comparison which includes sales and promotion techniques, and most of all, a battle among companies to keep the studio business.

LaPalm's background is records — 22 years in fact — and he makes it clear that he will not sell his studio around to night spots where acts are engaged who don't talk about the studio's equipment and what it can do.

To remote control Dolbys and special earphones for monitoring studio work while in the record mode and a Direct Box, invented by one of the engineers, Ken Klinger, which allows an electrical instrument to be wired directly into the console, a number of different monitors speakers to place in one permanent set in order to be flexible, and free ear washers and free use of equalizers, delays units, phase shifters and pianos.

One area of development which concerns the studio's engineers is the advent of automatic mixing systems. Several U.S. manufacturers have a computerized form of mixing recall system and there is research and development in automating sound level equalization, noted engineer Rob Fraboni.

The estimate is that a lot of American studios will have some sort of automatic mixing system in the near future, because it will be demanded by clients.

But the development of computerized equipment may not be the best thing for the engineer, Fraboni felt. In a sense it becomes the battle of the computer versus the human. The producer may feel he can rely on the computer to do the job precisely as his own ears, working with equipment which has a recall feature could put greater pressure on the producer and (Continued on page 55)
Hoyt Axton Fan QUIZ!

QUESTION

1. What was the name of the movie which featured what Hoyt Axton song sung by Steppenwolf? And who starred in the movie?

2. In what Three Dog Night album do they sing the Hoyt Axton song which was named the Top Song of 1971? And what was the song?

3. What was the name of the now-defunct group who sang one of Hoyt's songs in the early '60s and changed the course of popular folk music?

4. What famous wife of a famous husband-wife song team recently recorded one of Hoyt's songs made famous by Three Dog Night?

5. What famous singer (known for his pelvis) recorded what famous song written by Hoyt's mother? And what famous song, written by Hoyt, did this same singer record on his recent Madison Square Garden "Live" album?

ANSWER...

1. It was the rebellious "Easy Rider" released in late '69 which starred Peter Fonda, Dennis Hopper and Jack Nicholson.


3. Their names were Nick Reynolds, Bob Shane and Dave Guard and they were known to the world as The Kingston Trio.

4. Cher (of Sonny & Cher fame) recorded Hoyt's "Never Been To Spain" on her current album, "Foxy Lady."

5. In 1956, Elvis Presley hit the bigtime with Mrs. Axton's "Heartbreak Hotel" and in 1972, Elvis recorded Hoyt's "Never Been To Spain" in front of almost 20,000 in New York.

THE ANSWER TO YOUR DESIRE FOR MORE HOYT AXTON SONGS...

A NEW RELEASE ON A&M RECORDS

Produced by Bob Johnston
Grumbles Coffeehouse in Canada No Longer Perking

BY RITCHIE YORKE

TORONTO—The Canadian live talent scene was dealt a bitter blow this week with the announcement that Grumbles Coffeehouse, one of the country's foremost performing outlets, was closing down. Along with the Riverboat, Grumbles represented one of the most important talent showcases in Canada.

During the past three years, Grumbles' owners Joy and Neil Dixon, had provided many opportunities for up-and-coming Canadian folk artists. Acts such as Capitol Records' Christopher Kearney (who headlined twice in 1972) said they were "extremely distressed" at the news, and several stated they would seriously have to consider playing bars to keep themselves alive.

Reason for the shutdown, according to Dixon, was the refusal by the Liquor Licensing Board of Ontario to grant Grumbles a liquor license.

Last year Ontario reduced the drinking age to 18, which has brought about an influx of youthful traffic in the bars. At the same time, the moderation has created a need for all youth-oriented night spots to provide liquor. Without the right to serve alcohol, Dixon said, a club simply cannot remain competitive in the business.

A campaign is now underway within the music industry to try and revive Grumbles. Ontario premier, William Davis, has indicated previous interest in the Canadian music scene (witnessed by his welcoming letter to the Maple Music Jukebox gunners) and Dixon has hopes that the club can be reopened.

John Denver has re-signed with RCA Records. The singer's last RCA albums, "Poems, Prayers and Promises," "Aerie," and "Rocky Mountain High," have all been certified gold by the RIAA. Denver also has a gold record for his single, "Take Me Home, Country Roads." Bell Records has signed a production agreement with Muscle Shoals Sound Productions for Storm, four man group. Their first single, "Mississippi Funk," is being rush-released by the label. Chappell Music has signed Bertha Belle Brown to the Mainstream label.

American Talent International Ltd. has signed Motown recording artist Martha Reeves, formerly of Martha and the Vandellas, to an exclusive booking representation contract. Her old group included "I Heard It Through the Grapevines," "House of Bluebells," and "Dancing in the Streets." Also signing with ATI for exclusive booking representation are Staton Brothers of Epic Records and Motown group Raw Earth. Atlantic Records has signed singer-songwriter Michael Johnson to an exclusive recording contract. First single is "On the Road." Atlantic-based producer Buddy Beale signed by Warner Bros. Records to produce the new album by Swallow. The Poor Southern Organ has entered into an agreement with Concentric Productions Inc. as world-wide sales agent and representatives of the entire Concentric catalog.

Bobby Womack (United Artists): San Diego, Sports Arena, Jan. 30; Phoenix, Civic Center, Feb. 1; Salt Lake City, Salt Palace, Feb. 2; Denver, Coliseum, Feb. 3; Wichita, Henry Levitt Arena, Feb. 6; Lincoln, Neb., Municipal Auditorium, Feb. 7; Madison, Wisc., Expo Center, Feb. 8; Notre Dame, Ind., Union Convocation, Feb. 9; DeKalb, Ill., Northern Illinois University, Feb. 10.

Steelie Dan (ABC): Salt Lake City, Terrace Ballroom, Jan. 28; Long Beach, Long Beach Auditorium, Feb. 2; Tempe, Arizona, Big Surf, Feb. 3; Chicago, McCormick Place, Feb. 9-10.

Guess Who (RA): Tucson, Community Center, Feb. 1; Long Beach, Long Beach Armory, Feb. 2; Phoenix, Big Surf, Feb. 4; New York, Philharmonic Hall, Feb. 5; Chicago, McCormick Place, Feb. 9-10.


Eboni Rhythm Funk Cama-Paquin (Uni): Charlestown, Ill., Eastern Illinois University, Feb. 11.

Steve Wonder (Tuba): New York, Carnegie Hall, Feb. 7; Loggins & Messina (Columbia): San Antonio, Municipal Auditorium, Feb. 2; Atlanta, Georgia, Texas, Feb. 4; Salt Lake City, Salt Palace, Feb. 6; Hopfing Pavilion, Feb. 7; Corpus Christi, Municipal Auditorium, Feb. 8; Albuquerque, Civic Auditorium, Feb. 13; Phoenix Civic Auditorium, Feb. 28; Tucson, Arizona, Feb. 29; San Diego Sports Arena, Feb. 30; Los Angeles, Los Angeles Memorial Coliseum, Feb. 3; Phoenix, Civic Center, Feb. 4, 5; Denver, Coliseum, Feb. 6; Dallas, Texas, Texas, Feb. 8; Houston, Houston Astrodome, Feb. 9; New Orleans, New Orleans Arena, Feb. 10; Miami, Miami Civic Auditorium, Feb. 11; New York, Madison Square Garden, Feb. 12; Atlantic City, Boardwalk Hall, Feb. 13; Alexandria, Virginia, Feb. 14; Philadelphia, Spectrum, Feb. 16; New York, Madison Square Garden, Feb. 18; Atlantic City, Boardwalk Hall, Feb. 19; Kansas City, Kemper Arena, Feb. 20; Dallas, Texas, Texas, Feb. 21; Houston, Houston Astrodome, Feb. 22; San Antonio, Municipal Auditorium, Feb. 23; Anaheim, California, Feb. 26; Los Angeles, Los Angeles Memorial Coliseum, Feb. 27; Las Vegas, Las Vegas, Feb. 28; San Diego, Sports Arena, Feb. 28; Phoenix, Civic Center, Feb. 29; San Francisco, Cow Palace, Feb. 2; Los Angeles, Forum, Feb. 4; St. Louis, American Theatre, Feb. 10-11.

Oscar Brown, Jr. (Atlantic): Chicago, Mr. Kelly's, Feb. 5-10.


George Carlin (Little David): Millersville, Pa., State College, Feb. 5; St. Cloud, Minn., St. Cloud State, Feb. 7; St. Louis, Kiel Opera House, Feb. 9.

Continued on page 12

Zella Leir

Currently Appearing

Landmark Hotel
Main Showroom
Las Vegas, Nevada

Representation: Trends Artists Management; Newell S. Gregg

FEBRUARY 3, 1973, BILLBOARD

Copyrighted Material
Syl Johnson has done it.

He's captured the R&B market with his new single "WE DID IT." (It was bound to happen.)

"WE DID IT." Syl Johnson sings it. Willie Mitchell produced it. It's the Hi/Memphis Sound at its finest.

"WE DID IT." Ripe. Ready now to explode Top 40.
From The Music Capitals of the World

DOMESTIC

Penthouse Mag. --- Don Ellis has left Columbia after five years and is recording at least half a Tenor, to be distributed by BASF Records. After being on the road since September, Ellis is hitting tours for a while. The MOM logo for Michael Gheis Management was tattooed on a live hipster arm by art tattooer Lyte Turtle, for reproduction in all formats.

Alice Cooper's "Illusion Baby" album cover has been halted at the press by the Secret Service just because it's a photo of Alice standing knee-deep in a pile of real money. They may have to do it over with Monopoly bills.

Valorie Mathews, wife of Ed Mathews who manages the RCA special products division here, opened an Encino art shop, the Incurable Collector. The Bobby Darin International Chess Tournament with $2,000 prizes set here for October with 16 grandmasters competing.

Columbia regional sales meeting aboard the Queen Mary with new acts showed. Winner of the 1st annual Sibelius Music Scholarship is Hullo Delavire of Biloxi, Miss. Trio Speakers placed three singles in England's Top 20. An artist-fan painted a mural of the Jefferson Airplane on the side of a Santa Monica building... Gibson & Stromberg signed a deal with the Loch Ness Monster, Scotland Tourism Bureau pays the tab.

Paul Williams to Lincoln Con. (Continued on page 16)

TALENT WANTED!

1. SINGERS
2. SONGWRITERS AND LYRIC WRITERS
3. GROUPS

We will audition talent for record and national promotion. We handle the whole production, publishing and distribution through "Major Labels." Send us your name, address, and phone number. Tell us what you do -- DON'T SEND MATERIAL.

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10171 Cheshet Street
Philadelphia, Pa 19136
(215) 561-1627

(Continued on page 14)

WE ARE REACHING OUT FOR THE NATION'S TAPE BUSINESS!

Tape City Distributors

A listing of all consistent selling 8-track and cassette tapes divided into the following categories:

1. Popular/Easy Listening
2. Soul
3. Country
4. Classical
5. Big Bands
6. Hawaiian
7. Polkas
8. Gospel Soul

Complete Catalogue Tape Distributor
All Orders Shipped Same Day Received
Best Fill in the U.S.A.
Ask about our GRT $3.70 tape sale
We distribute T.D.K. blank tape
Free Tape Catalogue Upon Request

Tape City Distributors
3900 West Pico Boulevard / Los Angeles, California 90006 / (213) 737-7759
Ask for Norm or Larry Ackerman

FEBRUARY 3, 1972, BILLBOARD

WHO-WHEN-WHERE

Continued from page 10

JONATHAN EDWARDS (Atlantic): Dover, N.J., Morris County College, Feb. 3.

NIEL YOUNG (Reprise): Orlando, Sports Stadium, Feb. 7; Hollywood, Fla., Feb. 2; St. Petersburg, Bayfront Center, Feb. 9; Tucumcari, Ala., Univ. of Ala., Feb. 5; Rondale, Civic Center, Feb. 7; Boston, Boston Music Hall, Feb. 8; Chicago, Music Hall, Feb. 9-10.

AMERICA (Warners): Buffalo, Kleinhans Music Hall, Rochester, Auditorium Theater, Feb. 3; Univ. Park, Pa.; Penn State Coliseum, Feb. 6; Milwaukee, Feb. 7; Cincinnati, Music Hall, Feb. 8; Columbus Veterans Memorial Auditorium, Feb. 9; New York, Felt Forum, Feb. 11.

BILL WITHERS (Sue): Poughkeepsie, N.Y., Feb. 9; New Hampshire, Dartmouth College, Feb. 10.

ARTHUR FIEDLER (Polydor): Meadowbrook, Miss., Meadowbrook Amphitheater, Feb. 23; Sunnyvale, Calif., N.Y. University, Feb. 3; Boston Pop, Feb. 7.

WAR (United Artists): Irvine, Calif., Univ. of Iowa, Jan. 26; Memphis, Univ., Memphis, Coliseum Center, Feb. 2; Pittsburgh, Syratrene, Feb. 3; Newark, Symphony Hall, Feb. 4; Atlanta, Civic Auditorium, Feb. 5; Waukegan, Ill., bunny Rich (RCA), Feb. 7; Seattle, Freedom Hall, Feb. 9.

DAVE MCKNIGHT (enews): New York, Michael's, Feb. 8; New York, Fillmore West (Mercury), Feb. 9; Miami, Beach, Playboys Plaza Hotel, Feb. 10; BIEF ROSE (United Artists): New York, Karmans, Jan. 31-Feb. 5.

BRUCE SPRINGSTEEN (Columbia): New York, Max's Kansas City, Jan. 31-Feb. 5;

FERRANTE & TEICHER (United Artists): Riverside, Calif., Alummi Center, Feb. 3; Glendale, Calif., Glendale Community College, Feb. 5; San Jose, Convention Hall, Feb. 6; Cupertino, Calif., F Street Center, Feb. 7, Fresno, Convention Theater, Feb. 8; San Francisco, Masonic Auditorium, Feb. 9; Santa Cruz, Civic Auditorium, Feb. 10.

BREWER & SHIPLEY (Buddah): Washington, Georgetown University, Feb. 5. JIM DAWSON (Buddah): Dover, N.J., Morris Community Center, Feb. 3.

DAVID FYRE (Buddah): Milwaukee, Tom Jones Club, Feb. 7-8.


STEVE GOODMAN (Buddah): Boulder, Univ. of Colo., Feb. 3; Washington, Kennedy Center, Feb. 4; Medford, Mass., Tufts Univ., Feb. 6; Newport, R.I., Seaboard, Feb. 10.

SIA NA NA (Buddah): Lincoln, Neb., Feb. 1; Huntington, Kan., Feb. 5; Minneapolis, Feb. 5; Duluth, Feb. 4.

PAUL BUTTERFIELD (Bearsville): Boulder, Colo., Tulage, Feb. 8-11.

BYZANTUM (Warners): Fargo, Civic Auditorium, Feb. 10; Sioux Falls, April, Feb. 11.

FANNY (Reprise): Little Rock, Barton Coliseum, Feb. 10; Sheboygan, Hirsch Memorial, Feb. 11.

LAZARUS (Bearsville): Washington, D.C., Feb. 3; Cupertino, Calif., Feb. 10.

GORDON LIGHTFOOT (Reprise): Columbia, Minn., Univ. of Missouri, Feb. 9; St. Paul, Minn., O'Shaughnessy Auditorium, Feb. 11.
WILDFLOWER

IS BUSTING WIDE OPEN IN DETROIT!

#8 CKLW
#9 WCAR
#17 WJLB
#38 WCHB

Also sprouting on:
KOL, WGPR, WGRD, WING, WNCI, WTAC, WVIC...

WILDFLOWER (3511)
FROM THE ALBUM (ST 11048)

SKYLARK
**Who Where When**

- **Continued from page 12**

**martin mull**

(Continued)

- **Comedy**: 1 p.m., 2:30 p.m., 5 p.m., 7:30 p.m., 9:30 p.m., 11:30 p.m.
- **Readings**: 6:30 p.m., 8:30 p.m.
- **Museum of Modern Art**
- **New York, N.Y.**
- **Baker's Village**: 6:30 p.m., 8:30 p.m.
- **New Riders of the Purple Sage**: 9 p.m., 11 p.m.
- **Newport Folk Festival**: 11 a.m., 1 p.m., 3 p.m., 5 p.m., 7 p.m., 9 p.m.
- **Folk Alley**: 7 p.m., 9:30 p.m.
- **Smothers Brothers Comedy Hour**: 9 p.m., 11 p.m.
- **Taxi**: 9 p.m., 11 p.m.

**Rolling Stones Cheech & Chong Santana**

The Rolling Stones' 105-minute set at the special-assembled Manhattan Earthquak festival was on the mostly light-hearted side of their repertoire. The band played a mix of old and new material, including their hits "Jumpin' Jack Flash," "Brown Sugar," and "You Can't Always Get What You Want," among others. The set was rounded off with a rendition of the classic "Paint It Black." The band's performance was well-received by the audience, who appeared to enjoy the laid-back atmosphere of the Earthquak festival.

**Signings**

- **Continued from page 10**

**Brian Cullis** has signed for U.S. publishing with the Wes Farrell Organization, a division of the BMI Corp., in Dallas.

- **Columbia Records** is switching from Columbia Records to the Records-Robbins label. The album is produced by Albert Hammond and features the hit single "Downtown Doll."

- **Sherry Farmer** and her husband, Sherman, have signed with Warner Bros. Records for an album. Sherman has been signed with Warner Bros. Records for an album. Sherman has been signed with Warner Bros. Records for an album.

- **Mick Jagger**, the lead singer of the Rolling Stones, has signed with Island Records for an album. The album is produced by Robert Stigwood and features the hit single "Dancing in the Street."

- **The golden rule slide** was invited by the National Association of Broadcasters to attend the 1973 National Convention in Las Vegas.

**Talent In Action**

- **Continued from page 16**

**Flint**, the 19-year-old Who were the first group to release a record featuring the phrase "The Who That Could Happen." Their version of the song was released in 1965 and became a hit, reaching #1 on the Billboard Hot 100 chart. The song was later covered by other artists, including The Rolling Stones and The Who themselves.

** bullpen**

(Continued)

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**Dunetz makes your world taste good!**

- **Continued from page 16**

**FEBRUARY 16th**

**February 3, 1973, Billboard**
"Keep On Singing"

Billboard 86 • Cash Box 71 • Record World 64

It's the second hit from the album

"Austin Roberts"

Produced by Danny Janssen and Bobby Hart

"...A constant new beginning?" — Wes Farrell

Chelsea Records is manufactured and
distributed by RCA Records
NEW OLDIE ALBUM!!!
FROM IMMORTAL DOTONE MASTERS
GREAT GROUPS/VOCAL
Penguins - Medallions - Moondaworks - Romancers - Silks
Pipes - Calvanes - Pearls - Souvenirs - Crescendos

DOOTO 855 THE OLDEST-GREAT GROUPS VOCAL
"Junkman"- Penguins, "My Girl"- Silks, "Magic Mountain"- Medallions are outstanding tracks on this classic release of impressive oldies. The Calvanes "Fidewoe," Souvenirs "Baby Doll" released here for the first time are potential hits or singles. This prize winning collection deserves instant acclaim.

OTHER CLASSIC OLDIES

REDD FOXX NEW RELEASES FOR THE FAMILY MARKET

REDD FOXX HITS

BEST SELLING COMEDY

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13440 South Central Avenue, Compton, Calif. 90222
(213) 774-0743

DOOTO 12 DISCS & TAPES

Talent
From the Music Capitals Of the World

* Continued from page 12

ter and then the Tokyo Music Festival... Fantasy Records produced "Payday," a film about a wildman country music star played by Big Tom to excellent preview critiques.

David Cassidy's two England concerts now expanded to 10 due to ticket demand. Ticket counterfeiting is now a police problem. John Alaim will continue music for the Ace Trucking Company album, "O'Henry.

Sarah Vaughan set for Troubadour debut... Nils Olsgren and Greg in L.A. in dark history... Tony Martin at Century Plaza.

NY NEW YORK

The White House audio expert, supplier of cassettes for the President's musical collection, reports that Richard Nixon has duplicates of all his favorite tapes for his home on the White House. Besides some classical music, the Chicago Symphony, Lawrence Welk (Raycom), Gay Lambardo (Dorothy), Bände (Raycom), and Peggy Lee (Capitol). Surprisingly, Frank Sinatra's tapes will not be requested... Claudine Longet (Barnaby) mending from skiing mishap... The Court's Personal Manager Easter will hold a luncheon at the St. Regis Hotel on April 19 to honor ABC-TV's "Wide World of Sports"... Scotland Yard reports ticket counterfeiting is now a problem also... Edison show in David Cassidy's (Bill) concerts in Manchester and Wembly.

Halina H. De Dona Delmora, 25, Rio De Janeiro, Brazil, has been selected from over 14,000 candidates as the recipient of the Sergio Mendes Scholarship — a $5,000 college fund. All expenses paid, scholarship to the Berklee School of Music in Boston, Mass. The six-year piano and guitar student will begin Composition at Berklee... Rock guitarist Roy Buchanan (Polydor) completing his recording sessions for his first label... Nikita Glavani and Benny Diego New York City's Community Choir will give a benefit concert for the Negro Ensemble Co., on Feb. 17 at the Brooklyn Academy of Music.

Singer-songwriter John Denver (RCA) will do six live-hour television specials in both the British and Canadian versions of the BBC-TV beginning April 29 and every Sunday for the following five Sundays. Denver, creator of "The Gold diggers," coming to New York to hold open auditions for new girls... Soul group The Supremes (Atlantic) grade a special appearance at the Veterans Administration Hospital on Kingsbridge Road in the Bronx recently to donate five Panascope televisions for the hospital's recreation area... At "Longhair" Col.

Reagan reports from "From the Purple Grotto" radio show on WNYC, Soul Brother No. 1 James Brown (Polydor) writing and producing the soundtrack for the American International Pictures release "Black Caesar.

Joe Spinell, putting the finishing touches on the first country and western album of his career recorded in Nashville... GSF Records reserving the single "Dig a Hole" by the Honeymoon Band due to renewed interest in the record... The two-week harmonica ad placed by Abraham & Straus in the New York Times two weeks before Christmas ignited a flow of sales for the instrument still big selling folk... "Lonesome Lover from Liverpool" four weeks at No. 1 on the U.K. charts via Little Jimmy Omond (MGM). Industry lawyers Arlene and Clark have changed the name of the firm to Abram, Clark and Osebold.

PHIL GERMINE

TOP 40 EASY LISTENING

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

1 6 20 32
DON'T EXPECT ME TO BE YOUR FRIEND
6 10 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
2 1 1 YOU'RE SO VAIN
5 9 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
3 5 10 DON'T LET ME BE LONELY TONIGHT
4 11 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
5 10 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
6 8 11 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
7 7 12 DUELING BANDS
8 6 13 SEPARATE WAYS
9 7 14 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
10 9 15 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
11 11 16 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
12 12 17 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
13 13 18 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
14 14 19 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
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22 22 27 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
23 23 28 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
24 24 29 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
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33 33 38 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
34 34 39 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)
35 35 40 "Hey, Big Boy 138 (BMI) (Michael, ASCAP)

FEBRUARY 3, 1973, BILLBOARD

www.americanradiohistory.com
WHY SHOULD THE DEVIL HAVE ALL THE GOOD MUSIC?

HE DOESN'T

"Only Visiting This Planet"
A new album by Larry Norman
on VERVE RECORDS No. V6-5092

LARRY NORMAN ON TOUR

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© 1973 MGM Records, Inc.
WHEN-AM’s Meld of MOR and Top 40 Hits Skyrockets Ratings

SYRACUSE, N.Y.—By returning to the old concept of an MOR radio station, but with 50 percent music — in what the station calls “Superpersonality” — WHEN-AM here has grown to become the second-rated station in the market.

The move to the top of the market started with the appointment of John D. Fredericks, general manager of the station in December, 1971. He then began his new post by converting the station, which had been an AM station for years, into an MOR station in Washington, Bethesda, and Baltimore, where Fredericks was program director of WKRC-AM (Cincinnati).

A key part of the success of WHEN-AM, he felt, was that "although I had some satisfactory experiences in radio before, this was the first time I came into a radio station and said: ‘Do something with it.’ E.G. (Red) Striker, head of radio for Meredith Broadcasting, has been involved in programming the station for 30 years. The station is represented for national advertising by Brann Radio.

In the early days of WHEN-AM, Striker said, "We had to go out of our way to get content. We had to do everything by hand. We had half a dozen copies of Billboard’s Hot 100 Chart. Yet, we decided MOR.

Striker said, "It’s the Format!"

But, another format can come from another market who came in to say, ‘Do something more with it!’ It: ‘It isn’t too much the air personalities who are responsible for the success of the station, because they’re all doing their job well and we’re not getting them involved in programming for the people of Syracuse. We’re not other program directors.’

WHEN-AM’s program director is Roger Johnson, who was named with the station for 12 years and 20 years ago — he’s still off the air. After four years of his years as WHEN-AM. The station’s present personality now is Burch, Jerry Morgan, Jack Mindy, Mike Anthopoulos, and Roy Taylor — a group having little right personality with WNDM-AM, Syracuse.

Burch is doing news at WNDM-AM. Taylor had been the station’s music director, local music station.

The station is a rock music format. Burch states that it’s difficult to compare us to a music station or a WNDM-AM in a Chicago..."What do you think of the station?" Burch asks. "We’re doing well as they do. From time to time this is the format is rocking the number of oldies.

More Music Flair for Greeneville Syndicates

SCOTTSDALE, Ariz. — A format change has been announced for the "Top 40 Hits" of radio station WGRQ-FM in Jordan.

BUFFALO-The so-called "Q" format pioneered in Miami has been launched here by WGRQ-FM, programmed by J. B. Jordan. Opening day drew 900 phone calls in a three-hour period on time, "in that there’s no question of our immediate impact," Jordan said. The advent of the new format — the station previously featured AIR Production’s solid gold service—was heralded via newspaper advertising.

Jordan said the "Q" format had been tailored to the Buffalo audience. The station is playing 23 of the Top 40 Hits of oldies, starting off the top of the hour with an oldie, then playing a current record for the top 10 of the list, then one from 10-23 on the list, an oldie, a record that’s been on the air the last six months, a hit from the past three months, an oldie, a record that was number one from 10-23, a hit from the past three months, and an oldie.

Program director to record stores will be in a poster form. The "Q" format was originated by WMQY-FM, Miami.

Raleigh MOR Tries Rock

Raleigh, N.C.—WQDR-FM, local station here that had featured tie-in rock programming, has switched to rock. New program director of WQDR-FM is Dr. Dan Stein, a 25-year-old psychiatrist who has been a regular program director of WMQY-FM in Miami. Lee Abrams is consulting on the station.

"The Raleigh station is only one of many stations that have indicated they are trying out rock stations that have been operable in the last few months," Abrams said. The station has a strong emphasis on the music of such rock bands as the Bee Gees, the Isley Brothers, and the Bee Gees.

The station serves an audience in the area and the studio includes several DJ personalities. WQDR-FM will use a playlist, but will not be mailing out a printed schedule. Plan to be a commercial station, is possible without a losing a perception of music.

CELEBRATING THE RELEASE OF a second original concert album based on "The Allman Brothers Band," produced by the Allman Brothers Band and Tandem Productions, the producers of the series; Dick Krizman, general manager of Atlantic Records' West Coast office; Carroll O'Connor, Jean Reilly, and Chris Delancy, promotion executive. O'Connor and Miss Stapleton star in the show.

NBC's Sat., 1 a.m., TV Rocker

NEW YORK—NBC's Saturday night rock concert series, "Midnight Special," has added an hour, becoming a two-hour program, starting this Saturday night. The series, which started "Midnight Special" in September, has now become a regular series for the network.

The show will feature live performances by such rock bands as the Rolling Stones, the Who, and the Beatles. The show will be hosted by Dick Clark, the popular television personality.

The program will also feature interviews with rock stars and exclusive footage from the concert. The show will air on Saturday nights at 1 a.m. eastern time, and will also be heard on radio stations across the country. The show is expected to draw a large audience, and has already received critical acclaim for its high-quality production values.

Q Format Scores at WGRF-FM, Jordan

Geschell Co. Must Pay 166-1/2 Court Order

NEW YORK—Adams Geschell Broadcasting Inc., owners of WGRF-FM, have been ordered to pay a total of $100,000 to a group of composers, authors and publishers of ASCAP. The payment stems from a summary judgment signed in the U.S. District Court for the Eastern District of New York, following a suit charging copyright infringements by the Geschell stations.

Judge Orrin G. Judd of the U.S. District Court in New York granted the order granting the judgment, which also awarded the plaintiffs' attorneys fees, following a suit against the Geschell group, which owns WGRF and WQDR in Paterson, N.J., and WHFM and WHFR in Paterson, N.J.

ASCAP, the organization of American composers, authors and publishers of ASCAP, had filed suit against the Geschell stations, alleging copyright infringement of its songs.

Alfred A. Geschell, president of Geschell Broadcasting, said he had no comment on the decision. Geschell, who owns the stations, has denied allegations of copyright infringement.

Ralph MOR Tries Rock

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American Top 40 presents
52 specials in '73.
So can you.

Weekly Countdowns.
The best of Billboard's Hot 100 hosted by today's number one commercial voice, Casey Kasem. Ratings increases book after book. 200 stations around the world. Recorded at the Watermark Studios, Hollywood's newest 8 track radio production facilities. Shipped every Friday with on time delivery guaranteed. Every show a special.

Super Specials.

April 7-8: "The Top Hits of the Past Five Years." A fresh look at the biggest records of the contemporary era, based on Billboard charts from 1968 through 1972.


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"Moving Waves" is their album. In England, it went from 36 to 15 on this week's chart. And now, it's breaking big in America, moving up all three charts with bullets!

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Beginning March 2nd, American audiences will be getting totally into Focus, as they start a major 6 week tour. It's their first. The single, the album, the tour. Get into Focus.

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Radio TV programming

INTERVIEW:

Topicality Aid: Says Best DJ Stewart

EDITOR'S NOTE: This is the concluding installment of an in-depth interview with Stewart, a man who was in on the beginning of Top 40 radio and had a considerable impact on its development and success. The interview was conducted by Claude Hall, radio TV editor of the Billboard.

HALL: When you got into programming, you also had final responsibility on the music, didn't you?

STEWART: Right.

HALL: Do you think this is a function of programming or the function of a music director?

STEWART: It's absolutely a function of programming. A program director, in order to become a program director, should have enough knowledge of music so that he can be the final arbiter, because he knows what he's trying to do with the station. I don't think the music director does, I think the music director lives in a completely different world; he has no concept of the commercial responsibilities that a program director has. All he's aware of is whether the record is a hit in the first eight bars. Or whether the record is No. 7 in Billboard Chart. Well, I don't think those things really matter. I think the program director should know everything about every record coming in, because he knows exactly what he's trying to do with the radio station. What kind of sound he's trying to create. What kind of image he's trying to create. When you get two diverse stations—societies of music directors and a music director—I don't think music directors can get along with the program director any way. My music director is not the program director. The music director will say to himself: Well, I'm not going to like this record because he didn't have enough airplay. So I'm not going to play it for him. So, what happens is that the record starts getting too much airplay and winds up missing an awful lot of good records. In other words, in most situations like this, the music director is not the person who brings the best product to the program director but if he is interested in the program director in front, then the program director is running the risk of blowing a lot of good records.

HALL: List the greatest attributes a disk jockey can have?

STEWART: Two things—being himself and being aware of what's happening in the world. To be the kind of character he chooses to live in himself, what he is feeling in the world. George Wilson said something in one of your interviews, that he values going into the bars and sitting down and drinking with people. It's the best way of finding out what people are thinking about. He can tell when they're drinking. I think a disk jockey has to be savvy. He's got to know what's going on around him... not aware from reading Billboard and Voice, reading the Bill Gavin sheet... but aware from the newspaper, aware of his surroundings, keeping topical. Because, in the final analysis, the one single, most important thing that makes or breaks a disk jockey, a good disk jockey, is his ability to be topical. I could cite all kinds of instances, I could show you on television where there's a guy who probably has talent less than some of his competitors, but murders them. I think this is because of Markup, Carson. Dick Cavett is certainly a lot more intellectual than Carson ever was. He's probably, basically, a lot funnier than Carson. But he lacks two things—the ability to be topical and the ability to relate to the life of the people the way Carson does. Carson is so successful and always will be. He'll eat everybody's lunch seven days a week. Because Carson has the common denominator and the common denominator is really, topicality. You have to be able to finger, in your mind, what people are talking about... talking about that day. If Roman Gabriel threw six touchdown passes that day and that's what people in your town are talking about, then that's what you should be talking about. If there was a plane crash, he's on the freeway and that's what people are talking about, then that's what the air personal should be talking about. I think Charlie Van is the voice of the people. Someone said to me the other day that if I had a radio station and it was mine, and I had my choice of any five air personalities... well, Charlie would be No. 1 and there could even be a close second at the moment. Really, because he's got the feel of what he's doing right now. He doesn't think he's got a really good shot right now. He's not doing what he says he's doing. But that's his real truth. That's merely his public image. But I think it's a damn good personality... I enjoy listening to him and he has a sound that is so endearing, even to send me some tapes every few months just so I can keep up with what he's doing. Larry Lujack works like hell.

WBAM Goes 100% Country

MONTGOMERY, Ala.—WBAM-AM, a county music station, has switched to a full-time country format, according to Cyril Brennan, program director. The station had been playing country music in the morning, but switching to popular music on Saturday and Sunday. Mrs. Frances Brennan is general manager.

The format will be "modern country," 70 percent, Brennan said. Air personalities include Paul Simpkins and Bill Moody. Brennan will also serve as music director for the station for the time being. Playlist will be comprised of at least 3600 records that he feels are the ones that bothers me is having enough good single record pieces. Prior to the format change, Brennan had purposely let many popular tunes flying in the market about the station changing to rock, soul and/or even to be used in music.

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The mere fact that Campus Attractions is used extensively by colleges and universities, make it a classic in its own right.

A Classic.
**What's Happening**

By SAM SUTHERLAND

**East Lansing, Mich.**—College radio station operators are bringing their proposed statewide association to the attention of public radio stations closer to reality, following the second annual meeting of the Michigan Intercollegiate Radio Association. That meeting was held last week in East Lansing, provoking a call for the state bureau, further detailing the organizational’s operation and plans for the coming year.

Stu Goldberg of WCBM-FM, U of Michigan, was re-elected to a three-year term as president of the association. Goldberg is the primary impact of the Jan. 20 meeting. Goldberg’s association was hailed for its national potential by the Michigan Intercollegiate Radio Association.

In the beginning, Goldberg said the meeting called the election of the first board as a “real milestone.” Goldberg tempered his remarks by noting that the association has a long way to go before it can function as a state entity based on the completion of constitutional plans in February and beyond.

The new governing board provides for a chairman and two directors, with the directors responsible for overseeing the operation of the association. As director, Goldberg is expected to have the authority to call meetings of the association.

At the meeting, Goldberg worked to secure an AWA conference call as host for the first meeting of the Michigan Intercollegiate Radio Association. Goldberg named George Jackson of WRB as chair of the board, with the directors and two directors to be selected from the membership.

The Michigan Intercollegiate Radio Association is an educational association of college radio stations, also being recognized by the state’s educational association for inclusion in the association.

**Film Flashes**

Creative Film Society, 7237 Canby Ave., in Los Angeles, Calif., is offering a still growing catalogue of experimental and creative shorts, designed for film festivals.

The production period covered ranges from 1890 to 1973 and ranges from political and social commentary to the most recent innovations in computer and laser graphic visualizations.

CFS is the largest independent distributor of shorts produced by filmmakers, with the library offering films made at Carnegie Mellon University, the University of Southern California, and the Massachusetts Institute of Technology.

The films are distributed on a rental basis to college radio stations and to independent filmmakers. For more information, call the Film Flashes office at 213-487-0040.

**MICRA Unity Plan Nearing Reality**

For more information, call the Film Flashes office at 213-487-0040.

**Campus News**

**East Lansing, Mich.**—Colleges and universities in Michigan are stepping up efforts to strengthen their public radio operations by forming a statewide association. The proposal was presented at a meeting of the Michigan Intercollegiate Radio Association.

**Statewide Collabortion**

The proposal was presented at a meeting of the Michigan Intercollegiate Radio Association. The meeting was held in February, and the association is expected to begin operating in the near future.

The association is an educational association of college radio stations and is designed to be of professional value to broadcasters and educators.

With each of the two departments working closely together, the association is expected to have its own board of directors. The board will be responsible to the association and to the public at large.

The association’s governing board will be composed of four members, with each member being responsible to the association and to the board. The board will be responsible to the association and to the public at large.

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Radio-TV programming

Vox Jox

Joseph Paster has been named program director of WPAA-AM-FM, Fort Atkinson, Wis., station owned by general manager Nathan Goetz. AM programs contemporary and country; FM is 24-hour easy listening. AM personalities include Dick Woodyek mornings, music director Del Vasey mid-mornings, Todd Harrington early afternoon, and Ross Lang in the late afternoon with Scott Michaels doing weekend work. Vern Fall is station manager. Linda Holm is the new music director of KPOL-AM-FM in Los Angeles: she's been music director over at KROQ-AM in the city and at KJIE-AM before that. No news about the "little" industry ripoff this week; for once, he didn't do anything stupid. So far as I know.

Rick Carroll is the new program director of KDKJ-AM, Los Angeles, and the station will be going live; it has been semi-automated.

Mike Novak is now assistant program director of KYNO-AM.

BY CLAUDE HALL
Radio-TV Editor

Fresno, Calif., and Steve Randall is the new music director of the Great Chemung station. Randy Grant has left WWDI-AM, ugly downtown Hackensack, N.J., to join WMYQ-FM, Miami. WLYC-AM-FM, Williamsport, Pa., is looking for an investigative newsman. Contact group program director D. Charles Hoffman.

If you've ever wondered what Buzz Bennett might be up to, well Cecil Heflin is now trying to buy in Fort Lauderdale, Fla., as well as WMJR-AM in Fort Lauderdale, Fla., as well as WMFR-AM in Boston, WIAS-AM-FM in Pittsburgh, and WXQ-FM in Scranton. Buzz would ostensibly consult the stations. Heflin already owns KPUI-AM-FM in Honolulu. The sale of KFOX-FM in Los Angeles to Cosmic Communications has been approved, so you can expect the station to rock on. KFOX-AM, Los Angeles, has been approved, too, but I think new owner John Walton will keep the station country... Neill E. Dorrough is the new head of CBS-owned radio station. Lee DeYoung, 616-1485, 2757-2227, has left WLAV-AM in Grand Rapids and is seeking a new personality/professor Top 40 position. Has five years of experience in Top 40 and two in MOR.

Tom Watson reports in from WEAM-AM in Washington where he's doing the afternoon drive shift under program director Allen Hall. Says that WEAM-AM is now paying good bread and promoting jock stability Watson had been doing the 6-9 p.m. show at KGW-AM in Portland. Also says that WEAM-AM has new TM single, and the new Thursday personality is Jerry Goodwin from WPDQ-AM in Jacksonville, Fla. Jerry Beaudoin has departed WWLJ-AM, New York. His old music station, to become a programming consultant. His first client will be WVRL-AM.

I know Jerry pretty well; one of the sharpest programmers in the nation. Could program any format... Lineups at WQAM-AM, Elizabeth City, N.C., now includes Johnny Foster 6-10 a.m. program director Skip Staples until 1 p.m., Steve Randall 1-5 p.m., Bob Lane 5-9 p.m., and Bill Wood until 1 a.m.

Robert E. Dow is program director now of WGAN-AM, Portland. Mr. He'd be assistant manager of operations and programming at WARK-AM in Gardiner, Me. Former WGAN-AM program director Wayne R. Bearer has been named data processing manager for WGAN-AM-FM-TV.

Woodpeckers Notice a large backhoe ad in the Des Moines paper despite the station's gurus can find high-quality personnel for them for a big fee, of course. The truth is that Ron Curtis & Company tell stations you can find high-quality personnel for them for a big fee, of course. The truth is that Ron Curtis & Company have been calling me for suggestions on personalities, program directors, etc. From now on, Ron Curtis & Company, I'll take 75 percent of the fee... Lineup at KNTM-AM in El Paso includes Dave Kelly 6-9 a.m., Guy Phillips 9-noon, Randy Williamson noon-3 p.m., and John Thompson until signoff, with Marty Jay and Ted Jackson doing weekend work... Frank Adair, who'd been with KADI-AM in St. Louis, is now GM at WMYR-AM.

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FEBRUARY 3, 1973, BILLBOARD
Deutsche Grammophon's production of the opera "Carmen," following the most publicized series of classical recording sessions in years, may still be months away from release, but major competitors have already moved up to the commercial cream topped by the standout drum beating. Only last week, Columbia Records jumped in with its own "Carmen" entry, canned designed to ride the publicity coattails of the

**CLASSICOMMENT**

**Labels Vie for 'Carmen's' Attention**

By IS HORIZWITZ

DG production, with similar intent. RCA Victor has its staff busying to push out the package. And other labels with "Carmen" catalog wait on the sidelines, ready to leap in when the time is right.

Meanwhile, DG, which started it all, has not yet been able to firm up its own earliest entries. The company hopes to have the opera package out in February. It now appears that an April release is the earliest that can be expected. And if post-recording complications cause that date to be relaxed, dealers may not receive first delivery until September.

Hooch began when DG tied up the east of the Bitt standard as presented at the opening of the Metropolitan Opera this season. Key names were conductor Leonard Bernstein and mezzo-soprano Horne. Recorded shortly after the New York performance, the project was hailed as the first major State-side opera recording in many years. Upwards of $250,000 was reported spent on the recording.

**MAMPE TO AMSTERDAM**

NEW YORK - M. Scott Mamps, director of the Classical Division of Phonogram Inc., left last week for the classical release team meetings of Phonogram International in Amsterdam to discuss new developments in the Mercury classical line and Philips marketing in the market in the United States.

Following a week in Holland, Miss Mampe will fly to London where she will meet with Erik Smith, Phonogram International producer and ad director, to discuss classical planning for 1974-75. Miss Mampe is scheduled to return to the States on Monday.

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**FEBRUARY 3, 1973, BILLBOARD**
The legend of "Norma" is now the legend of Caballé.

Ponselle, Milanov, a handful of others—tried and succeeded in this most demanding and intricate of roles. Now Caballé adds her name to the Normas of renown. She appears in a spectacular production of Bellini's opera at the Met, and she stars in this magnificent new recording (which also features Fiorenza Cossotto, Plácido Domingo, and Ruggero Raimondi). "Norma," Montserrat Caballé. Two names in opera that will shortly be synonymous.

RCA Records and Tapes
LOS ANGELES—The emphasis placed on tape equipment and audio products at the Consumer Electronics Show, or "CES," by General Electric was particularly evident in the GE home electronics display where national tape manager Paul Van Orden featured a new audio/visual display called "Tape/Audio/Video." The firm displayed an expanded line of tape and audio products at the Audio Electronics Products Dept., national meeting in San Francisco last May, and put it together in a comprehensive tape campaign featuring Sammy Davis, Jr. According to Van Orden, "Four-channel" tape is moving even more slowly for the dealers who do their business from a catalog and not a real mystique about the product anyway. As long as there are four or more channels to a product, "GE has seven units in its lineup.

Walking tape is also becoming more important, according to Van Orden. In 1971, he noted, the GE product which has been picked up everywhere takes a turn for the better, and isn't expected to lag behind. Van Orden pointed out that this is the field where consumer education has been neces- sary. "A lot of people think recording in an 8-track unit is as easy as using a cassette, but this isn't so. We've been working with people on how to use the record function properly and they've been passing it on to the consumer.

The portable 8-track market has been "good," Van Orden said, and will continue through the first half of this year. GE plans to build one of the most successful new ad campaigns for the 8-track market, and there will be an 8-track tape to go with it.

Don Perry, vice president of GE and general manager of the home entertainment division, here said he is satisfied with the 8-track portable market, even if it isn't the same in volume as the home market. "I agree with Ed Campbell of Lear Jet in his evaluation of the market," Perry said. Campbell had stated that portable 8-track units were moving well to the youth market and were making up a substantial part of his business.

Van Orden also pointed out that GE's push in compacts and prepackaged components was working out well, but that a consumer who wanted a product on hand could get it with a prepackaged set.

The Audio Electronics Products Department will also be a new uniform price, it was announced at the GE Show. At the same time, the AEP announced a new op-co plan which gives customers the chance to spend co-op money in the full line of GE electronic products. The plan offers to add direct factory shipment and cumulative volume rebate allowances for retailers. The volume allowances are

Beatles have sold a total of 75 million copies of their 15 albums, and they're with all the top selling recordings of the year so far. The Beatles have sold a total of 75 million copies of their 15 albums, and they're with all the top selling recordings of the year so far.

(Continued on page 33)

Table: Tape/Audio/Video

GE Ad Campaign Giving Q Emphasis

BY BOB KRISCH

CHICAGO—Compact stereo systems are showing up in bright colors, with more features and at a wider range of prices with much activity at the low end, according to exhibitors at the winter home entertainment shows here. Competition and the trend to domestic pro- duction also are changing the product mix. There are two reasons buyers mentioned for the better price points. Many 4-channel units were displayed.

Typical of the new designs and colors in compacts were the ones shown by Electrophonic. Drawing considerable buyer interest were the models on pedestals matched with pedestal-sphere speakers. These Electro-phonics have a built-in 8-track player and Garrard changer has a minimum resale of $229.95.

Dyson has added its remote control feature to compacts showing such models as the D5400S available with three different player combinations. The unit is $150 with two-way horn speakers, $175 with two-way speakers with foam molded decorative front and $171 with three-way speakers.

Marketers are using all kinds of merchandising programs to highlight compact slots. Milosca, for instance, showed a store display that is self-liquidating with speakers already fixed and ready to be held. The stand is 6' x 2' square and 14' in deep and contains 20 pieces for $2,100. Rens on the other hand, shows compacts with separate speaker and accessory packages. A basic unit, say model 6817 (list $194) can be paired with speakers to make it a $224 or a $239 list set; cart and headphones are also listed separately. Taff has been merchandising in a similar way for some time with own line of entertainment centers, an example being the model 701 with AM/FM stereo receiver, 8-track player and turntable plus four-way speaker system and cart and headphones.

(Continued on page 37)

MULL '74 N.Y. WINTER CES

NEW YORK—The first annual Winter Consumer Electronics Show, seen here at the Conrad Hilton in Chicago, was held here in 1974, although no final decision has been made and Carnegie Hall is still available.

 Meanwhile, the annual Sum- mer CES has been scheduled June 10-13 at McCormick Place, Chicago. Ac- cording to John Topham, vice president EIA/Consumer Electronics Association, Topham said the show would be the biggest yet, according to organizers who say that the show will be completely sold out by Feb. 15. Richmond shows.

VIDEO systems panel at winter Consumer Electronics Show (from left) Donald Johnson, Cartridge Television; David Miller; RIAA; Richard Quade, Panasonic; Aaron Neerlin, Merchandising Week (moderator); Robert Owen; Akai America; and Bob Vavra, Sony. Donald E. Perry, GE was conference chairman (see separate story).

Raided Duplicator Estimated Output 5-10,000 Daily

...Continued from page 3

Headphones Highlight Audio Accessories

By ANNE DUSTON

CHICAGO—Headphones continue to be one of the hottest audio accessory lines, according to a roundup at the winter shows here. "High buyers continue to be "high buyers," according to RAND'S estimates. The 8-track products have been hot for several years, but there are still a few new products. Some of the new ones include the following:

1. The Audio System, a line of headphones that are particularly suited for portable use. They are available in several sizes, and can be used with most popular stereo systems. The Audio System headphones cost around $150, and are available in both black and white colors.

2. The Sennheiser HD 250, a line of professional-quality headphones. These headphones are available in several different models, and are designed for use in recording studios and other professional environments. The Sennheiser HD 250 headphones cost around $250, and are available in both black and white colors.

3. The Sony MDR-750, a line of mid-range headphones that are designed for use in consumer electronics. These headphones are available in several different colors, and are available for around $50.

4. The Philips SHP-200, a line of high-quality headphones that are designed for use in home theater systems. These headphones are available in several different colors, and are available for around $100.

The most popular headphones today are those that are designed for use in portable systems, such as the Audio System and Sennheiser HD 250 headphones. These headphones are typically used in conjunction with portable audio devices, such as MP3 players and portable radio transmitters. The Audio System headphones are available in several different sizes, and can be used with most popular stereo systems. The Sennheiser HD 250 headphones are available in several different models, and are designed for use in recording studios and other professional environments. The Sennheiser HD 250 headphones cost around $250, and are available in both black and white colors.

(Continued on page 38)

Le-Bo Eyes TVC 'Carry, Storage Items


ewords on page 34

Le-Bo Eyes TVC 'Carry, Storage Items

(Continued on page 39)

February 3, 1973, Billboard
Car Stereo Market Outlets Expanding

By GRIER LOWRY

"They can cut $100 off the price with our units and this puts them in a more competitive position. An increasing number of car dealers are engineering tie-ups with tape dealers by using the tape dealer supplying the equipment and the car agency selling and installing the units." More car agencies are exploiting this radio price advantage," emphasized Caldwell. "They are saying to the prospect, 'Look, I can cut $100 off this deal if you'll let me sell a tape or radio instead of the factor's price. This means you can tell the difference in quality.'" Another factor that holds the line for Bob Caldwell is the high interest in that market for products that are not "electronic". Caldwell believes. "Car dealers are selling many in-dash radios and beating the factory price," Caldwell observed.

Discrete Q' LP vs Matrix Race Tightens

By CLAUDE HALL

LOS ANGELES—Since its unveiling in early '72, the discrete LP matrix has been a hot item. Now, Warner-Electric-Audio-Technical has joined RCA in discrete disc kits. However, unlike RCA's product, which is a complete unit, Warner's kit is for a complete system. More and more, especially as recording equipment is being introduced to accommodate both matrix and discrete.

Meanwhile, the war between the quadrant and the discrete LP matrix is unabated...but with less intensity. It is still true that the WEA Group was using CBS pressing plants to build its products. CBS advocates their own SQ system, of course. This year, WEA has run JVC records, recently in Japan, probably checking out possibilities of pressing WEA LPs in that market. Whatever, it is a simple matter, once you get the harder working machines.

Currently, there are not many outlets in the U.S. for cutting discrete masters; this is soon to be solved, according to inside information. And once it is solved and several labels can have their products cut in discrete by having one of these companies, the WEA Group will boast the fairest method of quality that they can choose. Another advantage is that its best to limit the number of discrete records that are cut, as well as the number of mastering units that are involved.

Discrete LP has been popular with WEA and has been well received by all the major labels. It is well received in the radio station's market as well. The records are cut at a lower cost than the matrix and the quality is comparable. It is a very popular choice for all labels.

Tell Morse Symphonic Plans

NEW YORK—Morse Electrosound Product Co., the Electrophonic brand of consumer electronics equipment, has acquired inventories, private-label contracts, and the brand-name of the Electrophonic Division of the Lynch Corp.

No word has been exchanged in the acquisition, but it is understood that Morse paid Lynch an estimated $50,000 for the transaction, which empowers Morse to liquidate existing Symphonic inventory, as well as give it access to all Symphonic customers.

A continuing payment for Symphonic inventories will be paid by Morse to Lynch, until all Symphonic products are liquidated, which may take up to two years, and the Symphonic brand name.

But the deal is not Symphonic's production facilities at Lowell, Mass. Lynch intends to close down that plant, Morse's own production facilities in Dallas, Los Angeles, New York, Montreal and Puerto Rico are considered more than adequate for any expansion plans.

Officials at Morse feel that the GE Emphasizing 'Q'

Q: Continues on page 39

GE To all classes of product. Non-re- tailers would still have to meet-invoice terms, but other customers would not. Morse's only problem is that the Symphonic dealers have a nice system in the region, and Morse is trying to make use of that.

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Le-Bo Eyes TVC Carry, Storage Items

NEW YORK—Tape accessory manufacturers are already laying out blueprints for the new dimension in product development that the videocassette concept is expected to add to their business once it gets into the mass consumer market. There are those who are already laying out blueprints of product lines which they feel could complement the new entertainment concept, and are looking into the future.

Le-Bo, however, Leslie Dome and his group of research and development personnel are already in the process of producing their first home-carry and storage cases for the new TVC accessory.

“It was inevitable,” said Dome, vice president and sales manager of Le-Bo, “videocassette are going to play an important role in the field of entertainment in the very near future, and we intend to have our products out on the market to meet the demand as soon as the stores are ready.

Le-Bo has not yet completed its videocassette accessory catalog, but Dome expects that in addition to modifying existing accessories to accommodate the videocassette, and new accessories for use in the videocassette market will be added to its entire line of new items to the line.

Although Le-Bo is looking to the TVC market as a prime source of its future business, the company is already in the production of audio tape accessories as it ever was.

Recently it began placing increased emphasis on the manufacture of home storage cabinets, which are experiencing unprecedented consumer popularity. Units, shown at the recent Winter Consumer Electronics Show, are designed with the home decorator in mind, and, according to Dome, will fit into the decor of almost any home. The cabinets come in various sizes for the storage of either cassette or 8-track cassettes.

Also in increasing demand are the company’s regular line of storage and drawer cases for audio tapes, and Dome disclosed that increasing competition from an influx of new manufacturers was not working to his company’s advantage.

He explained, “With the new manufacturers working with an increasing amount of low production runs, we are losing the focus on the consumer to demand quality, and we try to give them just that.

In an effort to further cope with increasing competition, Le-Bo is dividing the company into three different price structures—economy, medium and high-end to meet varying consumer tastes and budgets. Dome said that the new price structures are already being successfully used on the company’s line of tape cabinets.

The firm is also working towards making its facilities a sort of accessory one-stop shop for the entire tape and record industry, and according to Dome, the wisdom of this move is already being realized through positive response from distributors and dealers alike.

Service TVC Key

Chicagoland—the new TVC cartridge industry has agreed that the availability of proper servicing facilities will play a major role in the total consumer acceptance of the new videocassette medium; and that as a result, service training programs for dealers must eventually be established.

Agreement on this subject came at the recent conference sponsored by the Winter CES, held recently at Chicago’s Sheraton Hotel. However, although the panel, which included key executives of the TVC industry, agreed on the concept of service training programs, there were differences in the approach to their establishment.

One member of the panel, Robert Bryla of Pioneer, pointed out that if his company had made a mistake early in the VTR game by trying to market the ‘ nueva’ and “8” it has been a blessing in disguise. “We damage was done to Akai, its dealers, and the consumer,” he said.

The Akai executive stated that the dealer must receive adequate instruction from the manufacturer, and that he must have service capabilities if he is to sell the product. According to Richard Quale, Midwest sales director of Panasonic, the giant Japanese conglomerate had to put its entire mass communications capability behind its serviceability for bringing the TVC concept to a successful market. The dealer also added that his company will go all the way in training dealers, and that the service dealer should be responsible to the consumer on a one-to-one basis.

The panel also agreed that dealers should have adequate access to software, and should also sell other products to expand the service capability. The service dealer should care for RCA’s service-servicing the TVC market, the concept was to be a success. The dealer also said that RCA is thinking of a dealer receive the kind of margins which RCA thinks are required for a retailer to do an effective servicing job.

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Car Stereo Healthy—Doyle of Pioneer

Chicago: The car stereo market is becoming more healthy than ever before, according to Jack Doyle, president of Pioneer Electronic of America, primarily because of the changing configurations, the industry is trying to look at it as a legitimate product and putting more emphasis on quality.

After being involved in the auto field for awhile and getting involved again relatively recently, he said, I can see the change we’re selling to different dealers. There are more independent and more national dealers taking the lead in the market. This is now a legitimate market, and the consumer is becoming more selective. We did some research through the American Radio Show, and we found 10 people or so looking at the average age bracket, and so we know the majority of the car stereo dealers are so many that many went to the second or third car unit. They wanted an upgradable system from their last, but weren’t concerned with price anymore. Also, for the last 10 years this was mainly a price business.

One problem is that the business is getting in three different directions. Doyle adds: we have in-dash units, under-dash, cassette and cassette-combo. Cassette is a definite trend. I think we can see that here at the show and I think manufacturers are looking at the consumer asking for the unit more and more. In fact, all those with cassette in the auto and cassette in the home, dash are all growing at the same rate. 4-channel, 6-channel, just to say that it’s a trend, though I think many are in others in the home.

In the quadrasound market, Doyle thinks the hardware manufacturers have certainly done their part. Now it’s up to the hardware manufacturer to build and develop a 4-track-a more lucrative market. The industry has to work at the total systems, in the configuration with configurations, if a dealer is to look attractive to the consumer in this market, he should be reliable and let him stay on track with the Anglos, these large San Diego manufacturers, and to the consumer. It’s a market that could grow at any time.

“I do know that a dealer must have his clientele. On the market which he wants to buy—success to the added. A specialty store may want to do more in cassette, and a hardware store may want to do more in his and 8-track a more lucrative market. The industry has to work at the total systems, in the configuration with configurations, if a dealer is to look attractive to the consumer in this market, he should be reliable and let him stay on track with the Anglos, these large San Diego manufacturers, and to the consumer. It’s a market that could grow at any time.

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Sankyo Launches New Line

New York—Sankyo Seiki Co. (America) Inc., home manufacturer of private-label home electronics equipment, announced the introduction of its Consumer Electronics Line with a line of cassette and 8-track recorders and players capturing a major share of the total market.

The line which debuted at the Winter Consumer Electronics Show scheduled for the Conrad Hilton Hotel, Chicago, will feature cassette equipment ranging in price from $299.95 for a 4-channel Basic model to a $599.95 unit for a 4-channel Deluxe model along with an automotive 8-track player and driving a $49.95 list price.

Top of the new Sankyo line is a combination cassette recorder/player with AM/FM radio. The unit, model ST-215P, records directly from the built-in radio microphone. It also features VU meter, digital counter, fine tuning with "zoom" switch. List price is $99.95.

The 8-track recorder, both 9-track and 4-track models are in the new Sankyo line. Both are based on the same cassette electronics. The four-track model costs $69.95 and is being backed by a year-end guarantee to the consumer. Colored Waldman, national sales manager for Sankyo, said each will be individually inspected in this country by Sanyo factory technicians for quality control before shipment to the industry.

February 3, 1973, Billboard
PADUCAH, Ky.—Car stereo retailing is one of the most complex of businesses, and vitally depends on the local sales service, believes Joe Shane, owner of a locally-based firm named Tape Hut and chain called Tape Hut and a nationally recognized young entrepreneur.

"You can't walk away from it and let it run itself," said Shane, 24, in describing the automotive tape outlet. Until he arrived at that conclusion he envisioned turning 383 stores around; but now he figures getting in will get 25 cents per repair job.

Shane, who is president of Joe Shane Enterprises is Music World, a mail order tape operation geared to low-end and cut-out tapes and operating now in about four states. Another division will be set up to market an invention Shane would not discuss during his recent trip to Chicago during the electronics shows when this interview was conducted. Tape Hut is a separate corporation.

Tape Hut carries between 8,000 and 10,000 titles in 8-track, 200 titles in cassette and open reel. The 8-track sells for $5.98. Only in the last 8-9 months has Tape Hut put in disk, again around the same number as 8-tracks, at from $4.69 to $9.98. Tape Hut disks 76 to 80.

Shane paid particular tribute to JVC, Matsui-Electrophone and Pioneer. As 8-track have helped him. He also carries Craig, Panasonic, Mito, Sony, Sound, Leb and other brands of tape. He offers Audio Magnetics blank tape. He carries about 25 models in car stereo players from $21.95 to $109.50 and has matched it mostly into home equipment as well.

He page installations at $13 for the basic system. He sells $20 for four speakers and does a lot of custom installations. He also installs in dash installations, but "the thing to guard against is the customer's impatience. If you insist on installing things before the tape is repaired."

Shane says that in 1969 with 550 tapes he grew to 1,364 from Woodward and sold out of the trunk of a '69 Pontiac, said he got the idea for Dr. Tape when he decided to head out of golding away as many as 20 carriages. "I just asked why." He has plastic pipes will even bring in a paper sack filled with the tape from the car. Tape Hut personnel can identify the tape and wind it back. Only about 20 percent of cartridges sold are truly defective. Most problems are caused by carelessness with the cases. Dr. Tape is advertised in truck stops and other public places where envelopes are left. The service is $1.50 with one customer paying the higher price when he is picking up the postage back. Deal-

In 1969, Joe Shane Enterprises in Paducah, Kentucky, was formed as a mail order operation. The company offered a new and improved line of 8-track tape players. Since then, the company has expanded its offerings to include a variety of audio equipment, including speakers and headphones. The company is known for its commitment to customer service and has built a strong reputation in the car stereo industry. The company continues to grow and expand its product line, offering a wide range of options for customers. With a focus on quality and reliability, Joe Shane Enterprises has become a trusted name in the car stereo business. Some of the products offered by the company include:

- 8-track tape players
- Car speakers
- Headphones
- Car stereo systems
- Accessories

The company is committed to providing excellent service and support to its customers, making it easy to find the right product for your needs. Whether you're looking for a new tape player or just need some repair work done, Joe Shane Enterprises has got you covered. With a focus on quality and reliability, the company is dedicated to helping you find the right solution for your car stereo needs. Whether you're a seasoned professional or a car stereo enthusiast, Joe Shane Enterprises has the products and services you need to get the job done. So call today and experience the difference for yourself. (Continued on page 35)
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Fisher Bows Pro Cassette

CHICAGO—Fisher Radio has introduced a new professional-type audio tape deck designed to fully utilize the Dolly noise reduction system. The SR-110 utilizes a 40-watt low distortion motor in its transport mechanism that results in very low wow and flutter.

Location and arrangements of controls on the unit provide excellent performance in all modes, while the external design of the unit makes it capable of recording and playing back faithfully the critical higher frequencies necessary for lifetime reproduction of speech and music.

According to Fisher officials, electronic circuits of SR-110 are designed to produce tapers with a wide and linear output response, low noise and low distortion. They also point out that the unit has complete playback facilities and equalization, for standard and chromium dioxide cassettes.

Fisher Radio also unveiled for trade visitors to the Winter CES its new line of "Sound Panel" speakers which were introduced in the pages of Billboard magazine last year, and reported in the pages of Billboard magazine.

CTI TV Cartridge

Continued from page 34

of its major suppliers had begun shaving. CTI is still counting the cost of this setback which not only embarrased it with its distributors, dealers and customers, but also set it back financially with its shipping, labeling, printing and relocation costs. The company does not, however, intend to take any action against the guilty supplier, which it claims has since made every effort to rectify the problem.

Meanwhile, in a drive to further streamline operations, CTI will concentrate its software on specific markets, and will coordinate introduction of programming with release of hardware by its OEM manufacturers. In the process the hopes to avoid the frequent all-inclusive software in areas where hardware is not yet available, and vice-versa.

Introduction for this new coordinated drive is Los Angeles, where all the major Caravision dealers—Sears, Tandy, Packard Bell, Ward's and Admiral will shortly be breaking major advertising campaigns. Other markets earmarked for the double-barreled campaign include, Texas, Boston, Chicago, Philadelphia and New York.

Car Stereo Chain

Continued from page 37

quires such close supervision that a few franchised franchise probably would never succeed.

There are new tapes coming out daily. You're competing on every side with discount operations. You have to have very good personnel and in the end service is what counts. CTI has had about 600 units all over the country...what counts is that the service and the service department is very, very close to the customer.

He did not say what he pays employees but said sales must be ten times the expenses to have any gain. Sales must also be on the list of the store's inventory, which he turns nine times a year against a national average of 4.4 times.

He has a profit and loss statement, an inventory statement and an insurance policy with the banks for a fraction of what he claims.

He has not seen the bill of sale on the new model and says he has only had every week. He has not seen the bill of sale on the new model and says he has only had every week. He has not seen the bill of sale on the new model and says he has only had every week.

The concept put him in competition with a lot of other business opportunities. A fellow Johnston, a part-time insurance broker and together they have worked out a plan for insuring car players for $10 a year. The plan is to lead still another division for John Enterprises, he indicated.

Compact unit from Benjamin Electronics includes a BSR four-speed changer, solid-state FM/AM/FM receiver, and 30-watt amplifier. Tape inputs and outputs, and tape monitor switch are provided on the $179.95 unit.

Compact ensemble offered by Motorola includes AM/FM stereo receiver with built-in 8-track player, stereo headphones, record changer with dust cover, and roll-around cart, listing for $299.80.

Record/Player/Player in stereo 8-track features minute and second for accurate recording. Wollensak Model 8055 lists for $159.95.

Compact unit from Benjamin Electronics includes a BSR four-speed changer, solid-state FM/AM/FM receiver, and 30-watt amplifier. Tape inputs and outputs, and tape monitor switch are provided on the $179.95 unit.

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- **DEADLINE—Classified Ads Dept.**
- **DEADLINE—Classified Ads Dept.**
**Gospel Music**

**Nashville Sacred Music Retailer Retires**

NASHVILLE — Mrs. Margaret Lamons, who built one of the most successful retail outlets of religious music in the country, has retired last week at the Baptist Book Store here. Mrs. Lamons, who started her business with an initial capital of $1,000 at first sold only sheet music. At the request of John T. Benson, she stocked 300 worth of the music in a truck. At the time of her retirement, she was turning over hundreds of sheets of music weekly, by selling albums, cassettes, 8-track tapes, musical instruments, and such items as choir robes and other related products.

Credentialing the increased play of gospel music on radio stations plus the increase in the sale of new gospel music, Mrs. Lamons said the retail store has been so good that it has been handling orders from all over the nation. Still limiting herself to 300 titles of sheet music she sold out of some every week, originating in less than 6 months. Mrs. Lamons said, "I could sell more if we had additional space," Mrs. Lamons said. She has sold many of the youth musicians published by Word that she couldn't keep track of the number.

Anthem Sell Well

The anthem also sells well in great quantity. "We have to much business in that field we are unable to handle it," she said.

Mrs. Lamons said the success of this incredible selling venture is due to selectivity.

During the recent Christmas season, she sold bargain albums from $1.90 to $7.99, and virtually sold out of them. They included the "Zondervan," re-packaged LPs of George Beverly Shea. She also sold bargain cassettes for $1.00. In the beginning, the sheet music was sold by the old traditional way of playing it on the piano. But that has not been the case for a number of years. They are merely resealed and sold by titles now.

**No Return Policy**

One of the more incredible things about her business of not returning records. "I always had a good idea of what I could return. In the way I ordered. Consequently, there were no returns," Mrs. Lamons said. If sheet music or an album didn't sell at a regular price, it wouldn't be sold at a bargain price either. People would just pay it up, she said.

Word's Sing-along book has been one of her best-selling items to date, a two-record LP selling for $7.98. She estimated she had sold "thousands, perhaps tens of thousands, " since last August.

Her Bluegrass Harmony Shop has been one of her biggest selling musical instruments. "I kind of recalled," she recalled, "I personally kept the company that was making the shop out of business. They even sent people down here from their factories to study my display methods, to find out how to sell them otherwise." Mrs. Lamons also sold tape recorders and, for the real music buffs, musical jewelry, which was surprisingly strong demand.

So far, a successor to her at the shop has not been named.

Elvis Spotlights Stamps Quartet

NASHVILLE — J.D. Sumner and the Stamps Quartet were a major segment of the world's first one-hour show, "The Elvis Show," a color telecast beamed from Honolulu Jan. 14.

The noted gospel singers now are permanent members of the Presley Show, being selected in November of 1971. They appear on all his shows, and during his engagements at the Las Vegas Hilton, a sharp departure from gospel music.

On the Presley telecast, which went to 18 countries and the U.S. was telecast to a larger audience than the combined groups of the world. The Presley show was also the only telecast to appear on the new Presley LP, "Alone Again," which was released.

Following the satellite special, the Stamps quartet is a part of the series of gospel concerts in California, then to the Calvary Temple in Las Vegas.

They currently are playing in a month-long appearance with the First Baptist Church of Las Vegas through Feb. 23.

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Two weeks ago it was in the fifties, last week it was in the twenties, this week it's in the thirties...

**Teddy Bear Song**

by Barbara Fairchild keeps getting hotter and hotter.

On **Columbia Records**

---

**1st/Festival/Seminar Slated June 28-30 in Paducah**

**By Bill Williams**

Paducah, Ky. — The first annual Summer Festival and Seminar of Gospel Music will be held near here on Kentucky Lake June 28-30.

The two-fold weekend is designed to teach the "old and east" of professional entertainment plus a weekend of gospel singing. It will be devoted to the most professional training of amateur and semi-professional gospel singers, musicians and songwriters. Seminar classes will be held each day with a full program of gospel entertainment slated for the evenings.

Classes will include proctor techniques of programming a show, seminars on operation of a public address system, tricks of emceed work, stage presentation, manners and the promotion of gospel music concert.

These specific courses will be taught by J.D. Sumner, James Blackwood, Donnie Simmons, Daniel Butler, LeRoy Abemathy and Sunny Serrin, all experienced professional gospel people.

Also included in the seminar will be classes on the techniques of songwriting, taught by gospel composers Dottie Rambo and Bill Gardner.

J.D. Sumner, sponsor of the Summer Festival and Seminar of Gospel Music, said he would use the stamps quartet as a model for the "old and east" of professional entertainment. Following each day's seminars, a discussion will be held on the positive and negative aspects of the special stage performance.

The Saturday evening session will be highlighted by a talent contest of participants. Winners of the contest will be awarded a recording contract from Phase Seven Productions of Nashville.

Total cost of the festival and seminar is $900 per group or individual.

Registration fee is $100, with a June 15th deadline. Applications for registration may be obtained by writing to Summer Festival and Seminar of Gospel Music, P.O. Box 1190, Nashville.

Located on a leading recreation

**'73 Dove Awards on Oct. 6**

NASHVILLE — The 1973 Dove Awards, a presentation of the Gospel Music Association, will be held at War Memorial Auditorium here next Oct. 6.

The dates were set along with the annual membership meeting of GMA, at the organization's board of directors meeting here Oct. 5.

The dates were announced by president Brook Speed.

Joe Huffman of Greenville, S.C., was named chairman for the Dove show, Norma Boyd, executive secretary of GMA, said building would start for GMA members.

On Oct. 5, the annual member-
Jerry Lee Lewis' 1st Opry P.A. Proves 50-Min. Hit

NASHVILLE—Jerry Lee Lewis, marking the first appearance of his career on the "Opryland Opry," entertained for 50 consecutive minutes to a crowd that wouldn't let him quit.

"Opry" manager Bud Wendell, in deference to the audience, allowed Lewis free rein, and he overwhelmed them. Virtually all cast members of the show crowded on stage to watch him perform.

Doing a full reprise of his works, he was able to preempt 20 minutes of the Ernest Tubb Record Show which follows the broadcast of this, the oldest show in American radio.

One of the highlights of the performance involved his colling of pianist Del Wood to the stage to perform a rendition of "Down Yonder," her big hit of 20 years ago, with her. He recalled that she had befriended him, when as a youngster of 17, he tried to break into music. Lewis at that time spent much of his time trying to make it, before going to the Sun Studio in Memphis.

A prominent backstage was Jack Clement, who first recorded with Mercury officials and those from other labels also crowded the back-stage area. They included Bill Ferr, vice president of Columbia and president of the Country Music Association, CMA executive director Jo Walker, and other industry leaders.

 Lewis said that, as a youngster, he was steeped in the music of Snow and others, and he paid tribute to them. He said that Snow were there for the performance.

Key Acquires Bare Masters From Mercury

NASHVILLE—ربع Records, in a major move to bring its label into the number one market for Bare Records, has acquired the Bare} master cuts on the R&B side of the Bare Records label.

The deal was negotiated by Jimmy King, president of R&B, and Ray Swearingen, president of Mercury. The list of masters includes several several singles quickly released. It also includes some of Bare's big hits, including "Come Sundown," "Sylvia's Mother," "Don't Tell Me How the Story Ends," and "That's How I Got to Memphis."

Other artists on the R&B label are George Kent, Rick Johnson, Ronnie Rogers, Roy Barnum and Billy Air.

Jack formerly associated with Island Records, is publishing a new venture. King feels this acquisition will bring the attention of the label to distributors and disk jockeys.

Five Hall of Famers In Haney Tour Package

- Continued from page 1

who had his differences with Haney.

The promoter said he regretted not having Monroe, the "father" of Bluegrass Music, because he considered him "one of the greatest musicians who ever lived."

He said Monroe turned down the hit because of a dispute over Bluegrass Music.

Nonetheless, the package is the first such ever put together, and as he said, represents all areas of country music from western to mountain to religious.

The first show will be at the Mid-South Coliseum in Memphis, Walker, a member of the "Opry" cast, who then led the cheering section for him.

Lewis had come to the show from London, where he has been making a tour for Mercury. The label greeted him with a gift room in the dressing room. Members of Lewis' family and his staff, including a cook, all were present.

Lewis said that, as a youngster, he was steeped in the music of Snow and others, and he paid tribute to them. He said that Snow were there for the performance.

Big Snowfall Deletes Opry Commercials

NASHVILLE—With a backlog of over 10,000 radio programs available for distribution, the Opry did not have to make an adjustment for anything but to fill the air with commercials, even though the show went on as scheduled.

WILLIAMS

DON WILLIAMS

WRITES FROM THE HEART

AND SINGS FROM THE SOUL

"THE SHELTER OF YOUR EYES"

(STERLING)

DON WILLIAMS

"THE SHELTER OF YOUR EYES"

(STERLING)
MARGIE WHO'S WATCHING THE BAY

EARL RICHARDS
exclusively on
ACE OF HEARTS RECORDS

FEBRUARY 3, 1973, BILLBOARD
KEEP ON TRUCKIN'!

Dave Dudley
Dudley's got it and it's the talk of the industry!

'KEEP ON TRUCKIN''

Mercury #73367

Dave Dudley's new smash single on Mercury
Written by: RONNIE ROGERS
Published by: NEWKEYS MUSIC, INC.

B/W
"IT WON'T HURT AS MUCH TOMORROW"
Written by: DAVE DUDLEY
Published by: SIX DAY MUSIC

Exclusive Booking
KEY TALENT, INC.
805 16th Ave. So.
Nashville, Tenn. 37203
(615) 242-2461

Exclusive Management
E. JIMMY KEY

exclusively on MERCURY RECORDS distributed by Phonogram Inc.
Continued from page 41

Eddie Kendricks has moved his office to the Colonial Village Apartment, ... A full length feature film about the John Sinclair Freedom Daily has been prepared for theatrical release, featuring appearances by Commander Cody and his Lost Planet Airmen, who went over so big at the convention here last October. ... Jim Feigenbaum has produced Ray Griffin’s newest release on Dot. Donna Fargo’s new album, to be issued in late February, is titled “My Second Album.” This is the most unusual title for some of the material...}

This book, which is being sold in ABC, one week before the other, is coming from Hickory. The label is getting stronger daily. ... Jubal Records has announced the signing of Harry Kemery, and his first release is out. It also announced the signing of Lisa Senge, but we reported that earlier.

Kathy Gregory reports that the great song of her late husband, Bobby Gregory, “Sunny Side of the Mountain,” is getting a new lease on life. It’s been done by Jimmy Martin on Decca and by two other artists, Julie Winters and Mac Wiseman. It’s with the ASCAP firm of American Music.

The Tommy Scott-Tim McCoy Country Music Circuit is planning tours to go under cameras in the latter part of this year. The first five months of the show have already been sold in a few months ago. This is Scott’s 39th season of entertaining, and Tommy Wynette, with George Jones, returns to her native Florence, Ala., in March for a benefit show intended to help rebuild a school that was destroyed by fire. A former rock singer Ray Smith returned to do a country version on Cimarron, produced by Lewis Willis and Joe Gibson. ... Dave Barton has moved to the Bob Neal agency. ... Pat Roberts will debut her new Dot releas...
COUNTRY MUSIC

MORE BUILDING FOR THE FUTURE

ALL TAPES AVAILABLE FROM GRT

THE PRODUCT!

NEW RELEASE
FERLIN HUSKEY
TRUE TRUE LOVIN'
ABCX-776

NEW RELEASE
BILLY 'CRASH' CRADDOCK
AFRAID I'LL WANT TO LOVE HER
ONE MORE TIME
ABCX-777

NEW RELEASE
LEFTY FRIZZELL
MARK OF TIME
ABCX-775

THE TEAM!
DON GANT, B. J. McELWEE, TOM McENTEE, DIANE PETTY, RON CHANCEY
ALL AT HOME IN NASHVILLE, TENN.

COME ON DOWN TO THE COUNTRY WITH
These are the albums that have been selected by the Album Cover Nominating Committees in the five chapters of the Record Academy (NARAS) as Finalists in the 15th annual Grammy Awards competition.

They are being reproduced as an industry service by Billboard, which urges NARAS members to vote carefully and conscientiously, and to make sure that their ballots are in the offices of the accounting firm of Haskins and Sells on or before the deadline of February 19th.
By JULIAN COLEMAN

Don Cornelius, host of the syndicated "Soul Train," has been signed by producer Bill Tennant for a featured role in Warner Bros.' "CloseUp." The Rev. Cornelius plays the MC of a nightclub owned by underworld boss Alonzo Farrago, a scene reminiscent of his TV shows. Cornelius introduces Brenda Sykes, who makes her singing debut in the film.

The Sybers, family group on Pride Records, were among the honored guests at the four-day Presidential inauguration in Washington D.C. They were invited at the special request of an Advisory Council of President Nixon's in-law. Breakouts: Smith Connection, "I've Been In Love," Joe Tex, "Dirty Mary," Paul Kelly, "Don't Burn Me," Roberta Flack, "Killing Me Softly With His Song," Bubba racially, "Give Me Your Love," Mark IV, "My Everything You Are," Diana Ross, "Good Morning Heartache," King Chanshia, "The Time," Patti LaBelle, "Soul Love," Scissors, "Tootie." New and action LPs:

**TIMMY THOMAS**, "Why Can't We Live Together," (Glades)

**AL GREEN**, "Green Is Blue," (Hi)

**LARA LEU**, "The Best Of," (Hot Wax) "The Best Of - Vol. 1," (Stax) R.B.

**DANCING TO YOUR MUSIC**

ARCHIE BELL & THE DRELLS (Gladys) Best New Album of the Week: "(AGED IN SOUL)"

100 Proof (Hot Wax)
Jukebox programming

Programming Conference Gains Nod; Defective, Lengthy 45's Rate Blas.

By EARL PAIGE

Continued from page 1

* the conference, to be sponsored by Billboard and patterned after the magazine's highly successful radio programming conferences.

Programmers are in every section of the U.S. were asked to rate 50 topics and answer 20 questions as well as to offer their own suggestions concerning the topics listed and supply other subjects to be discussed.

Over 39 percent rated as excellent the need for record manufacturers to adopt quality control standards; another 30 percent rated this topic good; 59 percent reported their proportion of defective records between 10 and 20 percent (of all records purchased). However, only 41 percent said the proportion was below 10 percent; only 5 percent said defective run over 20 percent. The magnitude of the defective headache is pointed out in the wide range of specific problems.

serious is the poor start and stop grooves, nest is warped records and faulty record selection.

Several problems with 45s were identified. LC points to such a subject for the first time. The identification of defects (of 60 percent, 41 percent, and 30 percent of the records purchased) in any single subject will require further investigation and understanding when a single is unavailing.

(Next, more survey results.)

Ore. Assn Backs MOA's Royalty Position

By KENNETH W. FITZGERALD

GLENDEBACH, Ore.- An inflationary boost in jukebox operating costs has to be absorbed by the operator because the public isn't about to be conditioned to pay a nickel for a nickel. The minute the coin required

per record play, members of the Oregon Amusement & Music Operators Association agreed at their annual convention at Salamander Lodge on the Oregon coast January 19-20, to take a position of Fred Granger, ex-

ecutive vice president of the Music Operators of America, who told delegates that "coast of living" increase above the $8 per jukebox royalty agreed upon in 1957 is no longer resisted by the industry (Billboard, Feb. 2).

The $8 blanket fee was agreed upon following several weeks of Copyright Revision Bill in the House of Representatives some six years ago. Granger told OAMOA convention delegates. The copy-

right law has not been revised since 1959, he explained, and the 1957 compromise was arrived at following years of agitation by the performing arts societies for allowance of an annual royalty charge per box. The bill has long

been introduced to the Senate Judiciary Sub-Committee has proposed that 26.6 percent increase over the original $8 proposal by institute to compensate for the inflation of recent years. Other proposed changes all vigorously opposed by the MOA. Granger explained, project, and added $1 recording arts royalty, a 50 percent registration fee, and a provision for periodic readjustment of royalty rates.

Mechanical Fee

Jukebox operators historically, he explained, were in favor of changing from convention delegates, have paid a mechanical fee of 2 cents per playing, but no per-

formance fee. Exemption from the performance fee, he noted, is based on the assumption that a player plays in selecting a record for his own entertainment. The exemption holds only in those instances in which an individual is not his own coin to activate the machine. Records played by an operator for the general entertainment of his customers would be required to pay the royalty for performing the service. The distinction between the two uses, Granger observed, has been a bone of contention between the MOA and the performing arts societies during a number of years. The latter charging that the operators convention delegates that the largest group buyer of records-

yet pay no so-called mechanical fee, rur-

pubicizing. The $8 fee was agreed upon ultimately as a solution to the controversy.

Granger charged that the proposed 26.6 percent increase in the $8 jukebox royalty would cost American companies an additional million dollars a year. Any sub-

stantial deviation from the original figure, he said, would seriously delay the compromise entered into in good faith.

The legislative effort of the

(Continued on page 50)

JUKEBOX MEETINGS

The fourth annual Jukebox Operators Meeting was held at the Peabody's, Inc., P.O. Box 163, Virginia Beach, Va. 23451, Phone (703) 428-2049.

The meeting was attended by over 32 people, representing jukebox operators from all over the country. The meeting was sponsored by Peabody's, Inc., and was held in conjunction with the Jukebox Operators Association convention.

Presentations were made by several industry leaders, including Fred Granger, executive vice president of the Music Operators of America, and Earl Paige, editor of Billboard.

The meeting concluded with a roundtable discussion on the future of the jukebox industry.

Coin Machine World

MORE ASN.

Bob Fallow of La Grande Amusement Co., La Grande, Ore., was named president of the Oregon Amusement & Music Operators Association at the 1973 Annual Beach meeting. Coverage of the meeting and Music Opera-

tions of America's 1973 Convention is scheduled for next month.

TEXAN. Owner Ruling

The Texas Supreme Court has ruled that a tavern owner may own as many as five record reproducing machines and play any record in a public place if no one other than the owner is paid to reproduce it.

The case involved a suit brought by the Texas Supreme Court, which ruled that a music publisher could not collect royalties from a tavern owner who played records in a bar.

The appeal court said that the state has no right to regulate local businesses to make reasonable regulatory requirements and terms of trade (such as natural rather than a tax). The owner's interests were protected by a legal advisory committee in the effort to prevent competition with the big ven-

All rights reserved. Copyright material.
How could anyone resist reaching for change? We gave you The Works. An irresistible jukebox for 1973. The 160 selection Rock-Ola 450 is all new on the outside. Red hot! With a new design breakthrough we call Animation™. The rear of the picture panel is a lenticular surface that makes the design shimmer in motion as you approach.
The 450 throbs at you. Beckons you to play. And it’s never been easier. Because this year we put every player convenience on the sightline program deck. A sightline view of the program. The 10-key numbers-in-line selection system. The Compute-A-Flash Record Now Playing indicator. And the coin slot. They’re all as close to hand as they’ll ever be. And underneath all the excitement. The same dependable Rock-Ola works you’ve come to know and respect. Swing out components.


The Works is where a player and his change change hands.
Jukebox Play Hike Obstacle

- Continued from page 48
MOA has been given substantial support by the grass-roots efforts of state associations. Granger pointed out. Publicity campaigns, petitions, and direct contact with legislators have paid off handsomely, he noted. Explaining the workings of the legislative process, the MOA executive vice-president emphasized the importance of being operated from various points of view by the grass-roots efforts of state associations. The association has a strong base in the state and is able to provide a strong voice for the state legislature. The goal is to ensure that the state's regulations are fair and reasonable.
Yule Sales in Brazil Hit Peak: Dealers

RIO DE JANEIRO—Christmas sales beat all records in Brazil, according to reports from retailers. One of the sales leaders was Philipo Phano, who was a joint manager of a joint venture with Casartelo and Costa Vello. The record was set in November, when two sophisticated Copacabana and Ipanema district dealers combined their efforts. Both companies appeal to the student section.

The Beatles recording rival Roberto Carlos' album by CBS is due this week. The album is now available in Britain and is expected to be released in the U.S. soon.

The Barone-Veloso show was set up by friends in the Castro Alves Theater in Salvador, Bahia, last November. Phillips tided the event. Producer Roberto Menescal heard it and ordered its release in June for Christmas.

CBS reported that Roberto Carlos' LP sold 604,000 copies before Christmas and that the record would set a million mark in Brazil. The record was released in Brazil record ever did before.

BMR Rate Increase Is Sought

Continued from page 1

Records exported from the U.K. to the Continent received an 8 percent rate increase effective in January. The additional charge, applied to all U.K. sales, is expected to be 250 percent per cent by the end of the year.

Sailor's name that of the BBC's regional network. Sailor's name was also used in the U.S. to describe events.

The current American mechanical royalty payment is $5 per record, regardless of the number of copies sold. The previous rate was $3 per record before the 10th Copyright Act.

Jim Phillips of KPM raised the question about a similar rate for the new audio visual medium. Philips also asked for a news room on this aspect.

Fairway

Chanson said he considered the only fair way was a per unit rate, whether it be per record or per visual. Although the medium was still very expensive, there was a limit to what the market could support. The rate would be per record and per visual.

The Fairway system was devised to enable the record companies to compete on a level playing field. Phillips' U.K. president, Mervyn Phillips, said there was no other principle for which the rate was set.

Without a doubt Bernard Chevrons' seventh MIDEM is proving to be most successful in terms of participation. The Congress (22) several major deals were in the pipeline. There are 42 countries represented with a record sales activity from the U.K. and U.S. countries.

There is the usual heavy contingent of American Lawyers and French agents who seem to turn up every year to see the music publishers to secure representation in the American market. A deal is also expected to be announced by a British publisher on the export. The Music Publishers Association published its report.

The usual MIDEM rumormakers have been at work, and high on the list was that New York Times was near to completing a deal with MGM boss, Kirk Kerkorian, for the purchase of the Almighty's 40 percent stake in the group. Although this was recently denied by the company, reliable sources insist that the deal is soon to be announced.

Another rumormaker is John Lennon, George Harrison, and Ringo Starr. Beatles-tour statements regarding their future involvement with Allan Klein.

Warrner Brothers Music has formed a joint business company with Don Kirshner. It is expected to be announced by Warrner Brothers president, Ed Silvers with Kirshner. The new company will be a joint venture with Herb Modis. The Kirshner catalog will be handled by a joint venture with ATV, which ended Dec. 31. Additionally, the catalog will be handled by the new company in France. At MIDEM Silvers says that the new company will be a joint venture with a British company to handle the Beatles catalog.

New Fusion of Rock, Classical

TORONTO—Canada continues to occupy a position in the global fusion of rock and classical music forms.

Last year's contribution was the importance of the album "Poem" by Canadian band JALAC.

The latest venture is a collaboration between the Sydney Symphony Orchestra and the popular four-piece Canadian-based band JALAC.

The two forces will combine on two projects, both announced by JALAC. The first project is a "Canterbury Tales" concert at the Sydney Opera House in May. The second project is a "Canterbury Tales" concert at the Sydney Opera House in June.

Image & Sound Music Winner

RIO DE JANEIRO—Derivat Camayo, interpreter-composer and the author of "Image & Sound Popular," has won the JALAC award for the year. Camayo received the award for his composition "Image & Sound Popular," which celebrates the fusion of rock and classical music.

His Odeon LP revived a number of his compositions from the Brazilian popular music such as "Hipster," an ode to a hipster. Camayo's LP "Image & Sound Popular" has been praised for its innovative and captivating fusion of rock and classical elements.

Camayo is an accomplished composer and performer who has been active in the Brazilian music scene for many years. He received the award for his contributions to the fusion genre and for his unique style of blending traditional and contemporary musical styles.

The award ceremony was held in Rio de Janeiro, and Camayo was presented with a trophy and a cash prize. The event was attended by various music industry professionals and enthusiasts, who came together to celebrate the achievements of the fusion genre.

Kinney Group, Rio Tie '74

RIO DE JANEIRO—A spoke- man for Greats of Greats Electrical S.A., makers of Continental records, said that the Kinney Group and his company have signed an agreement with the Kinney Group and his company to tie up with any sale of the company.

The Kinney Group has successfully distributed some 50 records for the Kinney Group over the past half-decade. The agreement covers the Arpico, Repreco, Electra and Warner labels, he said.

EMI, Sony Deal on New Releases

Helsinki—EMI and Sony have signed a new deal to sell their respective music labels in the Finnish music market. The deal will see EMI and Sony sell their entire music catalog to the Finnish label, which will be known as EMI-Sony Finland. The deal is expected to be finalized in the coming months.

The deal will bring together two of the leading music labels in Finland, EMI and Sony. EMI is one of the world's largest music labels, with a global presence in over 100 countries. Sony Music is one of the biggest music companies in the world, with a presence in over 100 countries.

The deal is expected to benefit both companies, as they will be able to focus on their core business and expand their presence in the Finnish market.

The deal is also expected to benefit the Finnish music industry, as it will bring together two of the leading labels in the country. The deal is expected to create new opportunities for artists and fans alike.
Gaff Launches Label; Hutch as Top Manager

LONDON — A new company and label, GM Records, is being launched here with Brian Hutch, formerly Warner label co-ordinating, as its managing director. Mr. Hutch, who is the brother of Mick Jagger, and Stu Sutro.

Negotiations are being conducted with Phonogram to manufacture and distribute the label in the United States and Europe, but if negotiations fail, GM Records will be launched in the United States in the fall. A small press release will be released on the label by name of Susan Montagu, who also has an office in a State of Siege, which is a new recording by Theodorakis.

GM, also of Greek origin, said the label "Z" and "Theodorakis" label will be started by Susan Montagu, who also has an office in a State of Siege, which is a new recording by Theodorakis.

The music is performed by the Latin American group Los Calachis, who have been with Arion Records. The label has been formed about revolution in South America.

WCRMA Holds 1st Meet; Elects Officers, Set Aims

EDMONTON — The first official meeting of newly-formed Western Canadian Recorded Music Association was held here recently. The purpose of the meeting was to elect officers and to determine directions.

The meeting was attended by representatives of the Western Canadian Recorded Music Association, represented by the meeting's host, Goodnight, CAPA's, Dr. John Matejcek and other representatives.

Immediate projects include record for the western Canadian talent committee, to develop the western Canadian music industry, to develop the western Canadian talent committee, and to develop the western Canadian talent committee. The meeting was attended by representatives of the Western Canadian Recorded Music Association, represented by the meeting's host, Goodnight, CAPA's, Dr. John Matejcek and other representatives.

Rossi Set on Path-Marconi

PARIS—Pathe-Marconi has released a special boxed set of Rossini's "Ursus in Hermit", and "Songs of Tino Rossini"—to mark 50 years of Rossini's success in the record business.

Another long-established Path-Marconi label is the "Songs of Tino Rossini"—to mark 50 years of Rossini's success in the record business.

Rossini is also celebrating his 50th anniversary with a special boxed set of Rossini's "Ursus in Hermit", and "Songs of Tino Rossini"—to mark 50 years of Rossini's success in the record business.

Can Base-in Push on Indian

TORONTO—Canada Records has announced the release of the new album of Indian music, "The Music of India". The album is scheduled to be released at the beginning of the year and will feature various groups of artists.

Brazilian Industry Sees Record-Breaking Year

RIO DE JANEIRO—The Brazilian record industry has set a new record, with the sale of over 1 million records in a single month. The industry has been growing steadily in recent years, and this year alone has seen a significant increase in sales. The increase is largely due to the growing popularity of Brazilian music both at home and abroad.

The Brazilian music industry has been growing steadily in recent years, and this year alone has seen a significant increase in sales. The increase is largely due to the growing popularity of Brazilian music both at home and abroad.

The 25 percent increase in the record industry's sales is the highest in the past 15 years. The Brazilian music industry has been growing steadily in recent years, and this year alone has seen a significant increase in sales. The increase is largely due to the growing popularity of Brazilian music both at home and abroad.

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From the Music Capitals of the World

ARION, CBS TRACK ALBUM

PARIS—The French company Arion and CBS are to jointly release a soundtrack of the latest Constantia Costa Gryvaa film "A State of Siege" with material by Theodorakis.

Gryvaa, also of Greek origin, shot the film "Z" and "Theodorakis" label will be started by Susan Montagu, who also has an office in a State of Siege, which is a new recording by Theodorakis.

The music is performed by the Latin American group Los Calachis, who have been with Arion Records. The label has been formed about revolution in South America.

The Co.V, Japan has been invited to sign a contract to distribute the music industry's first CD-4 compatible discrete quadraphonic system to the WEA group. The name of the label's warehouse is known by Warner Communications Corp.

Japan's favorite feature-film featuring WEA artists and repertoire is scheduled for reissue, "Makoto" and "Songs of Tino Rossini"—to mark 50 years of Rossini's success in the record business.

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EMI Label Launch Spurs Logo Plan

LONDON --- EMI's gradual phasing-out of four of its domestic labels begins with the launch of the EMI label, which bowed last week with the release of two singles, "Music to My Ears" by the Real Thing and "I Think I'm Losing You" by Jules Freeman.

The EMI logo will be used worldwide and will replace the Columbia, Epic, Camden, 20th Century and Stateside labels. However, the new label will not be affected.

EMI will transfer acts as the need arises --- Cliff Richard, for instance, will switch from Columbia with the release of his next single which will be this year's U.K. entry for the Eurovision Song Contest. Record producer Norman Smith, who has scored two hits as Hurricane Smith on Columbia will also make the move to the EMI label.

The first major act to be released on the new label will be Blue Mink, whose records have been issued via EMI's D getchon label. They will debut on Feb. 7 with "By the Devil I Was Tempted," and Jimmy Cliff is also readying ma- terial for release on EMI.

First album release in February will be the London cast album of the Anthony Newley-Leslie Bricusse musical "Good Old Days," produced by Walter Kirby.

Future singles releases will include "What's My Name" by McEntire, a group which includes staff producer Ian McEntire, EMI's manager, and "You're My Best Friend," a song which is a duet written by heavyweight champ Joe Frazier, assisted by John Pogo.

CANNES --- The International Pilgrims Group, which embraces Sophronia (France), Fomiori (Belgium), Dheco (Holland) and a number of other music industry companies worldwide has set up a foundation for the promotion of a special sub-sidies can founding the Musix Military Group, Assiciates, based in Brussels.

The CMA will be principally involved in securing wide and ef- ficient distribution of music catalogs in the Common Market countries. Headed by publisher Peter Platt, the CMA will also embrace Brain Trust Music, the Belgian artistic management and booking agency which de Vries has headed for many years.

The new IFP affiliate will speci- fically cater to Belgium and the Common Market, and in addition will promote and distribute will also offer a current pressing service, new ventures.

The CMA will also initiate its own product and copyrights.

Greek Act At MIDEM

ATHENS --- Greece was repre- sented for the first time by the recent MIDEM gala in Cannes with an appearance by top Greek singer Marcella (Phonogram). The artist, whose records are frequently seen in the charts here, sang two songs at the festival, which had been especially composed for her by Stavros Katsaros.

Among Greek record industry personalities attending MIDEM in Cannes were Nikos Anagnostakis, manager of Harmonia, Maria Gourgiotis, manager of the Grecophone publishing firm, composer Tannos Stavrides, who is signed to EMI and manager of Pan- gous, the lead director of the Greek record companies, T.G. Philopedis, general manager, and Stavros Katsaros.

Also attending the festival was Konstantinos Papadopoulos, president of the National Fair of Thessaloniki, which organizes the annual Greek Song Festival.

Jazz Oscar To Escalator

PARIS --- The three-album set "Escalator Over the Hill" (Korda) has won the Jazz Oscar at the 1973 presentation of the French Jazz Awards (Gongs) in Paris. The event was attended by honorary president Georges Auric and Irealent Sidens Groop.

The awards --- Django Reinhardt Prize, Alain Cunha (Paris); Sidney Bechet Prize: Alain Munder (saxophone); Lucien Pipe: Ed- dime Bernard (piano); Mahalia Jackson Prize: "Aaron's Groove" by Aretha Franklin, Big Bill Broonzy Prize: "Ron Tim Roden" by Clif- ton Cherney (Accordion). This Red- ding Prize: "What's Going On" by Mike Davis (Tenor Sax), Fats Waller Prize: Jimmie Lunte- ford (Gong), Von Donahue and Kafka (Gong).

Trident Number One Naturally

RIO DE JANEIRO --- Albin de Oliveira, who sang with Bra- zil's old Bande de Lago group in accompanying the latest ca- minho, Miranda, plans to produce a film of the life of the late Brazilian artist.

The charts tell the story

Billboard has the charts

FEBRUARY 3, 1973, BILLBOARD
BELGIUM-FLEMISH
(Courtesy of Hang's)

Sweet Singles

This Week

24. "My Dearest Friend" (Philips)
25. "Take Me Home, Country Roads" (CBS, EMI)
26. "I Can't Help Myself" (CBS, EMI)
27. "Hey Jude" (CBS, EMI)
28. "Let It Be" (CBS, EMI)
29. "Yesterday" (CBS, EMI)
30. "Help!" (CBS, EMI)
31. "A Hard Day's Night" (CBS, EMI)
32. "Can't Buy Me Love" (CBS, EMI)
33. "Ticket To Ride" (CBS, EMI)
34. "Yesterday" (CBS, EMI)
35. "Help!" (CBS, EMI)
36. "A Hard Day's Night" (CBS, EMI)
37. "Can't Buy Me Love" (CBS, EMI)
38. "Ticket To Ride" (CBS, EMI)
39. "Yesterday" (CBS, EMI)
40. "Help!" (CBS, EMI)

This Week

1. "My Dearest Friend" (Philips)
2. "Take Me Home, Country Roads" (CBS, EMI)
3. "I Can't Help Myself" (CBS, EMI)
4. "Hey Jude" (CBS, EMI)
5. "Let It Be" (CBS, EMI)
6. "Help!" (CBS, EMI)
7. "A Hard Day's Night" (CBS, EMI)
8. "Can't Buy Me Love" (CBS, EMI)
9. "Ticket To Ride" (CBS, EMI)
10. "Yesterday" (CBS, EMI)

MEXICO
(Courtesy of Radio Mil)

This Week

1. "Mi Banda" (Radio Mil)
2. "Amor" (Radio Mil)
3. "Soy Tu" (Radio Mil)
4. "Corazón" (Radio Mil)
5. "Quiero Ser Tu" (Radio Mil)
6. "Te Quiero" (Radio Mil)
7. "Eres Mi" (Radio Mil)
8. "Te Amo" (Radio Mil)
9. "Nos Deseamos" (Radio Mil)
10. "Somos" (Radio Mil)

SINGAPORE
(Courtesy of Radio Ten, Singapore)

This Week

1. "I Love You" (CBS, EMI)
2. "Love" (CBS, EMI)
3. "Heart and Soul" (CBS, EMI)
4. "Can't Help Myself" (CBS, EMI)
5. "Hey Jude" (CBS, EMI)
6. "Let It Be" (CBS, EMI)
7. "Help!" (CBS, EMI)
8. "A Hard Day's Night" (CBS, EMI)
9. "Can't Buy Me Love" (CBS, EMI)
10. "Ticket To Ride" (CBS, EMI)

FINLAND
(Courtesy of Radio Helsinki, Finland)

This Week

1. "Take Me Home, Country Roads" (CBS, EMI)
2. "I Can't Help Myself" (CBS, EMI)
3. "Hey Jude" (CBS, EMI)
4. "Let It Be" (CBS, EMI)
5. "Help!" (CBS, EMI)
7. "Can't Buy Me Love" (CBS, EMI)
8. "Ticket To Ride" (CBS, EMI)
9. "Yesterday" (CBS, EMI)
10. "Help!" (CBS, EMI)

HONG KONG
(Courtesy of Radio Hong Kong)

This Week

1. "My Dearest Friend" (Philips)
2. "Take Me Home, Country Roads" (CBS, EMI)
3. "I Can't Help Myself" (CBS, EMI)
4. "Hey Jude" (CBS, EMI)
5. "Let It Be" (CBS, EMI)
6. "Help!" (CBS, EMI)
7. "A Hard Day's Night" (CBS, EMI)
8. "Can't Buy Me Love" (CBS, EMI)
9. "Ticket To Ride" (CBS, EMI)
10. "Yesterday" (CBS, EMI)

CANNES

As a version at the Whisky a Go Go, Charles Trenet presented gold discs to CBS-France music masters Marcel Camus, Carvallo, Blond, Brant, Joubert, Summa, Blasi, Michel Fugain, Gerard Lepove, Gilbert Montagnon, Alain Pompe, and Gualtiero Natali. The French delegation announced that the 16th International Pop Festival will be held from August 21 to 25 and will feature heavy emphasis on the latter half of the entertainment world. To mark its 50th year, the French record industry federation presented a special charity gala in the Four Seasons Variety Club at the Cannes Casino. The proceeds of the gala were donated to the Prince Rainier, Princess Grace, and Lord Mountbatten. The Prince was awarded the Pathé-Met-Semi-Meridian trophy to Tino Ross to mark the 40th year of his work as a music manager. The Canadian company Loire Pro-Productions took gold disks to Hispano for sales of two Waldo de Los Rios LPs.

From the Music Capitals of the World

Continued from page 32

follow-up to "The Men Behind the Mic," 150,000 copies sold last year, is "Sing Irishmen King."Also new are Sing-Irishmen singer Glen Martineau who has covered the Frank Mills hits, "Sing Irishmen King," "Signed" and "Love Me." The Lyric People's first single on the Play label combines a version of the song "Let's Dance," with "The First Time Ever I Saw Your Face." KEN STEWART

PATHÉ MERGES TWO DEPARTMENTS

PARIS—The marketing and sales departments of Pathé-Marconi have merged to form a new commercial department headed by Denis Colin, who was recently director of sales, and Michel P. Bonnet.
NEW YORK—The club El Cheatal will be the scene of the Joe Gainer Express Show Sunday (4). The show, scheduled to start at 3 p.m. and running 12 hours, will be the fifth anniversary show of the WEDV radio personality featured on the program "Detro Puerto Rico". Joe Gainer, as he is known on the station, tells us that Tico is prepared to go out with a deluxe package of Tito Puente and his concert orchestra. WLMN also has been informed that Tito has in his hands a special LP package of retired radio personality’s Symphony’s last broadcast. In touch with some Latin music newsmakers and color to Columbia, N.Y.

JIM MELANSON

MIAMI

Bob Beasley, Columbia Records’ Latin music man, has been having a busy week. The producer, who ministers to the needs of the Latin music scene single-handedly, has been busy with his production crew, but he always has time for a chat. We last spoke with Bob a week ago, and he promised us an update on his activities. This week, he’s been busy with some new projects, but he’s also taken time to catch up with some old friends. He’s been spending a lot of time with his new friend, the legendary Tito Puente. Puente is currently recording a new album for Columbia, and Bob is determined to make it a success. In addition, Bob has been working on a new album for the fast-rising salsa star, La Voz. La Voz has been getting a lot of attention lately, and Bob is confident that she will be a great success. In the meantime, Bob is working on a new project with the legendary Joe Cuba. Joe Cuba has been a major figure in the Latin music scene for many years, and Bob is excited to be working with him on this new album. Overall, Bob is looking forward to a busy and successful year, and he is determined to make it a memorable one for Columbia Records.

NEW YORK—The Figueras Brothers String Quartet has been in residence at the St. Francis Hotel, where they have left the island for a European tour. Their itinerary includes stops in Paris, London, and Rome. While in London, the brothers Raoul, Jose, and Jesus, violinists, Guadalupe, viola, Rafael, cello, and Narciso, piano, will perform with the BBC Philharmonic Orchestra. The group will also perform in Europe, including the French television show "Le Grand Concert" on the R.T.F. Puerto Rico Institute of Culture.... Paul Rizzi, away from his job as a public relations director for the Puerto Rico Tourism Department, has a hobby of playing the violin and the guitar. The "hobby" has also made him a successful record producer in the R.E.M. Disco Maestro label. The records feature Spanish and English self-instruction booklets. Every year there is a top-selling Christmas music album in Latin music. This year, however, the name of the composer, the concept of the album, and the LP's interest to the Puerto Rico Institute of Culture are the most important factors. The album, "El Navidad," is being released by the boys of the group. The album, "El Navidad," is being released by the boys of the group.

MIAMI

We were happy to learn that the Miami-based label, "The Latin Sound," has signed a major new artist, "El Bajo." The label, founded by the late Joe Cuba, has been known for its innovative approach to Latin music, and "El Bajo" is no exception. "El Bajo" is a talented singer and songwriter, and his music is sure to please fans of all ages. We spoke with "El Bajo" recently, and he told us about his new album, "En Vivo," which is due out later this year. "En Vivo" is a collection of "El Bajo"'s best work, and it is sure to be a hit. We are looking forward to hearing more from "El Bajo," and we are confident that he will continue to bring great music to the Latin music scene.

NEW YORK—The time has come for the folks at Latin Music Magazine to launch a new promotion. The promotion is called "Design, Packaging, and Promotion," and it is aimed at helping Latin music artists to get their music out to a wider audience. The promotion will feature a contest for the best packaging design for a Latin music album. The contest is open to all Latin music artists, and entries will be judged by a panel of experts. The winner of the contest will receive a cash prize, as well as a promotion package that will help them get their music out to a wider audience. We encourage all Latin music artists to enter the contest, and we are confident that it will be a huge success.

MFRS. URGE USING DESIGN, PACKAGING IN PROMOTION

NEW YORK—Two of the most successful Latin music artists in the business, "The Latin Sound" and "El Bajo," have announced that they will be joining forces to promote their new albums. The promotion, called "Duo Latino," is aimed at helping Latin music artists to get their music out to a wider audience. The promotion will feature a contest for the best design and packaging for a Latin music album. The contest is open to all Latin music artists, and entries will be judged by a panel of experts. The winner of the contest will receive a cash prize, as well as a promotion package that will help them get their music out to a wider audience. We encourage all Latin music artists to enter the contest, and we are confident that it will be a huge success.

TIGHT MONEY

Continued from page 1

LaPalma Horns' concert for profits and be acknowledge the label as a modern studio, especially one that is investing in the latest technology. The label, which is based in Los Angeles, is one of the few remaining independent labels that is still producing high-quality Latin music. We are confident that the label will continue to be successful, and we look forward to hearing more from them in the future.
**Billboard Album Reviews**

**February 3, 1973**

**Elton John** — *Goodbye Yellow Brick Road*

Elton John's latest album is a major disappointment. The songs lack the enthusiasm and flair that made his previous albums successful. Many of the tracks are weak and lack melody. The production is also lacking, with a dull and muddy sound. Overall, this album fails to live up to John's previous work.

**Traffic** — *All the Best is Yet to Come*

Traffic has produced another excellent album that is full of soulful and introspective tracks. The band's signature blend of blues and R&B influences is evident throughout, with memorable songs like "Shunk Upon a Hundred" and "Lone Wolf." The production is top-notch, with a clear and polished sound that highlights the band's talents.

**Amazing Blondes** — *London Calling*

This album is a must-listen for fans of reggae and punk rock. The Blondes' version of "London Calling" is a faithful recreation of the band's original, with a raw and powerful sound. The other tracks are equally impressive, with catchy hooks and well-written songs. The production is crisp and clear, with a great balance between the instruments.

**Jody & Tina Turner** — *Let Love Touch Your Mind*

Jody & Tina Turner's latest album is a soulful and gospel-influenced collection of songs. The production is solid, with a warm and inviting sound. The vocals are powerful and emotional, with a strong message of love and compassion.

**John Mayall** — *Down the Line*

Mayall's latest album is a return to form, with a mix of blues, rock, and soul. The production is excellent, with a clear and polished sound that highlights the band's talents. The vocals are strong and soulful, with a raw and authentic feel.

**Carmen Bernstein** — *New York Philharmonic*

Carmen Bernstein's latest album is a glowing tribute to the great composer. The production is top-notch, with a clear and polished sound that highlights Bernstein's works. The orchestration is powerful and emotional, with a strong and powerful sound.

**Roger Waters** — *The Wall*

Waters' latest album is a powerful and thought-provoking concept piece. The production is excellent, with a clear and polished sound that highlights the band's talents. The vocals are strong and powerful, with a raw and authentic feel.

**Alison Linn** — *Dream Girl*

Linn's latest album is a soulful and gospel-influenced collection of songs. The production is solid, with a warm and inviting sound. The vocals are powerful and emotional, with a strong message of love and compassion.

**Donny Osmond** — *Magic Moments*

Osmond's latest album is a collection of pop and rock hits from the 1960s. The production is excellent, with a clear and polished sound that highlights the band's talents. The vocals are strong and powerful, with a raw and authentic feel.

**Sonny James** — *Country Hits of 1972*

James' latest album is a collection of pop and rock hits from the 1960s. The production is excellent, with a clear and polished sound that highlights the band's talents. The vocals are strong and powerful, with a raw and authentic feel.

**Ralph McTell** — *Standard Time*

McTell's latest album is a collection of pop and rock hits from the 1960s. The production is excellent, with a clear and polished sound that highlights the band's talents. The vocals are strong and powerful, with a raw and authentic feel.

**Sonny James** — *Country Hits of 1972*

James' latest album is a collection of pop and rock hits from the 1960s. The production is excellent, with a clear and polished sound that highlights the band's talents. The vocals are strong and powerful, with a raw and authentic feel.

**Carmen Bernstein** — *New York Philharmonic*

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**Boz Scaggs** — *Sure Enough I'm Blue*

Scaggs' latest album is a collection of pop and rock hits from the 1960s. The production is excellent, with a clear and polished sound that highlights the band's talents. The vocals are strong and powerful, with a raw and authentic feel.

**Denny James** — *Satan's Got a New Dress*

James' latest album is a collection of pop and rock hits from the 1960s. The production is excellent, with a clear and polished sound that highlights the band's talents. The vocals are strong and powerful, with a raw and authentic feel.

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...
"DON'T SHOOT ME"
I'M ONLY THE PIANO PLAYER
STARRING
ELTON
JOHN


MCA RECORDS
MCA-2100
MCAT-1100 8-Track
MCAC-2100 Cassette
Breaking Disks

The Moody Blues have a great faculty for changing environments and coming up with hits. Witness their recent hit with the large symphonic sound, "Knights In White Satin" and now witness their national breakthrough with "I'm Just a Singer in a Rock and Roll Band"-a tighter, hard-driving ensemble record. They picked it as a pop hit last week and it breaks on our singles chart in the 5th position with a star. The cut is from their new London LP "The Magnificent Seven" and receiving strong airplay at: WXY-MI Cleveland; WQX-WI Milwaukee; WMJX-PA Providence; KXPF-AM South St. Louis; WACR-AM Baltimore; KRXU-AM Phoenix and WPON-AM Chicago.

Still to be heard are radio stations in New York, Los Angeles and Chicago. The strongest sales markets are Chicago, Cleveland, St. Louis and Milwaukee.

On a regional level, a salt soundground, the Skybusters on Capitol have begun a buzz in Detroit where their new record of "Wild Flower" has broken out, thanks to airplay on CKLW-AM and WJIL-AM, the sound for the area. What's interesting is the soft sound of this record breaking through a market normally known for launching strong soul and dancing records. Happy days!

Hot Chart Action

War is a dynamic act in person and its single of World is a Gleat on UA continues its quest toward the top, moving into the eighth slot from number 14. KROQ-AM Los Angeles; KYA-AM San Francisco.

Melanie-Bitter Bad (2:30)

Producer: Billy Preston

Melanie, a soft rock rhythm and blues group, is currently charting their second top 10 hit with "Bitter Bad." The group's sound has been compared to a mixture of R&B and soul, and this song is no exception. The melody is catchy, and the lyrics are relatable, making it a hit among listeners.

The Hollies-Woman Touch (3:17)

Producer: Hollies

The Hollies' latest chart entry, "Woman Touch," is a soft rock ballad that features the group's signature harmonies. The track is a pleasant listen with a gentle rhythm and soothing vocals.

A. F. B-Mississippi Moon (2:50)

Producer: A. F. B

"Mississippi Moon" is a soft rock ballad that captures the essence of the Mississippi region. The lyrics and melody are soothing, making it a popular choice among radio listeners.

B. F. B.-The Sound of Silence (3:30)

Producer: B. F. B

"The Sound of Silence" is a soft rock ballad that is evocative and emotional. The song's message is powerful, and it resonates with listeners.

C. F. B.-Yellow Summer (2:30)

Producer: C. F. B

"Yellow Summer" is a soft rock ballad that is both catchy and relatable. The lyrics touch on the themes of love and happiness, making it a popular choice among listeners.

D. F. B.-The Last of the Mohicans (2:50)

Producer: D. F. B

"The Last of the Mohicans" is a soft rock ballad that pays tribute to the legendary Native American tribe. The song's message is powerful, and it resonates with listeners.

E. F. B.-The Soul of a Man (3:20)

Producer: E. F. B

"The Soul of a Man" is a soft rock ballad that is both catchy and relatable. The lyrics touch on the themes of love and happiness, making it a popular choice among listeners.

F. F. B.-The Sound of Silence (3:30)

Producer: F. F. B

"The Sound of Silence" is a soft rock ballad that is evocative and emotional. The song's message is powerful, and it resonates with listeners.

G. F. B.-The Sound of Silence (3:30)

Producer: G. F. B

"The Sound of Silence" is a soft rock ballad that is evocative and emotional. The song's message is powerful, and it resonates with listeners.

H. F. B.-The Sound of Silence (3:30)

Producer: H. F. B

"The Sound of Silence" is a soft rock ballad that is evocative and emotional. The song's message is powerful, and it resonates with listeners.

The Love Affair-No Name (3:00)

Producer: The Love Affair

"No Name" is a soft rock ballad that is both catchy and relatable. The lyrics touch on the themes of love and happiness, making it a popular choice among listeners.

The Monkees-A Girl (I Used to Know) (2:30)

Producer: The Monkees

"A Girl (I Used to Know)" is a soft rock ballad that is both catchy and relatable. The lyrics touch on the themes of love and happiness, making it a popular choice among listeners.

The Byrds-Sweetheart of Mine (2:50)

Producer: The Byrds

"Sweetheart of Mine" is a soft rock ballad that is both catchy and relatable. The lyrics touch on the themes of love and happiness, making it a popular choice among listeners.

The Doors-Highway (2:30)

Producer: The Doors

"Highway" is a soft rock ballad that is both catchy and relatable. The lyrics touch on the themes of love and happiness, making it a popular choice among listeners.
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label/Number</th>
<th>Chart Position</th>
</tr>
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<tr>
<td>Rock Me</td>
<td>ZZ Top</td>
<td>MCA 2086</td>
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<td>Keep on Truckin'</td>
<td>James Brown</td>
<td>MCA 2086</td>
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<td>Can't Nobody Love Me</td>
<td>Stevie Wonder</td>
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<td>Marvin Gaye</td>
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<tr>
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<td>James Brown</td>
<td>MCA 2086</td>
<td>30</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio airplay as of February 3, 1973.
“Let us therefore follow after the things which make for peace.”

Romans, XIV, 19

“The Battle Is Over”
A song of Peace by
The John Wagner Coalition.

Now, On Rare Earth Records
Single: “RS 6051”
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<td>BOBBY HULL</td>
<td>So Long, Baby</td>
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<td>Hey, Little Boy</td>
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<td>Baby It's Cold Outside</td>
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<td>FRANK SINATRA</td>
<td>When Thestrals Are Near</td>
<td>Capitol 26-6667</td>
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<td>JAY LORN</td>
<td>Take No Prisoners</td>
<td>Capitol 26-6660</td>
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<td>THE CARS</td>
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<td>Old MacDonald Had A Farm (Ringmaster, The)</td>
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<td>My Generation</td>
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<td>One Night Stand</td>
<td>Chess 32-2010</td>
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<td>Heartaches By The Number</td>
<td>Chess 32-2011</td>
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<td>65</td>
<td>MAVIS STAPLES</td>
<td>Turnaround</td>
<td>Chess 32-2012</td>
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<td>MAVIS STAPLES</td>
<td>I'll Take You There</td>
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<td>Sweet Home Chicago</td>
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Bobby Womack
The Complete Artist

TOUR (with Santana)

Tues., Jan. 30 . . . . . . . SAN DIEGO, CALIF . . . . . . . Sports Arena
Thurs., Jan. 31 . . . . . PHOENIX, ARIZ . . . . . . . Civic Center
Fri., Feb. 2 . . . . . . . SALT LAKE CITY, UTAH . . . Salt Palace
Sat., Feb. 3 . . . . . . . DENVER, COL . . . . . . . Coliseum
Tues., Feb. 6 . . . . . . . WITCHITA, KAN . . . . . . . Henry Levit Arena
Wed., Feb. 7 . . . . . . . LINCOLN, NEB . . . . . . . Municipal Auditorium
Thurs., Feb. 8 . . . . . . . MADISON, WIS . . . . . . . Exposition Center
Fri., Feb. 9 . . . . . . . NOTRE DAME, IND . . . . . . . Univ. Convocation Center
Sat., Feb. 10 . . . . . . . DEKALB, ILL . . . . . . . N. Ill. Univ. Field House
Sun., Feb. 11 . . . . . . . KANSAS CITY, MO . . . . . . Municipal Auditorium
Thurs., Feb. 15 . . . . . . . KENT STATE, OHIO . . . Univ. Memorial Gymnasium
Fri., Feb. 16 . . . . . . . CHICAGO, ILL . . . . . . . International Amphitheatre
Sat., Feb. 17 . . . . . . . COLUMBUS, OHIO . . . . . . Ohio State U./St. John's Arena
Mon., Feb. 19 . . . . . . . DETROIT, MICH . . . . . . . Cobo Arena
Tues., Feb. 20 . . . . . . . TORONTO, ONTARIO . . . Maple Leaf Gardens
Wed., Feb. 21 . . . . . . . MONTREAL, QUEBEC . . . The Forum
Thurs., Feb. 22 . . . . . . . ROCHESTER, N.Y . . . . . . . Memorial Auditorium
Sat., Feb. 24 . . . . . . . WATERBURY, CONN . . . Waterbury Palace Theatre
Sun., Feb. 25 . . . . . . . BALTIMORE, MD . . . . . . . Civic Center
Mon., Feb. 26 . . . . . . . PHILADELPHIA, PA . . . . . The Spectrum
Tues., Feb. 27 . . . . . . . SPRINGFIELD, ILL . . . . . . Springfield Arena
Mon., March 5 . . . . . . . GREENSBORO, N.C . . . . . Coliseum
Tues., March 6 . . . . . . . KNOXVILLE, TENN . . . . . . Coliseum
Wed., March 7 . . . . . . . CHARLOTTE, N.C . . . . . . . Coliseum
Thurs., March 8 . . . . . . . COLUMBIA, S.C . . . . . . . Univ. of S.C. Coliseum
Fri., March 9 . . . . . . . HAMPTON KIDS., VA . . . . . . Coliseum
Sat., March 10 . . . . . . . RICHMOND, VA . . . . . . . Coliseum
Sun., March 11 . . . . . . . ATLANTA, GA . . . . . . . The Omni
Thurs., March 15 . . . . . LOUISVILLE, KY . . . . . . Convention Center
Fri., March 16 . . . . . . . FT. WAYNE, IND . . . . . . . Memorial Coliseum
Sat., March 17 . . . . . . . TOLEDO, OHIO . . . . . . . Sports Arena
Mon., March 19 . . . . . . . MINNEAPOLIS, MINN . . . Sports Center
Wed., March 21 . . . . . . . MEMPHIS, TENN . . . . . . . Mid South Coliseum
Fri., March 23 . . . . . . . MIAMI, FLA . . . . . . . Convention Hall North
Sat., March 24 . . . . . . . TAMPA, FLA . . . . . . . Tampa Stadium
Sun., March 25 . . . . . . . MACON, GA . . . . . . . Coliseum
Mon., March 26 . . . . . . . JACKSON, MISS . . . . . . State Fair Coliseum
Tues., March 27 . . . . . . . LITTLE ROCK, ARK . . . . . Barton Arena
Wed., March 28 . . . . . . . SHREVEPORT, LA . . . . . Hirsch Memorial Auditorium
Fri., March 30 . . . . . . . TUSCALOOSA, ALA . . . . . . Convention Hall
Sat., March 31 . . . . . . . AUBURN, ALA . . . . . . . Memorial Coliseum

RECENT HIT SINGLES
Harry Hippie — BB #33 2/3 CB #28 2/3 RW #28 2/3
Sweet Caroline
Woman's Gotta Have It
That's The Way I Feel About 'Cha

RECENT HIT ALBUMS
Across 110th Street
Understanding
Communication

TELEVISION APPEARANCES (Scheduled)
MIKE DOUGLAS SHOW
MIDNIGHT SPECIAL
DON STEELE
BLACK OMNIBUS

Available on United Artists Records & Tapes

Copyrighted material
<table>
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<tr>
<th>Week</th>
<th>Title, Label, Number (Dist. Label)</th>
<th>Artist</th>
<th>Arranged By</th>
<th>Songwriter(s)</th>
<th>Notes</th>
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<td>A Thousand Miles</td>
<td>Tracy Chapman</td>
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<td>Make the World Go Away</td>
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<td>Ray Charles</td>
<td>Charles L. Thomas</td>
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<td>One More Time</td>
<td>Bee Gees, Kapp T 565</td>
<td>Barry Gibb, Robin Gibb, Maurice Gibb</td>
<td>Barry Gibb, Robin Gibb, Maurice Gibb</td>
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<td>Hold On, I'm Comin'</td>
<td>William Bell, Stax Vee M 208</td>
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<td>Bill Withers</td>
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<td>I'll Take You There</td>
<td>Staple Singers, King 5216</td>
<td>Robert Capers</td>
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<td>Respect</td>
<td>Aretha Franklin</td>
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<td>9</td>
<td>(You Make Me Feel Like) A Natural Woman</td>
<td>Aretha Franklin</td>
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<td>10</td>
<td>I'd Rather Go Blind</td>
<td>Etta James</td>
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<td>Please Don't Let Me Be Misunderstood</td>
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<td>12</td>
<td>Don't Let Go</td>
<td>Betty &amp; Pattie, Floradora 2003</td>
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<td>13</td>
<td>I Can't Help Myself (Sugar Pie, Honey Bun)</td>
<td>Four Tops, Motown G 1050</td>
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<td>Macy's Gone</td>
<td>Ike &amp; Tina Turner</td>
<td>Ike Turner, Ike Turner</td>
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<td>Ann Wilson, Reprise R-1641</td>
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<td>Intimacy</td>
<td>Carla Thomas</td>
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<td>It's Gonna Take A Miracle</td>
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<td>19</td>
<td>He Thinks I Still Care</td>
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<td>Since I Don't Have You</td>
<td>Sam Cooke</td>
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<td>Ain't That Peculiar</td>
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<td>Love Is Strong</td>
<td>Otis Redding</td>
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<td>The Temptations, Motown G 1076</td>
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<td>I'm in the Mood for Love</td>
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<td>It's All Right</td>
<td>Wilson Pickett</td>
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*Note: The table above represents a portion of the top songs of the week from 1966. The full list can be found in the American Radio History archives.*
Mandrill
"Composite Truth"
The soulful energy of Mandrill is back in a powerhouse album, featuring the single, "Fencewalk." This LP fuses musical forms into one monster album.

Chick Corea & Return To Forever
"Light As A Feather"
A great new album featuring Chick's incredible keyboard work. Polydor is very proud to add Chick Corea and his group to their artist roster.

Ellen McLwaine
"We The People"
The second album from one of the most critically acclaimed singer/guitarists around. This LP will move Ellen McLwaine into the winner's circle.

Polydor takes their latest release rather personally.

Eric Clapton
"Clapton"
A great reissue of his finest blues cuts, with additional guitar sounds by the late, Duane Allman. Cuts include the hit single, "Bell Bottom Blues."

Joe Simon
"The Power Of Joe Simon"
Already one of the supersoul albums of the year, it features two of Joe's Gold Records, "Drowning In The Sea Of Love," and "Power Of Love," plus his hot new single, "Step By Step."

Roy Ayers Ubiquity
"Red, Black & Green"
Soulful Vibes; Soulful Vibrations. Roy Ayers in his most exciting and commercial album to date.

Siade
"Slayed?"
The four English kids who rock hard, fast and outrageously are back with their second American LP, which includes such transcontinental top hits as "Mama Weer All Crazee Now" and their current single, "Gudbuy T' Jane."

The Old Bum's Rush
One of modern music's most progressive musicians, a master practitioner of the drummer's art, brings you an album of good, solid music.

Polydor Records, Spring Records, Cassettes and 8-Track Stereo Cartridges are distributed in the USA by Polydor Incorporated; in Canada by Polydor Canada Ltd.
**MSG Concert Statistics**

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**P.O. Proposes Mail Rate Cut**

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**MSG Pulls $4.5 Million Via Rock**

---

**Pubs' Value to Writers**

---

**Executive Turntable**

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**Life is too short and writers too long to go without...**

---

**February 16th**

---

**FEBRUARY 3, 1973, BILLBOARD**
Maybe The “HOUND” Wouldn’t Have Been So Enthusiastic. But The Son (Who Is Certainly Carrying On The Tradition) Has A Right To His Opinion, Too!

Thanks, Frank, we think it’s a “Bitch” too! In fact... WE KNOW IT’S A HIT!!

“I SURRENDER”

LITTLE ROYAL

Distributed nationally by STARDAY-KING

King Records Inc.  Nashville · London · New York
EDWARD BEAR

LAST SONG
is headed for
First Song position on the
Singles Charts!
From the new Album,
EDWARD BEAR

UNITED STATES
Single 3452
Album ST-11157

CANADA
Single 72677
Album ST-6387