NORM DRAWS RETAILERS

LOS ANGELES—Over 1,500 registrants attended the National Association or Recording Merchandisers convention here last week. The large segment of retail attendance, including independent dealers, chain chieftains and racked department heads, highlighted the meeting.

JVC's Kitano Sees 'O' Modes In Coexistence

By CLAUDE HALL

LOS ANGELES—Matrix and discette will both make it in the marketplace, believes Yoshio Kitano, president of the Victor Company of Japan, Ltd., Tokyo. He did not expect both types of matter to survive in the hardware field, but he felt there was room—perhaps even need—for both matrix and discrete quadratical systems for the public, though he felt the JVC quadratical CD system was the best.

Polygram and EMI Records "are selling very well" are now testing discrete records, he said, EMI, vis a vis its own label and Capitol Records in the U.S., has several matrix SQ records on the market at present. Kitano pointed out "JVC was not currently negotiating..." but there would be "enough room...to accommodate both types..." They are currently testing the system's secondgeneration Top Ten Radio single, "With That I Could Talk To You," and are moving up strongly on all single and album charts.

SYLVERS SMASH NEW GROUP

The SYLVERS, consisting of two sisters and four brothers, are making the music industry by storm. They are currently sitting at the crest of their second straight Top Ten R&B single, "That I Could Talk To You," and are moving up strongly on all single and album charts.

They range in age from 14 to 21; however, the SYLVERS have already been performing for more than ten years. They have played with such stars as Al Green, Sammie Davis Jr., Andy Williams, etc., and played sold-out audiences from Las Vegas to the Los Angeles Forum.

They have been featured regularly on the Bill Cosby Show and have signed for appearances on Dick Clark's new show and will shortly be on an nationwide tour.

PRIDE Records is especially proud of the reaction to the SYLVERS and their initial recordings.

7 FIRMS SUE OVER ILICITAPE

By RICHARD ROBSON

LONDON—Seven record companies claimed in the High Court last week that certain devices featuring top British and American acts and being sold by a London-based chain of motor accessory shops were pirated tapes. The chain, Marble Arch Motor Supplies, which has several outlets in the London area, gave an undertaking not to sell the tapes until an action pending against the firm is heard.

The action has been brought by WEA, the Robert Stigwood Organization, Decca, EMI, RCA, CBS and A&M which all own copyrights involved. It is the latest case to be coordinated by the British Phonographic Industry and is part of BPI's ever-increasing efforts to stamp out piracy and hooliogeeing in this country.

The record companies are claiming damages for infringement.

(Continued on page 48)

WB MUSIC FIRST TO SET CATV AND TVE ROYALTIES

By NAT FREEDLAND

LOS ANGELES—Warner Bros. Music claims to be the first major music publisher to have expanded its standard synchronization license contract to cover pay or cable television, home video cartridges, and all technical uses now known or known in the future.

Ed Silver, president of the company, said, "We have made an important first step for the entire publishing industry. The current situation is a mindboggling development of publishing revenues and in holding back the film and television business."

According to Silver, it has become standard practice for music publishers to refuse to license cable TV or video cassette usage on the grounds that it is too early to set a reasonable fee scale. This is because of the lack of widespread acceptance and carriage and manufacturers general lack of familiarity with the industry. Without any payment, unless the movie production company also owns all copyrights, he charged. "It has not been economical so far to go to court against one of these men," Silver said.

License Fee Scale

Warner Bros. Music will now license all possible film music usage rights for an additional one-quarter of the original synchronization fee. A music publishing synchronization fee.

(Continued on page 44)

Returns Cost Industry Millions

By JOHN SIPEL

LOS ANGELES—The physical processing of a return from retail account to rackjobber to manufacturer can cost from $2 to $9 per unit of one LP or five singles. Hendrick Smith of Fry Consultants told a panel meeting of the National Association of Recording Merchandisers here Tuesday (27). Between 1978 and 1972, the average rack return was 23.

Smith, whose firm studied four typical rackjobbers along with retail and manufacturers during an exhaustive two-month study financed by NARM, said that the cost of returns to the rackjobber could equal yearly shipped costs of half of his net profit. His study showed a typical rackjobber doing $3 million net; $4 million gross, with a $600,000 gross margin and a net profit of $150,000. The average rackjobber studied spent $6,000 yearly handling returns of 18 percent of his operating.

Smith's return cost per unit breakdown by industry elements showed that 20 to 30 cents, manufacturer, 5 to 10 cents, Smith said. He pointed to the returns paperwork, indicating five to six documents exchanged between retailer and rackjobber, with some documentation going from rackjobber to manufacturer and vendor, who might be either a distributor or manufacturer.

Returns Cost

A typical retail account, with a 35 percent return average, would have to do $17,000 gross sales to return $30,000 net, while a similar account, with a 15 return, would have to do $59,000 to rack up the same net, he pointed out. Five returned units, he said, kill the profit from five sales.

To indicate the various types of product typically returned, he said the average $1 million in returns to racks studied showed the following breakdown:

- Single 45s...$146,000
- Budget LPs...$3,000
- Regular LPs...$352,000
- Tapes...$275,000

Time Lag Expense

Eight weeks is the average cycle between a dealer returning goods to the rack and the rackjobber making the return. Smith explained the time lag as follows retailer, five days, rackjobber, five days, manufacturer, five days, manufacturer.

(Continued on page 33)
on bell '73...

SERGIO MENDES & BRASIL '77

THEIR FIRST BELL SINGLE—

"LOVE MUSIC"

As Featured In The Forthcoming Album "LOVE MUSIC"

PRODUCTION AND SOUND BY BONES HOWE

Bell #45,335

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.
Advertising Media’s Value Appraised by Workshop

LOS ANGELES—Despite a statement that direct mail advertising was becoming more of a force, particularly in the discount stores and should be an area considered by record buyers, panelists at the Advertising Workshop of the National Association of Recording Merchandisers from the public relations and copublishing fields said it was too expensive for the retailer to use.

An article from Billboard explaining the topic of “creative advertising” with Tower’s troit; coupled with advertising and marketing expanded the postman.,

Tower’s marketing, marketing, and marketing, focused on the theme of “creative advertising.” The workshop participants discussed the value of advertising in various retail environments, including discount stores. The panelists highlighted the importance of understanding consumer behavior and the role of advertising in shaping it. They also emphasized the need for retailers to allocate a significant budget to advertising to achieve meaningful results.

The workshop was organized by a group of experts in the retail and advertising industry, including representatives from Tower Records and other prominent companies. The discussion included strategies for effective advertising campaigns, the impact of advertising on consumer purchasing behavior, and the role of advertising in brand building.

An article from Billboard explaining the topic of “creative advertising” with Tower’s troit; coupled with advertising and marketing expanded the postman.,

The panelists shared insights from their experiences, drawing on their knowledge and expertise to provide valuable advice for retailers. They also discussed the current trends in advertising and the challenges that retailers face in today’s market environment.

The workshop concluded with a roundtable discussion, where participants had the opportunity to ask questions and share their perspectives. The session was a valuable learning experience for all attendees, offering practical guidance and strategic thinking on how to approach advertising in the retail sector.

(Continued on page 11)

Cleveland ‘O’ Fest Success Spurs Pittsburgh Campaign

PITTSBURGH—The month-long consumer-member-distributor-research program launched in Cleveland (Billboard, Feb. 3) was so successful that the “Cleveland Mall” name was given to the program, opening here under the same auspices March 15.

Pittsburgh Blues wrote the Openers, Bobby Dore, and Harvey Korman, Pikes Dole, both independent distributors in Cleveland Phonogram Inc., Bolsters Soul Promo Staff

CHICAGO—Phonogram, Inc. is in the midst of expanding its marketing and promotion staff in the wake of a new reorganization aimed at improving coordination and strategy. According to Bob Simons, senior vice president and general merchandise manager, a new position called and Stan Bly, national marketing director, the trend toward more localized marketing and promotion personal was exemplified by the new appointment of Stan Bly, national marketing director. (Billboard, March 15).

Several music directors of WMTP aired two very short labels that enjoy a growing interest in the creation of expressive images in the arts. The regional marketing staff was boosted to five and given new responsibilities in another town, and theexcerpt read: “The 21 Phonogram staff members will be made to work with the 21 Phonogram staff members who represent a coordination of operations.

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Rule U.S. Court Must Decide $4 Bil Renewal Right Suit

Los Angeles—What may well be the last major copyright case ever filed has been thrown out of Supper Court because the court ruled that New York Times Co. (Moonlight in Vermont) composer John Blackburn was a copyrighted work in federal court.

Blackburn was seeking to overturn the renewal clause of standard songwriter contracts, alleging that the publisher had been denied the renewal rights of the first major copyright case ever filed by the court. The case involved a copyright held by the American Society of Composers, Authors and Publishers (ASCAP) in 1946.

The claim that the publisher held collected $2 billion in renewal rights in the past 28 years and put another $2 billion in the 28 years in an international suit.

K-Tel Sleeves Promote Catalog Disk Product

Los Angeles—K-Tel International Inc. has started the Whim Sampler promotion of a catalog disk product, which is composed of songs from the K-Tel catalog, from which one can select singles to make up a personal package.

Starting with its current “Believe in the Music” package, the black and white inner sleeve contains a corrected copy of the catalog and a label color of each LP, from which it carries a single. (Continued on page 11)

The K-Tel Sleeves catalog disk product is designed to give consumers the option of personalizing their music collection. The package includes a variety of songs from K-Tel’s extensive catalog, allowing customers to choose their favorite tracks and create a unique collection that suits their musical tastes.

The catalog disk product is an innovative way for K-Tel to promote its extensive music catalog, offering customers the opportunity to explore and enjoy a wide range of songs. The customizable nature of the product ensures that each collection is unique, providing a personalized music experience for each customer.

More Late News See Page 62
Order Extended on Suit by Harrison

NEW YORK—A temporary restraining order handed down in Supreme Court Tuesday by Judge Schory against the American Broadcasting Co., which is trying to sign two former Beatle tape firms, an economic consulting firm and 100 John Does, in a suit of alleged copyright infringement involving the ownership of Beatles' recordings. (Billed board—Camden News—April 28.) Harrison's attorneys were directed to file their complaint by Tuesday (6), by Supreme Court Judge Schory. The allegations are

Harrison decided to extend the order to the four defendants, after pressure from both parties at the hearing for a preliminary injunction against the suit. The suit, brought by ex-Beatle George Harrison (presented by Chapin Records Inc., and Capitol Records. Inc., both of New York, for Harrison and Allen Klein, president of Ahbro Industries. It seeks a permanent injunction against the defendants.

Two of the defendants, the American Broadcasting Co., ABC, and WPXI, Inc., have voluntarily withdrawn their challenge against the sale of the four-million units of "Superfly". (Billed board—Camden News—April 28.) The agreement, then tied up the long and well-received campaign against the show with "Amos," one of his all-time hits which has grossed $3.4 million. The agreement also received a warm reception.

Other awards were announced by Burt Tisch of Paragon Records, winner of the "Silver Cup" awarded to the best producer, jazz artist Gene Ammons and Steel Guitarist Herb Klein, jazz impresario Joe Segal, musical savvy Ross dePaulo ("Don't Bother Me I Can't Cope"), Delmark Records president Bob Koester, the "Spades" label, the Miss American Records magazine and Paul Reuell, president of Big Band Records for the past two years.

Attention was focused, however, on current president Robin McBride, who expressed his disappointment with the contest, then tied up the long and well-received campaign against the show with "Amos," one of his all-time hits which has grossed $3.4 million. The agreement also received a warm reception.

Golden Ear Label, GSF Distribs Ties

NEW YORK—Golden Ear Label, a newly formed Pike Records, Inc., was named exclusively by GSF Distributors. Following the new arrangement, Golden will also work out of GSF's New York office.

Laboe Revamps Studio Product

LOS ANGELES—Art Laboe, president of Original Sound Records, has renamed his studio in line with his plan to record country music.

Among the new equipment in the Hollywood studio is a 20-input 16-output "Quad 8" console, several new Ampex recorders from 16-track to monaural, M3 chambers; the Allman Grove Flame which is in the studio; the Allison Automatic Mixingboard; and the Allison Automatic Mixingboard which is a computer to perform mixing. All instruments are on the studio floor, and the Allison Keepes, which is a special effects unit, are a data point on the studio, demonstrated some of the equipment for Laboe this week. The firm has been using the studio for a demonstration area in the area.

$44.4 MIL. DISTRIBUTED IN '72; ADVANCES HIGH

LOS ANGELES—The American Society of Composers, Authors and Publishers (ASCAP) distributed $44,400,000 to its 21,000 members in 1971. (Billed board—Camden News—April 28.) Schwartz told a packed membership meeting here Wednesday (28).

Payout represented the resident leave after operating expenses of $56,000. ASCAP's income from domestic license fees was $355,000,000; $386,000,000 from interest on investments and dues of $300,000. An additional $1,260,000 was placed in escrow for June, 1972, distribution.

The ASCAP's growth in developing national programs has been reported as $300,000. Foreign sales collections were $96,000,000 over six years ago, according to Schwartz.

Chin Naras Fetes Local

CHICAGO—The local chapter of the National Academy of Recording Arts and Sciences is on a bigger than ever push to highlight the contributions of Chicago's music industry and presented Custom artist Mike Curb with a plaque and less than five awards at its annual Grammy Awards lunch. (Billed board—Camden News—April 28.) The plaque was presented in the name of the Nacl in 1972. ASCAP's income from domestic license fees was $355,000,000; $386,000,000 from interest on investments and dues of $300,000. An additional $1,260,000 was placed in escrow for June, 1972, distribution.

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Savannah Judge Transfers Knight Suit to NY Court

By ROY KIRSCH

Savannah, Ga.—A motion by Robert Knight and aldermen to dismiss a preliminary injunction against a tractor-trailer accident on a highway near the City and its Convention Center was granted Feb. 28 by Chief Judge Alexander L. Nix of the United States District Court in Savannah, Ga.

The suit was filed in the name of the Savannah Police Department and several Savannah citizens, who contend that the city was negligent in failing to remove the accident scene from the highway.

The judge further ordered that the city be named as a defendant in the suit and that the case be transferred to the Superior Court of Chatham County. The judge also directed that the city be named as a defendant in the suit and that the case be transferred to the Superior Court of Chatham County.

In this Issue

In this issue, we feature a special report on the current state of the music industry. We also look at the recent developments in the music industry, including the sale of major labels to private equity firms, the rise of streaming services, and the impact of the COVID-19 pandemic on the industry. Additionally, we examine the role of technology in shaping the music industry of the future.

Schory's Ovation Backs Sansui Matrix QS 100%

CHICAGO—There's such a high in the marketplace for the new Sansui Matrix QS 100% amplifier, that it's selling "four or five times what we might sell ourselves," said Ovation president Dick Schory, who is in town to promote the product. The amplifier is a "one-of-a-kind" product, and "the only one in the world that we can make and sell," said Schory, who is in town to promote the product. The amplifier is a "one-of-a-kind" product, and "the only one in the world that we can make and sell," said Schory, who is in town to promote the product. The amplifier is a "one-of-a-kind" product, and "the only one in the world that we can make and sell," said Schory, who is in town to promote the product.

Ches/Juan, Schroeder Pact

NEW YORK—Ches/Juan Records has signed an exclusive agreement with producer John Schroeder for his new line of products.

The two first to be released under the arrangement are "We're Just Like Everyone" and "Happy Birthday Sweet Sixteen" by the group "The Message" by Cymone. The agreement will be followed by the release of "The Message" by Cymone. The agreement will be followed by the release of "The Message" by Cymone. The agreement will be followed by the release of "The Message" by Cymone.
Presenting “The Singer”: Liza Minnelli’s incredible follow-up to her most successful album.


“Liza Minnelli / The Singer
You’re So Vain
including:
I Believe In Music / Oh, Babe, What Would You Say?
Where Is The Love / Don't Let Me Be Lonely Tonight
Baby Don’t Get Hooked On Me"

“The Singer.”
Liza Minnelli’s command performance.
On Columbia Records and Tapes
Three minutes and seven seconds of fresh Pie. From their upcoming album, "EAT IT." On A&M Records.
moving?

Please let us know 5 weeks in advance before changing your address.

To expedite service place magazine address label here and print your new address below.

INTEGRITY ENTERTAINMENT CORP., The Hollywood, Calif., reported sales and earnings for the period ended Dec. 31. Net income was $134,428 on sales of $3,480,244, or nine cents a share, compared with a 1973 income of $94,426 on sales of $2,455,576, or 6 cents a share, a year ago. According to Lee Hahurst, presi
dent, these results represent the successful completion of its consolidation phase and "seeking additional locations." The retail chain is opening new loca
tions in April.

* * *

SOUND DESIGN CORP., Jersey City, N.J., has canceled its plans for a 300,000 share public offering because of market conditions. The company had planned to sell 200,000 shares to augment working capital, with certain stockholders to offer the other 100,000 shares. Soundesign anticipates its current working capital and additional banking accommodations will be sufficient to finance the company's operations.

* * *

MORSE ELECTRO PRODUCTS CORP., Brooklyn, N.Y., reported record sales and earnings for the three- and nine-month pe
tiods ended Sept. 30. Sales for the nine months were $1,212,930, an increase of $44,430,000 and per share at $1.52, compared to sales of $667,000,000, an income of $692,000 and $1.68 per share a year ago.

* * *

MINNESOTA MINING & MFG. CORP., Paul, Minn., will begin construction on its new 90,000-square 
foot facility Valley City, N.D. The plant will be completed in early 1974.

* * *

SUPERSCOPE INC., San Val
ey, Calif., is building a manufac
turing and warehouse facility on 30 acres of land in Northridge, Calif. The plant will cost about $5 million. The company reported record sales of $50,000,000 for the year ended Sept. 30, compared to $3,925,800 for the same period a year ago. Record production and training and education accounted for 91,120 and music 230, of the total. The music produc
tion was brought in 28 percent, or $353,800. A year ago record produc
tion and music production accounted for 91,120 and music production $353,800.

Audio Fidelity, Chiaroscuro Deal

NEW YORK—Audio Fidelity records will distribute Chiaroscuro Records. The label has already re
duced its 11 albums with a promis
ing list of special records and planned to re
distribute Chiaroscuro in April, 1974.

Earnings Reports

INTEGRITY ENTERTAINMENT CORP., 34 Lathrop Ave., San Francisco, Calif., reported earnings of $3,026,500 for the year ended Sept. 30. The company reported earnings of $3,026,500, or $3.02 a share, for the year ended Sept. 30, compared to $2,053,000, or $2.05 a share, a year ago. The company had planned to sell 200,000 shares to augment working capital, with certain stockholders to offer the other 100,000 shares. Soundesign anticipates its current working capital and additional banking accommodations will be sufficient to finance the company's operations.

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MUSIC FOR ALL SEASONS

...but if what you were hoping for was an early thaw, Atlantic and Atco have been bringing warmer climes year after year, using March to foreshadow first buds (of spring) and first sweaters (of summer). This year we can do no less, so if the winter solstice has done nothing so far to warm your ears, or the frostbitten tundra inbetween, try these: Early Spring from Atlantic.

ALLMAN BROTHERS BAND
Beginnings

THE ART OF RAHSAAN
ROLAND KIRK

DR. JOHN
In The Right Place

THE PERSUADERS

GARLAND JEFFREYS
First Rush

CHRIS RUSH

TERRY REID
River

DUKE ELLINGTON
The Great Paris Concert

THE ART OF THE MODERN
JAZZ QUARTET

THE ART OF CHARLES
MINGUS

BLACK OAK ARKANSAS
Raunch 'N' Roll LIVE!

THE ART ENSEMBLE OF
CHICAGO
Baptizum

DAVID NEWMAN
The Weapon

YOUNG HOLT UNLIMITED
Oh Girl

NEW ON
ATLANTIC, ATCO
RECORDS AND TAPES
Custom pre-paks, radio scripts, ad mats and all promotional materials available.
The hot program for the hottest product.

Contact your local Music Two or Music West representative for details.
McLean & King Top Artists

LOS ANGELES — The 1973 Best Selling Awards of the National Association of Recording Merchandisers want to Carole King’s "Tapestry" album and Don McLean’s "American Pie" as the top albums of the year.

The awards were presented at the 9th annual NARM Awards Banquet, held at the Century Plaza Hotel in Los Angeles. The awards were announced by Warners Bros. Records.

LOS ANGELES — The National Association of Recording Merchandisers has released its list of the 10 best-selling albums of the year, based on sales figures compiled by the Recording Industry Association of America.

The top album was Carole King’s "Tapestry," which sold more than 4 million copies. "American Pie," by Don McLean, was second.


The NARM Awards are presented annually to recognize the top-selling albums and singles of the year.

Cohen Blasts Price Cuts & Loss Leaders

LOS ANGELES — A customer of record buying or tapes at the suggestion of "record store people," he has been "guzzled" according to John Cohen, president of Disc Records Inc., and other record store operators.

"One of the best things is to not become complacent and too dependent upon the record business, and the only one who knows what he is doing is the one who makes a record that sells," Cohen said.

In a recent interview, John Cohen, president of Disc Records Inc., said that record store operators should be more proactive in their marketing strategies. Cohen suggested that record store operators should consider offering a wider variety of products, including books, clothing, and concert tickets.

"We must realize that the record business is changing," Cohen said. "Record stores must adapt to this change, or they will be left behind."
NARM & RIAA In Anti-Piracy Pledges

LOS ANGELES—Both the National Association of Recording Merchandisers (NARM) and the Recording Industry Association of America (RIAA) have been working closely together to combat piracy, with the two organizations releasing a joint statement saying they would continue to support anti-piracy efforts in order to protect the interests of consumers and the recording industry.

“Retailers Complain About Radio/TV LP Competition”

By JAN DOVE

Retailers have expressed concerns about the increasing number of television stations airing music videos, which they believe is diverting attention away from traditional record sales. The competition between radio and television for music exposure has become a significant issue, with retailers seeking to maintain their competitive edge.

Advertising Media’s Value Appraised by Workshop

The value of different advertising media was discussed at a workshop, with participants highlighting the importance of strategies like cross-promotion and integrated marketing campaigns in maximizing brand exposure.

Rack Returns Cost Industry Millions and Kills Profits

The high cost of handling and returning merchandise to manufacturers was a topic of concern, with retailers and manufacturers alike discussing the need for more efficient return processes. The issue of how to manage returns without incurring significant financial losses was a focal point.

“Advertising Media’s Value”

The effectiveness of various advertising media was assessed at a workshop, with discussions centered around the role of media in shaping consumer behavior and driving sales.

General News

RCA and Columbia Offering Racks Custom Budget Lines

LOS ANGELES—RCA and Columbia have joined forces to offer retailers a custom budget line of stereo equipment, designed to meet the specific needs and budget constraints of individual stores. This partnership is aimed at providing retailers with a flexible solution to accommodate their varying requirements.

Retailers Express Concerns

Retailers have voiced their concerns over the increasing competition from television stations and the impact on their ability to sell records. They are looking for ways to maintain a strong presence in the market.

General News

“General News”

This section contains various updates and announcements related to the music industry, covering topics such as new releases, artist performances, and industry developments.

March 10, 1973, Billboard
Copyright Interest Elates

World

Lieberman in Rack Tribute

Russ Solomon of Tower Records, left, and Tony Martell of Famous Music Corp., guide a retailers and manufacturers rack session.

On piracy, speaker Stanley Gorbikov of the Recording Industry Association of America at left, and co-chairman Charles Rutenberg of Abkco Records, right.

Dr. Pierre Rinfret of Rinfret Boston Associates, left, a financial advisor to the president and Jules Malamud.

On the 25Mar., sales were close to $3 billion and this happened because records were transformed from specialty items to mass consumer items made possible because the tracks use supermarket merchandising techniques.

He said that mass merchandisers have become experts in creative displays and have responded to consumer tastes by expanding cataloguing. 'We've become more progressive and helped promote 8-track, quadraphonic, and the video cartridge.' He said that mass merchandisers have also helped fight piracy.

LOUIS ANGELES — Stating that mass merchandisers still do 75 percent of the entire record business and that the biggest rackjobber does more business than all of the new developing super retailers combined, David Lieberman of Lieberman Enterprises called upon rackjobbers to "develop a degree of music knowledgeability" to meet the changing times. Lieberman earlier told a National Association of Recording Merchandisers that it was the mass merchant who triggered the dynamic growth of the industry between 1954 and 1967 when sales overall rose from $121 million to $706 million. Now, in 1972, sales were close to $3 billion and this happened because records were transformed from specialty items to mass consumer items made possible because the racks use supermarket merchandising techniques.

The Soviet Union has been cool toward the Geneva anti-piracy convention for the international protection of copyrighted recordings, a treaty which still awaits ratification by the U.S. Senate. However, once in the copyright swim with the rest of the world, the U.S.S.R. might change its mind as it did about joining UCC.

Could Aid Revision

The stemming unexpectedness of the Soviet decision to join UCC (with much credit going to the Nixon trade negotiation) should give more impetus to our own stalled copyright revision. This is particularly true since failure to pass a bill before the end of 1974 in this country could leave our recordings bare of copyright protection, both at home and abroad, since the current temporary U.S. anti-piracy law will expire at the end of 1974.

The Soviets are known to have been cool toward the Geneva anti-piracy convention for the international protection of copyrighted recordings, a treaty which still awaits ratification by the U.S. Senate. However, once in the copyright swim with the rest of the world, the U.S.S.R. might change its mind as it did about joining UCC.

Creative merchandising was discussed by a panel of music executives. From left: Sascha Rubenstein of Steerage, Aaron Goldman of Hansen Publications, Cleve Howard of Budget Tapes and Records, Bill Wardlow of the FIND operation, and Jack Levy of Wheeler Dealer.

The recent dealings in Copyright with competitively priced new Beatles album.

David Lieberman of Lieberman Enterprises in Minneapolis shakes hands with Larry Uttil, president of Bell Records. Uttil delivered the keynote address of the convention, which ran Feb. 25-Mar. 1 at the Plaza Hotel, Los Angeles.

From left: Jerry Greenberg and Nesnui Ertegun of Atlantic Records and Jule Malamud, executive director of NARM.

Peter Stocke of Taylor Electric Co., Milwaukee, was named president of the National Association of Recording Merchandisers.

Allen Klein of Abico tells how he will fight bootleggers with competitively priced new Beatles album.

Bombarding a speaker with questions were, from left: Leon Hartstone of the Warehouse, Siglund Friedman of Record Club of America, Cy Leslie of Pickwick International, Irwin Steinberg of Phonogram Inc., and Alan Bayley of the GRT Corp.

Sascha Rubenstein of Steerage

John Cohen of Disc Records, Cleveland, calls for better pricing for records.

From left: Jack Gold, John Wingo, and Emery Nussbaum of Farmar's Music.
All those instrumental versions, but there's only one Andy.

Andy Williams is the first to sing "Last Tango in Paris"

It's the biggest hit film of the year. So it's only natural that one of America's greatest singers should record the first version of Dore Previn's lyrics to the theme.

People will be lining up for Andy's theme from "Last Tango in Paris."

On Columbia Records.
WB to Record Sondheim Party; Acts Aid Fund

NEW YORK — Warner Bros. Records will record "Sondheim, a Party Musical," a tribute to composer Stephen Sondheim scheduled for Sunday (11) at the Shubert Theater. Artists performing will donate their royalties from album sales to the National Hemiplegia Foundation and the American Musicians and Dramatic Academy.

Under the direction of Burt Shevelove, Sondheim compositions from his various Broadway shows, as well as songs "cut out" prior to the Broadway openings, will be performed by a large roster of artists. Angela Lansbury, now in rehearsal with the first London company of "Gypsy," will fly here from London to perform some of the songs from her first Broadway musical, "Anything Goes."


The show will be produced by Kurt Rutter.

The accompanying album package will also include a specially bound, slipcased stereo EP containing special photos and text describing Sondheim's career, as well as depictions of every set of the Sondheim musicals designed by Neil Appelbaum, the show's associate producer.

Presley Aids Deaf Children

LAS VEGAS — The Southern Nevada Society for the Aurally Handicapped has been given more than $27,000 thanks to Elvis Presley and his manager Col. Tom Parker.

That's the amount of contributions the Society received through the sale of Elvis souvenirs items during the past four weeks in the main lobby of the Las Vegas Hilton where the superstar was appearing.

Elvis and the Colonel first heard about the drive for special classroom hearing equipment for the 70 deaf children in the Las Vegas area earlier this year.

Hilton officials agreed to donate a portion of the proceeds from the sale of the pink hearing device to the Southern Nevada Society for the Aurally Handicapped. The pink hearing device has been on display and available for purchase at the hotel since the end of March.

Sales of the pink hearing aids, which were donated by the Hilton, have already exceeded $27,000.

Presley Chops, 4 Fans Hop

LAURA DENI

LAS VEGAS - Elvis Presley is a guitar legend with his bass guitarist, Jerry Schect.

The two proved it Sunday night with their appearance at the Midnight Show at the Hilton when they entered and knocked down the stage floor four men who had stumbled down it.

As the fight started the guard went cracks to the floor, smoking the four. The fight ended with just a few, but effective blows.

The four were then set upon by hotel guards who had break-pestained in the wings at the edge of the stage during all the action. From the stage, four were identified as Alexander M. Ladd 27, his brother Kenneth Kenneth, Jr., Marcello Cisco, and Munetico M. Martinez. All said they were from Los Angeles.

Robertsto McQueen, who gave his occupation as photographer, alleged most of the group's musical address. The men said they had climbed over Elvis' hand. Neither Elvis nor his manager John T. Linwood said they would press charges.

Elvis' current Hilton engagement contains a steady flow of fans through the doors of the hotel. In addition to the usual group of fans, there were also a number of persons who displayed the latest in apparel and style.

The crowd was larger than expected, but the band was able to control the situation with ease.

McLaughlin & WB Music Deal

NEW YORK — Warner Bros. Music Group has signed soft artist Michael McLaughlin to a multi-openium deal.

The agreement was negotiated by Warner Bros. president Arnold Goosche, WB signed to the label by the company's talent scouts.

McLaughlin, a member of the Miami-based artist group, is currently touring with the music group's recordings.

Talent Signs

MAPLE MUSIC JUNKET A SOLID TRIP ON TV

"MAPLE MUSIC" - A 90-Minute TV Special

Nowadays it is difficult to find anyone connected with the global music industry who isn't at least faintly aware of Canada's Maple Music Junket.

In briefest terms, the Junket was a mammoth industry promotion project funded by Canadian record companies, performing rights societies and the federal government. One hundred media representatives from 15 European countries were brought to Canada in June of last year in an attempt to draw attention to the talents of Canadian musicians and composers.

Through a special arrangement between Canada's public TV network, the CBC, and New York's 1953, a 90-minute color documentary was produced and distributed by ABC in Canada. The film serves both as a cinematic glimpse into the world of Canadian music making, and as a benchmark for the current talent of these northern musicians.

"Maple Music" features the acts which appeared in three specially arranged concerts (MOR, rock, country/folk, and rock) in Montreal and Toronto. The talent lineup includes (in alphabetical order): Andy Bell, Bud and Floss, Glenn Frey, G. O. G. (audiovisual artist) and other performers.

The material was released as a soundtrack recording, and the film is currently on the market.

The more you saw the more you wanted to find out about the current state of the industry. And, of course, it's always a great thrill to see these talented musicians performing in front of a live audience.

The film, "Maple Music," is an excellent example of how to promote Canadian music. The success of the Junket is evident in the number of international festivals and tours where Canadian musicians have been invited to perform. The film was produced by the CBC, a state-owned television network that is internationally recognized for its programming.

The film was directed by Steve Tuckers, who has worked with many of Canada's leading musicians. The film has been broadcast on Canadian television and has been shown in many countries around the world.

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Ole Ern's New Single
"Printers Alley Stars"
b/w "Baby"
(Ray Griff)

Being introduced on
The Sonny & Cher Show
Wednesday, March 14th
CBS Television

www.americanradiohistory.com
WHO—WHERE—WHEN

BY SAM SUTHERLAND

Studio Track

In Down in Greenwich Village, the Electric Lady has been undergoing some changes in personnel and general head honcho Eddie Kramer's studio production.

Kramer's new company, Remarkable Productions, is operating out of the Lady where Kramer will continue to handle his production duties. That move now brings him back into the role of director of engineering.

Joyce Pantano, in outlining those moves, says, "Some of the final sessions that were well done for the coming months and future albums. Tommy James was in, recording his next Route single, "Boo Boo Down Town."

Von Stucke and Jerry Coffin both celebrated their birthdays while working there, although statistics remain classified.

Polydor's Manett released their new album. "Composite Machines", which was produced by Al B. and engineered by Dave Palmer and Foghat (Beaumont). Cat Mother (Polydor) and NRRQ (Buddah) also made appearances.

Personal flashes from the lady: One of Kris Kristofferson's recent sessions, that being the second A&M outing by Peter Frampton's P.B. Frampton's Camel, still features Rick West on bass and Rick Grist on keyboards, but John Simon now inhabits the drummer's slot. Eddie Kramer engineered, of course.

Uptown at New York's Record Plant East, both studio sessions and recording were being kept those folk running.

During the last six weeks, Rec.

Record Plant's remote recording unit caught Randy Weston and Hubert Laws at Atlanta's Plaza Hall for the Boston Pops at Symphony Hall. The Boston Pops under the direction of John Pops, the N.Y. City Symphony and the Animals' Eddie Kramer Band at Carnegie Hall.

Flemming施工厂在华盛顿，D.C. definitely worked with Wally Holder for the Van DykeORIZONTAL'S (MGM); Edgar Winter's (Epic) recent session for the Mariachi Marvels with John Men-Chopin (Columbia); Columbia's Records Bruce Springsteen, during his week at Max's Kansas City in New York.

Steve Tyler's Lionel Richie show was produced for Alliance and Adolescent Records, and for AFB TV and Don Kirshner, an "In Concert" television taping session with Stephen Stills and Manassus, Randy Newman (Warner Bros., Eric Green's (Doluny Records, "Deliverance" soundtrack). Dr. Hook and Youngblood (Columbia), Kama Sutra's Brewer and Shipley; and for Atlantic Records, Pete Yellen, Charles McPherson, Jack Williams and Buddy Terry.

* * *

Bye, Bye Blues: Anyam's David Blue has, in recent years, revealed something of a penchant for slightly discounting songs. Blue himself is now frankly viewing that period as something of a dunmer. He said, "It's plain to see there is some confusion around the artist, now in Los Angeles for a while, at the moment, there should be some more positive music forthcoming.

Blue will return to his regional studio to record with producer Antonio Fuentes for new home studio, which does not, by any means, suggest more madness to music inside his house. Not much has managed to assemble a 16-track, quadraphonic studio in his home, and, working with engineer Don Greco, he has managed to engineer his living room, the "best" being the album he feels will surprise many listeners.

And Nash helped spice things up with the addition of a few more strings: Dave Mason provided electric guitar, John Bartha drummed, and David Lindley, former Skeleton Crew (M.J.; his colleagues engineered chunks and, working for Jackson Browne during his tour, played mandolin and slide guitar, as the songs in songs that the artist feels will surprise many listeners.

Blue no longer wants to bring anybody down, and those sessions which are not now completed are due to the fortuitous absence of heightened energy levels.

* * *

The Final Blow Devotes of the Eagles may exist in the knowledge that the group has been at work on the second LP, now nearing completion at Olympic Studios in London.

Glyn Johns again produces, and the group's discography, as conceptual. Naturally, the American West, some results, and that blade blazing, will be the focus.

APHEX is the next revolution in recorded sound. Starting March 1st, A THIRTY-ONE DAY OPEN HOUSE will be held for the Profession. Bring your own familiar material on records or tapes; APHEX will make it come alive.

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MARCH 10, 1973, BILLBOARD
After all is said and done, it's what's in the grooves that counts. Listen: you'll be a "Bloontz-believer" too!

"Long Way Down... to the top" - SINGLE #1074
"Bloontz" - album #3020
Talent

Lake Tahoe Is Cited As Recording Mecca

The原文内容包括一段文字，描述了Lake Tahoe作为录音地点的情况。内容中提到了Lake Tahoe被认为是录音地点的一个例子。

BASF presents the new first lady of song... ETHEL ENNIS

On Her New Album! With Words And Music By Gladys Shelley.

CLOWN TOWN
I Believe In Love
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I Wonder Who My Daddy Is
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The Show's On Me Tonight
Does It Hurt To Love
I Can't Talk To A Wall
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MARCH 10, 1973, BILLBOARD
WHAT HAPPENS WHEN SOME OF TODAY'S GREAT POP STARS PUT A SESSION TOGETHER IN LONDON WITH A ROCK'N ROLL LEGEND? THE RECORDING EVENT OF THE YEAR.

Introducing Jerry Lee Lewis' dynamite, all star, historical, rock'n roll, two-record album "The Session."

FEATURING: Drinking Wine Spo-Dee O' Dee / Jukebox / No Headstone On My Grave / Memphis / Whole Lot Of Shakin' Goin' On / What'd I Say / Johnny B. Goode / 60-Minute Man / Tutti Frutti / Pledging My Love / And Other Great Songs
Radio-TV programming

INTERVIEW:
Fortes of Drake—Gaining, Keeping Programming Control

EDITOR'S NOTE: Only a handful of people have made such an impact on programming as has Ron Jacobs when he programmed KHI-AM in Los Angeles to teamwork with Bill Drake, then a programming consultant to the RKO General chain, and now vice president with the operation. Today, Jacobs programs KGB-AM/FM in San Diego. This interview, the latest installment in a series, was conducted by radio editor Claude Hall in San Diego.

I think the last time there was an intelligent music critic on a daily newspaper—at least in Los Angeles—Peter was terrific. He immediately grasped the concept on what the show could mean. It was exciting, at the time. I mean, no one had ever heard Cool Domino talk and then, boom, right into, you know, ‘Blue Heaven’ was the first time anyone had that technique. The program was sleek and smoothy and I have regrets that it has become as big, in retrospect as it has. It went over, and got a larger response, intellectually, than anything we'd done at KHI-AM. Drake brought the idea up, I filled it away, talked to Pete about it and we started giving it a structure. We were producing that thing for 12 hours a day for what seemed like an eternity. Actually, we worked on it from October 1968 to February 1969 and in the last stretch there, it was recording every day for as much as 12 hours a day, six and seven days a week, for two weeks with Pete writing the scripts and coming up with them five minutes before we were actually ready to do them. Muniz, the engineer; Robert W. Morgan, the announcer; Pete Johnson and the girl who became his wife, Ellen—are those the key people that worked on that program. Drake Operation was done with Gene Chenuit and listen to an hour demo that we'd made once we had the first 12 hours done. Drake had a party at his house and had all of his friends over to listen to it and then it was on the air. Uh—shoulda, would-a, could-a he had to do it with creativity. I think he liked it, too.

HALL: What would you say is Bill Drake's forte? His attributes? What do you think? Those are the key people that don't necessarily agree with. There's one guy who keeps telling me that he thinks Drake is the greatest multiple choice guy going. That Drake can sit back and listen to three different groups with ideas and invariably go with the group who has the best idea. I feel that Drake has a tremendous capacity for perceiving people with talent and hiring men with ability. He hired me. He hired Morgan. He hired Don Showers. He hired Pete Johnson. His contributions to radio have been. One, that he recognized the latent potential of the adolescent crap that had by 1965 not only crept into but almost over-ridden the Top 40 genre. But there was also a real music programme that he did... one, to establish that programming or a programmer could have autonomy and would not be influenced by what the sales department or the median who were deciding in programming in a way that would be ultimately detrimental to the station. The second most important thing that Drake did was give that autonomy, set up a situation where a program with very, very important, very, very important on a Top 40 station, would be limited, regardless of the ratings. The precedent he set was that a<br>

MARCH 10, 1973, BILLBOARD

[Continued on page 24]

FCC WARNS STATIONS ON 'LONG' COMMERCIAL

By MILDRED HALL

WASHINGTON—The Federal Communications Commission has ruled that when a program content is in effect one long commercial for the sponsor or producer of the material, the station must log the whole show as commercial time. An example given was the record producer who sponsors a 15 minute segment of brief excerpts from the producer's recordings. Listeners are invited to identify the music, and composer and title are given at the end of each excerpt.

In this and similar cases, where a whole program counts the product of the sponsor (whether it be recordings, real estate, etc.) the formal commercial announcement logged by the station is not enough. The station must log the whole program as commercial time. In the past, the FCC points out, this type of violation brought only warnings, but the FCC is warning that future such violations will result in civil penalties.

The current case is in point is a recent notice of a $4,000 fine incurred by Taft Broadcasting for a program on WDAF-TV of Kansas City. The show was put out by an organization of garden product and lawn mower dealers, and paid for partly by their own association membership, partly by manufacturers. The FCC commission's ruling is that the program represented the program entirely commercial, but the station failed to log any commercials and all for the segment, in violation of FCC rules. WDAF-TV has 30 days in which to challenge the fine.

CHICAGO—When Sonny Taylor thinks he's worthy of WAMX nearly a year ago as program director, he worked the station by the state of black radio in Chicago. Taylor, who came from WWRL-AM in New York, found Chicago behind the times and not responsive to what was happening in other parts of the country. "Cities here were using constant music, off-the-wall expressions, and talking through music. The decay was considered more important than the music. Under Taylor's guidance, WORT-AM in the last 10 months has been climbing in the ratings, and charging the picture of black programming in Chicago."

According to Taylor, WORX-AM became the first black station in the city to adopt white methods of programming. For example, it became the first black station to be formatted. "Dr. Morgan's news is held strictly under the "secret format" of the station."

Adopting the philosophy, "You never get bad playing a hit," the station plays 25 hit soul records at a week, repeating every 71/2 to 2 hours. Song lists are made up by consulting trade charts, given live and Hamilton reports, what other markets are playing requests, and retail sales. Promotion records are analyzed by how they are selling, but two records with the same sound will not be played within the same week. The same is the style of the music played.

"No Breaks" No particular effort is made to break the format, since the format is for hit records only. Not only is soul music becoming more accepted in white markets, but white pop music is beginning to sell in black retail markets, according to Taylor. One effort noted is that Taylor will play white pop artists who are selling in the black stores. This also helps us to hold the cross-over audience from the stations on other stations on us on the dial, WAMX and WCHL-AM. Conversely, those two stations are playing more and more black music.

Taylor noted that the role of black stations in presenting soul music is still primary. "The black stations play it first, and can present soul music in a more personal way, with stronger identification."

Another musical black identification sound that has been neglected here, Taylor feels, is the "southern" black image. "We feel that older southern black artists, and we have our older gold programs every weekend." Taylor said.

"Community Plus" The sale of WORX-AM recently to the Johnson Publishing Co., publishers of Ebony and other magazines, will make a difference in black concept of broadcasting, Taylor said. The most immediate result will be in public service programming. That, he adds, "Community involvement is what makes a station relevant to its audience, and we are going to improve in this area. WORX-AM now has five minutes scattered throughout its regular programming.
LIVE THE GOOD LIFE.

Only American has table for 4 dining on both our DC-10® and 747 LuxuryLiners. It's not every day that you fly. So why not make the most of it. On an American Airlines LuxuryLiner, you can reserve a table for 4 in First Class. Wine and dine with friends. Hold a business meeting.

Play bridge. And if you don't play, enjoy after-dinner liqueurs and champagne. Next time you're going somewhere, let your Travel Agent introduce you to the good life. On an American Airlines LuxuryLiner. For First Class passengers, there isn't a more comfortable way to fly.

American Airlines LuxuryLiners.
Keeping Programming Control

VOX JOX

By CLAUDE HALL
Radio-TV Editor

I've had the pleasure—and sometimes the pain—of participating in more than a couple of parties over the years. I’ve been a music publisher, a record company executive, and a music director myself. My approach to programming has always been to make music a part of the programming, even when other factors are at play. And I’ve been fortunate enough to have some great partners with whom I’ve worked.

That’s why I was so impressed when I heard about the new program director at 60601-KYNO-AM in Fresno, Calif. He’s a young man, just out of college, and he’s doing a great job of getting the station back on track.

Recently, I was able to interview the program director, and he gave me some interesting insights into his approach to programming. He said that he believes in playing music that is both current and timeless, and that he tries to create a balance between the two.

We talked about some of the challenges he faces, and he was candid about the difficulties he’s had to overcome. But he’s persevered, and I think he’s going to be a great asset to the station.

I’m looking forward to hearing more about this young man's approach to programming, and I’m sure he’ll be a great asset to 60601-KYNO-AM in Fresno.

(Continued on page 39)

Taylor's Standards

By CLAUDE HALL
Radio-TV Editor

A problem area in black broadcasting under attack by Tay- lor is accusing the stations of doing nothing to help the black community. Taylor has pointed out that the stations have been accused of not playing enough black music, and he believes that they should be doing more to help the community.

Taylor's proposal, which he calls the "Community Station," could be a model for other stations. He believes that the stations should be doing more to help the community, and that they should be doing it in a way that is both professional and creative.

Taylor's plan is to create a "Community Station," which would be a station that is owned by the community and run by the community. The station would be run by a board of directors, and it would be dedicated to serving the community.

Taylor believes that the station should be run by people who are familiar with the community, and that they should be people who are passionate about helping the community.

(Continued on page 35)

When in Chicago

YOU CAN BUY BILLBOARD AT THE CARLO FERRALL

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Chicago, III. 60601

BOB MITCHELL, program director of WITX-AM in Denver, New Mexico, and Michael Green, until just recently the music director of the Top 40 station in Denver, were recently interviewed by the Denver Post about the state of the music business.

Green, who has been involved in the music business for over 25 years, said that the music business is in a period of transition, and that it is undergoing a major change.

He said that the industry is moving away from the old model of recording and distributing music, and that it is moving towards a new model that is more direct and interactive.

Bob Mitchell, who has been a music director for several years, said that the music business is in a period of transition, and that it is undergoing a major change.

He said that the industry is moving away from the old model of recording and distributing music, and that it is moving towards a new model that is more direct and interactive.

(Continued on page 35)
Campus News

Stan Kenton Slates Clinics on Campus

NEW YORK—Stan Kenton and his Orchestra have scheduled three, week-long clinics this summer for students and educators on college campuses across the nation.

Now in its eighth year, Kenton's "Jazz Education in Residence" program will be held on the campuses of Drury College in Springfield, Mo.; St. Joseph's College, Emmitsburg, Md.; and California State College at Fullerton.

The Drury College clinic will be held during the week of June 24-30. While programs at Towson and California State at Fullerton will be held during the weeks of July 29-Aug 3 and Aug. 19-24, respectively.

Curriculum for the seminars includes individual and group instruction in instruments (saxophones, flutes, trumpets, trombones, euphonium, baritone, tuba, piano, guitar, strings, and electric bass and percussion) as well as vocal and music styles (rhythm, phrasing, interpretation, dynamic and melodic areas, and lead playing); rehearsal techniques, time, balance and intonation; and jazz theory, beginning with composition, arranging and orchestration.

Faculty will vary slightly with each campus, but the 19-member Kenton Orchestra will offer clinics at each campus. In addition, music educators from each school will be scheduled to participate in one or more of the clinics which will include Dr. Herb Alpert, Pat Martino, Buddy De Armond, Bunk Johnson, Budd Johnson, Howard "Cotton" De Anza College, Cupertino, Calif; Hank Jones, "Fathead" Jones, California State College Jazz Ensemble, Los Angeles, and the local jazz time signatures; Leon Breeden, director, and educational representative at Texas A&M University; Richard Maloof, former instructor of the Kenton Orchestra; and Jack Saumler, instructor of music theory at Southern Illinois University-Edwardsville.

Special guest will artists be announced.

Campus Dates

Film Buyers Urged to Apply Theatrics

CINCINNATI—Student film buyers at the 1970 NEC National Convention were encouraged to apply "theatrical" presentation techniques to non-theatrical screening situations in order to increase the chances of their film programs being successful.

During the five film seminars held at the NEC convention, student film buyers, film distributors and students interested in film attended a seminar room frequently filled to capacity.

After outlining the various needs of a campus film audience, as well as the personal needs of the film seminar program, the seminars examined the role of the film buyer in building a steady audience through careful title selection and effective promotion.

During the discussion of film promotion, music educators (LPs) were introduced, delegates admitted that too many film programs were tailored to appeal to the film society members rather than student audiences. That same seminar by the Society of Motion Picture Scientists and the Western News, was favorably received by the experiences of several campuses where student films had differed sharply from committed titles. Musicals and other big-budget studio productions are commonly screened by campus cinemas and by film society audiences.

The seminar led to the need to both sell student audiences and to achieve shape audience. Racially and political films were emphasized in terms of "theatrical." These seminars were conducted by professors, and the audience was encouraged to share its experiences of successful film programs.

The seminars dealt with newsreels, "split ends," or periodic bulletins on upcoming features, was also discussed.

Stan Kenton's "Jazz Education in Residence" program continues to be an important training ground for musicians. The program is sponsored by the National Association of Broadcasters in Washington, D.C.

The awards program is named after Edward E. "Casey" Weidman, inventor of FM broadcasting.

New York—Fred W. Friendly, former president of CBS News, will attend the dedication of the Ninth Annual Armstrong Awards luncheon as a member of the national board of directors of the National Association of Broadcasters in Washington, D.C.

The awards program is named after Edward E. "Casey" Weidman, inventor of FM broadcasting.

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Country Music

Pioneer Coast Promoter Dies; Widow May Continue His Agency

LOS ANGELES—Marty Landau, who pioneered country music from the Canadian border to San Diego through lengthy tours starting in 1943, died at his home here Friday (23). He was 74.

Right up to the day of his death, he headed Artists Management Bureau, a booking and management office here. It's understood that his widow, Adeline, who was associated closely with him for many years in his office, will continue the business.

Landau was a salesman for Winchester Rifle Co., working out of Long Branch, when he promoted his first one-nighter in 1943 in that city, bringing in Bob Wills. Landau continued to promote one-nighters along the Coast, opening the area's first major ballroom and restaurant, Riverside Ranch, locally in 1946. Scoring talent prices produced a profit square, which forced him to close the nightclub in 1959.

Landau was well known to every country and western star and sideman in the business for he often accompanied touring attractions which he had booked. At the time of his death, his agency was managing and touring acts such as Marty Robbins, Tex Williams, Eddie Dean and others. He is also survived by his daughter, Mrs. Marilyn London, TV director, and two grandchildren, Lisa and Todd.

Blackwoods in Delayed Move to Skylite Label

NASHVILLE—In a move considered unusual because of its delayed nature, the Blackwood Brothers have ended a 20-year association with RCA and have signed a five-year exclusive recording contract with Skylite Records.

Joel Glenn, who heads the Skylite operation, said the contract actually was signed five years ago, but at the time the label allowed the Blackwoods to remain with RCA because of a distribution arrangement. However, the next release by the famous Memphis family was his April 24.

The Blackwood Brothers have, on many occasions, been winners of both Grammy Awards and Dove Awards of the Gospel Music Association.

Skylite also has made an arrangement with Eddie Miller, well-known composer, for him to rewrite lyrics to his all-time standard, 'Release Me,' to give it a religious flavor. In exchange for this, the label has provided Miller multiple recordings of the song. This deal is being commutated at this time.

Flame Lights Torch for Country Acts in North

MINNEAPOLIS—The Flame Super Club here, which deserted country music name sets a year ago, has returned its original policy of booking them.

Beginning in 1956, the club brought in the top names in the business on a weekly basis. Early that year they gave up this policy to use a local band, and to turn the stage over once a week to everything from female impersonators to 'Las Vegas' type shows. Now the club is reverting to what it had success with at 16 years, that of bringing in the name. The first of the acts booked in this new policy is George Hamilton IV, who brought in large crowds. Others on the schedule are Red Sovine, Rex Allen and Jimmy Dickens. There also are now two full-time country house bands: Texas Bill Strength and his group in the front lounge, and the Chill Hilman Country Show in the main room.

Part of the renewed interest in the acts is that the club is broadcasting directly to radio. KTCR, the full-time country day AM outlet has done an effective job, and it is being supplemented by an all-night country show on KCR-KPN, with Greg Elsworth. Additional, KSTP, a 25,000 watt AM, has begun an all-country show from midnight to 6 a.m., directed specifically at truck drivers and older night people, hosted by Al Carlson. This concentration of country in a strong midwest market has sparked the action.

Nashville Scene

FAN FAIR GETS EARLY START

NASHVILLE—More than 600 persons already have paid for advance registration to Fan Fair, the June convention here designed for the consumer.

Jerry Strobel, public relations director for the 'Grand Ole Opry,' said this response has come in despite earlier announcements that preregistration would not begin until March 15.

The second annual Fan Fair is anticipating several thousand registrations.

More Jingle Jangles: Butler

NASHVILLE—the growing number of music labels and commercials here has led to the formation of another such firm, this one by independent producer Larry Butler.

It will be an arm of his Larry Butler Productions Inc., currently responsible for producing such acts as Johnny Cash, Jean Shepard, Junior Brown and others. He also has recently released an album of original material, 'The Blackwood Brothers' at the Opry.' He has done considerable work for RCA and ABC, and has done considerable work for other national agencies with their commercials.

Butler's firm will produce jingles as well as television and radio commercials. He has received several awards for his work, and has been asked to produce jingles for several national commercials.

X. Cose is a man who likes to look ahead. He already has booked the Masters Festival, including Jimmy Davis and the Nashville Indians, to more than 70 dates in 1974. They also have had to add one more a week this year.... On the subject of tour booking, 47-year-old Jack Wragg, who has been with the industry for 30 years, has just been appointed as the new head of the agency. This is a major move for the industry.

The Nashville Voice, a weekly newspaper here, has been published for 25 years and is widely read throughout the country. It is considered one of the leading trade publications in the industry.
Traditionally Don Gibson’s Records are a work of art…
His latest will be one of the great hits of the year

"IF YOU’RE GOIN’ GIRL"

Don Gibson & Sue Thompson
"GO WITH ME"

EXCLUSIVELY ON HICKORY RECORDS
Don't Slip Up and Let This Good One Get Away.
Make Your Move Today
And Watch This Explosive Record Shoot to the Top!

'I Let Another Good One Get Away'
Capitol Records #P-3529

DORSEY BURNETTE
Exclusively on CAPITOL RECORDS

#### Hot Country Singles

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**MARCH 10, 1973, BILLBOARD**
NEW FROM

ANDRAE CROUCH
& THE DISCIPLES

“LIVE” AT CARNEGIE HALL*

A SELLOUT PERFORMANCE TO OUTFIT THEM ALL!

UPCOMING CONCERTS:

MARCH
1—Colorado Springs, Colorado
2—Colorado Springs, Colorado
3—Denver, Colorado
4—Colorado Springs, Colorado
5—Fort Carson, Colorado
6—Colorado Northwestern Jr. College, Sterling, Colorado
7—University of Colorado, Boulder, Colorado
8—University of Northern Colorado, Greeley, Colorado
9—Evangel College, Springfield, Missouri
10—Jacksonville, Florida
11—Memphis, Tennessee
12—St. Louis, Missouri
13—Fort Hood, Texas
14—Dallas, Texas
15—Los Angeles, California

APRIL
5—Longley, British Columbia
6—Portland, Oregon
7—Seattle, Washington
8—Vancouver, British Columbia
9—Spokane, Washington
10—Goldendale, Washington
11—Ventura College, Ventura, California
12—Casta Valley, California
13—Chico, California
14—Phoenix, Arizona
15—Phoenix, Arizona
16—Arizona State University, Phoenix, Arizona
17—Civic Auditorium, Pasadena, California
18—Secaucus, New Jersey
19—Anaheim, California
20—Tabor College, Kansas City, Kansas
21—Oklahoma City, Oklahoma
22—Tulsa, Oklahoma
23—Trinity College, Deerfield, Illinois

MAY
1—Greenville College, Greenville, Illinois
3—Virginia Beach, Virginia
4—Siena Heights, Michigan
5—Albany College, Wilmore, Kentucky
7—Brooklyn, New York
6—Fort Rockaway, New York
8—Houghton, New York
10—Islington, Toronto, Canada
11—Islington, Toronto, Canada
12—Oconomowoc, Wisconsin
13—Grand Rapids, Michigan
14—Cantar, Michigan
15—Tulsa, Ohio
17—Cincinnati, Ohio
18—Cleveland, Ohio
19—Akron, Ohio
20—Akron, Ohio
21—Oconomowoc, Wisconsin
22—Oconomowoc, Wisconsin
23—Madison, Wisconsin
24—Oak Creek, Wisconsin
25—Winnipeg, Manitoba
27—Fargo, North Dakota
28—Winipeg, Manitoba, Canada

* LP: LS-5602
STEREO: 8: 5-5602
CASSETTE: LC-5602

Dist. Exclusively By Word, Inc.
Box 1790 Waco, Texas 76703
In Canada: Word Records
Box 6900 Vancouver 3, B.C.
Country Music

Dot's Donna & Roy Take 6 Awards

LOS ANGELES—Donna Fargo's performance on her Dot hit, "The Happiest Girl In The World," was awarded four major awards by the eighth annual Academy of Country and Western Music at the John Wayne Theater, Knotts Berry Farm, Buena Park, Monday (8).

The former North Carolinaian received "Female Vocalist of the Year," "Single Record of the Year," "Album of the Year," and "Song of the Year." 

Dot's Roy Clark walked off with dual honors—"Entertainer of the Year," and "TV Personality of the Year." 

Other awards made were: Male Vocalist of the Year: Merle Kilgore; Top Vocal Group: Statler Bros.; Most Promising Male Vocalist: Johnny Rodriguez; Most Promising Female Vocalist: Tanya Tucker; Radio Personality of the Year: Larry Scott, KLAC-AM, here; Radio Station of the Year: KLAC-AM; Country Night Club: The Palomino Club, here; Non-Touring Band: Tony Booth; and Touring Band: Alabama.

The Academy All-Star band awards went to Lacy Gunner, bass; Jerry Wiggins, drums; Billy Armstrong, fiddle; Al Braut, lead guitar; Floyd Cramer, piano; and Buddy Emmons, steel guitar.

Lawrence Welk received Country Music Man of the Year, while Gene Autry and Cliffie Stone received Pioneer awards. Publisher of the Year: Preston Foster. Roy received Jim Reeves Memorial award.

Presenters before the audience included: Linda Morrow, Bob Esbensen, Pat Wayne, Sonny Bono, Nudie, Holly Louetta Lynn, Gunilla Hutton, Jerry Walken, Freddy Harteck (Preston), Miss Fargo, Mack Davis, Dennis Weaver, Tom Holf, Bud Ever, Conway Twitty, Johnny Mercer and Academy president Bill Boyd. George Lindsey, Patsey Montana and Wayne Newton. Performers included: Newton Twingley, Doug Kershaw, the Medes and Mike Lynn and Miss Fargo. Dick Clark hosted Billy Strange conducting the Academy Band.

The so-called program consisted of a single page tribute to Marty Lundy, first to bring country music to television.

(The see separate story in this section.)

Nashville Scene

Continued from previous page

It was released last October.

All current and upcoming continues television show produced in Nashville has been done by Jim Phillips, who writes for the Glazer Brothers' ASCAP company. Meanwhile, David Rogers' new broke down on tour.

Hank's famous hit "He Will Remember Me," which made its debut the year he died, is now climbing for An earlier version of the song was written by Carlisle, who写出 the lyrics for the song. The new album is now out, and Dan has picked a winner—"Margaret Smith," of the Something Mountain Cloppers, hospitalized for surgery.

Tampers is recovering from surgery at the Baptist Hospital. To make a point abundantly clear, he will play a talk show named "Shoe-Shine" in no way connected with "Hee Haw." His, Peter Marshall production. The show was given the Clay Campbell hosting. The Public Broadcasting System chose Tom T. Hall, Hall, and Billy Grammer to be specials done on the West Coast.

Cal Smith, fighting the flu, discloses that the Rev. Billy Graham is going to be a solo hit for several weeks. "The Lord Knows I'm Going Home," the Concert Express is presenting the Porter Wagner show in its first major West Coast performance. J. Frank, formerly with Randy Cady, has joined Jim Reeves Enterprises. J. Frank and Lee Jackson are now representing and promoting artists at Jim Reeves. Both were members of the country music band. Wilma Burgess has signed with Shannon Records, the label's first female recording artist. Randy Howard of Upland Records is being booked in the South. 

KLHR in Wichita Falls had a significant hour of "positive" love songs, all country oriented programming. 

Mac Wiseman came on strong in a country program. He did two network shows, and taped extensive promotion interviews. 

Marvin Rainwater has signed a contract with Nata Records of Carlsbad, Calif. He will produced by Little Richard Johnson. 

"Buzz" McKinney has recorded on LP and longer in L.A., produced by Ray Kennedy. Charlie Pride played 10,000 to the Charlotte, N.C., Coliseum, along with Bud "Crash" Craddock, Alex Houston & The Mules and the Okeh Brothers. 

A Saturday night visitor at the "Opie" was Frank Larry, recording a country tramp picker, which is getting involved in the music industry through Scotty Turner. 

The Flu bug has laid low Tommy Glaser, Charlie Walker and James Walker. 

Today's is a compilation of the product that took the lives of Patsy Cline, Cowboy Copas and Randy Hughes. "Randy Gram- mer, Jr., son of the "Opie" artist, celebrated his 26th birthday with a harmonica solo on the show. 

Jean Shepard will be represented both by Larry Butter and Keho Herston at UA.

THE JORDANAIRES and Jim Fogle's song of Dot Records raise steins following Tommy Overstreet's current version of "He Will Remember Me." His "Man's Love," "Overstreet," third from right, was taught the lyrics in German by Fogle's quartet, third from left.

Homecoming Set For 'Jamboree'

WHEELEING, W.Va.—The Second Annual Jamboree Homecoming Revue will be held here May 19, according to Glenn Reeves, director of "Jamboree U.S.A."

The event will feature artists of the past who either got their start on the pioneer show, or are still associated with it.

Among those scheduled to take part are Don and Charlie Williams, Leo Moore, Crusty Elmer Grandpa Jones, Roy Scott, Hank Snow and his Rainbow Ranch Boys, Shug Fisher, and others still being contacted.

It will be a two-show special, preceded by a Homecoming Reception and then a one-hour show warmup. Then, at midnight, "Jamboree U.S.A." will broadcast a feature called "Echoes of the Past," featuring fragments of the shows which who wishes to perform. It will conclude from the stage of the Capitol Music Hall.

John E. Sullivan, right, Shaw Recording Artist and president of his own corporation, will represent Clyde Orr, center, and the Eden Music Corp, William B. "Shotgun" Ellis, left, will represent both the Sullivan and Eden catalogues.

Services for McBride Held

DALLAS—Funeral services were held here last week for Claude Edward McBride, 35, of Texas, who died of a heart attack. At the time of his death he was manager of the Longhorn Ballroom.

McBride, 35, had been involved in most areas of music. He was the composer and producer of "Moonlight," "Jamaica," "Redhead," and "The French Song," among others.

McBride made his home in Nashville in 1959 where he managed Metro City Media. He later moved to Laguna Beach, Calif., and then back to Texas. He owned McBride Recording Co., with offices here and in California.

He was a native of Lake Village, Ark.
Buck Is Back

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"AIN'T IT AMAZING GRACIE"
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"The Good Old Days
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Current Album
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BEST NEW SINGLE OF THE WEEK:
"YESTERDAY I HAD THE BLUES"

HAROLD MELVIN & THE BLUES

(Phila. Intl)

BEST NEW ALBUM OF THE WEEK:
"NEITHER ONE OF US"

GLADYS KNIGHT & THE PIPS

(Soul)

By JULIAN COLEMAN

Richard Pryor, star of Columbia's "Water," is setting up a production deal for his own screen play, "Black Stranger," which he describes as a "voodoo western."

George Wein, founder and producer of the Newport Jazz Festival, has announced that for the first time in its 20-year history, the festival will be young, undiscovered talent performing side by side with veteran jazz greats. Wein is also producing the first Annual Jazz Festival-West to be held in the Los Angeles area. The weeklong activities will take place June 18-24 at the Hollywood Bowl, Santa Monica Civic Auditorium and various high schools and colleges.

Roy Jesse Jackson, one of the nation's most prominent civil rights leaders, has signed an agreement with the Black Audio Network for a commentary program to be broadcast three times weekly. The program will be called "Jesse Jackson at Large," and will be broadcast on many local black-oriented stations from coast to coast.

HOTLINE:

Labelle, currently working on their new album, will have a new label shortly. The group previously recorded for Warner Bros. . . . A testimonial dinner in honor of Mrs. Robert Bowen, president of Queen Booking Corp., will be held March 14 at the New York Hilton Hotel. The dinner is being sponsored by Aretha Franklin, Sammy Davis Jr., and Ray Charles with all proceeds from the event donated to the Foundation for Research and Education in Sickle Cell disease and Miss Black Teenage America Scholarship Fund . . . Buddy Miles' first solo album on Columbia titled "Chapter VII," . . . Ann Leeds handling promotion for King Records in Philadelphia, New York, and Baltimore . . . Chuck Jackson who had several hit singles in the sixties has reportedly signed with ABC Records . . . Ronnie Dyson's "One Man Band," one of the fastest moving singles on the charts continues to pick up more pop airplay day by day. Soul Sauce predicts this will be a million seller. . . New Stevie Wonder: "You Are The Sunshine Of My Life," on Tamla . . . Mark IV debut album on Mercury looks like a winner.

BREAKOUTS:

Gladdy Knight & The Pips, "One More Of Us"; Toumaline Young, "Do You Still Feel The Same Way?"; Archie Bell and The Drells, "Dancing To Your Music," "Masterpiece;" Al Green, "Call Me:" Four Tops, " Ain't No Woman." Staple Singers, "Oh La Da Da;" and Chi-Lites, "A Letter To Myself."

Best Selling Soul Singles

By JULIAN COLEMAN

By JULIAN COLEMAN

Best Selling Soul LP's

By JULIAN COLEMAN

Billboard Special Survey for Week Ending 3/10/73

Best Selling Soul Singles

Billboard Special Survey for Week Ending 3/10/73

Best Selling Soul LP's

MARCH 10, 1973, BILLBOARD

Copyrighted material
New BASF Thrust—Music, Hardware

By BOB KIRSCH

LOS ANGELES—Though most widely known as a chemical company, BASF Systems is in the almost unique position of selling a product in hardware, LP and single disk and record products, as well as tape and tape drives, and the firm is expanding the product and manufacturing processes of these items to include new markets in these areas. BASF is continuing the strong marketing push behind its blanket tape product, and Tim Kemp of BASF sales, explained some of the moves the company is making in the near future as well as discussing the present lines.

Talking about the blanket cassette line, Kemp is a strong supporter of cassette tape, and when asked why people are going with chrome as opposed to the cheaper and easier tape and videotape, Kemp said, "We feel that cassette is the ultimate in the art today!"

Kemp feels that chrome sales have been lower than expected, considering the limited number of units that can be sold in the chrome market today. But Kemp also feels that companies like BASF that utilize a chromium dioxide type are very competitive, and that the argument about abrasives of tape are more or less "false." Kemp also feels that Bill Curtis has a point about the administration and price of materials, and that simple Hoyt's test, if a tape does not have the necessary characteristics, may make three unit cassettes have tape waits and delays, etc. BASF feels that the same tape for the optimum performance.

In the area of videotape, BASF is now manufacturing. Kemp listed off several of the products, including Sony's chrome dioxide coatings both have their place in the future of the industry, he said. "At the moment, we are media suppliers and I would guess it will be about five years before the consumer will start buying this product in the area of television."

Talking about several other areas in tape, BASF is the firm's patented "special mechanics" has not been utilized in the company. The firm's products are sold in the TV market. "We feel that has helped solve some of the major problems in tape."

RCA Discrete Seen by Labels

LOS ANGELES—RCA Records offered a demonstration of the discrete Quadrasonic to a number of first rate labels and artists from various labels in its studio and at Pudwell's office. John Pudwell, director of the firm's Product Development, explained the present strategy for producing the product, saying that retailers will display the discrete model of the product, but the ones that display the discrete model of the product will have a very limited line of this product. RCA has been very active in the promotion and presentation of this product. RCA has not yet released any products of this kind.

Pudwell also pointed out that the label could have marketed this product themselves as well as the labels that display this product. RCA has been very active in the promotion and presentation of this product. RCA has not yet released any products of this kind.

RCA also demonstrated the product to a number of first rate labels and artists from various labels in its studio and at Pudwell's office. John Pudwell, director of the firm's Product Development, explained the present strategy for producing the product, saying that retailers will display the discrete model of the product, but the ones that display the discrete model of the product will have a very limited line of this product. RCA has been very active in the promotion and presentation of this product. RCA has not yet released any products of this kind.

The demonstration was given in the RCA studio, and the label could have marketed this product themselves. RCA has been very active in the promotion and presentation of this product. RCA has not yet released any products of this kind.

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Zenith Audio Push—17 New Units Added

CHICAGO—Zenith has announced an aggressive advertising program for its audio products in magazines. The list of media includes Time, Newsweek, Playboy, Sports Illustrated, Esquire, New Yorker, Atlantic, Harper's, Saturday Review and National Geographic.

Zenith unveiled its new emphasis on audio products by introducing 17 new audio items for the 1973 line to distributor executives of Zenith Radio Corporation recently.

The new line introduces built-in stereo microphone/switch player into three console models, and includes five models of portable cassette player/recorders. Also included are an ultrasonic AM/FM table radio with separate stereo speakers and output/jack plugs for jogging; cassette line cartridge for record units, and two models each of transistor turntables and AM clock radios.

The model 1200D-DP incorporates a tape recorder/player/recorder in the Centurian Model 1200D. The model features an AM/FM solid state radio, remote control microphones, dual FM band, dual AM/FM tuning, dual AM/FM tuning, four function control panel, and AM/FM dual band operation. The model 1200D, with automatic load control, has a range in price from $299.95 to $399.95.

A moderately priced console in three-way stereo features a built-in turntable and speakers. The model 3000D is an AM/FM table radio with remote control. The model features a 20-watt peak power output with a one-inch tweeter and two-inch woofer, and includes a 4-speed record changer with free floating tone arm, and AM/FM stereo radio. The basic unit, with stereo list of $279.95, is offered in Early American styling (Beyman, ETR913M). Mediterranean styling (E7040M), and contemporary styling (Pilotta, E7037M). They are also available with the tape player at $229.95.

The ultramodern Avion Model E414P is an AM/FM tuner/ups, with stereo and four-speed record changer. The AM/FM receiver is also available with the tape player. The price of the tape recorder is $299.95.

For Zenith's line of solid state tape recorders, the 16-transistor portable AM/FM model 1041M, with suggested list of $169.95; two solid-state AM model tape radios, the Crest, listing at $189.95 and the Empire, listing at $159.95; two transistor AM/FM recorders, the Minstrel listing at $19.75 and the Academy, listing at $22.95. The Zenith line of transistor recorders includes four bands, four stereo, four FM/AM, and four mono.

Zenith also added a new line of portable cassette players to its product line. The new model is offered in a white, molded plastic unit with a built-in two-speed tape drive, and includes a four-speed record changer, AM/FM stereo radio, and cassette tape recorder/player. The tape player is also available with the cassette model 2100D, listing at $299.95. The cassette model 2100D is offered in white, molded plastic with a built-in four-speed tape drive, and includes a four-speed record changer, AM/FM stereo radio, and cassette tape recorder/player. The价格 of the tape player is $299.95.
JVC ‘Q’ Emphasis on Discrete But Systems Play Matrix Too

By BOB KIRSCH

LOS ANGELES—A new line of quadrasonic equipment, working with various hardware and software manufacturers on setting up possible licensing agreements, trying to get the average retailer more involved in 4-channel and promoting the quadrasonic concept rather than one particular system are keeping Bill Kist, vice president of JVC's hi-fi division busy.

Now that Jack Hoffman has made the official announcement of WEA's commitment to discrete, Kist will be even busier and will, of course, be promoting discrete more than other 4-channel systems. Still, he feels it is the concept that must be pushed across the industry and particularly the retailer and consumer.

What is happening with JVC and quadrasonic right now? "I've been visiting a lot of manufacturers, both hardware and software to discuss possible licensing agreements," Kist said. "So far the reaction has been very encouraging and the key to us is to get the proper distribution and not miss the boat.

JVC is also expected to bow several new quadrasonic units in the very near future. "Our new line is going to have three switch positions," Kist pointed out. "There will be Matrix One which will be SQ matrix, Matrix Two which is regular matrix and the third switch will simply read discrete. Of course these units are all compatible with stereo and we feel we have universal systems. Once the pilot carrier picks up a quadrasonic signal, it automatically switches over. The user doesn't have to get up and do it manually, which we feel is an advantage." Kist had no comment as to whether or how the prices of these units will be low enough for the average consumer to purchase.

Kist equated what he called the universal systems with cobalt-doped tape as opposed to chromium dioxide tape. Again, no special unit is necessary for cobalt tape and the cassette playing such a tape will respond automatically to it.

On coexistence, Kist said, "We like the idea of the combination discrete and matrix systems. Obvi-ously we feel discrete is the best format but there is going to be coexistence for a long time. As far as any kind of battle or hassle between systems is concerned, we are looking to take the low position."

In the general marketplace, a controversy doesn't do anyone any good.

"What we really want to do," Kist continued, "is to champion the quadrasonic concept. First, you're seeing a lot of 4-channel equipment coming out at relatively low price points. This is the opposite of most new technologies, where it takes quite a long time for the price to come down. Quadrasonic is fairly new yet the prices are right for the average guy in many cases, and it certainly helps make the configuration a viable product. This is the difference between quadrasonic and, say, color TV when it first hit the market. It took a long time for those prices to drop.

"So, we think the market is going to open up very rapidly," Kist continued, "particularly now that RCA is releasing more software and the WEA group is set to release products. Another point is, if you promote 4-channel, it's easy to sell. It's a great kind of system to demonstrate, and it has to be demonstrated to sell. It's like a car. You have to put it in the window, and you have to be impressed with it.

"Kist also sees more of an interest coming about in good sound on the whole, including stereo, as a result of 4-channel. What about consumer concern over obsolescence? "All units have detector jacks in addition to audio inputs and outputs so this should keep the consumer from having a feeling of obsolescence. There is another good selling point for the retailer. I can't stress the importance of the retailer enough. They are the ones who can push the configuration to number one if they just demonstrate the concept. As for the different systems, look at cassette and four-boxes a few years back. The firms that made some provision for both are still going strong and there is a place in the market for both."

On some of the often mentioned drawbacks of the discrete hardware, Kist said, "You don't necessarily need a special cartridge."

(Continued on page 39)
By EARL PAIGE & ANNE DUSTON

Irving J. Flanders & Associates, Ferndale, Mich., is expanding its marketing base to include all of western Michigan, said Trv Flanders, and will have a man in Grand Rapids, Flanders said the expansion is based on his addition of home stereo lines such as Dee Gee.

Flanders & Associates is typical of the auto stereo rep firms that have steadily diversified into home equipment, now that Flanders represents Nucleonic and other home equipment lines. But Flanders is unusual in that he started in car sound just after World War II when he founded Unique Custom Auto Radio. "I developed a rear speaker kit, putting together all the components, had counter display cards made up, and proceeded to place these in all the new car dealers around Grand Rapids and surrounding communities," he said. "I offered a service of installing, by appointment, and eventually had a crew of three men just installing rear seat speaker kits--in every imaginable make of car. The busi- ness grew and evolved into Shelly Hot Rod Shops (Trv is still called 'Shelly')." Flanders said he then contacted an audio parts assem- bly house that together a package for speaker kit with a switch and grille. "This was probably the first successful approach to do it-yourself car stereo merchandising," said Flanders, pointing out that the do-it-yourself trend is just now happening again.

Other lines Flanders reps are Sparkomatic Corp., Or-Guard An- tenna Corp. of America and Afer Electronics. Jack McConaghey, president of Jack McConaghey Co. with associates Bob O'Neill and Jay Stearns, has added Data/Brand Inc., products to his line of consumer elec- tronics, which also includes Racor Electronics, Inc.

AKAI America, Ltd., introduced a new color video tape camera that can scan color video tape system currently sold on both the U.S. market and in Japan. The camera is made by the CVC-150 weighs 3½ pounds, and is hand held. It will be distrib- uted by John Haydak, who has been appointed sales super- visor. He will have the capability of providing sales service to all the outlets in the central region.

McManus joined 3M in 1961 as Wolkashek field salesman in New England area, and most recently as senior advertising and sales promotion coordinator at the company's headquarters in St. Paul. . . . Color-coded tags labeling the features of the model have been introduced by Koss Corporation in all stereo and channel headphones. Retail price and model number appear on the back of each of the 8-track model and accessory is to be used for audio program, Inc., is now a member of the 8-track tape standards committee.

SANSUI MARKETS

Continued from page 37

recently released a six-channel matrix-switching board which sets the QS Regular Matrix and Phase Matrix decoder "up to the present to meet accurate decoding and playback of all 8-track tapes that are now being made today."

The QSX-650 has a decoder with two synthesizer positions for stereo, mono, and four channels from 2-channel recordings. Both the synthesizer and the QS Regular Matrix decoder have "halting" and "surround" positions for varying the high-pass and low-pass frequencies.

Kochi also disclosed that the new 8-track decoder incorporates discrete 4-channel sources such as open reel and cartridge tapes, a complete range of controls, and ac- cessory circuits for all modes and functions. He continued, "The synthesizer can convert the decoder output information that already exists in the matrix, reproduce it accurately, and broadcast, presenting these signals for sound for channel presenta- tion to produce a realistic 4-channel ef- fect."

This is enhanced by Soni's exclusive quadratic modulation tech- nique, which reproduces the wave pattern throughout the listening space in the front of the sound, and allows the listener to "sympathize" with the music. The sound field is developed.

The amplifier section of the new 8-track decoder is derived from the 17A chassis and utilizes the same circuitry for the complete system. The amplifier is designed to be built into a 12-channel or 14-channel system for the same 8-track output. The system is designed to be built into a 12-channel or 14-channel system for the same 8-track output.

December, 1973, cassette specifi- cations are expected to be com- pleted in January, 1974. . . . The total sales to dealers of portable and table model phonographs, including compact and component system, for the month of January was $763,156, according to stat- istics released by the Electronic Indus- tries Association, Marketing Services Department. Cases sold ac- cording to an additional 599,954 sales. The figures represent con- sumer products produced and sold in the United States regardless of brand name or country of origin. . . . The newly created post of corporate communications at Koss Corporation has been filled by Jane McGovern, Miss McGov- en, who will be responsible for company relations and internal communications, will tour eight key market cities for publicity appearances on radio and television shows. Al Allen has been named vice-president, engi- neering, at Utah-American Corpora- tion, Frank Pyle Jr., company president and chief executive officer, will be responsible for product development, plant engineering and production methods, and the ex- pansion of the Utah line of loud- speakers and speaker systems. . . . Noise pollution in heavy industry is being combated by a new Koss product, the Quiet Zone hearing protection, being offered in two models, $19.95, and the K-1010, listed at $19.95. Each is designed with a sin- le-verse button to deflect noise away from the ears. A safety produc- tions division has been established to manufacture and market Quiet Zone products, which will be dis- tributed through industrial manu- facturer's representatives. . . . The Climatic Corporation of Jackson- ville, Florida, has been appointed wholesale distributor for Motorola home entertainment products in northern Florida and southern Georgia, according to Robert C. Warren, director of marketing, Motorola. Albert E. Taylor has been appointed branch manager of the Climatic Jacksonville opera- tions. . . . Broadcast Products, Inc., Rockville, Maryland, has been ap- pointed distributor of the Dolby noise reduction system according to president James C. Woodworth. The system is produced by Dolby Laboratories, Inc., London and New York.

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MARCH 10, 1973, BILLBOARD
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For your information, Billboard just happens to be the only "Music" newspaper with full coverage on home entertainment products and accessories; and it goes right to the people who count—the influential, responsible for supplying mass merchandisers, retailers and speciality stores.

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It's your move.
MOA CONFAB

By EARL PAIGE

NASHVILLE — Royal America's 'John's Been Shacking My Baby' and Infinity's 'It Must Have Been Love' are hitting the country music charts. According to William E. Stuckey, general manager of the station, these songs have reached number one on the chart.

The most neglected product category in the country is country radio, closely followed by classical music. There are no real leaders in either market, but both are growing.

Percentage negatives on a yes/no product availability topic were: jazz 34 percent; ethnic 30; EL 27; soul 21; country 20; rock 19; and high school 15.

The group also discussed divided opinion on album title strips, routing around the room and the need for LPs to contain a super hit, indicating Operators' Association. A heavy percentage reported albums do not generate profit. A topic related to LPs helping to swi to two for a quarter profit was raised.

Programmer's Potpourri

Jukebox Album Producers Releasing Million Dollar Product

Pride, Azteca, Holiday, Carr (Latin), Mayfield, Montgomery

Gold-Mor albums Jim Reeves, "Moonlight & Roses"; Mescalero Pass, "Roses & Bluebirds"; "What It Seemed To Be"/"The Woman in Carolina Moon" 2834; "Buddy Blake Sings Heart Songs"; "Anytime"/"The Heart of a Cornfield"; "What Money Can't Buy/Funny Bones"; Reckless/Miracle Heart/My Wife/Love/Theme From "The Love Boat" HE-101; "Henry Mancini presents The Academy Award Songs"; "Days of Wine and Roses/All the Way/Call Me Irresponsible"/b/w "You'll Never Know/Three Coins in a Fountain/Moon River" 6013; "Love/Time After Time/You're My World/When Was I/What's New/Everything" L-129; "It Doesn't Live Here Anymore/Be My Valentine/You're My Thrill/Softly/Salute/That's My Desire" T-16/H-17; "Charlie McCoy:" "Me and Bobby McGee/Delta Dawn/You Don't Have to Be a Jew/First Time Ever I Saw Your Face" b/w "I Can't Stop Loving You/I Love You/Oh How I Want To Be Loved" KZ-3190; "Vikki Carr/Let Me Be Me/Remember Amour/Ahora Que Soy Libre" b/w "Sonora Novios" (It's Impossible)/Hija De Amor (Love Story)/EL Típico" KZ-3176; "Curly Hesl/Seventy Six/Tell Me" KZ-3175; "Fear Him/Don't Be My Baby/Think (In)" b/w "Give Me Your Love/I Don't Know What She Should Know Better/Binkle Chante" CR-1001; "The Three Brothers/Brothers in Arms/SENSATION/Willie! /Put Me in a Corner/Kiss Me Goodnight/Will You Still Be There When I'm Heaven" b/w "I Don't Know Why" (Continued on page 59)

73 ATÉ: U.K. Jukebox Industry Unity, Sophisticated Units

By STAN BRITT

LONDON—Perhaps the most important impression which emanated from the 28th Annual Trade Exhibition, held at Alexander Park, North London, recently was the new awareness of the British jukebox operators to think more in terms of helping the industry as a whole, rather than merely striving for individual growth and success. In terms of hardware, overall performance and design of jukeboxes, we impress the delegates.

This attitude of "It's good to help the industry as a whole we will help ourselves" was summarized by Robert Gower, chairman of the President Group, who commented during the exhibition: "At long last we have a united industry. British jukebox men have always had an obligation to take after the needs of our industry as well as to our own. It's time we started to think more for the industry in general, in fact thinking of individual success.

The speech was followed by Alan Willis, secretary of both the Amusement Trades Association and the Phonograph Record Manufacturers' Association, and made his way through the conference.

"Many of the British companies are very conscious of the need to regularize the jukebox industry's activities.

"There was a period, it is true, when the industry's image suffered, due to the activities of a small minority. It was, however, sufficient to taunt the whole of the industry. It was a period of unpleasant publicity, said Willis, which is evidenced in any industry—whether the industry is concerned with selling jukeboxes or music products.

"It had a withholding effect on the industry for a time. But I believe that the gradual cleaning of various companies nowadays into bigger, more powerful groups—companies such as Music and Allied Services—will have the effect of having a strong influence on the leisure entertainment industry as a whole. These companies are very, very conscious now of the fact that they are a cog in the wheel of the industry, and are trying to show this is a well run industry. Accordingly, they are spending money on promoting this aspect of the business.

"Moreover, perhaps the greatest achievement of the first-class jukebox product. Display true, there is no denying that this is the only way one can have so many machines that the past exhibition but the standards have been set uniformly.

"A dramatic proportion from prospective buyers was the excellent range of Rock-Ola boxes exhibited on the London Coins Machine stand. The Rock-Ola 447, with its smart cabinet finish—in particular, polyester sunscreen—was a particular standout. So, too, was the 450, with its easy-service mobility, without any compromise in its mechanical circuit or design which eliminate a separate pre-amp chassis and 100,000-bite-in-a-line selection system, now situated on the Rock-Ola 450 and NSM unit as seen at recent ATE.

(Continued from page 1)

route who now own a program as well, which met high standards, SAINT AMAND produced a great deal of talk. It is the policy of the group to produce a program that can be adapted to the station's needs. The group's goal is to produce a program that can be adapted to the station's needs.

The group here had Rolling Stones, and the group has also agreed to produce the program. Now all the Stones songs cause a hoarse as they do in the program.

The group here had Rolling Stones, and the group has also agreed to produce the program. Now all the Stones songs cause a hoarse as they do in the program.

At the same time, jukebox programmers must know the flip side too. As well. Bush called for more cooperation from programmers to help with LPs. I have wondered which there wasn't a new

(Continued on page 59)
What's Playing?
A weekly programming profile of current and oldie selections from locations around the country.

ADRIAN, MICH. - CAMPUS/YOUNG ADULT
Mike Leonard
Longchamp Music Co.

CASTROVILLE, LP's
"I'm Not Superstitious"

CATERHOUL, IOWA: COUNTRY
Bruce Alex
Ace Music Co.

GALION, OHIO: VARIOUS LOCATIONS
Larry Funk
Elkton Music Co.

GALION, OHIO: VARIOUS LOCATIONS
John Ehn, Jr.
TAC Management Co.

GREENSBURG, PA.
"I Remember Mama"

MACON, GA: HIGH SCHOOL
"Waltz of the Flowers"

SAINT LOUIS, MO. 
"I Remember Mama"

NEW ORLEANS, LA.
"Waltz of the Flowers"

PADUCAH, KENTUCKY
"I Remember Mama"

RICHMOND, IN
"I Remember Mama"

SAN ANTONIO, TX
"I Remember Mama"

San Antonio Musicians Union

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'Carmen' Out in April

NEW YORK—Polydor Incorporated will release in April its recording of the current Metropolitan Opera production of Bizet's 'Carmen,' starring Marilyn Horne in the title role and James McCracken as Don Jose, on the Deutsche Grammophon label. Horne, who made the debut of the role in 1967, is known for her range of soprano. The recording, which is available in stereo, is scheduled for release in May.

Trio Deutekom, Baltimore, Ohio; Cleveland, Ohio; and Los Angeles, California, are among the cities where the recording has been made. The recording was also made in France and Japan, where the opera is performed regularly.

In April, the recording will be released in the United States, as well as in Canada, Mexico, and Europe. The recording will be distributed by Polydor Records, which is a subsidiary of the Warner Music Group.

The recording was conducted by conductor Seiji Ozawa, and features the Deutsche Grammophon Orchestra and Chorus. It is the first recording of the opera to be released in a new edition, with new arrangements and additional material added.

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New LP/Tape Releases

Living Heart:

GODWIN, DAVE
A Time for Loving
LP: Columbia PC 39283
$12.44

JONES, BARBARA
Gott Me Your Love
LP: Columbia PC 39520
$12.44

HIT & RUN
Fine & Rare
LP: MCA 45-20000
$12.44

LENNON, JOHN
Imagine
LP: Apple C 001
$12.44

CRAZIES HAWKES
Let your Love Roll
LP: MFP 1001
$12.44

SCHEELE, ANDREAS
The English Country Garden
LP: Atoll LPS 423
$12.44

FUJII, TOD
You're The One
LP: 13-21000
$12.44

RIVER CITY
Jesus Shines
LP: RV 0376
$12.44

ROBBINS, GEORGE
One More Time
LP: Apple C 004
$12.44

WHITE, JOHN
I Know You'll Miss Me
LP: CBS 62642
$12.44

JUDY 
GODWIN, DAVE
A Time for Loving
LP: CBS 62642
$12.44

NEW LP/TAPE RELEASES

PABLO
Stolen Time
LP: Columbia 45-20007
$12.44

SHERRY 
HILL,
2000
LP: Columbia PC 39283
$12.44

ANITA
RIO
LP: Columbia PC 39520
$12.44

FLESH & BONE
No Time for Love
LP: Apple C 001
$12.44

FOSSIL
I'm a Fool
LP: MFP 1001
$12.44

FURIE, ANDREW
Resurrection
LP: Atoll LPS 423
$12.44

TAYLOR, JOHN
Departed
LP: RV 0376
$12.44

BRADY, GEORGE
Road To Nowhere
LP: Apple C 004
$12.44

ROLLING STONES
Sticky Fingers
LP: CBS 62642
$12.44

BLOOD, SWEAT & TEARS
Da Doo Ron Ron
LP: Columbia 45-20007
$12.44

WINTERHOLM, RUDI & HIS ORCHESTRA
LP: Winterholm W 1000
$12.44

WINNECK, ROBBY
History of Rock on Record
LP: CBS 62642
$12.44

POPULAR COLLECTIONS

BAHAMA MUSIC
LP: CBS 62642
$12.44

THE NEW LP'S OF 1972

VARIOUS ARTISTS
LP: CBS 62642
$12.44

BOOKS

ANNUAL JUSTICE MAGAZINE

LAW OF THE LAND

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10 DECATUR STREET

BOSTON, MASS. 02116

MARCH 10, 1973, BILLBOARD

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(Continued on page 47)
New LP/Tape Releases

CONTINUED FROM PAGE 47

INTERNATIONAL

JANISI BIRD, SUNRISEunes, Israel 12-704-3164... $4.98
BETACOURT, JULIO.. 12-2-100-002... $5.98
ISBET'S CONSPIRACY 12-704-3313... $3.98
KLINKMANN, VIKTOR 12-704-3335... $5.98
MACHTO 12-704-3235... $5.98
MAGSIA, LUCINIO 12-704-3331... $1.98
MANCHIN, SPICICH 12-704-3831... $5.98
MERTZ, FINA 12-704-3731... $5.98
MONDO VOCAL 12-704-3431... $5.98
NAYLOR, DAVE 12-704-3231... $5.98
PARKER, POPE 12-704-3031... $5.98
RENIO, JOSE (P/Sh.) 12-704-3931... $5.98
SUSÓN, ENRIQUE 12-704-3731... $5.98
TENDER, HANS 12-704-3031... $5.98
TERNUS, ERIK 12-704-3131... $5.98
THURSDAY, GREG 12-704-3831... $5.98
TRAVERS, MESCIA 12-704-3931... $5.98
TUNNELL, JERRY 12-704-3331... $5.98
WALKER, ALOMP 12-704-3231... $5.98
WINTER, DOUGLAS 12-704-3031... $5.98
WITCHEL, DAVID 12-704-3131... $5.98
ZELAYA, CARLOS 12-704-3831... $5.98

JAZZ COLLECTIONS

FRIDAY THE 13th, COOK COUNTY JAIL... NO HOMESTYLE IN NEW YORK 12-915-3227... $3.98
VOLUME 3 & 4... 12-915-3227... $3.98

CLASSICAL

RACHMANINOFF, SERGEI... SERGEI RACHMANINOFF CONDUCTS PROKOFIEFF... 12-704-3431... $5.98
SAINT-SAENS, César... ORCHESTRA OF THE AMPHITHEATRE... 12-704-3231... $5.98
MADELONIE, JACOBS... ROYAL CLASSIC ORCHESTRA... 12-704-3331... $5.98
MOORE, CHARLES... NATIONAL BASS & VIOLIN ASSOCIATION... 12-704-3431... $5.98
GERSHWIN, GEORGE... GEORGE GERSHWIN... 12-704-3231... $5.98

SPOKEN WORD

DANISH ARTISTS... DANISH ARTISTS... 12-704-3031... $5.98
ITALIAN ARTISTS... ITALIAN ARTISTS... 12-704-3131... $5.98

COMEDY ARTISTS

JUDD, HARRY & LADY BOY... BOY MEETS GIRL... 12-704-3231... $5.98

New Marketing Concepts Excite Retail Business

CONTINUED FROM PAGE 12

Canadian Label Seeks Licensees

LOS ANGELES — Canada's Avenue Of America Records used the Re-Listing of Recording Merchandisers convention to launch itself as a licensee for U.S. sales.

General manager Gary Snyder said the company's representatives would pre-sell its product to 25 names on the first day of the show. The second show, with 10 names, would follow on the next business day.

Canadian distributors are on the list of 25 names, and the company is hoping to get into the Canadian market before the end of the year.

Snyder added that the company's biggest sales will be to the U.S. market, but he said he was not sure how much money Avenue Of America would make in the first year.

The company's chief executive officer, Ed Fink, said he was pleased with the response to the new label.

He added that Avenue Of America Records was considering a new line of recording products and would be releasing a new album in the fall.

Unlicensed Tape

CONTINUED FROM PAGE 33

The firm with unlicensed products was based at "U.S. Tape, Inc.," according to a source close to the action.

Carl's Inn's "Anticipation," Notes other were Indy cards, "Music" and "Just Plain Charlie," were priced at $3.25 and $2.50, respectively.

The only other label offering pre-recorded products was "Radio Tape, Inc." which had locally cut-out items. These cards were also available at "U.S. Tape, Inc.," but were priced at $3.25 and $2.50, respectively.

A man at the booth of the firm told a reporter that there were too many tapes available, but that there was no percentage in the price of the tape.

"I'm just selling what I have," the man said...

Meanwhile, Canadian Label Seeks Licensees

MARCH 10, 1973, BILLBOARD

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DANCING ON THE SEATS by Andrew H. Meyer. Touchstone Press. $7.95. A comprehensive guide to dance, which includes chapters on the history of dance, the theoretical aspects of dance, and the practical aspects of dance. It is a valuable resource for anyone interested in the world of dance.

THE SOUND OF THE CITY by William Schuman. A study of the role of music in the urban environment, focusing on the influence of music on the daily life of citizens. It includes chapters on the history of urban music, the role of music in the city, and the impact of music on urban development.

THE RECOR DIN G S OF B EETHOVEN. These volumes, originally published in High Fidelity magazine, cover all the recordings of Beethoven's works. The first volume contains detailed reviews of the recordings by leading conductors and performers, and the second volume includes biographical information on the performers.

KRLA-AM 10-Year Hassle Reaches FCC. The case involving KRLA-AM, a Los Angeles radio station, and the FCC has been a long-running battle over the station's use of music and programming. The FCC has been accused of favoring major record companies and ignoring the needs of independent stations. The case has been appealed multiple times, and the FCC has been criticized for its handling of the case.

ASCAP Receives Gershwin Stamps. The ASCAP Foundation has received a batch of Gershwin stamps to commemorate the composer's birthday. The stamps, which are part of a series of stamps honoring notable American composers, were presented during a special ceremony at the ASCAP headquarters in New York City. The stamps feature a portrait of Gershwin and a selection of his most famous compositions.

MARCH 10, 1973, BILLBOARD
**Latin Scene**

**MIAMI**

Johnny Ventura (Macho), Josia Flores (Papelucho), Conjunto Universal, and Los Del Rio played at the Dinner Key Auditorium Feb. 24, and Pedro de Pool, program director at WCAM reports that the station has been receiving several call requests from the public, and will be playing more local bands on the air. The station is also planning to have a local band night every other week, and is looking for new local bands to play on the air.

**PUERTO RICO**

Julio Iglesias (Alambrista) performed four concerts here, one of which was at the University of Puerto Rico. The concerts were well-received and the audience was enthusiastic.

**Latin Music**

**Musimex to Bow Mobile One-Stop Set-Up in Texas**

By MONICA KELLY

LOS ANGELES—To help service the growing demand for Latin music, Musimex, the Mexican-American label, has introduced a mobile one-stop set-up that will allow record stores to place orders for their customers. The set-up consists of a large trailer that contains a complete recording studio, a pressing plant, and record artists and record labels. The set-up is designed to make it easier for record stores to service their customers.

**Latin Scene**

**Carr Follo Is Put in Spanish**

NEW YORK—The Peer South American (PSA) Organization has released a version of the Carr Follo single, "Espanol," in Spanish. The single has been well-received in the Spanish-speaking market, and has been a hit in Puerto Rico, where it was first released.

**Latin Music**

**Musimex Records**

Musimex Records has announced the release of a new album by the band Los Del Rio. The album, titled "Espanol," features the hit single "Espanol," as well as several other popular Latin songs. The album is available for purchase at record stores nationwide.

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International News Reports

A&M Marketing Step-Up Seen In Wake of New Appointments

LONDON—A general stepping-up of A&M's activities in the field will no doubt be noticed following the appointment of John Mair as general sales manager. Mair joined the company from Phonogram, where he accepted a similar post in 1970.

Commenting on Mair's appointment, B&C-Charisma manager, Raymond Mair said, "We can't continue to hide behind the old A&M image that we used to have, with the company surrounded by larger companies. Our sales effort in recent months has been directed towards the US and we are determined to increase our efforts in Canada because of our energy and new product. We have now reached the stage when we must break through, and we can't just rely on the old charisma image."

A&M has five field salesmen in the UK, and Mair will be responsible for four of them in this area.

Mair (41) has several years' experience in selling, joining Phonogram from EMI where he was marketing manager of the Top Sellers group. He joined EMI in 1964 from Logos Distributors Ltd., to which company he had been appointed three years and he entered the record industry in 1959 as a Pye salesman in the Lancashire area.

Mair's appointment further strengthens A&M's management team, which follows the recent appointment of Dave Margareth as assistant to the managing director.

3 Acts Cut

Since his appointment as managing director, Green has dropped three acts from the label and hasn't dealt with Jim Dolan and Mike Davies of Folkworld, even though he is still a shareholder. Green has signed a world agreement with the rock orchestra Esperanto headed by John Virgo.

Green said that he now wants to concentrate on the label's UK act and is planning several major campaigns for the coming months.

Luxembourg Gets RTL-France Tie

LONDON—At the request of RTL-Paris, Radio Luxembourg's British service has taken over the airwaves to the time of evening broadcast on longwave.

Programs will be compiled in London by program director Ken Evans and it is intended to adhere to 20% of the 20% p.c. of presentation which the BBC is to deliver on the receivers.

Although the BBC's Paris station will be the mainstay of the program, there will be a mixture of French and English items.

However, Alan Keen, Luxembourg's London general manager, admitted that the U.K. takeover of RTL is designed only to boost that station's audience, although reception in Britain is, both during the evening and at night, of good quality, despite the fact that transmission to Luxembourg every night.

U.K. Dollar Devaluation Has Little Immediate Effect

LONDON—The devaluation of the dollar by 10% has little immediate effect so far on this country's record business, but many major companies have warned that there might be price adjustments at some future date.

"The industry might be hit by a flood of imports or some new products," said one executive. "We might have to raise prices to cover the cost of the devaluation, but we'll have to watch the market before we make any decisions."
日本のロックファンが待ちに待った驚異のアルバム！
「はっぴいえんど」絶賛発売中！

ウェストコースト・サウンド完成を目指し、米・ロサンゼルスで録音した、はっぴいえんど最後のアルバムです。

はっぴいえんど

はっぴえんと／永瀬のスケッチ／明日あたりはきっと春／無風状態
さよなら通3番地／相合屋／田原謙／外はいい天気／さよならアメリカ、さよならニッポン
（はっぴいえんど）細野晴臣／大龍礼一／松本隆／鈴木茂
（プラス・アレンジ）カービー・ジョンソン／バク・ミュージシャント・スコット／ビリー・ベイン／ローエル・ジョージ／ミック・ファインドレイ／デイヴ・デュー／スライド・ハイド／ヴァン・ダイク・バックス

さよならアメリカさよならニッポン

はっぴいえんど

（片面）無風状態
**More Disks in U.K.**

Consider Pye's manufacturing standards are at least on a par with other leading companies.

I recognize that there is a lot of inferior playing equipment on the market, not only from some of the major companies, but also from some of the smaller ones. CIBS director Brian East agreed to a certain extent and pointed out that some of the smaller companies are getting away with making equipment that does not meet the public's expectations. He also noted that in the future, manufacturers will have to be more careful in marketing their products.

Another commentator, Malcolm Davidson, a leading authority on Hi-Fi equipment, was more critical of the equipment on the market. He pointed out that there is a lot of duplication of effort among manufacturers, and that some of the equipment is not up to scratch. He suggested that manufacturers should be more careful in specifying their products, and that they should be more concerned about the quality of their work.

Jumpping Occurs

Matthews explained: "With cer-
tain models it is more jump- and progressive—jumping does oc-cur. There has to be a compromise between producers who want cer-
tain levels on their recordings and the
customer who wants the best quality with the cus-
tomer."

However, he did not feel that the

erosion of quality on the record

just now is an indication of

the trend of the market. He

suggested that RCA's marketing manager Geoff Hammerton and his colleagues are taking the right approach when it comes to market research. He pointed out that

RCA has a very strong presence in Hi-Fi.

"But our figures have not in-
creased, they have in fact de-
creased, so we have to expect that it will be flat and play-
ting." He felt that the current situation would not last long.

"Our customers are not going to

sit back and watch it happen."

He also warned manufacturers

to be more careful in their market-

ing of Hi-Fi equipment.

---

**Finnish Hits On 9-LP Set**

HELSEC—It was recently

recorded on a special System (EES) music tape in Selkast, Helsingfors. Nine, high, EES record, tape and cassette sales totaled some $2.14 million, more than $5.5 million

time in the past few years.

The single or song was to be

sold for the K随着时间的推移，人们对音乐的不同需求和发展使得音乐产业一直在发展和变革。在20世纪70年代，随着磁带和CD的出现，音乐的存储和传输方式发生了巨大变化。1972年，为了适应这种变化，Billboard杂志决定将音乐排行榜从一张纸转换为一种可以常驻的排行榜。1973年，Billboard创建了音乐排行榜杂志，成为音乐产业的重要组成部分。今日，Billboard仍然是音乐产业的重要参考，也是音乐人才展示作品的舞台。
Would you like a slice of this cake?

In 1972 our slice was rather big, because we had every 4th single record sold in Germany.
International News Reports

Tamla Motown Sets U.K. Prod Co. as 1st Step in Expansion
From The Music Capitals of the World

LONDON—Tamla Motown is beginning to implement a major international expansion plan with the formation of a new U.K. production company, which will be responsible for the acquisition of British artists and the promotion of U.S. artists. The first British artists have been signed to the company, and previous deals were for third party product.

The production company, as yet unnamed, will be headed by Trevor Beresford, former manager of the Rolling Stones' label's U.K. operations, and by Paterson, deputy international director. “This is something Motown has never done before, but we've been looking for a way to expand in the U.K. for some time,” commented a spokesperson.

Churchill will be responsible for Cassidy in the U.K., an arrival that is to be announced in a press release next week. He will also be signing new talent to the company, and general sales and marketing will be handled by the company. The new company's first few artists will be signed to Motown's existing roster of American talent. “We've been given a budget from the States, and we will be working with British talent on a case-by-case basis,” said Churchill.

All's Quiet on the ASCAP Front

LOS ANGELES—The American Society of Composers, Authors and Publishers (ASCAP) continues to hold back licensing agreements in the shellback stage, according to several reports from the ASCAP convention meeting here Wednesday (28).

One reason given is that the expected arrival by pop stars to San Antonio has not materialized, and instead of the concert appearances, ASCAP will be announcing a reduction in the number of agreements it will sign. The organization is reported to have filed a notice of termination with NBC, and ASCAP said it would not sign any new agreements until the issue is resolved.

The biggest news of the week is the announcement of a new agreement between ASCAP and the National Association of Music Publishers, which will allow ASCAP members to perform their music on a national basis.

Output in Canada Dips for December

OTTAWA—Although production continues to be higher than the 1971 figure, the number of new releases in Canada in December indicated a decrease of about 7 percent over the same period in the previous year. The exact figure was not available.

Statistics Canada report that 5,000 new releases in December, compared to 5,200 in December, 1971. The decrease is due to a reduction in the number of new releases in the United States, which dropped from 3,000 to 2,600.

J. Nathan Firm, Sugarman Pact

MILAN—John Nathan, owner of the Sugarman Ltd. company, and Sugarman's brother, Peter, have formed a joint venture with John Nathan, called the Sugarman/Panama firm, to begin production of new releases in the United States. The company will have an exclusive contract with the label's U.S. representative, Paul Davis, who will act as general manager of the new division.

Polydor Handles Silver Blue

NEW YORK—Silver Blue Records, a newly formed label with offices in New York, has been signed by Polydor Inc., according to Joel Klein, president of Polydor Inc.

The first product to be distributed under the agreement is the single “This Will Be the Summer,” by vocalist and songwriter Bonnie Lythgoe, who will also be signing new masters.

Johnny Marks' Wife Is Dead

NEW YORK—Martha Marks, wife of songwriter Johnny Marks, died Feb. 19. Marks was 62 years old.

In a letter to friends, he said that he was looking forward to selling more records and that he was planning to start a new label with his wife and children.

Chappell Forms Intl. Division

NEW YORK—Chappell International, a division of Chappell & Co., will be formed to handle the company's international distribution, and will be headed by Nick Firth, in charge of international operations.

New Canadian Budget Seen Aid to U.S., U.K.

OTTAWA—The new federal budget, unveiled in the House of Commons this week, by Finance Minister Donald Macdonald, provides two important reductions for the music industry.

A new duty of 12 percent applies to all imports of recorded music into Canada from the U.S. or Britain. This tax will be imposed on a percentage of the retail price of the product, which will be 20 percent.

Educational and instructional sounds containing educational material for the arts, sciences, professions, crafts and trades will now enter Canada duty-free. The new duties are expected to cause retail sales to increase, and to provide more product from the U.S. and Britain.

Latin Scene

Jim Melanson

March 10, 1973, Billboard
Pop Picks

ALICE COOPER—Billion Dollar Babies, WARNER BROS. BS 2683. One of the best rock groups recording today has produced another set of unique and splendid rock, Grace is a top vocalist and the band sounds better with this entire LP a bit tighter than previous efforts. With the group's success, besides some musical performances, seems to be the steady line of fine good and talented material on the same list. best cuts: A Long Way To Go; Oh, Well; On My Mind. 

BILL MEDLEY—Smokin', A&M SP 3517. This may well be the L.P. Medley fans have been waiting for since he left The Righteous Brothers five years ago, combining commercial rock, and a much more appealing and melodic approach, with a band and excellent ballad, standards that have once made Medley one of the princes of the British style. "Medley" has one of the most beautiful voices at pop music and can often be found in a more stylish, sophisticated and singer-inclined. We watch Medley on TV for a long time.

JERRY LEWIS—The Session, MERCURY SR 2193. A brilliant mixture of rock and roll and some of the same group's best material, as well the Tin Pan Alley numbers as well as their hit material from the British films. As usual, the production is solid, with a fine studio band and a fine vocalist. best cuts: "The Session," "Keep On Rockin'" and "Hang On SLOopy!"

BRUCE COPPEN—Soul Jive, MCA 317. A superbly executed LP that will prove to be the finest rock record of the year. best cuts: "Here comes your Headache." "Don't Call Me Up," "Show Me The Way To Go Home."

Country Picky

LORETTA LYNCH—Exterminator Of The Day, RCA 3175. One of the more remarkable things about this album is its ability to demonstrate Lynn as a blues singer with a raw, bluesy voice. best cuts: "I'm Ready to Go." "I Love My Music." "I've Got My Head Full." "I'm Ready to Go."

ALAN RUSSELL—The Rough Side Of The Moon, HARRISON SP 5001. A LP that has a tour de force for tragic Lucille Walker. The band is organized in a program of heavy, introspective statements, well balanced by their brevity and intensity. This is music for intergeneric listeners. There are no free pieces which the guitar player alone. best cuts: "Time," "Money," "Drug Damage," and the title tune. Deaven's is a classic rock guide of one of England's most interesting groups.

Jazz Picks

JOHNNY LITTLE—People Love, ATLANTIC MPG 4012. Lytske has been praised for his attractive style and has given himself a fine representation as well as an excellent exponent of the blues influence. On this LP he demonstrates his ability to make the most of all current popular tunes.

Best cuts: "Why Can't I Be You?" "Anytime." "You And I." "Lizette." 

SOPHIE YORK—Great Balls of Fire, MCA 317. A LP that has a tour de force for tragic Lucille Walker. The band is organized in a program of heavy, introspective statements, well balanced by their brevity and intensity. This is music for intergeneric listeners. There are no free pieces which the guitar player alone. best cuts: "Time," "Money," "Drug Damage," and the title tune. Deaven's is a classic rock guide of one of England's most interesting groups.

Best cuts: "Foolish Heart," "Oh, Well; On My Mind."

SOUL Picky

JAMES BROWN—Black Caesar, POLYDOR PB 6014. The challenge for harmonizing his writing to the lines of a record spin is one skill that has become so refined that one can find his notes to a whole band. Here is a fine LP with the same group's best material. best cuts: "I Got A Thing About You." "I'm Ready to Go." "I'm Ready to Go." "I'm Ready to Go."

JIMMY RUFFIN—The Whirlwind, MERCURY SR 6137. This is the kind of superb contemporary soul record that is a hit for the year's hits.


JAZZ Picky

JOHN LEWIS—People Love, ATLANTIC MPG 4012. Lytske has been praised for his attractive style and has given himself a fine representation as well as an excellent exponent of the blues influence. On this LP he demonstrates his ability to make the most of all current popular tunes.

Best cuts: "Why Can't I Be You?" "Anytime." "You And I." "Lizette." 

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Breaking Disks

Vicki Lawrence's Tell@stop single of "The Night The Lights Went Out in Georgia," may be a sad tale, but it's a telling piece of a woman's attention. It was a surprise success this week from 59 to 47 to 46 to 42. Stories about America's second single include "I Know You're Up There," written by Steve Miller, and "I'll Make a Bed for You," written by Steve Miller and Richard Perry. The single features an active female vocalist and has a strong rhythm section. It is now at 9 with a star up from a star-studded 17. In a pop pick for the February 3 issue, Apple's report on WBBG and WMFL-Am, Philadelphia, New Jersey, and WABC-Am, New York City, are not left out.

![Image](https://example.com/image1)

Hot Chart Action

The singles list was not seen as a success. "Break Up to Make Up" was the only chart entry to break the top 10 at 10 with a star up from a star-studded 11. The song is at 10 with a star up from a star-studded 11. The song features an active female vocalist and has a strong rhythm section. It is now at 9 with a star up from a star-studded 11. In a pop pick for the February 3 issue, Apple's report on WBBG and WMFL-Am, Philadelphia, New Jersey, and WABC-Am, New York City, are not left out.

![Image](https://example.com/image2)

Pop Picks

The Jackson Five—"Heal the World" (2:13): producer Henry J. H. Atkins; writers: F. Arden K. T. O. and Steven J. A. J. The group's second single ever, with a rich orchestral backing and energetic rhythm section. It is now at 9 with a star up from a star-studded 11. In a pop pick for the February 3 issue, Apple's report on WBBG and WMFL-Am, Philadelphia, New Jersey, and WABC-Am, New York City, are not left out.

![Image](https://example.com/image3)

First Time Around Picks

Robin & Hopper—"Someday's News" (2:23): producer: Gene Winckler, writer: Jack Lawrence, BMI. A hit that has been steadily rising over the past few weeks. It now features a strong female vocalist and a rich rhythm section. It is now at 9 with a star up from a star-studded 11. In a pop pick for the February 3 issue, Apple's report on WBBG and WMFL-Am, Philadelphia, New Jersey, and WABC-Am, New York City, are not left out.

![Image](https://example.com/image4)

Country Picks

Marie Hoggard—"The Empress Arms In the World" (2:50): producer: Fred Program, owner: Marie Hoggard. Shade Tree BMI. This has the potential of a two-sided hit, with a good many fans already playing both. The "I" is so unusual that it has helped pave the way for her continued success. It now features a strong female vocalist and a rich rhythm section. It is now at 9 with a star up from a star-studded 11. In a pop pick for the February 3 issue, Apple's report on WBBG and WMFL-Am, Philadelphia, New Jersey, and WABC-Am, New York City, are not left out.

![Image](https://example.com/image5)
Classical Picks

BERLIN PHILHARMONIC—von Suppé: (von Suppé) Overture, DGG 2539 031. Six of the composer's most popular works, but rarely heard in performances that come anywhere near the supple precision and expressiveness Moszkowski brings to this set. Perfect for light, engaging listening and due largely to his life experience. Dealers: Better sales due if you take the time to point out to monoglot prospects that "Ochent und Bohn" is featured on the cover, is known as "Flot und Festiv.""RENÉ GROSVENOR, Verdi opus. ROY MAMPUNO - R0 BillboaPd BLUE PHILIPS CUFF, BLUNSIONE, sound. "

ROYAL PHILHARMONIC (GARDILLI) - Verdi Attila, Philips 6705 50. At early Verdi eye's "Attila" has never won a place in the active repertoire. But it is a true rarity and should attract an instrument buying response among opera buffs. For all star cast: with Sherrill Milnes, Colin Desanges and Ruggero Raimondi, is showcased.

in tournant round. Dealers: Nostalgia collecting here, but get in tact to grab up a proper share of these rare sales. Heavy manufacturing promotion will help boost the word.

CINCINNATI SYMPHONY ORCH. & CHORUS (SOUTH): Beethoven: 9th Symphony. LONDON EPS & Radiophonically, broadly-conceived interpretation,4 excitingly spread over four LP sides. No sales fail safer if it is your perfectionist's version. Special $30 list for two records and the 5th name will generate action among the biggest and growing public.

Dealers: London's current Sollis' conducting the 25th year with the label will help locate attention on this basic repertoire entry. 

KINGSTON SYMPHONY ORCH. & CHORUS (CARMARITA) Bach-Scarlattian. Viennese Radio CHR (PRISTMAN) VARIOUS ARTISTS — Handel: Rodelinda, West Records Gold W1055 1. A welcome reissue, especially at budget price. Still listenable on sound, it is the only version of the opera currently in the recordings.

STEPHEN BISHOP - Pays Chapel, Philips 6505 383. Bishop tackles these charts "Brandenburg No. 2," "Sleepers Awake," etc. for Arrangements by Carmarita are well designed to appeal directly to that large LO classical public, with ample pop support.

FRONCO MANNINO - Ludwig, PHILIPS PHS 7 4402. Maestoso Wagnerian opera through symphonies for orchestra provide a strangely appropriate background for Vaughan's new film about "Mad King Ludwig." Bach's, supported some of the composer's most potent productions.


Dealers: Packaging of Mother themes for "Death In Venice" has sales impact with similar classical soundtrack.

Chopin pieces with dedication and skill. Highly imaginative all around.

PITTSBURGH SYMPHONY ORCH. (STEINBERG) - My Fair Lady/ The Sound Of Music, Warner Bros. A0006. Two classics in pop field yet maintaining quite enter taining interpretations. Sure to please both classical and pop audiences.

CLAUDIO ABRUzzo - Brahms: Sonata No. 3. Sirocco, Op. 6, Philips 4900 377. Arraga's sensuous, lavish meeting of this Brahms piece's popular work is perfect listening here.

Bubbling Under The Top LP's

201 - JERRY LEE LEWIS, Who's Gonna Play That Old Piano (Think About It Darlin') Mercury SR 1164 (Prologue)
202 - SMALL FACES, Otis's Nut Gone Flake, ARMS AB 4275
203 - BO HANSSON, Lord of the Rings, Charisma CANS 1959 (Buddah)

ALBUM PICKS...Best of the release in the all categories as picked by the BB Review Panel for top sales and chart movement. Also Recommended...Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

Billboard FM Action Picks


hot chart action

JIMMY CLIFF: "The Harder They Come," Mango: WMAL FN, KSAN FN, KZAP FN, WYKT FN, KBPI FN

CRUSADERS: "Second Crusade," Blue thumb: KSAN FN, KZAP FN, WYKT FN, KBPI FN

PINK FLOYD: "The Dark Side of the Moon," Harvest: WCMF FN, WNEW FN, WOR FN, KFKE FN, WYKT FN

FRATER & DECOLO, "With Pleasure," Columbia: KZAP FN, KBPI FN, WYKT FN, WWS FN

COMPOST, "Life Is Beautiful," Warner Bros.: WCMF FN, WNEW FN, KFKE FN, WYKT FN

ALICE COOPER, " Billion Dollar Babies," Warner Bros.: WCMF FN, WNEW FN, KFKE FN, WYKT FN

WAGNER: "The Delmots," "Ravinia," Warner Bros.: CHUM FN

DAVE EDWARDS, "Baby I Love You/ Maybe," RCA (Single)

FOCUS, "Gyndi Incendiery," (Single) Warner Bros.: WCMF FN

FOCUS, "WINUS:" (Import) KFKE FN

FOCUS, "WOMAN HUNCHES," Sire: WYKT FN

FRANKIE AND JOHNNIE, "Sweetheart," Warner Bros.: WYKT FN

PHILIP GOODFORD-HARDT, "Songfest," DIM (Import) WCMF FN

DOBE KAYT, "Drift Away," Deca: WNEW FN

CHIR "All Out," Spastic, CHUM FN

JO DO GUNST, "Set Down Hard," Avena: WNEW FN

MARINE HARR, "Marlene Ham," Columbia: KZAP FN

HAMLET, "Wanted," Capitol: WCMF FN

FREE, "Heartbreakers Iland," KSAN FN, WCMF FN

JOHN HERALD, "John Mostel," Paramount: WCMF FN, WYKT FN

KANYE WEST, "All I See Is You," Toberas: WCMF FN, WYKT FN, WWS FN

HOFHOFER, "Communication," A&M: KFKE FN, WYKT FN

HUMPHREY "Eat It," A&M: WCMF FN

IMPRESSIONS, "Friends," Custom: KSAN FN


GARLAND JEFFRIES, "Garland Jeffries," A&M: KZAP FN

ALAN KING, "Hey Does This Thing Work?," Sire: WCMF FN

KINDO AND THE GANG, "Goodtimes," Outlet: KSAN FN

DONNEL LENT, "Down of a New Day," Groove Merchants: KANX FN

JERRY LEE LEWIS, "London Session," Mercury: WNEW FN, KFKE FN, KBPI FN

LITTLE FLAT, "Dixie Chicken," Warner Bros.: KZAP FN

JOHN MAYTALL, "Down The Line," London: CHUM FN

ELLEN WILINSKI, "We The People," Polydor: KZAP FN, CHUM FN


MICKY RANDOLPH, "Heaven Help The Child," Elektra: KSAN FN, WCMF FN, CHUM FN

BILL QUATEMAN, "Shi Quatem," Columbia: WCMF FN, WNEW FN, KBPI FN, WYKT FN

RABINDRA, "All I See Is You," Toberas: WCMF FN, WYKT FN, WWS FN

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"Early One Morning"

(their smash new single)

IKE & TINA Turner are back with one of their hottest singles to date. In the tradition of their classics, It's Gonna Work Out Fine and A Fool In Love, Early One Morning features the Ikettes prominently with Tina's sensual magnificence on a lyric line the finest this side of Proud Mary. (From their album, LET ME TOUCH YOUR MIND, recorded at Bolic Sound Studios, Inglewood, CA).

United Artists Records and Tapes

A Proven Smash On:

WVOL — Nashville
WDAO — Cincinnati
WBOK — New Orleans
WIXO — New Orleans
WYLD — New Orleans
KATZ — St. Louis
KYOK — Houston
WBBK — New Orleans
WLIK — New York
KCOS — Houston
WAAA — Winston/Salem
WWIN — Balt/Wash
WEBB — Balt/Wash
WOL — Balt/Wash
WDAS-AM-FM — Phila.
WHAT-AM-FM — Phila.
WBBT — Balt/Wash
WNEW-FM — New York
WLIR-FM — New York
WLAL — Balt/Wash
KROQ — Los Angeles
KDKA — San Francisco
JKBA — Chicago
WVON — Chicago
WKGO — Balt/Wash
WYOU — Atlanta
WIBB — Atlanta
KGB — San Diego
KOWH — Omaha
WDAO — Dayton
WDBB — Augusta
WBFD — Montgomery
WAPX — Baton Rouge
WXOK — Mobile
WAOK — Atlanta
WEOR — Jackson
WKBW — New York
WLOG — New York
KDIA — San Francisco
KGB — Macon
WBAI — New York
WVLH — New York
WLIB — New York
WIBB — New York
KSB — San Diego
KOWH — Omaha
WDAO — Dayton
WDBB — Augusta
WAPX — Montgomery
WXOK — Baton Rouge
WAOK — Mobile
WEOR — Jackson
WARL — New York
WLOG — New York
KSB — San Diego
KOWH — Omaha
WDAO — Dayton
WDBB — Augusta
WAPX — Montgomery
WXOK — Baton Rouge
WAOK — Mobile
WEOR — Jackson
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Producer/Label</th>
<th>Week Ending March 10, 1973</th>
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<td>1</td>
<td>KILLING ME SOFTLY WITH HIS SONG</td>
<td>Roberta Flack (Sieg)</td>
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<td>2</td>
<td>KISSING ME LOVE</td>
<td>Kid Workman (Bill Michel)</td>
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<td>3</td>
<td>GOOD MORNING HEARTACHE</td>
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<td>Joe Stampley (Bruce Melvin)</td>
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<td>5</td>
<td>HELLO HURRAY</td>
<td>Alex Cooper (Mike Resnick)</td>
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<td>MASTERS OF EYES</td>
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<td>7</td>
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<td>8</td>
<td>GIVE MY ANGELS A LITTLE TIME</td>
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<td>ROSALIE</td>
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<td>A LETTER TO JERUSALEM</td>
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<td>TODAY I STARTED LOVING YOU</td>
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<td>THE NIGHT THE LIGHTS WENT OUT IN GEORGIA</td>
<td>John Lennon &amp; Yoko Ono, George Harrison,</td>
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<td>15</td>
<td>TIE A YELLOW RIBBON ROUND THE OLD OAK TREE</td>
<td>Don May &amp; The New York Sessions,</td>
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<td>LITTLE WILLIE</td>
<td>The Spinners (Syd Nathan)</td>
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<td>BITTER BAD</td>
<td>Modern Talking (Andrew Newmark)</td>
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<td>18</td>
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<td>Bobby Vee (Ken Dahlin)</td>
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<td>THE MESSGER</td>
<td>Gary Lewis (John O'Connell)</td>
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<td>DON'T CROSS THE RIVER</td>
<td>The New York Sessions (John O'Connell)</td>
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<td>21</td>
<td>WALK ON THE WILD SIDE</td>
<td>Jesse Ed Davis (John O'Connell)</td>
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<td>Joe Carey (Roger Fidler)</td>
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<td>SUPERMAN</td>
<td>Those Chicks (Clive Davis)</td>
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<td>25</td>
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<td>The Drifters (Steve Barrie)</td>
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<td>DISAPPEARING</td>
<td>The Who (Keith Christiansen)</td>
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<td>27</td>
<td>SEASIDE HYMN</td>
<td>The Carpenters (Jonathan Goldsmith)</td>
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<td>CHERRY RED</td>
<td>The New York Sessions (John O'Connell)</td>
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<tr>
<td>29</td>
<td>TELL ME WHAT YOU WANT</td>
<td>The Carpenters (Jonathan Goldsmith)</td>
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<td>30</td>
<td>OH BABY, WHAT WILL YOU SAY</td>
<td>The Carpenters (Jonathan Goldsmith)</td>
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<td>31</td>
<td>MASTERPIECE</td>
<td>The Carpenters (Jonathan Goldsmith, Steve Barrie)</td>
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**HOT 100 A-Z (Publisher/Licensee)**

Title: Weeks On Chart  
Artist/Producer/Label: Number (Distributing Label)
A naturally pure blend of rock & roll available on Palladium/Reprise records and tapes.
<table>
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<tr>
<th>WEEK</th>
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</table>
Gentle Giant's latest effort, "Octopus," is a fine specimen, capturing all the exuberance and eclecticism of this incredibly versatile group of musicians. And the group that had them dancing in the Isles will have them dancing in the States, too, as Gentle Giant embarks on a mammoth American and Canadian tour, commencing in March. Hundreds of thousands of people will be able to catch them live and take the plunge with "Octopus," the latest album by Gentle Giant.

Tour Itinerary:

March 8, Hershey Arena, Hershey, Pa.
March 9, Nashville, Tenn.
March 10, Louisville, Ky.
March 11, Cleveland, Ohio
March 13, Wilmington, Del.
March 14, Memorial Auditorium, Chattanooga, Tenn.
March 15, West Virginia University, Morgantown, West Va.
March 16, Felt Forum, New York City, N.Y.
March 17, Capitol Theatre, Passiac, N.J.
March 18, Agricultural Hall Fairgrounds, Allentown, Pa.
March 21, Ottawa, Canada
March 22 and 23, Quebec City, Canada
March 24, Montreal, Canada
March 25, Sherbrooke, Canada
March 29, Toronto, Canada
March 30, Masonic Auditorium, Detroit, Mich.
March 31, Buffalo, New York
April 3, The Lantern, Fort Wayne, Ind.
### Top LPs & Tape: 1969

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<td>James Brown</td>
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<td>The Kings</td>
<td>Live at the Fillmore East</td>
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<td>The Kinks</td>
<td>The Great Lost Kinks Album</td>
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<td>Paul Butterfield</td>
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<td>6</td>
<td>Janis Joplin</td>
<td>Piece of My Heart</td>
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<td>7</td>
<td>Albert Hammond</td>
<td>Time of Day</td>
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<td>8</td>
<td>Bob Dylan</td>
<td>Time Out of Mind</td>
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<td>9</td>
<td>Brenda Lee</td>
<td>You're the One</td>
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<td>The Beatles</td>
<td>The Beatles</td>
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<td>The Byrds</td>
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<td>Geronimo</td>
<td>The Last Days of Geronimo</td>
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<td>The Rolling Stones</td>
<td>Their Satanic Majesties Request</td>
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<td>Jimi Hendrix</td>
<td>Electric Ladyland</td>
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<td>18</td>
<td>John Lennon</td>
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<td>19</td>
<td>Steve Miller Band</td>
<td>Fly Like an Eagle</td>
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<td>20</td>
<td>Donovan</td>
<td>Northern Lights</td>
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**Notes:**

- Billboard does not assume responsibility for errors or omissions.
- Copyrighted material.
Instructions: This quiz is not to be taken outside the broadcasting industry. Nor is it to be taken seriously. However, it shouldn’t be taken for granted, either. Simply answer the questions below—or, if you prefer, answer the questions below, simply. Do whatever you like because we simply don’t care. Just indicate which questions are true or false. For each correct false answer, you will face perjury charges in a courtroom of your choice.

TRUE   FALSE
☐     ☐ Broadcasting is not the transmitting of words or images by radio or television. Broadcasting is promising your sexy little secretary a part in a Hollywood movie.
☐     ☐ Billboard’s NAB special, coming March 31, will have a built-in retainability with listings of all the syndicated radio shows available. Plus, the names and addresses of producers and hosts of syndicated radio shows.
☐     ☐ A first-class ticket is not a certificate that your chief engineer hangs on the wall. A first-class ticket is what you had to pay for so that your sexy little secretary could leave town and let things quiet down a bit.
☐     ☐ Billboard’s NAB issue will provide a list of programming services to radio stations: jingles firms, syndicators, consultants, humor sheets, job placement firms, etc.
☐     ☐ The Top 40 is not a radio station’s record playlist. The Top 40 is the outstanding feature that made you hire that sexy little secretary in the first place.
☐     ☐ Billboard’s NAB issue could be the best advertising investment you’ll make all year because of the healthy bonus distribution to the members attending the NAB Convention.
☐     ☐ NAB is not the initials of the National Association of Broadcasters. NAB is the word the newspapers used to describe your being caught in a raid at a local massage parlor.

BILLBOARD’S NAB SPECIAL
ISSUE DATE: MARCH 31
ADVERTISING DEADLINE: MARCH 15
Contact a Billboard Sales Representative at any of the following offices:

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New York, N.Y. 10036
(212) 764-7300

CHICAGO:
Steve Lappin
150 N. Wacker Drive
Chicago, Ill. 60606
(312) CE 6-9818

NASHVILLE:
John McCartney
1719 West End Ave.
Nashville, Tenn. 37203
(615) 329-3923

www.americanradiohistory.com
Franklin to Add Goody Store He Once Managed

PHILADELPHIA—Al Franklin, who3s been owner for five years of the center-city Sam Goody store almost five separate years ago, now is back in the chain of Franklin Music record stores. He is returning to his chain for the first time this year. The Goody store, which at one time was 252 N. Main St., will be owned by a new corporation, Al Franklin, Inc., of which Mr. Franklin is president. The store will be located on the second floor of the existing building. The store has been closed for the past three months due to remodeling. The new store will be open in about three weeks. The new store will feature a large selection of records, tapes, and other music products. The store will be open six days a week, Sunday through Thursday from 10 a.m. to 9 p.m., and Friday and Saturday from 10 a.m. to 10 p.m. The store will be closed on Sunday.

With the addition of the three stores to the Franklin Music chain, the store has been in operation for five years. The store has been in operation since 1990 and has been known for its large selection of records, tapes, and other music products. The store has been in operation for five years and has been known for its large selection of records, tapes, and other music products. The store has been in operation for five years and has been known for its large selection of records, tapes, and other music products. The store has been in operation for five years and has been known for its large selection of records, tapes, and other music products. The store has been in operation for five years and has been known for its large selection of records, tapes, and other music products.

He previously worked at the Pennsylvania Plaza Goody store in New York City, where he has been a manager for the past three years. He has been a manager for the past three years and has been known for his expertise in the field of music. He has been a manager for the past three years and has been known for his expertise in the field of music. He has been a manager for the past three years and has been known for his expertise in the field of music. He has been a manager for the past three years and has been known for his expertise in the field of music. He has been a manager for the past three years and has been known for his expertise in the field of music. He has been a manager for the past three years and has been known for his expertise in the field of music. He has been a manager for the past three years and has been known for his expertise in the field of music. He has been a manager for the past three years and has been known for his expertise in the field of music.

Executive Turntable

Continued from page 4

Bob McLaughlin has joined G. Szreier Co. as general manager. He was formerly managing director of the company’s office in New York City. Mr. McLaughlin will be responsible for all aspects of the company’s operations, including finance, sales, marketing, and administration.

The company has been in the music industry for over 30 years and has been a leading distributor of classical, jazz, and world music recordings. With the addition of Mr. McLaughlin, the company is looking to expand its operations and grow its market share.

ASCAP Gives 55G More in Writer Grants

NEW YORK—ASCAP has distributed an additional $55 million in writer grants to members of the organization, bringing the total to $2.6 billion for the current fiscal year. The grant, which is the largest in the company’s history, was distributed to more than 20,000 songwriters, composers, and publishers. The company has distributed more than $2 billion in writer grants since it was founded in 1917.

In the field, writers received grants for the first time in the company’s history. With the additional funding, ASCAP is able to provide more support to songwriters, composers, and publishers, and to continue to invest in the development of new talent.

The company is committed to continuing to distribute grants to its members, and is looking forward to another successful year.

MMD Awards Open to Public

MEMPHIS—The annual MMD Awards, which honor songwriters and composers, are now open to the public. The awards will be presented at the MMD Awards ceremony on June 1. The ceremony will feature a panel of judges who will select the winners.

The awards, which have been presented for 28 years, are open to all songwriters and composers. The prizes range from $5,000 to $25,000, and are presented in a variety of categories, including best song, best album, and best artist.

The MMD Awards are presented by the Memphis Music Foundation (MMF), a non-profit organization that supports the music industry in the Memphis area. The foundation is dedicated to promoting and preserving the rich cultural history of the city and its music scene.

Leroy Lovett has been named managing director of ABC/Dunhill Publishing. His main areas of responsibility will be centered around the total music production regarding copyrights as well as the overseeing of correspondence to all foreign publishing subsidiaries. Mr. Lovett has most recently held the title of director of music at Motown Records.

David Freese, director of engineering at Watermark, Inc. Los Angeles radio syndicated package is moving to Audio Industries Corp. Los Angeles. Mr. Freese has a 20-year background in professional audio work.

Super Promotions is Bristar

Special promotion and distribution contracts for record labels. Masters Licensed, Nashville Sessions Arranged. Send all records for review.

March 10, 1973, Billboard
DEATH OF SAMANTHA

NOW A SINGLE FROM
YOKO'S HIT ALBUM
APPROXIMATELY INFINITE UNIVERSE

BEING PLAYED AT THE FOLLOWING STATIONS:

KMET—Los Angeles
KPPC—Los Angeles
KDEC—San Diego
KPRI—San Diego
KGB—San Diego
KNAC—Long Beach
KYMS—Santa Ana
KWFM—Tucson
KDKE—Phoenix
KUNM—Albuquerque
KRST—Albuquerque
KSAN—San Francisco
KSJO—San Jose
KZAP—Sacramento
KOIV—Sacramento
KOL/KM—Seattle
KZEL—Eugene
KINK—Portland
KTAC—Portland
KPML—Denver
KBW—Boulder
KBPI—Boulder
KFMO—Lincoln
KSHE—St. Louis
KBEY—Kansas City
KCLC—St. Charles
KFMG—St. Charles
KAFL—Dallas
KLOL—Houston
KEXL—San Antonio
KTFM—San Antonio
WXRT—Chicago
WZMF—Milwaukee
WNAP—Indianapolis
WNRU—Chicago
WSRM—Madison
WXFM—Elmwood Park
WABX—Detroit
CJOM—Windsor, Ontario
WEBN—Cincinnati
WCOL—Columbus
WPB—Cincinnati
WVLJ—Dayton
WMMS—Cleveland

WPHD—Buffalo
WPCH—Pittsburgh
WHRA—Akron
WBCN—Boston
WHCN—Hartford
WBUR—Boston
WHUS—Connecticut
WYBC—Boston
WPLR—New Haven
WNEW—New York
WMUR—Manchester
WSAN—Allentown
WIBG—Philadelphia
KTK—Baltimore
WBUS—Miami
WIVY—Jacksonville
WVUM—Miami
WUSF—Miami
WSAS—Atlanta
WMAC—Memphis
KQRS—Minneapolis

WALRUS Lists "YOKO ONO" AT THE TOP!
Alice Cooper Is Making a Spectacular of Himself

See Alice on Tour:

<table>
<thead>
<tr>
<th>Date</th>
<th>City, State</th>
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<tbody>
<tr>
<td>3/5</td>
<td>Rochester, N.Y.</td>
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<tr>
<td>3/10</td>
<td>Roanoke, Va.</td>
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<td>3/16</td>
<td>Fayetteville, N.C.</td>
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<tr>
<td>3/17</td>
<td>Clemson, N.C.</td>
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<td>Charlotte, N.C.</td>
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<td>3/20</td>
<td>Jackson, Miss.</td>
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<td>3/23</td>
<td>Atlanta, Ga.</td>
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<td>3/24</td>
<td>Columbia, S.C.</td>
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<td>3/31</td>
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<td>Cincinnati, Ohio</td>
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<tr>
<td>4/4-5</td>
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<td>4/9-10</td>
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Hear Alice's New BILLION DOLLAR BABIES Album on WARNER BROS. Records and Tapes