Teldec Videodisk—Europe by Jan., '74

BY RADCLIFFE JOE

NEW YORK—The Teldec videodisk system, now renamed "TED," will go on sale in Europe in February, 1974, with a penetration plan of about 100,000 units by the end of the year. The first units will be available to music stores in Europe, and, according to Leo Ophing, of London Records, who agents for software distribution for the system, the new market is expected to be popular in Europe and the U.S.

The first of these shows will be at the giant Berlin Fair in August, followed by VICO's '73 in Cannes, France, in September, and in the United States in November starting in New York, then moving to Washington, Los Angeles, and Houston.

European models of the system will be available as stand-alone players, and will be compatible with PAL (Phase Alternating Line) and SECAM specifications, and will be sold at the same price.

Los Angeles—The first videodisk to be sold in the United States will be a video disk record of a song by the singer "Honey," "Little Green Apples," "Saturday Morning Confusion," and "Cleopatra." The artist is Russell, wife of Vicki Lawrence, a television regular on the Carol Burnett comedy hour. Vicki Lawrence is releasing a new single every three weeks in the United States.

Los Angeles—"The Dean Martin Comedy Hour" on NBC-TV network, produced by Greg Garrison, will present a weekly showcase featuring the No. 1 pop and country music recording artists when it hits the air next season for its tenth year. The special segment, taped just before broadcast time, will be based on advance Billboard charts information.

The new showcase comes at an opportune time. Many TV shows featuring record acts will not be returning to the networks next season. The record industry is facing with a diminishing opportunity for talent exposure.

The artist showcase on the Dean Martin show will be billed as the major poular group each week in music and, of course, the Martin show has millions of viewers. Billboard, Garrison said, will assist in coordinating the appearances of the artists or groups on the weekly 10 p.m. Friday program.

(More in next issue.)

Dean Martin Fall TV to Use BB Charts' Top Acts

By CLAUDE HALL

Los Angeles—"The Dean Martin Comedy Hour" on NBC-TV network, produced by Greg Garrison, will present a weekly showcase featuring the No. 1 pop and country music recording artists when it hits the air next season for its tenth year. The special segment, taped just before broadcast time, will be based on advance Billboard charts information.

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(More in next issue.)

Anatomy of a Hit: Birth & Growth of Vicki's 'Lights'

By NAT FREELAND

Los Angeles—With this case history of a number one Hot 100 single, Billboard begins a projected series of in-depth studies on the many complex factors involved in breaking a record to the number one position in today's music business. Future stories in this series will follow the history of number one records in country, soul, jazz, easy listening, classical and Top LP's charts.

The Night the Lights Went Out in Georgia was Billboard's number one single the week of April 7 and 14 of 1973. It was written by Bobby Russell, 29, composer of "Honey," "Little Green Apples," "Saturday Morning Confusion," and an earlier string of hits for Liberty artists dating back to 1964's "The Joker Went Wild." The group is Vicki Lawrence, a television regular on the Carol Burnett comedy hour. Vicki Lawrence has issued several gold singles in the past, but had not real track record as a disc star at this date. The single has just topped 1.6 million in sales and its proliferation projects an ultimate total of some 2 million units on the basis of current sales activities.

"The Night the Lights Went Out" was the first product delivered to Bell in a new production deal with Snuff Garrett Music Enterprises. Garrett, 32, became a pioneer rock producer while still in his teens and spent seven years with Liberty Records (now United Artists Records). During this period, he and Russell became friends and now Russell's publishing company is administered by Garrett Music Enterprises.

"I've been in the business long enough to understand that every (Continued on page 10)

Magtec Setting Dealer Drive

By BOB KIRSCH

Los Angeles—The Stereotape Division of Magtec, restate of the Top 100 dealer here, is creating specific territories throughout the country to increase the number and variety of retailers carrying its product, planning several marketing and promotional campaigns to educate the retailer and consumer in the use of reel-to-reel tape and is planning a store-to-store sale of quadrasonic reel-to-reel tape. Magtec will be followed by four-mailer mailings, Warner Bros., Elektra and RCA.

"Over the next six months," said corporate vice president of the company, Herb Dale, "we will be setting up to eight to ten reps on a regional tour in the (Continued on page 37)

Law to Help Act on Stage

By BILL WILLIAMS

Nashville—Both the House and Senate of the Tennessee Legislature this past week received a measure aimed at the protection of entertainers. The measure was introduced by Senator John B. Allen, who, according to Allen, is trying to increase the number of retailers carrying its product, planning several marketing and promotional campaigns to educate the retailer and consumer in the use of reel-to-reel tape and is planning a store-to-store sale of quadrasonic reel-to-reel tape. Magtec will be followed by four-mailer mailings, Warner Bros., Elektra and RCA.

"Over the next six months," said corporate vice president of the company, Herb Dale, "we will be setting up to eight to ten reps on a regional tour in the (Continued on page 37)
TESTIMONIAL
HONORING
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City/State Zip
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Signature:
(Please print or type)

Papers size is 9" (horizontal) x 12" (vertical).

Make checks payable to the City of Hope.
Contributions to the City of Hope are tax deductible.
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Mail to: Mo Ostin Testimonial Journal
208 West 8th Street, Suite 1100, Los Angeles, California 90014
CBS Int'l 30 Percent Increase—Yentikoff

By JIM MELANSON and IAN DOVE

NEW YORK—CBS Records International's sales figures for the first quarter of fiscal 1973 are reflecting worldwide growth for the division, president said. Sales figures for the European market during the quarter were 30 percent ahead of the same period in 1972. He added that South American sales were 20 percent above the comparable period. Sales were ahead approximately 25 percent in the Far East. He also predicted a “substantial” jump in Japanese sales, but figures are not yet available.

One example of CBS International's growing strength in the European market, according to Yentikoff, was the promotion campaign geared to support Anne Marie David's first-place award in the recently held Eurovision Song Contest.

He said that European subsidiaries released French, Spanish, Italian, German, and English versions of the song, "The Younger Mr. International." (You Would Recognize Yourself," the backing release was produced entirely in the United States."

The song was used for 20 television spots over a six-week period.

Yentikoff stated that results of the "quick action" produced sales in excess of $4 million, in a market that is relatively small, but a very important key markets, among them the U.S. and Canada.

Yentikoff, who assumed his position as Division president in July 1971, said that CBS International has placed a great emphasis on artist and television and radio exposure built, due to the market concentrations on the continent, according to Yentikoff, strong promotion devices.


Yentikoff said that the division, currently expanding into major market areas, looks at sales potential and potential market exploitation of U.S. product abroad.

(Continued on page 12)

Muzak 'Sound' Of City Series; Laser System

BY EARL PAIGE

NEW YORK—Muzak Corp. has initiated roll-out marketing campaign to capture the special relationship Muzak has with each market. The company's product line has been expanded to include a new line of Muzak Systems.

The line, called "The Muzak System," is being marketed as a "total sound" solution for the hospitality industry.

(Continued on page 17)

14 Exhibits Set At VidExpo '73

By BILL JAFFE

NEW YORK—The RCA Corp. SelectaVision division is among the first in the industry to receive an invitation to exhibit at VidExpo '73, the Billboard Exhibitions conference scheduled for Sept. 4 and 5.

RCA television companies have so far reserved exhibit space including Panasonic, Sanyo, Mitsubishi, Hitachi, General Electric, Sony, American General Electric, Retention Communication Systems, Insignia, and Westinghouse.

(Continued on page 17)

Tennen Helms

Screen Gems Nashville Site

By ALONSO CARLOS

NEW YORK—Screen Gems-Columbia Pictures dropped its Southern Division's former location in Nashville, Tenn., last year to manage W&K Music and Pete Drake's commercial and folk legacy.

He joined in 1971, and to merge Riddle Music with the former company.

Columbia Publishes Classic Guide

By BILL JAFFE

NEW YORK—Columbia Records has published a comprehensive reference guide to its extensive library of music. The guide, "Columbia Classics," is designed to help collectors identify and value recordings.

(Continued on page 17)

Wis. Suit Over AFM 'Boycott'

By BENN OLLMAN

MILWAUKEE—Non-union police dispatcher Richard Rodger of the Milwaukee Police Union against the American Federation of Musicians and Local 84, claiming that the union's "boycott" of police officers' union cards is an illegal activity.

(Continued on page 48)
**General News**

**ATLANTIC CONVENTION**

**Atlantic Puts Accent on Product, 4-Channel Nostalgia**

PARIS—Atlantic Records used their 25th Anniversary sales convention to introduce a new marketing concept, involving the creation of eight new executive posts with the title of regional marketing directors.

The company also bowed 19 new albums, showed a 25-minute film, "History of Atlantic Records" that will be shown to dealers and on college campuses later this year, and announced that, by the end of May, nearly 30 four-channel albums would be available.

There were sentimental moments too as the 500 delegates attending as Atlantic chiefs, Ahmet and Nesuhi Ertegun and Jerry Wexler presented awards to long serving Atlantic executives and were in turn given awards themselves.

Dave Glowi, vice president, marketing, for the company, told the meeting: "We have assigned one man to each of our eight branches who will be responsible for day-to-day direction of the territory's entire sales, promotion, merchandising, advertising and artist relations activities.

"With the regional marketing directors, we feel we are creating 'total record men' who will work with the local branch managers in all areas concerning distribution of Atlantic products."

Named to the new positions are: Carl Young, Boston; Bill Slaton, New York; Ron DeMartino, Philadelphia; Nevin St. Romain, Dallas; Hal Kaplan, Cleveland; Eddie Holland, Chicago; Larry King, Atlanta; and Tom Davies, Los Angeles.

The new regional marketing director will make daily market visits, rules reports checks, and inform branches of upcoming and cutting product, said Glowi. They will also evaluate treatment of product according to "style and genre" and work with radio, stores and media outlets, he added.

In cooperation with the local WEA distribution arm, the regional marketing manager will help plan the area's media advertising. In addition, each director will act as the company's regional artist relations official as liaison to touring acts and artists.

Glowi also talked of WEA as a marketing arm to WEA delegates present at the sales meeting.

Senior vice president and general manager, Jerry Greenberg, presented the new releases via a short film presentation written by Atlantic special projects executive John Gibson.

The product included albums by Led Zeppelin and the Spinners, already released, as well as upcoming LPs by Yes, J. Geils Band, Cactus, Cross Country, Heads, Hands and Feet, Michael Kamen, Jimmy Stevens, King Crimson, King Floyd, Dave Brubeck, the Anne Murray and Jazz Festival Ray Charles — a repackaging of five live concert dates — and Chick Corea. Asylum releases present included those by the Bananarama, Ned Doheny, David Blue and Steve Ferguson.

Greenberg also played cuts from upcoming Aretha Franklin and Rolling Stones albums — the latter brought into the meeting by Marshall Chess, of the Rolling Stones label. It was also announced that the new Roberta Flack album, which she and producer Joel Dorn had been working on for almost a year, was nearly complete. "Apart from a couple of small changes," said Dorn.

Atlantic will also release — in their anniversary year — three double albums that will be, said Nesuhi Ertegun, "a definitive history of the first 25 years of Atlantic Records." One album would be devoted to pop and rock, compiled by Ahmet Ertegun, one to soul music, compiled by Jerry Wexler, and the third to jazz, compiled by Nesuhi Ertegun. They would retail at $6.99.

The 25th Anniversary convention was opened by Atlantic president Ahmet Ertegun with a short reflective speech on the origins of the company. He stated: "We were always attempting to get the best of black music on our records."

In reference to the acquisition of the company by the WCT, Ertegun stated: "The major thrust of our company is still that of an independent — we don't want to become a major, fat cat." Speeches were also made by vice president and general manager, Jerry Wexler — "We are on the threshold of a new form of enterprise both nationally and internationally" — and president of WEA International, Nesuhi Ertegun.

Vice president engineering, Tom Dowd demonstrated Atlantic's first quadraphonic, "History of Atlantic Records" for the number of dealers and the general public. An explanatory brochure will also be made available, said Dowd.

The convention film, produced by Brunswick Productions, traced the history of Atlantic Records from the beginning to the present day, with "cameo" appearances from Atlantic executive personnel.

Following the production demonstration, Bob Rolottz, vice president advertising and publicity, announced the amount of media, trade and consumer support to the releases.

He also stated that the company would have around 30 television commercials ready to support major release at the summer of 1973, Rick Willard, director of merchandising, in announcing the merchandising campaign, stated that the new style catalogs which featured both old and current product had "met with universal acceptance."

Nesuhi Ertegun and Joel Dorn discussed the company's new jazz releases with Ertegun stressing the longevity of the product stating that the year's early jazz releases by, for example, the Modern Jazz Quartet had sold over $100,000, while Herb Mann's Village Gate album had sold 500,000. "And they are still selling," he added.

May will be Atlantic's Jazz Month. Dave Glowi told the delegates with promotion centering around new releases from Herb Mann, Roberta Flack, Vital Laete, and David Newman, Dave Brubeck, the Ann Arbor festival and Chick Corea, as well as further features in the two albums "Best of..." series featuring John Coltrane, Hank Crawford and Fredric Hubbard. Also featured would be product by Coleman Hawkins and Lester Young from the Commodore label, now under the Atlantic banner.

Rick Sanjee, head of the country music division presented the new country releases and Lamar Taylor, head of R&B, unveiled new R&B singles.

A special trade paper chart seminar was also presented which divided into Tony Lautzer, director of charts for Billboard, and Candy Tucan, also from Billboard's chart department. Cokie Cochran of Atlantic's merchandising department held a seminar on "Women in the Recording Industry," that included Atlantic executives Bettye Manc, Marla Burton, Winnie Kindsal and Margo Knox on a panel.

Friday evening was devoted to a luncheon with, as host, Joel Friedman, president of WEA, Atlantic's marketing wing, received two awards and his assistant, vice president, Matt Kees. Atlantic's Herb Mann was also awarded.

(Mike lobbying, WEA's vice president, unable (Continued on page 13)
After albums with the Airplane, The Who, Jeff Beck, Fats Domino, John Lennon and the Rolling Stones, where can you possibly go?

Here!

Nicky Hopkins' brilliant career has all been leading up to this: "THE TIN MAN WAS A DREAMER." Some of the finest damn rock and roll ever recorded.

On Columbia Records and Tapes
James Brown Forges Into Film Scores

NEW YORK — James Brown will compose the score to the sequel to “Black Caesar” before the camera. He also wrote the score for the original film “Black Caesar” which appeared in the States as a private detective—a action debut. After the success of the original, the sequel, follow-up to “Slaughter”, the singer heads to the Republic of Senegal where he will star as an African prince for his second film. This role is being produced by Senegalese film makers.

In addition, Brown is currently involved in negotiations for a film of his own career story. The Polydor artist will also create a motion picture production company to serve a business empire. “I’m definitely going into the movies in a big way,” said “Soul Brother No. 1.”

Although the number of Brown’s personal appearances will be curtailed due to his movie involvement, he still plans to perform throughout the year as much as possible. A major West Coast tour is currently under way.

Struass Delay Cost CTI ‘2001’ Sales

NEW YORK—Delays in getting clearance for European use of “Aba Strutz in the USA,” the fourth album by the jazz combo CTI, has resulted in an estimated 10 percent loss in sales in the U.K., according to CTI Records Ltd., the British arm of CTI Records Inc., New York.

CTI has a major U.S. hit on the Robert Strauss composition by the same group, “Fearless,” from the current album, “Poseidon.”

Originally a ballad on the single—a version of the vocal-instrumental—has been placed in Europe by the heirs of the Strauss estate (Billboard, April 14).

Routier also said that during the ban on the single, several European licensees had started to clear the title for European production of the U.S. hit.

London National Meet

SEEN DURING the Tuesday luncheon at London’s Cafe Royal, American radio press and CTI Records Ltd., London, were attending the annual London National Meet sponsored by the International Record Promotion Assn.

March 2001 Sales


March 2001 Sales

cti records ltd., 110 broadway, 2nd floor, new york, n.y. 10007

shows no

international records

Hall 14

classical

international records

jazz, blues, and soul

marketplace

gtv

talent

features

stock market quotations

charts

best selling soul albums

best selling soul singles

FM stations

FM stations

MTV

television

television

radio

record

record

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television

radio

record

record

March 2001 Sales

Lani Hall sings Joni Mitchell.

The first 1973 single from one of the best-reviewed voices of 1972.

ON A&M RECORDS
Produced by Herb Alpert
Menon Keeps Promise; Capitol in the Black

LOS ANGELES—More than a year ago Capitol Industries Inc. (Capitol Records) was shuttered in red ink and in the process of consolidating and restructuring. At that time, Bhaskar Menon, newly elected president and chief executive officer, promised a turnaround of the record company.

Looking at Capitol's third quarter and nine-month financial statement, it would indicate that Menon has reorganized the company into a healthy profit position. Net income was $1,483,000, or 32 cents a share, on sales of $36,482,000 for the third quarter ended March 31, compared to a net loss of $350,000, or 12 cents a share, on sales of $35,102,000 for the same quarter a year ago.

For nine months of fiscal 1973, the company reported net income of $3,515,000, or 72 cents a share, on sales of $104,539,000, compared to net income of $921,000, or 15 cents a share, on sales of $952,000 during the same period a year ago.

In reviewing the company's performance to date, Menon said:

"Sales in the first nine months were 8.2 percent higher than the corresponding period of fiscal 1972, though 2 percent below the same period of fiscal 1971. Net sales in the third quarter of the current fiscal year were nearly 35 percent higher than during the same period last year and 8.3 percent higher than the third quarter of fiscal 1971."

Menon reported that "net income before extraordinary items in the first nine months of fiscal 1973 has increased 400 percent over a year ago for the same period, and nearly 90 percent over the same period of fiscal 1971."

ABC Records Earnings Dip

LOS ANGELES—Earnings of ABC Records in 1972 were "disappointing and substantially off from 1971," according to the American Broadcasting Companies Inc., the parent firm.

ABC Records sold in 1972 to $82,561,000, compared to $87,345,000 in 1971, reports the company's annual report. Earnings from records in 1972 amounted to $1,001,000, compared to $8,418,000 in the previous year.

The record company's five-year totals in sales and earnings: 1972, $82,561,000 (earnings of $1,001,000); 1971, $87,345,000 ($8,418,000); 1970, $78,574,000 ($5,455,000); 1969, $69,365,000 ($4,622,000); and 1968, $49,079,000 ($3,873,000).

ABC Record and Tape Sales Corp., the rack jobbing subsidiary, concentrated on "extending its sales base with more national and regional accounts," according to the report. Further consolidation of management operations and centralization of accounting functions were accomplished, and new product lines were added to its national distribution organization," the report stated.

Earnings Reports

WALLACE'S ENTERTAINMENT CO.

Feb. 28 1973 $81,240,146

Net oper. income 104,372 105,469

Pet share .16 16 107,694

Pet share 106,949 107,694

(Continued on page 62)

LISTEN TO TV THROUGH YOUR STEREOPHONIC WITH TELEPAD!

Works with any television & stereo. No wiring—just takes a minute to plug in. Now enjoy all TV programming with a full new complete and ready to use with instructions.$16.50. 10 day money back guarantee.

DEALER INVITATION INVITED

CHRISTOPHER KEARNEY has recorded an album

to fill your head with images and dreams.

Pemmican Stash

ST-11167

Executive Turntable

Gene Fullter has been appointed vice president, merchandising, at Transoceanic Music Corporation, Baton Rouge, La., recently was division vice president, commercial sales, at RCA Records, will be responsible for all aspects of the record and tape product purchases by IPC Music Corporation in the U.S. Also at IPC, Jack Griffith has been appointed regional manager. He joins the firm following a tenure with Capitol Records, where he most recently served as vice president, marketing, for the Merco Company.

Andre Montell, national R&B promotion director at Phonogram, Inc., has left the firm.

Triana Theatrical Productions, Inc. president Frank Fried has named Allen Marrinson as director of business planning, in a new position. An attorney with administrative background, Marrinson was also administrative chief of "Hair."

Dan Cleary, 25-year veteran of talent booking, has been made executive vice president of Creative Management Associates' personal appearance and music divisions nationally. Cleary started with MCA, Chicago, in 1948, moving to GAC when MCA folded its live talent booking wing. In 1961, he joined United Talent Management in Los Angeles, remaining 18 months and joining GAC when the two firms merged. Cleary has been with CMA since the GAC merger. He was in charge of the Los Angeles personal appearance department. In 1966, he was previously with Willard Alexander, and with CMA the past eight years, has been named vice president in charge of the Los Angeles music department. Mike Gardner and Mike Gursey, both of whom are career CMA employees who started executive training, have been made vice presidents. Gursey in locations, personal appearance department, Los Angeles; and Gardner, music division, Los Angeles. Irving Squires, another CMA veteran, has been made vice president in charge of locations, New York.
Power to all our friends—

especially Scott Muni, WNEW-FM;

Mary Kilmartin, KSFX and

Mr. Dino Barbis, YADA—YADA.

Sire Records

Distributed by Famous Music Corporation
A Gulf & Western Company
Mike Deasy is one of the best studio and tour guitarists in the business. Just ask

MIKE DEASY - NOW HAS HIS OWN ALBUM

LETTERS TO MY HEAD

ST. 11770

MIKE DEASY: ONE IS ONE OF THE BEST
STUDIO AND TOURING GUITARISTS
IN THE BUSINESS. JUST ASK.

CHART ERROR
Due to a computer error five new listings were inadvertently omitted from the Top 40 Easy Listening chart. Listed below are the omissions:

30 - 1 FOOD
31 - 1 GOOD
32 - 1 CLOSE YOUR EYES
33 - 1 I'LL BE WAITING
34 - 1 I'LL BE WAITING
35 - 1 MINI'S
36 - 1 HEARTS OF STONE
37 - 1 MINA'S LITTLE GHETTO
38 - 1 SCOFIELD'S 7TH AVENUE 648

MIKE DEASY & ROBERT MILLER - 'COMING UP' - CAPITOL

MIKE DEASY: ONE IS ONE OF THE BEST
STUDIO AND TOURING GUITARISTS
IN THE BUSINESS. JUST ASK.

New York - Frank Sinatra will enter the retirement appearing in a television special for the network. The show, which is expected to be called “The Sound of Music,” is scheduled to air on October 11, 1973. The special will feature some of Sinatra’s most memorable performances from throughout his career.

Sinatra has not performed publicly in recent years and has been in good health since he was appointed to his position as an official of the National Park Service in 1965.

The album consists of a collection of his most popular songs, including “My Way,” “The Lady Is a Tramp,” and “Volare.” It is being released as a limited edition vinyl LP and is also available for download on various streaming services.

Sinatra For TV Special

Birth & Growth of Vicki’s ‘Lights’
An Open Letter To The Music Industry

By now, almost all of you who read the trades must have a pretty good idea as to the identities of the musicians who (a) are; (b) were; (c) might be; performing together as "FAITH".

1. To those of you who had the true dedication to your profession by programming and playing "FAITH" on the basis of its music (not the historical background of its sidemen):

   Thank you. You won't be forgotten - by me, by the group, or, much more importantly, by your listeners.

2. To those of you who "had it figured from the beginning":

   Congratulations. Your foresight is awesome, since even we didn't know until a few weeks ago who was in and who was out, especially when one of the members almost missed his chance to both record or tour due to his unexpected hospitalization. However, his overdubs are complete, the album is out, and he will be on the U.S. tour with the rest of the group.

3. To those of you who refused to have anything to do with the group or their record because you were "turned off by all the hype", just a word from another of your profession:

   Think. Think of all the times you've been told that "The business is dying"; "There's no store traffic"; "We don't have enough headliners"; all of which is true, to a degree.

   If business is dying, then you have helped it along by ignoring the "FAITHs" for what they stand for. As from any other living thing, you must somehow give back what you take. The business truly cannot survive if you continue to take only what you like—Bill Graham proved that when he closed the doors to the Fillmore because he didn't like what the public liked and the public, with its bizarre need for a "cause", is still very much the majority.

   We, however, on this side of the entertainment industry, have become almost extinct by our stubborn refusal to re-populate our business with excitement, and every programmer, disc jockey, station manager, music critic, concert promoter and rack-jobber in America still aren't enough to sell-out a single show at Madison Square Garden.

   It's true—we don't have enough store traffic and we don't have enough headliners. We need the Alice Coopers with their pythons and guillotines; we need the David Bowies with their spaceships and spiders; we need the Bette Midlers with their unabashed energies and fabulous send-ups, just as we needed (and still need) the Beatles, the Stones, the Presleys, the Sinatras, the Grand Funks, and all the others who helped to re-populate our entertainment industry with so much excitement and so much business before them.

As for me, I admittedly take a lot of money out of the business. I also put a lot of money back into the business. Everyone takes much enjoyment, happiness and excitement out of the business—only you can help us put it back again.

Have faith,

TERRY KNIGHT
General News

4-Channel Nostalgia

- Continued from page 4

to attend because of illness, 
receiving an award in his absence. 
also presented with citations 
were R. B. Naar manager, 
Mike Spence, Don England, 
Bill Riggs, Don Dunmott, Ted Rosen- 
berg, Tom Sims, Vic Faraci, and 
Mary Stiever.

A special guest at the convet- 
tion was Max Silverman, of Wrie 
Mackle's music stores, Washington, 
to whom Abnet Ertens presented 
chord tribute for help and advice given 
when the company was first 
formed. Silverman was given a 
'goldfish' award by Ertens.

The Ertens and Wexler also 
paid tribute to longtime staff 
members of the label and pre- 
vented them with awards. 
They included Henry Allen, promotion 
vice president, Norine Woods, 
executive assistant; Abnet Ertens 
and Wexler, Lionel Crlichow, 
Atlantic warehouse chief, and 
Francois Walecek.

The three Atlantic chief execu- 
tives also came in for their share 
of the awards, notably a replica of 
the label's first, the 'Drinkin' Win 
Spo-deo' by Sticks McGhee 
which was presented to them by 
Tom Dowd. (Devised himself was 
also given an award.) Additionally 
Jack Heitman, president of Elektra, 
Alan Coben, executive vice presi- 
dent of WCI, Borge Ekberg, and 
Malte Laufge of Metronome, Scan- 
dinavia also paid tribute and pre- 
vented awards to the executives.

Third of a series

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been heard...

by every A&R guy, sound reinforcement specialist or pro- 
gress and single package. But we want you to try APHEX.

APHEX is our trademarked name and stands for Audio Perce- 
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LEE HAZLEWOOD HAS BEEN HEARD

BUT NOT LISTENED TO.

There is more to Lee than 
just his association with 
Velvet Mornings, Jackson and 
Boots Just Made For Walking.

Catch up with Lee Hazlewood 
in his new album.

POET, FOOL OR BUM

- Continued from page 3

ment of local talent; and the "cross- 

corporalization of product from 
country to country. He said that 
the subsidiary operations of the 
division concentrate on all facets 
of the penetration sought. He 
added that when the division termi- 
nated certain stock agreements 
and created subsidiaries in the 
local market, the sales of U.S. 
and U.K. product on the market 
remained nearly doubled.

He also stated that an 
emphasis is placed on local prod- 
uct, especially in Japan and South 
America. In Japan, where CBS 
is in a partnership with Sony of 
Japan, Yentikoff said that 50 per- 
cent of sales is local product. The 
development of operations in 
Japan, which was initiated five 
years ago has "gone well beyond 
every expectation," he said. Sales 
figures for the 1973 fiscal year were 
in excess of $40 million.

South American sales are mainly 
with local artists, said Yentikoff. "But, it continued, "we are in 
the midst of a major effort 
to introduce U.S. and foreign artists 
within the market. We are finding 
that many European artists have 
very strong appeal in South 
America and our operations are 
gearing to widen this appeal." He 
said plans are in place to insti- 
tiate to increase artists' tours 
in South America and place them 
in near-future concerts.

While international sales have 
been traditionally single produc- 
ions, Yentikoff stated that he sees "steady increase" in LP 
production in South America. He said that the increase can be attributed to many factors—among which are increased availability of hardware; a growing interest in domestic and a stronger promotion direction for LP product. "Traditionally, foreign 

markets have followed trends in 
the U.S. and we might see the day when more emphasis is placed 
more of a reflection of the U.S. market.

Another aspect of the division's operations is the development, 
throughout the CBS network in the 
other BRIC countries. Yentikoff said that CBS international has 
been successful in its agreements in East 
Germany, Yugoslavia and Czechos- 
lovakia. He noted that CBS is also 
looking forward to the possible penetration into the 
Japanese market—especially now that the U.S.S.R. has 
signaled its international export 
commitment.

Publishing is also playing a 
role in the international division, 
according to Yentikoff. He said that "people tend to place 
at us as a record division, but we are probably one of the largest 
labels in the world. One of 
our strongest capabilities is that of 
being able to penetrate from South 
America—It has put us in a very 
favorable position with many for- 
egn companies. He said that the 
division expects a parallel growth 
in record sales and publishing activ- 
ities.

Yentikoff stated that CBS In- 

Muzak 'Sound'

- Continued from page 3

\n
\n
Cartrivision Playback Deck

- Continued from page 1

\n
second introduction will retail at 
under $1,000.

"Up until now," Johnston said, 
"we have been selling our units 
OEM only. All we can do in 
these cases is offer suggestions. 
We will continue our OEM programs 
with the same customers and will 
continue to work with them. But 
under our own name we will be 
offering a full line.

"Broadening our retail base, 
ensuring that hardware and 
software are worked out and 
general making it easier for the 
consumer are our main reasons 
for this move."

The units under the Cartrivision 
name will be the firm's own distribution 
channels. "They will be sold by software 
distributors," Johnston added, "but we will 
have more than 5 sales numbers. 
The units will go into any existing TV 
set and will be offered as a part of 
the Cartrivision. Cartrivision units 
are available in 500 dealers as of 
now. If you order any or solicit 
orders, they are available only 
where OEM customers are 
shopping units.

More Markets Seen

Another probable reason for 
market penetration under the Cartrivision name, 
according to Johnston, will be 
greater opportunity to move into 
the industrial and educational mar- 

\n
wanted

\n
EDDIE STONE

recordings

Eddie was featured singer 
with Isham Jones, Freddy 
Martin and other major 
bands. If you have any of 
his recordings, please 
write stating titles, 
condition, etc.

BOX 801, BILLBOARD 
One Astor Plaza 
New York, N.Y. 10036

APRIL 28, 1973, BILLBOARD
The Spinners make only one kind of music: The Best.

So we've put it all together on one super album called "The Best of The Spinners". It includes Spinners greats like "It's A Shame", "I'll Always Love You", and their current chart-bound single, "Together We Can Make Such Sweet Music", "The Best of The Spinners". Bound to be a best seller. Motown album #M769L. "Together We Can Make Such Sweet Music", Motown single #1235.

Listen to what's happening at Motown. You'll hear the times change.
Network Sets CBS-Epic Program

NEW YORK—The Video Tape Network is making its first substantial plunge into contemporary music programming this week with the campus debut of the "VTN Free Concert," a 30-minute program featuring top Columbia/Epic acts caught in concert.

VTN vice president and creative director John S. Lollis set the potential audience for the program at two million students. The program, which features Lorisznik & Messina, Poco, the Mahavishnu Orchestra, Santana, Dr. Hook, the Rowan Brothers and Blood, Sweat & Tears, will be aired along with the regular network programming flow on closed-circuit VTN systems at 323 campuses.

Music Network, an organization of college radio stations, is working with Radio & Records magazine to distribute the program to the college radio audience. The network has been in the works for about six months and is being produced in cooperation with Columbia Records.

"The initial reaction to the program so far has been very positive," Lollis told Billboard.

Video Concerts Programming Staple

Lollis reported a strong response from several VTN campus outlets that had received the first package as an advance sample mailing. That reaction led to the present package, as well as to a current search for further sources of music-oriented video programming.

"We're taking the same perspective as we do in our other areas," Lollis explained, noting that the network will be producing some features on its own, while others might originate with record companies, management firms or other sources for tapes and films.

Lollis detailed no further projects, but noted that several shows are already being explored.

The format of regular music programming via VTN closed-circuit campus network will be for the full sweep of the concert program. Lollis said that it will be expected that this will result in a significant increase in audience response.

VTN network is promoting the projects to the college radio audience. Lollis said that he expects that the network will eventually accommodate up to 30 or 40 percent music programming.

Promotional Link

The value of such exposure for recording artists should be apparent, given both the increasing potential of video as a standard promotional tool of the music industry—and which suggests an abundance of available films and videocassettes—and the increasing tightness of radio playlists and conventional commercial exposure.

Noting that value, Lollis said that Columbia Records' field of campus representatives are working together to promote the projects.

Lollis added that VTN representatives are following through on Columbia's request to maximize exposure for the first package.

With Lollis and VTN claiming up to a 90 percent share of the campus audience in each location (with those figures based on commitments to programming on a continuous basis) the closed-circuit network is already drawing inquiries from record companies interested in exposure for their artists.

What's Happening

By SAM SUTHERLAND

At Pratt Institute in Brooklyn, N.Y., station WIPR is organizing an informal programming workshop to be held on May 5. The workshop, expected to attract just folk and country entertainers, will be held throughout the Metro-N.Y. area, and, according to station music director Jeff Neiffels, will try to provide neophytes as well as veterans with an opportunity to contact most area stations in the interim, but, if you're interested in attending, contact the station soon, since depth of staff and modest overall size are being emphasized in the planning stages.

At the home office of the National Entertainment Conference in Columbia, S.C., DeDe Goldston notes that she will be leaving the NEC following completion of her duties.

Mrs. Goldston served as editor of that publication, and, beyond that, as a major link between the NEC and the music industry.

Campus Dates

As should be apparent, Campus Dates, one of this page's more erratic features in recent years, has returned with a show of strength in recent months. It's not only the VTN concert, but also the feature stories and a comprehensive Dates column the week before—that feature will run on this semester's book and, as needed, into the summer.

College talent buyers and campus stations have responded by forwarding information. The data is appreciated, but the strength of the new column has been built on direct lines to the rosters of major record companies and recording stations. Such sources present inclusions of acts without a recording contract, many listings simply can't be printed.

Moreover, many campus correspondents are duplicating data already filed for the column. Campus News would prefer that students check first with the record company or agency involved, to save on paper in the editor's perpetually slope-slaying fingers.

General news on local talent activity is welcome, though, since live talent is still a prime target for Billboard coverage.

Service Station: At WOCR, State U. of N.Y. in Oswego, staff changes have come to light courtesy of the new music director, Patrick Bradly. Bradley notes additional appointments, chiefly among those his program director Bruce Amey, operations manager Bruce Holmstock and music director Dave Prohaska.... Further south in Livingston, N.Y., Chuck McCabe, music director at Livingston U.'s WAPI, reports the appointment of an assistant music director, Frank Well.


APRIL 28, 1973, BILLBOARD
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For First Class passengers, there isn't a more comfortable way to fly.

American Airlines LuxuryLiners.

*Most have it, soon all will have it.*

N.Y. Jazz Talk/Concert Pkg.

NEW YORK—Jazz intersections, the New York-based non-profit organization, is continuing its series of lecture-concert packages for area public school students this year. The program, initiated as school assemblies in 1967, has been presented every year under grants from the New York State Council on the Arts and the National Endowment for the Arts.

This year's roster of participating performers includes the Frank Foster Quintet, the Jimmy Heath All Stars, the Howard McGhee Quintet with Joe Carroll, and the Joe Newman Quintet.

Manhattan schools visited this spring have included both junior high and high schools, along with other facilities in the Bronx, Queens and Brooklyn.

Campus News

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06610. Phone (312) 787-7200. Telex (312) 253-272.

Next trip to Chicago, do yourself a favor. Stay where people don't act like they're doing you one.

HOTELS

Ambassador

The Star Treatment

Campus Dates

All entries for Campus Dates should be submitted to Sam Sutherland, Billboard, One Atlantic Plaza, New York, N.Y. 10036

BLOOM, SWEET & TEARS (Columbia) Ohio State U., Athens, April 27.

DANNY WYBRANDS (Columbia) Millersville State College, Millersville, Pa., April 29.

DANNY WYBRANDS (Columbia) State U., Athens, April 29.

DANNY WYBRANDS (Columbia) Mount Holyoke College, South Hadley, Mass., April 29.

CANNED HEAT (United Artists) Allied College, Silver Cit," April 24; U. of Arizona, Tempe, April 27; Friday College, Tucson, Ariz., April 28.


RITA COOLIDGE (A&M) Radford-Wallace College, Walla Walla, Ohio, April 29.

ALICE COOPER (Warner Bros.) U. of New Mexico, Albuquerque, May 4, 29.

JIM CROSS (A&M) Thomas College, Waterville, Me., April 24.

Cowboys (Atlantic) Tarleton State College, Stephenville, Texas, April 29.


IN MORE & THE MEMBERS (Columbia) Ohio U., Athens, April 30.

KEATON, WADD & O'REE (Columbia) State U. of N. Y., Cortland, April 27; S.U.N.Y., Buffalo, April 29.

RAFAEL CARRERA (Atlantic) Central Connecticut State College, New Britain, April 27; Ohio U., Athens, April 29.

PACES (Warner Bros.) Ohio State U., Columbus, April 26; U. of Cincinnati, Cincinnati, April 27; Mount Holyoke College, South Hadley, Mass., April 29.

STEVE GODFREY (Bizarre) Washington, U., St. Louis, Mo., April 29.

GUESS WHO (Columbia) Southern Illinois U., Carbondale, May 1.

HERBIE HANDS (Columbia) U. of Iowa, Iowa City, Iowa, April 28.

JOHNNY LEE (Mercury) Monticello, Iowa, April 28.


LEROY LOUIS (Motown) University of Chicago, Chicago, III., April 25; U. of Cincinnati, Cincinnati, April 29.

EDDIE RUIZ (Motown) Kansas City, Mo., April 27; Suffolk Community College, Suffolk, Va., May 1.

JOE COLEMAN (Atlantic) Oberlin College, Oberlin, Ohio, May 1.

STEVE MILLER BAND (Columbia) Robert College, Cleveland, April 27.


MARTIN HULL (Capitol) State U. of New York, College of Environmental Science and Forestry, Syracuse, N.Y., April 27; George Mason University, Fairfax, Va., May 10.


TED COLEMAN (Motown) Kansas City, Mo., April 27; Suffolk Community College, Suffolk, Va., May 1.

EDDIE RUIZ (Motown) Kansas City, Mo., April 27; Suffolk Community College, Suffolk, Va., May 1.


LYNN LEWIS (Motown) College of St. Mary, Minneapolis, Minn., April 30.

LOGAN & MILLER (Mercury) U. of California State College, Ojai, May 21.

JOHN LEE HOOKER (Columbia) Southern Illinois U., Carbondale, May 1.

STEVE MILLER BAND (Columbia) Robert College, Cleveland, April 27.

SHEILA (Motown) Mississippi Valley State College, Itta Bena, Miss., May 27.

EARL SCHRADER (Columbia) Central College, Pella, Iowa, April 29; Oklahoma State U., Stillwater, Okla., May 3, 10.

PARKY LEWIS (Columbia) College of St. Mary, Minneapolis, Minn., April 30.

KING BEE (Columbia) Pennsylvania State College, University Park, Pa., May 2.

GREAT AMERICAN BAND (Columbia) Robert College, Cleveland, April 27.

TEXAS TRIO (Atlantic) State U. of New York, Buffalo, April 30.
BPI's VidExpo '73
Scheduled Sept. 4-6

COLUMBIA RECORDS' annual black music marketing conference was
held at the Omni in Atlanta last week, where key personnel from the compa-
nies visited Philadelphia International and studios WDAS and WHTA.

Promotion personnel at the meetings included, seated, left to right,
George Chavous, Miami; Fred Ware, Southern regional promotion man-
ager; Bill Craig, Detroit; Verno Slaughter, Washington, D.C.; Granville
White, Midwest; Westbrooks; Mack; Ralph Bates, Carolinas and Ge-
orgia; "Spack" Brown, Cincinnati; Richard Outler, New York; Chuck
Offutt, Southwest; and Garry Groff, Chicago. Standing, left to right,
Armand McKeissic, Philadelphia; LeRoy Smith, West Coast Re-
nal from Michel Tiffenre, assistant to director of special markets; and
Glenn Cleveland, Atlanta.

PHILADELPHIA—Further de-
velopments have taken place in
the reorganization of David Rose
Inc. Robert Duffy has been ap-
pointed trustee of the major in-
dependent distributing firm which
handles records, tapes and coin-
operator equipment (Billboard, Apr.
21).

At a meeting of the "larger creditors," a committee of
registrants' association; RCA.

On Dr. Martin Luther King's birthday, the Philadelphia 
the drill, it is designed as an at.

the likes of Elvis Presley, The Stooges, Cocker, and Kes-

pany into the recording business
in New York, 1962-63 period with a big studio
band and management of his own compa-

ty featuring Oliver Nelson and Dale Ello-
gen in his early days, including being...

But, according to Hartman, it is still
a viable business and will continue
in operations, held at two new 

panies and distributors.

MACON, Ga.—This city, known 
for its role in both the Negro music
industry and its role in Negro pol-

ities was set up subject to final 
approval by the more than 100
smaller creditors and the 
court. Selected for the creditors
committee are: S. Jay Cooke, of War-
ner Communications (Warner Bros.
and Atlantic Records), named in
chairman; Gerald Tash, Avco Rec-
cord Corp.; Art Kans, Republic Rec-
ords; James Affleck, Continental
Bank; Lee Short, Real interna-
tional, Inc.; Malschey L. Hennigan,
Midwest Marketing Co., Al
Simon, U.S. Billboards; and Max
Sklar, BASF Systems, Inc. (BASF
Records).

David Rosen, president and treasurer of the com-
pany, who was also present at the
hearing before Judge Goldhaber,
affirmed: "It is possible," he said
in August, 1971, when Warner-

4-6

Three or more persons re-
registering at one time from the 
same organization will save 20 per-
cent. Single registration for the
first show only, including reports, shows, exhibi-
tions and luncheon.

Three or more persons regis-
tering at one time from the same
organization will save 20 per-
rent. Single registration for the
first show only, including reports, shows, exhibi-
tions and luncheon.

The convention's 117 registra-
tion fee includes all reports, shows
and exhibits as well as acocktail
party, two luncheons, highlights of
Billboard Publications first two
video conferences, and one year
subscription to VidNews.

and new business.

the conference, and one year
subscription to VidNews.

and new business.

Rosen's credits' committee 

New S.C. Country Station On the Air
GEORGETOWN, S.C.—WSHG,-FM, sister station to WGST-AM, has gone
on the air and is featuring a country music format. The station is
automated, said WGST-AM pro-
gram director Tom Walters. Doug
Bennett Thompson has been named
manager of WSHG.

The station is considering a live 
request show during morning and
afternoon drive, Walters said, and
he's now trying to build a better 
country music library, especially
in country oldies.

APRIL 28, 1973, BILLBOARD
Aug. Expo. Festival For Miami Beach

MIAMI—"Expo '73," an exposition of international recording hardware and software, and the Miami Beach International Song Festival, an international music competition, are set to run concurrently during the week of Aug. 1-7 at the Miami Beach Convention Hall.

Prizes for the Miami Beach International Song Festival will consist of 12 winners for the Great American Award. Participating country will be permitted to enter four performers, with the U.S. and Canada to offer up to four performers for each state or province.

The competition will then be broken down into 15 semi-finalists, with quotas within that group set for the U.S. and Canada, Latin America, Europe, Asia, Oceania, Africa and the Orient.

Nominations will be contributed by various magazines from throughout the world, among others, with the Gramophone Agency, Inc., in charge of nominations for those awards to be presented at the Miami Golden Sunshine Award, another tribut to the world's leading industry figures and artists. Other awards will be presented to performers, groups and composers.

International Accents

Prime goal for both the competition and the "Expo '73" exposition is to present to the industry its top performers and personnel from record manufacturers (both professional and consumer), musical instrument manufacturers, music publishers, record and TV photographers and others related to the music industry from around the world.

Bilingual LITsOcRAnEa BLACK

Aug. 17-20, all bands will be required to submit contact, along with a list of personnel and possible room numbers for previewing recorded product, film projection rooms for screening visual materials and exhibits for the Miami Beach International Exhibition Service of Miami beach. 

In addition to the competition, entertainment during the week of the music fest will include a variety of exhibits and entertainment, as well as deco corrections.

Southeast, five-rock band, has been signed to an exclusive recording contract with Capitol Records. The label is rush-releasing its first single, "I'll Have To Be Back," for release at a time not yet undisclosed.

Several fees have been set for exhibition booths, free displays, artist registration and song registration.

Inquiries and registration are being handled by the Miami Beach International Exposition of Music Industry, P.O. Box 3686, Miami, Fla. 33101.

Miami Prod. Co. Formed

MIAMI—Group 3, a record production company, has been formed in Miami by Ron Albert, Howard Albert and Steve Zehnder.

Group 3 offers a "total service concept for new and unknown artists and groups, from engineering, production, promotion and music publishing.

All talent will be carefully screened and the company will be highly selective in choosing artists to record.

Howard Albert, producer for the group, said the company was organized to direct the group to artists from other areas of the industry in order to put together an artist.

Miami was selected as headquarters for Group 3 because of the location of Criteria Recording Studios, modern multi-track facility. According to recent years for a growing volume of charted product. Several of the company's principal representatives have used the studio extensively in the past for engineering and production work.

Bill To Protect Acts on Stage

Continued from page 1

would involve imprisonment not to exceed 11 months, 29 days, or a fine of $500 or more than $1,000, or both.

The measure also states that a person disturbing a performance shall have no right of a civil action against anyone removing him from the place of performance unless it is shown that excessive force was used.

The entire point is to stop people from getting on stage during a performance. The measure has been extended to include actors, producers, directors, musicians, managers, or players in a sporting event.

It specifically concerns "jumping, running, or otherwise engaging in any action on the stage of a live performance which would result in any person not being thrown out of the place of performance.

Attorney Harold Streich of Memphis, who helped write the act, said the act is designed to give an entertainer protection from unruly fans who in his or her involvement in the music industry and as a member of the State Athletic Commission, he feels the protective clause is necessary. In addition to acting as a deterrent to people on stage, it will protect the management and entertainers who are often pawns of the building from civil suits.

Nevada Adopts Rock Ordinances

CARRSON, Nev.—The State Gaming Commission has adopted legislation on April 14 which requires all counties to adopt ordinances regulating rock concerts. The wide-ranging measure requires that promoters must provide adequate police, toilets, food, and parking for fans, as well as protection, communications systems, financial statements and indemnity bonds.

Following a three-year absence, Malcolm Chisholm, a veteran en-
This is the album you've been hearing about. The Miracles' "Renaissance". It's not like any other Miracles album you've ever heard. Because it has a new Miracle ingredient. His name is William Griffin. And he brings a new vitality to one of the most vital, most dynamic groups in music. Listen to "Renaissance". And ask for the new Miracles album with the new Miracle ingredient. Motown album #T325L.

Listen to what's happening at Motown. You'll hear the times change.
Vegas Sets New Rock Show Policies

LAS VEGAS—A new rock concert policy was unveiled to local promoters by the Las Vegas Convention Authority.

Under the new system, the Authority will award dates for concerts after receiving bids from promoters. A promoter may not hold a date for more than 72 hours without signing a contract.

Convention Center director Len Hornsby said the dates opened for bid in 1973 were July 6, 20 and 31; Aug. 31; Sept. 3, 21 and 22; Oct. 26 and 27; Nov. 23, 24 and 30; Dec. 15, 14 and 31. All these dates were on weekends.

ATI Expand Into Theater

NEW YORK—American Talent International, in line with its current expansion of activities on an international basis, is entering the theatrical field via packaging and producing legitimate theatrical ventures.

Sol Safian, ATI executive vice-president, has forecasted both revivals and new plays and dramas, with the initial push to focus on the Broadway presence, with active participation, national touring companies and bus and truck companies.

Earlier this month, Jane Frostlander, most recently head of Stage Door Consultants, a theatrical production, management and consulting firm, was named to head the operation.

Unit Ratifies Contract With Vegas Hotels

LAS VEGAS—Musicians union officials said Friday that a new three-year contract with the major Las Vegas hotels has been ratified. The 850 musicians will receive a $490,000 bonus and will see a 24 percent increase above the base scale.

The original demands for the new agreement were quite the same as those for the previous contract, with some increases due to the rising cost of living.

The current contract, which expired March 17, 1973, is to be effective for the next three years.

Teegarden In Solo Ventures

TULSA—David Teegarden, with Teegarden and Van Winkle, has returned to Tulsa to focus on his efforts as an individual artist, Ted and Van. The new venture stems from a recent contract with the Tulsa area, which has brought him a number of new opportunities.

Teegarden was formerly a member of the band Knaps, which is currently performing in the area. The band has been invited to perform in various venues, including local discos and clubs, where Teegarden will be the featured vocalist.

The new project is an extension of Teegarden's solo work, and he hopes to develop a more intimate sound that will appeal to his fan base.

In addition to his solo endeavors, Teegarden has been working on new material for an upcoming album, which he hopes to release in the near future.
Talent In Action

KINKS
RORY GALLAGHER
Paladium, Hollywood

Can a group be simply superb? In the Kinks case, apparently so.
Credibility is nowhere more evident than in the skills of singer-songwrit-
er Ray Davies, who is currently touring the States playing in New York
and Los Angeles.

Through a show often marred by faulty sound quality and light probe
which found Davies pulled to the center, his voice rang out even as
his shaggy hair caught the heat. Never making a move to the left or
right, the Kinks left the crowd with their strident, flat-driving
sound that seems to be more and more recognized today as true
lilt music. A long haul on the road seems to have added a
harmony to their voices and a maturity to their music, making
them an acoustic delight. Their recent release, "Loose in
New York," is a true classic and one that should be
played for all to enjoy.

JOHN HERALD
GARLAND JEFFREYS
Mac's Kansas City, New York

Just as just a year ago, John Herald
united his version of the great
Rolling Stones with another great
circus of musical friends to
his famous runway of fine
music. The group never
meet, but when they do come
gether, as they did for the
new album, "Skinfire," the
result is always a wonderful
tribute to those earlier
sessions.

Herald was just as delightful as before,
with a definite new edge in his more
polished vocal performance.

GARLAND JEFFREYS
Mac's Kansas City, New York

With the release of his new album,
"Demon In A Suit," and the
removal of the Beatles from
his life, Garland Jeffreys has
come into his own as a
realistic, funny, and
fun-filled entertainer. His
work with the band has
drawn him into the
spotlight, but his solo work
has been equally impressive.

DAVE BROBBERT
DR. JOHN
Johnny's, New York

In tune with the success of his
latest album, "The Best of
Dave Brobbert," Dave Brobbert
has continued to play a series of
successful concerts with his band.
His music is always a delight,
with a mix of jazz, rock, and
blues.

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music lover. The hall features
an extensive collection of
musical instruments and
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RICK NELSON
CLAUDIA LENNEAR
Carnegie Hall, New York

More at home on the stage of Carnegie
Hall than in the recording studio, Rick
Nelson treated the audience to a
tribute to his father, the legendary
Buddy Holly. His performance
was heartwarming, with a
tribute to Holly's music and a
performance of "Peggy Sue"
that brought down the house.

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TRINI LOPEZ
JOAN RIVERS
Desert Inn Hotel, Las Vegas

A memorable evening was
enjoyed by all as Trini Lopez
and Joan Rivers took the
stage together. The show
was a hit, with the audience
laughing at the jokes and
enjoying the music.

IAN DAVE
PETULA CLARK
Carnival Palace, Las Vegas

The Gooldiggers opened the
dance, bringing in a
different and interesting
style of music that
drew the crowd in. The
band was led by the
talented Petula Clark,
who captivated the audience
with her unique
capability in singing and
dancing.

LAURA DEME
APRIL 28, 1973, BILLBOARD

www.americanradiohistory.com
Miami Promoters Struggle For Latin Dance Bands; Price War

By ARTuro Kapper

MIAMI—A price war between local Latin dance promoters is developing here and the problem is being compounded by a definite shortage of ballroom space. Many of the local bands have refused to rent to promoters—citing breakage and fights.

Prior to the growth of the Cuban community here in the mid-1960's, local Latin dances were patronized by Americans who went to the small lounges in the major hotels on Sunday night. They danced to such bands as Papi Cappo, Luis Venors and La Playa Sextete.

The local Cuban community also needed an outlet for dancing, and being that they couldn't afford the Beach, they started dancing in private homes. But, now, the public dance is far removed from those in New York and Puerto Rico. The typical dance-promoter is trying to bring in his own groups and promoters who don't allow this are "doomed" to fail unless a new, the only income to be realized is from admissions.

At this time there are three groups of promoters vying for the limited Latin dance audience. One group, the newest, is holding a dance each week and is trying to force the competition out of business by running $2.50 dances—prices previously ranged from $6.00 to $8.00. At a result, the two remaining forces are trying to present top name acts—such as Ray Barretto, Johnny Pacheco, Gran Combo, and Willie Colon. Recently, the competition forced prices for a Barretto dance down to $1.50. Now, the result is a greatly diminished profit for all concerned. Barretto dance at the March 28th event was $1.50, the fact that the same promoters who were in direct competition against Barretto's dance all had to have him booked for a dance here in late July.

A major factor in creating the "price war" here has been the rising trend in demand and popularity of salsa music. Previously, local companies handled the ballroom scene. And, now, with the rising popularity of New York-based salsa music, local dance halls must fill in for name acts—also which have been asked to play when expenses are considered. But, business is going up and it remains to be seen the eventual outcome for promoters, Latin acts and the dance public. Meanwhile, new name acts have been booked for upcoming dances. Tito Tipica 73, Celia Cruz, Charlie Palmieri, Andy Harlow, Willie Colon, and Johnny Pacheco.

NEW YORK

Ivan Mogull, president of Ivan Mogull Publishing Corp., is currently on a South American business trip. He is working to set up new operation in Colombia acquiring new material. Stops on his agenda include Rio de Janeiro, Sao Paulo, Buenos Aires, and Lima, Sunday (22) through Wednesday (25) (Tuesday 24) the Ivan Mogull and Gurne & Martin is handling Richard Nader's Latin Festival III scheduled for Madison Square Garden in the early part of June.

Clancy Morales stopped by to tell me that label deal is in the works for the Latin-rock group Sonosis. Morales heads up the production firm that cut the group's first LP... Ray Rivera (Cannibal) is preparing his first LP... Producer Bailey Taylor has been signed by Ford Records. His credits include a recording session for Leonard Cohen. Bailey's next project will be a production job for the Miami based group including the leader, Miami's own "Latin Pop Festival".

Spanish singer Luis Manuel (Nino Bravo) Ferro died from injuries suffered in an automobile accident in Spain April 16. He was 38. The Cuban-born, Spaniard Espinosa performed at Carnegie Hall here Saturday (21) and at Shady Grove in Washington, D.C., Sunday (22). Upcoming dates for the group include the University of Florida, New York, N.Y., Thursday (20) and the Osaka National Arts Center on April 28. Following the completion of their nationwide tour, the group will fly to Europe, to Latin Records has released new LP program released by Nelson Ned, Los Angeles Negro and Ochoe. Producer Bobby Martin had a band in all the disc, Mangó, Santana's new single "Papete" is due out in May. Muriel Chatham Records, based in Pitts- burgh, has released the label's first LP to Puerto Rican baseball star Roberto Clemente. The slate features singer Marito Martineau.

JIM MELANSON

Puerto rico

Juan Luis Guerra (Barrionuevo, Barrionuevo). Spanish singer, appears here in May. Juan Luis and two in Puerto (April 13-16) Cordido Enterprises promoted the concerts in Radio City and La Perla Theaters. According to a March 12th, 1983 survey, Tommy Muzio Productions have the highest rating for their hour-long weekly TV program "Ja, Ja, Ja," and for their recording contract with Velver Records. (Tape 1983-1984, Muzio program: "En Claro No Tiene Nombre," and "Los Cupidos." Tape 1983-1984 in the same survey. Television Channel 41 in New York also shows this hour-long program... Lucha Galia, veteran Chilean singer who has recorded for many labels, appeared in several programs over Tennessee Channel 2.

A local fraterniy sponsored a dance-and-show at the Puerto Rico Sheraton Hotel with four recording names: Tammy Olivarina, Yayo (Barrionuevo) Juan Miguel Agrostegui (Barrionuevo) and Lucha Galia (Barrionuevo). TONY RODRIGUEZ

Miami

Joe Can, director of Tico and Allegro Records, was in town to present his last professional cocktail party this week for the opening of Yayo's new recording act at Centro Español. Yayo varied also played a dance Saturday night at the Conde Guadalajara Hotel (Velvet) and Juvenal del Monte Plus a guest appearance of Miguelito Valdes (Audio Latino). Valdes is currently at Centro. The same day the Mesa Cabe (Tico) played a dance with Daniel Miami (Maska) and Ochoe (Suprema). (Sound Triangle) Channel 23 presented a special featuring Johnny Ventura (Macei)... Shad de Nacho has a new LP out on Horoscopo. Rumor has it that Nacho can't afford the money to record his LP. Mina, plans to make Miami his home. "Iris Chacon (Barrionuevo) will make a personal appearance in Miami in the near future, New LP by Danny Rivera (Velvet) being released this week in Puerto Rico. He is on his tour to Mexico, Nicaragua and San Salvador... Forthcoming appearance of Susy (Velvet) will also be traveling to Mexico to perform. Manny Matos of M&M is very busy these days recording a new "Sombrero del Ray" and promoting the new 45 by Orquesta Suprema, both on his Sound Triangle label. Ralph Lew, recently named director of operations for Merican Records, will be in Puerto Rico at the beginning of April to present the record Orquestra Power, and will stop off in Miami to search for local talent on R&B and Latin music. ARTuro Kapper

Miami Musician

"He Regresado Viejo Amigo" by

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22

AUGUST 18, 1973. BILLBOARD
By JULIAN COLEMAN

Steffie Matthews has been appointed executive vice president of BEEGEE Records in charge of all reporting directly to Byron Spears, president of the label. Mrs. Matthews, previously with Motown Records, has also formed her own independent production company, and has signed an exclusive production contract with BEEGEE Records.

Bee Granger has announced the formation of his own independent record promotion company, Promotions Unlimited, with headquarters in Los Angeles. (See separate story)

HOTLINE

RCA Records recently presented Mrs. Coretta Scott King with a check for $50,000 as an advance against anticipated royalties from the album "Keep the Dream Alive". The LP, a Soul Sauce pick last February, features the label top soul acts and was recorded in a live concert in Atlanta for the benefit of the Center for Social Change (see above)

For the late Dr. Martin Luther King... Check out the music from the Crusaders "Second Crusaders," album now heard on ABC TV's "Wide World of Sports." The group, formerly the Jazz Crusaders, are part of the Blue Thumb Records family.

Wife of "Brother Clive, Work It Out," from "The Mack" wide-open release in Chicago and now moving to St. Louis. Record to watch: "This Feeling of Loneliness" by Clive Nolens on Roulette.

The Sylvers, Johnny Nash, and Billy Paul will be in concert April 30 at Ahmanson Theatre, Los Angeles... Soul Sauce sold out Chairman of The Board's friends' "Keep On Keepin' On". Gladys Knight & The Pips will host NRBC TV "Midnight Special" May 1... Love Unlimited now on 20th Century Records scoring with "Oh Love, Why Don't You Make It"; their first single for the label... From Wilson Pickett shortly "Keep Walking Straight Ahead". On RCA... "Soul God/Got Four Tops, No Woman, No柴油," and The Stylistics, "Break Up To Make Up". (Arve).

BREAKOUTS:


Chuck Mann, president of Cinema West Productions and producer of the upcoming Second Annual Soul & Blues Awards, has named Mike Stewart president of the United Artists Records. The head to the soul and blues awards board of governors and

BILL CHAPPELL as executive producer. The awards presentations will be held July 17 at the Beverly Hilton Hotel, Los Angeles.

SINGER Solomon Burke (seated at desk) and Jerry Stein (second from right in back), vice president of Burke's MBM Productions, welcome the Sons and Daughters of Solomon to their MGM Productions for exclusive representation in the recording and motion picture fields. The Sons and Daughters of Solomon, five of Burke's own blood of 18 children, are (left to right) Solomon Jr., Glenn, Stephen, and Sharon. The family will record for MGM Records.

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Best Selling LPs & Singles
Radio-TV Programming

Tenn. PD's Record Service Up
Talent Countdown

EDITOR'S NOTE: The problem of record service is a plague that affects countless radio stations in small and medium markets coast-to-coast. Here's the story of Gary Dunn, program director of WOFE-AM in Rockford, Tenn., who set out early to solve his record service problem.

When I came to WOFE in October of last year, we were a block-formatted station trying not to be. All I found upon assuming the afternoon "rock" show, the mid-day and mornings were typically country was a feeble stack of records labeled "Top 40." Included were about 10 current hits, a lot of re-records that would have ended up in most stations' circle of failures and that was it.

We are now a highly-formatted contemporary station utilizing quality papier-Tanner and Penn jingles, a six-stop-set clock and the talents of three full-time announcers, which is, of course, a major market experience, but now want to really be in a position to contribute to creating radio.

Now this requires a lot...record service.

Last October, the bulk of our records were still addressed to WRKO, the previous owner for two years. Something had to be done.

First, a lot of records were junked. Second, several were bought. Third, a playlist of sorts was developed, based on parts of the Billboard Listening List, our service was better in that area to begin with. As it turned out, we still use that as an initial guide, since we take aim at the 18-34 audience. Third, a list was compiled of who was sending records. Some others were solicited from friends at stations in Knoxville, fourth, casual checks were made of local record outlets as to records available to demand. With the Billboard charts, local sales in attention to requests, a rough format was derived for a general ranking of 30 records, although we could only give a halfway honest rank to 15 or 20 more as in small and medium markets.

Album service is up, too, although we are singles oriented. Should we obtain a much desired FM, we will really need these albums we're collecting now.

"Rocky County's Real Radio Voice" now has a medium market channel that can compete with the best and compete on a service work and our radio equipped cars bring this small market a thorough dose of important local news as it happens.

A lot of this wouldn't have been possible if we had not been able to offer a solid entertainment product. We need still more thorough advertising at it. We'll exchange playlists and play guides for notes on making ads just for the asking. Although 11 broadcasts a week, our listenership, which is immeasurable, we have between 25 and 45 percent, depending on day/night. Each week, this is the only chance for us to bring a trend of runs of important local news as it happens.

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A PRESSING QUESTION:

WHY SHOULD YOU WORRY ABOUT THE STUFF THEY MAKE YOUR RECORD OUT OF?

Because a new compound called Q-540 can make a significant difference in your record's brilliance, clarity, and long-lasting qualities. And because after you've given the best performance you had in you, used the finest studio, the most sophisticated equipment, and hired the top technicians, it would be foolish to let your record be produced on anything less than the best compound available.

Q-540 is the most significant advance in record compounds in years. Developed for CD-4 (quadraphonic) recording, it has the unique capability to absorb 4 blended discrete channels of sound and reproduce with greater clarity and brilliance than has ever before been possible.

And, Q-540 is also far superior to ordinary compounds for stereo and monaural. Look what Q-540 gives you:

- **GREATER BRILLIANCE** - To really appreciate the brilliance and clarity of Q-540 you should compare it to ordinary compounds. Hearing is believing.
- **LONGER WEARING** - A record pressed on Q-540 will play with perfect fidelity up to 3 times as long as one pressed on anything else. (The 30,000 cycle carrier channel necessary for CD-4 recording doesn't wear out of Q-540 like it does off of ordinary compounds.)
- **ANTI-STATIC** - Q-540 has exceptional anti-static characteristics. The result is less surface noise, less dust attraction, far greater ease in keeping surface and grooves lint-free and clean.
- **FAST-FLOWING** - Increases production rate by shortening the pressing cycle. Fills better than ordinary compounds. Less susceptible to warping at faster cycle rate.
- **GOVERNMENT-APPROVED** - Easily surpasses all FDA and public health FDA standards through 1974.

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Some may still call it serious music, but "If you're not listen- ing," says R. Peter Mannes, who seems to know something about it, "Beethoven quartet played straight as a bat figure with synthesizer and rhythm section." With R.P.M., as his initials, he just had a few weeks ago, he Ad- min, as the director of the Classical music, and "If you're not listening, he sometimes seems to spin at speech other than the classic 33%.

But it's because the LP format has come to be viewed as a kind of prestige loss operation. But volume has in- creased by 50 percent since that time and many observers claim the guiding force behind that turnaround. With recording costs trimmed prices on LPs now operate well in the black.

"Music business is an ugly one," de- cates Mannes, and that includes classical music. In this business you end up at an elliptic price. This is a view that I might be overlooking or misinterpreting, but it seems all small and select audience. They agree the audience is growing, but never really seems to get a proportion.

Mannes' aim, on the other hand, is to reach the broadest possible public with a variety of classical "greatest hits" formula has been the most effective device to date, and Mannes is one of the most unabashed practitioners, has honked the technique to a fine art. But at the same time, he feels the traditional classical music cannot be ignored and prestige packages still flow from this label, as much as, if not somewhat, reduced.

New Series

Red Seal is also looking at a new batch of LPs that is due to begin in May, ex- tending the concept to the market, the first time such composers as Welles, Carr and others were released, to give a taste of the classical music in small cities. With a kind of classical choral program, Mannes feels there might be too timid to emulate, he has even taken an effort from "The First Annual," a sort of baroque concert for all seasons as a feature of the Viola set. Also on the planning boards for Tosca recordings to top the list of best sellers.

Toccas recordings to top the list of

Toccas recordings to top the list of best sellers.

Point-of-purchase merchandising par- allels the ad concept.

Angel Is Giving Calla Star Promo Treatment

NEW YORK—Maria Callas is being honored by Angel Records in a full-scale national advertising and merchandising program initiated in support of her complete catalog of recorded performances. The LPs are being specially released in conjunction with this promotional effort.

From her 18 complete La Scala recordings, Angel has selected a collection of arias — "La Calle's 26th Anniversary Edition," a companion volume correctly prepared by Columbia, "Calla's Classic," designed as an exclusive gift.

"Duets at La Scala," comprised of three extended duet scenes from the famous La Scala performances. Each is starred Callas and Giuseppe di Stefano, and are part of the 26th edition of La Scala recordings.

The debut albums in Angel's new recorded deals are available at "Angel Voices.""
"When You're In The Business Of Providing Software To Recording Studios, You Have To Be Aware Of Their Needs... Billboard's International Directory Of Recording Studios Gives Me That Information...”

Ampex's Bruce McGilaway Knows. Do You?

When you're the National Sales Manager of Ampex's Magnetic Tape Division, you never know when you'll get a panic call at 4 a.m. from a studio in need of software—immediately. That's why Bruce McGilaway uses Billboard's International Directory of Recording Studios to keep up on the software needs of studios all over the world. When his phone rings, he wants to know everything there is to know without having to ask.

Not only is it an informative guide to recording studios throughout the world, but Billboard's International Directory of Recording Studios provides an inside track on potential customers. Not to mention how recording studios get a good look at what you have to offer.

Billboard's 1973 International Directory of Recording Studios is coming in the June 9 issue. Why not give it a try? You have nothing to lose—and everything to gain. Just ask Ampex's Bruce McGilaway.

Ad Deadline: May 11
Issue Date: June 9
Contact a Billboard Sales Representative at any of the following offices:

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New York, N.Y. 10003
(212) 664-1100

CHICAGO:
Roy Glass
140 N. Wacker Drive
Chicago, Ill. 60606
(312) 346-8619

NASHVILLE:
Bill McCray
1719 West End Ave.
Nashville, Tenn. 37203
(615) 259-3299

LONDON:
Jim Egan
7 Grafton Street
London W. 1, England
437-8090

MIAMI:
Mike Grubbs
Pinnacle 9
Miami, Fla
305-291-159

TOKYO:
Russell Komaru
Pinnacle 9
Minato-ku 107. Tokyo, Japan
03-284-2301
At the Billboard Country Music Awards Show in Nashville, presented live on television, WSM-TV, hosted by Teddy Bart on the "Noon Show." 1. Hank Williams, Jr., accepts the first of three awards, one also on behalf of Lois Johnson. 2. Teddy Bart with Sonny James. 3. Epic's Bill Williams accepts on behalf of his various artists who could not be present. 4. Billboard's John McCartney, Bill Williams and Colleen Clark with Bart and Billboard Award winner Donna Fargo. 5. The promotion award went to Frank Mull of Mercury Records. 6. Arranger Cam Mullins is cited for his efforts during 1972. 7. The Country Music Pioneer Award is presented to Roy Acuff for his contributions over the year. 8. Ron Chancey accepts a new label award for Cartwheel, now a part of the ABC-Dunhill operation. 9. Bill Robinson of WIRE flew down from Indianapolis to accept his station's award. 10. The team of Tammy Wynette and George Jones accept their plaque from Bart. 11. A Trendsetter Award to Irving Waugh, president of WSM, Inc., is accepted on his behalf by Tom Griscom, manager of WSM-TV and Len Hensel, manager of WSM Radio. 12. Capitol's Joe Allison accepts plaques on behalf of Freddie Hart and Tony Booth. 13. Songwriter Jerry Chesnut accepts his award. 14. Tommy Jennings accepts on behalf of his brother, Waylon. 15. Tonnall Glaser accepting on behalf of himself and brothers. 16. Bill Turner, producer of the Porter Wagoner syndicated television show, accepts that award. 17. Instrumentalist Charlie McCoy was on hand to accept his award. 18. Veteran promoter Hap Peebles accepts his award from Teddy Bart. 19. Repeat winner Danny Davis adds another plaque to his collection. 20. KLAC's Larry Scott made the trip all the way from Los Angeles to Nashville to receive his award for disk jockey of the year. 21. David Rogers of Atlantic Records accepts for radio syndication on behalf of Chris Lane. 22. Williams, Bart and Johnny Paycheck, as the latter accepts his "Resurgence" award.
Catskills Call Country Conclave; Results Seen

MONTICELLO, N.Y.—Country music came to the Borscht Belt here last week for the Country Music Association’s third annual convention, and the show casing of country talent, two organizations expressed a positive note to bring country acts steadily.

Although Daniel Clin,-official of the Monticello Race Track, said in a letter to Michael B. Williams, ESCM, president, that country music had gone over the top at the last Country Music Association meeting of the season, the opening of the season, that as many as 20,000 people at one time throughout the summer would feature talent from the country field. Additionally, a spokesman for the Catskill Resort Association stated that he planned some country bookings.

This was the culmination of the ESMC’s meetings of the past month at Kutter’s Country Club, which drew the Country Music Association from all of the eastern States, and was overwhelming the best such gathering ever held. Well-organized workshops were meaningful, and the quality and tone of new songs, with some sharp innovators in that tradi tion, was the result of the gathering.

Paradoxically, when two leading officials of the Country Music Association were detained by a bord to attend the Conference on "the future of country music," it was a well-known figure in the R&B and "new country" field, who salvaged the first scheduled meeting. Ed Mershon, former producer and a resident of this area, who attended most of the sessions, and who was representing the West of Canada, and Harry Jenkins, chairman of the CMA, arrived in the Catskills in many ways," Townsend said. "The thing that impressed me most was the business end of things, and the business end of things is what the world is talking about. When we talk about the mode and period, we need to take into account the pressures of those in the music business, and we need to talk about the pressures of the music business with the hard hat manufacturers, with the programming and with the other things, so I think we need to get a little bit of background into the country scene.

Radio Workshop

Don Chancey, KJBC, Berkshire, and Jim Pride, WRCP, Philadelphia, conducted a workshop dealing primarily with programming. Even though the annual Radio Workshop had increased its billing 3 times over the previous year, the buzz of discussion about the potential for the up-and-coming country music was high. Joe B. Bottoms, in his keynote speech, said that the future of country music was in the hands of the artists themselves.

Tom Griscom and Sonnie Henry, general managers of WSM-AM for the last 5 years, announced that the "Music Row" show on WSM-TV, the presentation of the famous "Music Row" show, was being televised live from the WSM studio in Nashville.

Decision was made to produce a special broadcast from the WSM studio, and the broadcast was scheduled for the evening of the exhibit. The broadcast was conducted by Bill Balmuth, who is well known in the country music field.

"Utah Jones" was the name of the broadcast, and was issued to the broadcast community by WSM-AM. The broadcast was conducted by Bill Balmuth, who is well known in the country music field.

Television Billboard Awards Again Well Received

NASHVILLE — The Billboard 1972 Country Awards, announced at the annual Billboard Awards Show in Los Angeles, were well attended and well received. The broadcast was conducted by Bill Balmuth, who is well known in the country music field.

"Utah Jones" was the name of the broadcast, and was issued to the broadcast community by WSM-AM. The broadcast was conducted by Bill Balmuth, who is well known in the country music field.

By BILL WILLIAMS

Ed Bruce has made the move to UA and it looks like a good one for UA and a definite departure from his days with an old song . . . L.M.I., the owner of the organization by Jack Clement, is in his third-song picture based on the new Don Williams song, "Country Roads." The song was written by Jack Clement, and was recorded by Don Williams.

"Country Roads" is one of the better songs to come along in a while, and shows how much better country music can be. Bob Reid has done well in his first year as president of the Country Music Association. He and his wife, Edith, were absent from the Country Music Association meeting in the year ahead. That's a good thing, as they are not the only country music writers and performers who are good for the music business.

Joe Barnhill is still coming on strong in Nashville, and will make his home in the city. He has been a regular on "Country Roads" for the past few months, and is doing a good job of bringing country music to the attention of the younger generation.

Buck Owens Golf Tourney in Nov.

Bakersfield, Calif. — The 3rd annual Buck Owens Golf Tournament will be held November 1st. Owens is planning a tournament that will feature the best of the Bakersfield area and will be a fundraiser for the local Bakersfield Chamber of Commerce.

In announcing the last month's event at the Bakersfield country club here turned over $2,500 to the local Kern River bands. A few of the stars who will be performing are the International Fan Club Organization and the Wally Lynne Country Club.

Catskills Call Country Conclave; Results Seen

She has written many songs in the past, and her most recent was recorded by Don Rich and Pat Boone. She also wrote a popular song, "The Man," which was released by Pat Boone.

Another label established in this city was Faye, owned by Wes Mcmahon, and he also has Paytile Publishing. He formed his own television and radio show in this city.

Faye, who is a young woman, has a special talent for writing and performing. Her first little hit was "Fayne Peverly," a strong regional record in this area, with heavy airplay. It is performed by Bob Rogers, and it has also introduced into the country music field, this city now has seven active recording studios.

Oil Country Gears for New Music Explosion

OKLAHOMA CITY — Artist/
writer Yvonne DeVaney has formed her own recording company and record label here, joining a growing list in this city.

Miss DeVaney, who once recorded under the name Yvonne O'Day, has named her label Como and her publishing company, Sonny Lane. Her husband and manager, Sonny Lane, is president of the label.

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OKLAHOMA CITY — Artist/ writer Yvonne DeVaney has formed her own recording company and record label here, joining a growing list in this city.

Miss DeVaney, who once recorded under the name Yvonne O'Day, has named her label Como and her publishing company, Sonny Lane. Her husband and manager, Sonny Lane, is president of the label.

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WEBB & DEBBIE PIERCE

"FOREIGN GIRL"

MCA #40048

BIG SUCCESS
WITH 'OPRY' FANS

NASHVILLE — Webb Pierce, silver voiced MCA Records C & W legend, told a wildly cheering Grand Ole Opry crowd that he had finally been teamed with the finest possible duet partner in his two decades of performing. Webb was referring to the slender, sweet voiced beauty who had helped him bring down the house with their duet of "Foreign Girl." . . . Webb's partner . . . his lovable daughter, Debbie Pierce. "Foreign Girl" is a current hot-climber in charts as Webb and Debbie's new MCA single release.

That Grand Ole Opry crowd, packed to the balcony rafters, roared, whistled, clapped and stamped their approval of the whole Father and Daughter dramas on the Opry stage.

The crowd, thrilled to being there to see and hear Debbie solo for the first time ever on the Opry. And that audience felt the electricity generated by the historic first Father-Daughter duet by the great Webb Pierce and his beautiful daughter Debbie.
Springhill, Louisiana (that's near Smackover, Arkansas), has a famous son named Joe Stampley.

Joe's famous for "Soul Song". The big, big country single that crossed over into Pop top 40. Every jukebox in Springhill played nothing but. The rest of the country wasn't too far behind.

And Joe's going to be even more famous after the country hears his latest album called "Soul Song". Not only does it feature "Soul Song", but it also features another top 40 smash single called, "Bring It On Home (To Your Woman)". That's what we call a loaded album! Joe's rich, soulful voice and polished delivery bring it all home.

Who knows; one of these days, Springhill, Louisiana, may name a street after their famous country star, Joe Stampley.

The Album:
"SOUL SONG"
DOS-26007

The Single:
"BRING IT ON HOME (TO YOUR WOMAN)"
DOA-17452
The J. Geils Band

"Bloodshot"

Pressed on Red Vinyl

THE J. GEILS BAND

BLOODSHOT

on Atlantic Records & Tapes

SD7260
new records at the rodeo in Phoenix, broke more records in Omaha, did a promotional stunt in Salt Lake City, a couple of benefits at John Brown University in Arkansas, and then went out to set more records in Tulsa. — Kathy Ann Twitty, age 14, is the singer on the album done by her father, Conway Twitty. Conway is very close to his children.

Big things are happening to Donna Fargo, who creates a lot of big things herself. She is joining Hank Williams Jr. for a six-city Canadian tour. Donna just broke the house record on her own in Canada, with more than a thousand turned away. After Canada she goes to Europe for a tour while Hank Jr. goes to the Pacific Northwest. — Waylon Jennings set for the Troubadour in Los Angeles the first week of May. He is becoming increasingly popular in the rock clubs. — Danny Davis has a big date at Ocean City, Maryland. — As a result of the NCB conference in Cincinnati, Mel Tillis starts on the first of a series of college dates, playing at the University of Alabama. — Clay Hart is booked by the Buddy Lee Agency to perform with Lawrence Welk in Hawaii.

Terry Laws, the new Monument find, is doing a number of shows with big-name acts. This includes a private show for Sam Marma- duke, the leading buyer of country shows in Texas, along with Lynn Anderson, Charlie Rich, Charlie McCoy and Lloyd Green. The mother of Marilyn Wilkins died in Winter, Texas. — Marty Haggard has done it again. He set an all-time one-day attendance record at the new Lake Charles Civic Center for Bob Edmans’ Concert Express, grossing $5,000.

Don Owens hosted several guests in Nashville. Among them, Jim Lowe, who will do a special Monitor show on NCB on Memorial Day and June Williams, former child actress and now a television commercial personality. Owens also visited the White House where he worked on the record library.

The Neil Philips Memorial will be held April 20 at Keil Auditorium in St. Louis, headlined by Barbara Fairchild. The proceeds will benefit his family. — Bob Bean wants to clear up rumors about the Stonesmen. Although there have been some personnel changes, the group is as strong as ever, just having concluded the busiest year of their career. They are booked by Top Billing, and have been set for, among other things, another European tour and a film. — Shelly O’Hara, the great Irish singer who is winding up a tour of this country, performed for the third time on the “Grand Ole Opry,” and received his usual warm welcome. He will be back in his native Ireland by Easter, to tour for four weeks, and then will return to his adopted Australia.

Marti Brown, one of Nashville’s most popular vocalists, is getting writer’s cramps. She has signed a recording contract with Atlantic, a personal management pact with Bill Denny, and exclusive songwriting contract with Cedarwood, and a booking contract with Top Billing. She is recording at Quadra-fonic, with David Briggs producing. — Commander Cody and His Lost Planet Almanac will play more fairs, rodeos, and other country type engagements this summer. Manager Joe Kerr says that, since the group is in country form, it wants to get more involved in that direction. — Ray Smith is back in town to record for Cinnamon Records, co-produced by Lewis Willis and Joe Gibson. — Tom T. Hall, his Storytellers, Barbara Fairchild and Johnny Rodgers are playing a series of dates in the Dakotas territory.
**Jukebox programming**

**MOA Seminar Rips Thin 45's, Plugs Profits**

**By EARL PAIGE**

*NOTRE DAME, Ind.—Problems in communication between jukebox operators and record manufacturers regarding the current state of defective and too-thin product highlighted the final panel held at the Music Operators of America (MOA) Notre Dame business seminar. The 55 delegates were asked to bring problems that hit hard on jukebox play price and profits and enroll on employer relations.*

Dr. Salvatore Bella used a mock letter from a fictitious label to dramatize a communication gap.*
The letter, kiddingly suggesting that warped disks may be foretelling a dilemma, went as follows:*"And that takes care of your second question: how can you roll a record unless it is made of thin air?"

Dr. John Malone's main point was that jukebox people must plan profit and realize that each company is a kind of conglomerate with vast differences in the (subsidiary) locations. He pointed out that play price has increased only 60 percent in 30 years while other increases are: labor, up 450 percent; consumer price index, up 200 percent; and wholesale prices, up 183 percent.*

A survey among delegates showed 46 percent still at three for a quarter play and 54 percent at two for a quarter. Preliminary weekly jukebox income had a median of $29 (with 51 percent below this). At 47 percent staple, 60 percent split commissions 50-50, but a marked trend of front money and split was demonstrated (34 percent, which was the next highest percent). 3.5 records are changed each week; 60 percent serviced boxes each week and the remainder every two weeks or at longer intervals. Incidentally, indications that basically the more aggressive MOA firms were represented here came from the survey of 320 boxes, significantly higher than MOA membership overall, which was last reported at 75 boxes.*

Malone also hit hard on such points as GM and tasting a project unless it will return 25 percent of net increase in capital. He claimed jukebox operating is a very high capital intensive business and also that all involved businesses he has ever dealt with.*

One interesting remark regards profit as "gravy," not allowing locations to think similarly, he said Malone. He said there is an attack being waged on profits in general in America and told operators how to defend against this attack. "But don't mix salary (the operator's) and profit," he said. Prof.

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**ANNOUNCING!**

**MAY 19-20**

**BILLY JOEL**

**HOTEL AMBASSADOR**

**BILLBOARD JUKEBOX PROGRAMMING CONFERENCE**

**CONFERENCE TOPICS**

- Lengthy 45's: Isn't it like going back to nickel play?
- How radio stations/programmers can work together effectively.
- Defective Product: The domino effect of irritation.
- Samples, title strips and advance promotion of records.
- The One-Stops role. Holiday, special product and oldies.
- Programming and merchandising idea exchange session.

**CONFERENCE INFORMATION**

**Location:** Ambassador Hotel-Chicago
**Registration Fee:** $80.00 per person
**Schedule:**
- **Saturday:** May 19th, 9:30 AM-4:00 PM
- **FRIDAY NIGHT:** BILLBOARD COCKTAIL RECEPTION, May 18th, 8:30 PM to Midnight at Ambassador West
- **FRIDAY NIGHT:** Please make room reservation with Hotel. A special rate of $28. Single and $36. Double has been arranged for Conference attendees.

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**REGISTRATION FORM**

**BILLBOARD JUKEBOX PROGRAMMING CONFERENCE**
**AMBASSADOR HOTEL-CHICAGO, ILLINOIS**

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**JUKEBOX operators were urged to seek greater profits during the Music Operators of America and Notre Dame business seminar. Shown addressing the group are Dr. John Malone (left) and Dr. Salvatore Bella.**

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APRIL 28, 1973, BILLBOARD
Jukebox programming

MOA Vows Push on State Associations

BAL HARBOUR, Fla. — Music Operators of America (MOA) president Harlan Wingrave will continue to lend support to state associations, it was brought out at the MOA board meetings here.

Directors heard a lengthy and detailed report on the copyright problem by MOA's Washington legal council, Nicholas E. Allen. "The meeting turned into a semi

yearly conference," he explained. "We spent a long time in a question and answer period with the directors. We make a point of instructing our new directors particularly on all phases of the copyright law because we depend upon them as a sort of nod to us when we need to present a campaign. And we need them to get out and help contact members for write-in campaigns.

This year MOA was a bit shaken to realize that the judiciary sub-committee had introduced a 26.6 percent cost of living raise. We strongly opposed to this," Mr. Allen stated. The proposed increase in the new $5 jukebox royalty would create an additional $1 million per year in take-home royalties and would also add substantially to the higher mechanical fees which jukebox operators would pay on the records they buy.

Jukebox operators would have to absorb the full burden of the new jukebox royalties on any size of living increase that might be added to it because it is virtually impossible to pass those increases on to customers," Mr. Allen said.

Concerning the 35th anniversary plans, Mr. Allen commented, "We appointed a committee of Jim McGuire, Pat Storino and myself to draw up plans for the celebration. Frankly, I think we can derive many benefits from it in a public relations way.

25 Years

The plan includes a commemorative medal; commemorative stickers; involvement of all state associations in the year-long celebration; providing promotion tickets to members and state associations developing a historical book to be combined with the Exposition survey program; and building the 1973 Exposition around MOA's 25th anniversary.

"We will try to get a list of the top records of the last 25 years and have the orchestra play the older titles will be notable," Mr. Allen said.

Wingrave gave a short report pointing out that MOA's state associations program seems to be one of the most important functions the MOA performs. "State associations seem to feel that by Harlan or me attending their state conventions, it lends a certain prestige to the event. It's not that we, as the organization, feel that we are not important, but what we represent and apparently this has a lot to do with increasing memberships. Almost always, I bring luck one or two applications for membership in any state and new members. We're going to go ahead as we did in the past and if possible we'll try to attend more state conventions and meetings if we can work them into our schedule. This has built a real foundation for MOA," Mr. Allen said.

Granger feels the three-day board meeting is important, not only for the purpose of getting a g o o d d e a l of business accomplished, but also by holding meetings in different parts of the country, MOA is able to get a chance to meet members in these areas. State members are invited to the cocktails following the meeting the first evening.

Next year, the Board of Directors meeting will be held in California either in Los Angeles or San Diego. The choice is up to Mr. Allen. "California is one of the big membership states in MOA and we believe that meeting in areas such as these helps to get new members as well as giving those in the states with strong supporters."

RENE PIERRE

With as few as ten RENE PIERRE COMPETITION FOOTBALL tables in a location, YOU can gross as much as $1000 per week, often more! Contact us for further information, and see why RENE PIERRE is a dynamite money maker in any location! Distributor inquiries welcome.

Exclusive Importers:
PEABODY'S INC.

JUKEBOX MEETINGS

APRIL 28, 1973, BILLBOARD
Add Stereo To TV Tape

By PAUL JAULUS

SAN FRANCISCO: McGraw-Circus Productions, now headquartered in here, has moved into stereo with the 1980 SYFY出于Stereo TV Tape. It would like to use multi-outlet approaches.

"These dealers," Dale continued, "will be supported by local newspaper advertising, direct mailings and some sales training. What we are really trying to do is to excite some interest in the real-to-reel pre-recorded market."

The division handles marketing, promotion and dubbing for both the Snare and Alshire audio tapes. The division has a strong list of products and their rates are competitive. The division is also interested in the real-to-reel market.

"What we want to do," Dale said, "is to incorporate some of the features of the stereo tape into the products."

And the division is doing so. They have added some new features to the stereo tape and they are considering adding some new features in the future.

"Our goal," Dale said, "is to offer the public a high-quality product at a competitive price."
Rep Rap

For the first time awards will be given to Electronic Representatives Association (ERA) chapters at NEWCOM/73 to be held Mar 2-4 in Las Vegas as a reflection of reps’ efforts in pushing the event. Awards to individual rep. firms were initiated last year. ERA is located at 523 E. Erie, Chicago, Ill. 60611.

The 7th biennial D-M-R Hoosier Electronic Conference (Distributor-Manufacturer-Representative) will be held July 29-Aug. 1 at the French Lick Sheraton Hotel.

Panasonic
NEW YORK—Matsushita Electric Corp. of America (Panasonic) will move its operations, lock, stock and cassette recorder, out of New York City to a multimillion-dollar complex in the Hackensack meadowsland at Secaucus, N.J.

Under the new plan Matsushita’s executive and divisional offices now located in the PanAm Building in N.Y., as well as its warehouse facilities on Long Island will be consolidated at the new complex.

According to Nick Shihahi, general manager of finance of Matsushita, the company’s growth over the last few years made the move necessary. However, sources close to Panasonic said that the pressures of increasing operational costs in New York City, also played a major role in the decision to shift headquarters.

Panasonic signed a $50 million lease with the Moutain Industries for the 30-acre landsacpe overlooking the Hackensack River. The signing was witnessed by New Jersey Governor William T. Cahill, New Jersey Meadowlands Commission, Lawrence H. Smith, Panasonic, and Mayor Al Smith.

The Panasonic site, 20 minutes away from midtown Manhattan, as part of the 720,000 sq. ft. site, will be immediately visited by Panasonic’s home office operation, which includes the construction of the buildings by the Mountain Industries. They will be ready for occupancy by January 1975.

The New York architectural firm of Raymond, Cady and Bunnington has been retained to design the complex.

Col. Magnetics
• Continued from page 37

priced Soundcraft cassettes at a suggested list price of $1.49.

Other innovations which will be seen for the first time at the Columbia Magnetics show booth, include a countertop display designed especially for small mama and papa shops with a limited amount of display space.

The main-display which holds eight or more of all Columbia cassette configurations, plus eight head cleaners occupies a mere 8 inches of counter space.

There will also be a slightly larger complexity price similar to the unit which will hold 24 each of all Columbia cassette configurations or eight each of all 8-track configurations.

Commenting on the new 100-minute 8-track cartridge, Ted Cohen, manager of consumer sales for Columbia Magnetics, said that development of the new length was made possible through the use of Columbia’s new “collapsible” head which eliminates tape tension that leads to binding in the cartridge.

Cohen added that the new cartridge mechanism, designed Mark 2, is the culmination of many years of research by CBS Laboratories, and is truly a “tear” cartridge.

The CBS executive said that the new cartridge remained waterproof with an innovative three-point suspension and to extend overall cartridge life. He also said that Delran, a self-lubricating material was utilized at the most critical points of wear, i.e.; the center post, the tape guide and the center of the pinch roller.

According to Cohen, the Mark 2 also has a new spool chamber design and wiper arm, and will go a long way towards accommodating the double and triple albums that are so popular today.

To support the release of the new products, Columbia Magnetics is preparing a merchandising campaign that will utilize both trade and consumer print media, as well as television and radio.

Cohen would not say whether the TV campaign would be debuted on a national basis, but he did reveal that Chicago would be the likely market for the first spots which planed to coincide with the CES show.

Columbia Magnetics is also beefing up its co-op advertising program with its dealers and distributors, which includes a 2 percent kick-back on all purchase for use on its plan, which is geared to promoting the Columbia tape product.

Other incentive programs include a $2,200 package of a full line of cassette and 8-track tapes in modulator displays along with a free bonus of Soundcraft merchandise in its own revolving rack. The bonus is valued at $200, and according to Cohen, “This is just for trying the product.”

$72 starts you in the fabulous Watts record care business.

Give us 17 inches of wall or counter space and we’ll turn it into the fastest turnover area in your store. And the most profitable.

Regardless whether you’re large or small, located in the city, suburbs, in a shopping center, campus or industrial area, Watts’ complete line of record care products is a natural for you. Purchases of cassette products are soaring from coast-to-coast. And now with the new Watts Mini-Rack, you can become part of the dynamic action with a minimum investment in cash, care and space.

Available through leading jobbers and distributors, Watts record care products give you rapid turnover, high profit margins, additional display space, and increased sales. Get started now. Return the coupon today.
CES '73 Conference, Exhibits Announced

NEW YORK—A conference focusing on problems concerned with the distribution and retailing of consumer electronics will be one of the feature events of the 1973 Summer CES scheduled for June 10-13 at Chicago's McCormick Place.

The conference, scheduled for Monday, June 11, will be co-sponsored by the EIA Consumer Electronics Group, the National Appliance and Radio TV Dealers Association, and the Electronic Representatives Association.

There will also be two other conferences on the same topic. A conference on video systems and television receivers is scheduled for Tuesday, June 12, while another panel discussion exploring the field of audio cassettes and components and tape equipment is slated for Wednesday June 13.

Meanwhile, Jack Wayman, staff vice president EIA-CEE, has reported "overwhelmingly favorable responses" to the new mail-in service for space applications for the Group's Second Winter Conference, which also planned for Chicago's Hilton Hotel, and, according to Wayman, open exhibit space will be doubled.

The Independent Home Entertainment (IHE) show, also in the Conrad Hilton, is Jan 15-16 this year.

The First Winter CES held in the windy city in January this year attracted some 24,570 visitors. The show was designed as a bridge between the International Home Furnishings Market, and the January Housewares Show. However, according to Wayman, the show can now stand on its own.

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BASF BOOM?

NEW YORK — Rising labor costs and the re-evaluation upwards of most European currency may result in an international market thrust for the U.S. arm of BASF-Solvay.

According to sources close to the Bedford, Mass., tape company, the recent upheaval in the international money market may well be a boon to the firm which has its own well-established manufacturing facilities in this country.

BASF to Raps
* Continued from page 37
San Francisco Hi-Fi Shows, and the Premium Show.

The firm also participate in regional dealers' shows tailoring its booth at each show to the particular need of the dealer and his environment. Berberian further disclosed that for additional clout, BASF has started a direct mail program which addresses itself to both dealer and consumer. In the few short weeks since the direct mail program was introduced, the firm has developed a list of more than 25,000 names, and response, has been very encouraging. "This," said Berberian, "will go a long way towards helping to generate traffic at the consumer level."

The massive consumer market campaign by BASF is not relegated to tape software only. The company's recently released line of hardware is also featured.

"In addition, BASF employed several new tape hardware products will be introduced at the summer CES. Among them will be stepped-up versions of the three modes now available. The stepped-up models will feature all feature automatic bias switches to facilitate the use of BASF's high-tension chromium dioxide casettes. Berberian said that the stepped-up version will not cost more than $10 above the list price of currently available units.

Also scheduled for release at the summer CES are two high-end BASF cassette decks, one featuring the Phillips noise reduction system, and the other Dolby.

Berberian said that although his company will concentrate heavily on the dealer area from this point on, he anticipates that there will be a continuing need, on a reduced scale, for wholesalers, especially in small towns and rural districts.

The BASF executive said that for the dealer who chooses to go through a wholesaler there will be no reduction in his profit margin, which is being maintained on a "sliding scale" to assure all dealers a fair and equitable share.

Rounding out BASF's direct mail campaign is the introduction of a new consumer market, which is an overall briefing of all field sales representatives in addition to the establishment of several new regional sales offices including one in Atlanta, Ga., and another in Columbus, Ohio. Improvements and extensions are also being made to the firm's warehouse facilities in New York, Los Angeles, and the Midwest.

Add Stereo TVC
• Continued from page 37

Warner Brothers Records announced the production company for two stereo videocassette programs. When completed, these programs will be added to the company's already massive catalogue of 65,000 cassette and videocassette titles. The records will be distributed under the rubric of the company's regional distributor, Mechanical Recordings, Inc.

The idea of distributing video programs on laser disc is a relatively new and unproven concept. The idea is to allow consumers to view a playback of popular music videos, either at home or in a movie theatre, and then purchase the record of the disc. The record will then be played on a laser disc player that is available for sale at a special price. The disc will be sold at a special price of $350, which will include the price of the disc and the player. The idea is to allow consumers to enjoy the music videos in the comfort of their own home, and then to purchase the record of the disc for use in a movie theatre or in their own home. The idea is based on the success of the music video industry, which has become a huge business in recent years. The music video industry is based on the sale of music videos, which are short, televised music clips that are played in music video channels around the world. The music video industry is a major source of revenue for record companies and music video producers. The idea of distributing video programs on laser disc is a way to capitalize on the success of the music video industry and to create a new revenue stream for record companies and music video producers. The idea is also a way to create a new product that will appeal to consumers, who are looking for new ways to enjoy music and to purchase new music. The idea is a way to create a new product that will appeal to consumers, who are looking for new ways to enjoy music and to purchase new music.
CES Announces Exhibitions for June 10-13 Event

STAAR SHOWS MINI CASSETTE TO JAPANESE

Tulsa Tape, Player Market Changing

Wurlitzer Cassette

Car Stereo

STereo $5.98

The new "pint-size" car cassette player marketed by Pioneer with fast forward and other features that especially adapted to the space conditions of in-dash automotive installations.

The MP slide-in (slot load) mechanism is only 1 1/2 inches high, about 4 inches wide. Staar said this will greatly facilitate car cassette and is particularly suitable for the new standards expected soon in Europe that call for an opening of no more than 42 millimeters in height in the dash panel.

Staar's visit here resulted in extended demonstrations and listening for the MP by 15 Japanese companies who have had agreements with him and his company, "Tape-It," for the past seven years. The MP weight 450 grams, or less than a pound. It has only 17 metal stampings and seven printed circuits. It has an automatic stop device that senses the revolution of the tape-up reel and automatically pressure on the new tape or engaged by trigger on end of tape or from abnormal tension.

HIDEO EGUCHI

Record Research

THE JOEL WATKINSON

REPORT #4

"Oldies" are now a very important part of radio programming and nearly every market has at least one station playing mostly 50s or more of the time. It seems that most stations go back to no further than 1955 in choosing their hits. This is unfortunate as there were some really great country songs in the early 50s and even in the 40s.

I have just finished researching the Wurlitzer Cassette Charts for the period from 1949-1955 and what an interesting era it was.

Remember those great songs and artists from the Fifties? "Frenesi" - Arlo Shaw; 1949; "Green Eyed Lady" - 1945; "A String of Pearls" - Glenn Miller; 1949; "You're My Everythin'" - Bing Crosby; 1945; "Till the End of Time" - Perry Como; 1944; "Each in His Own" - three different artists hit it with this song: Eddie Howard, Freddy Martin & The Ink Spots; 1947; "Heartache" - Red Foley; 1946; "Midnight" - King Cole; 1949; "Riders in the Sky" - Gene Autry.

Here are those classics from the early 50s:

- "The Mack the Knife" by Mel Torme
- "A Hundred Pardons" by Jimmy Dorsey
- "Here in My Heart" by Nino Rota
- "Rags to Riches" by Tony Bennett
- "Little White Lies" by The Four Preps
- "The House That Rosey Built" by Rosemary Clooney

In the Pop charts:

- "Donna" by The Flames
- "The Great Pretender" by Roy Orbison
- "Jack of All Trades" by The Platters
- "Heart of Stone" by The Ventures

In the Rock-

Top 100

It's a hit song that's back in the charts from 1945:

- "Goodnight Irene" by The Weavers
- "Mack the Knife" by Mel Torme
- "It's Not for You" by Tony Bennett
- "Irresistible You" by The Platters
- "Don't Take Your Love From Me" by Sound Effects

There were some other interesting happenings from that era:

- "Rhythm & Blues" by Billie Holiday
- "It's Not For You" by Tony Bennett
- "Fascinating Rhythm" by Duke Ellington
- "Irresistible You" by The Platters
- "Don't Take Your Love From Me" by Sound Effects

In the Hit Parades:

- "Goodnight Irene" by The Weavers
- "Irresistible You" by The Platters
- "Don't Take Your Love From Me" by Sound Effects

These oldies charts show how music has changed over the years. Can you believe it's been 50 years since those hits were popular? It's amazing to see how much music has evolved over the decades. You'll find an unbelievable wealth of great listening.

Top Hit #4: Name the three novelty/comedy records which hit #1 in the late 50s and/or early 60s. Chart labeled "R" and "A" in the top chart are must be a hit board charts.

TOP POP RECORDS 1950-1955

- "Goodnight Irene" by The Weavers
- "I'm in the Mood" by Glenn Miller
- "It's Not For You" by Tony Bennett
- "Irresistible You" by The Platters
- "Don't Take Your Love From Me" by Sound Effects

TOP COUNTRY & WESTERN RECORDS 1950-1955

- "Lovesick Blues" by Billie Holiday
- "I'm In The Mood" by Glenn Miller
- "It's Not For You" by Tony Bennett
- "Irresistible You" by The Platters
- "Don't Take Your Love From Me" by Sound Effects

TOP RHYTHM & BLUES RECORDS 1949-1951

- "Goodnight Irene" by The Weavers
- "Irresistible You" by The Platters
- "Don't Take Your Love From Me" by Sound Effects

Name

City

State

Zip

Mail in the coupon below to order books or send details for other uses with the coupon. New monthly charts labeled "R" and "A" in the top chart must be a hit board charts.

TOP POP RECORDS 1950-1955

- "Goodnight Irene" by The Weavers
- "I'm in the Mood" by Glenn Miller
- "It's Not For You" by Tony Bennett
- "Irresistible You" by The Platters
- "Don't Take Your Love From Me" by Sound Effects

TOP COUNTRY & WESTERN RECORDS 1950-1955

- "Lovesick Blues" by Billie Holiday
- "I'm In The Mood" by Glenn Miller
- "It's Not For You" by Tony Bennett
- "Irresistible You" by The Platters
- "Don't Take Your Love From Me" by Sound Effects

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APRIL 28, 1973, BILLBOARD
BBC Radio Moving More Into Records

LONDON—The British Broadcasting Corp. (BBC) is moving aggressively into the record field in an attempt to offset some of its annual losses, according to newly appointed controller of music and marketing Roy Tempest. The BBC will continue to concentrate on middle-of-the-road and commodity programming to get more into the pop business.

"We cannot really compete for talent with the record industry," says Tempest, "because we are restricted to releasing material from the band, but I have been brought in to bring this industry closer to the record industry."

Tempest has begun with the release of a series of children's albums including material from "Play School," a favorite program. "Watch With Mother." One has to be aware that now children of eight to 12 years old are buying records, even children of five are an important market," he says.

The Corp. is also expanding its classical involvement on the Gold Seal label, capitalizing on the vast numbers of classical programs that now come from broadcasts. Tempest also has plans to take the BBC into color in a big way by releasing product that has previously only been done in black and white sets and cartridge. "The Last Gun Show," for example, had excellent sales on the color set, and has never released on tape," he said.

The BBC also occasionally is able to license tracks out to record companies. A current example is Don McLean's chart single, "Everyday," which was originally released on Young Show. United Artist Records has picked up the track after wide public demand and it should be released as a single.

JASRAC ASKS FOR INCREASE

TOKYO—The Japanese Society of Rights of Authors and Composers (JASRAC) has again submitted its request to the Japan Phonograph Record Association for an increase in mechanical-license fees to 4 percent of the retail price for each pre-recorded music tape.

From the Music Capitals of the World

TOKYO—Polydor recording artist Udo Jürgens has completed his first compilation of compositions as featured guest in the Polydor Eurovision Song Contest "85." The TV program aired April 8 by the NHK national television network. In the March 12-13 period, King Record Co., Ltd. distributed 50,000 singles to 976 personnel from a total of 1,173. The modernization program which calls for the use of "gakutei"—the ancient court music of Japan—are being manufactured in the U.S. by the Brunswick-12 Hit Group's record label in cooperation with Shigeru Watanabe, general manager of Polydor's American record division, for distribution and sale in the U.S.

John von Ehren has succeeded Wolfgang M. Arning as director of Polydor K.K. and Japan representative, Polydor International GmbH. Besides the presidents of the record manufacturing association, the Japan Phonograph Record Association, and the phonograph record industry in Japan, Msn. George Thomas Pokrel, who has been sales manager of the general sole agency, Mrs. Brigitta E. Meier, was appointed as the director of the Robert Corp., Robert Assewalt, resident EMI Group representative in Japan; Robert Pressing, foreign branch manager, Phonogram International B.V.在日本的代表, 罗伯特·普雷斯金, 菲奥格拉姆国际 B.V. 的国外分部经理, 沃尔夫冈·阿宁格, 担任了 Polydor K.K. 和日本代表, 聚宝国际 GmbH 的董事。

HAMBURG

Hamburg has extended its range of the children's label, Poly... Teldec's new label will include the release of 15 locally recorded LP records, 10 classical records, 16 pop albums and 12 albums retailing at 19 marks.

Metroclick has strengthened its promotion department. Kuno Reisinger has been appointed manager of the Polydor artist's division, in charge of all new releases. Randolph Rose has extended his contract with Hanns of Berlin for further years. Marianne Rosenberg (Phonogram) will represent the Netherlands at the Eurovision song contest in the Netherlands.

Scandinavian Jazz Contest

Helsinki—The Finnish Jazz Federation, in conjunction with similar organizations in the other Nordic countries, has announced plans to hold a Scandinavian Jazz Contest this summer. The contest will involve writing and recording a new or more jazz compositions with a maximum length of 12 minutes including improvisations suitable for the Nordic Jazz Workshop Orchestra. The winners will receive three trumpets, one trombone, one alto-saxophone, one tenor-saxophone, one tene-saxophone, guitar, bass drums, and a mediator and flute as double prizes.

The jury will consist of federation representatives from the participating countries, and will select three best entries from those submitted. Each country will take part. The 12 winners will share the prize money of 10,500 Danish kroner.

Inquiries and entries must be made to Scandinavian Jazz Contest, c/o Suomen Jazzliitto ry, Box 54, 00101 Helsinki 10.

U.K. Country Company Bows Three New Labels

London — Country Records, distributed in the U.K. through Shannon Distribution of 30 Holloway Road, London N7 is introducing three new labels in the U.K. aimed at the increasing country music market.

Country Records has secured exclusive right to release material from the Nashville-based Chart and Stop labels. The initial release will feature albums by George Morgan, Lloyd Green, Red Sovine and Pete Drake.

The third label called Country will be launched with albums by several U.K. country acts including Tex Winters, Little Jimmy and Brian Cull. Country will also release some American material by Tracy Miller.

The company is also releasing three singles on Country, "Ranger's Waltz" by the Mamas and the Band, "She's the One You Live With" by Ray Lynem and "Fiddlers Galley" and "Goodbye Comes Hard for Me" by Larry Cunningham.

London Gets $1/2M New Pressing, Duplication Plant

London — A new independent record pressing and tape duplicating plant, Immediate Sound Services, has been opened in north London by Dick Clarke, former owner of Decca and Fontana, and Ron Holmes who formerly worked for Avenue Recordings prior to which he was technical manager of Precision Recording at Chadwell Heath, Essex.

According to Holmes, Immediate is the first independent pressing and recording plant to offer a complete custom manufacturing service to record and tape companies.

Holmes said that the project is expected to cost the modest sum of $625,000-$820,000. This has been invested by the Small Business Capital Fund. Clarke is understood to hold 60 percent of the equity.

The factory occupies an area of around 18,000 square feet. At the moment, it has a capacity of five to six million records a year and between 20,000 and 25,000 tapes a week. Holmes added, however, that as demand grows, additional pressing and duplicating equipment will be installed and that in fact, Immediate is planning to double its number of presses by the summer.

The duplicating side of the organization was the first to become operational and one fairly large order for Immediate has been received. After test runs during the past few weeks the pressing division is also now operational and the company has a number of orders in hand.

GRT Canada—Signings

TORONTO — GRT Canada has signed Slade's "La Boheme" for RCA Victor, Thomas, former lead singer with Tranquility Base, has begun work at RCA Studio in an album and single for mid-May release. The project is being co-produced by Thomas and John Lombardo.

Kele Allan, formerly with the Guess Who, has also signed with GRT of Canada. Allan has just completed an album titled "Squall" and a single "Spending My Time" is being rush-released. Allan was also involved in the formation of Brave Belt, recently signed by Mercury in the U.S.

New licensing for Communications

Some recent developments in the music business were announced by Jimmie MacGinley, director of Communications, hoping to get more into the pop business.

The list, which gained Finland its best Eurovision result yet, is coming clinically toward the No. 1 spot in the Finnish chart. Both the Finnish and the English versions are moving fast, with the first reaching No. 14 within a few days of its release.

April 28, 1973, Billboard

International News Reports

www.americanradiohistory.com
FINNISH CO. LAUNCHES OWN LABEL AND AGENCY

HELSINKI—JKC Music, the company headed by Finnish pop singer and composer Jukka Kuoppamaki, has officially launched its own record label called Sutansia and a talent agency to be known as Suomen Viihdelaitatalo oy.

Sutansia will be distributed in Finland by Love Records, and its logo motif is a black hawk in flight. The label was first heralded 18 months ago with the release of a single by Kuoppamaki entitled "Wounded Knee," a ballad about the last major event in the American Indian wars, and later was a song album featuring Sutansia, the first act signed to the label.

The talent agency has been formed by Kuoppamaki in conjunction with his artist friends Antti Kanka (Dected), Pape Willberg (CBS), Love and Petri and Peterson Bross (Scandia), who have all scored top 10 success in recent months.

The enterprise, headquartered at Artikalaakso 18 A, 00100 Helsinki 10, has signed two sale agreements to handle its clients, which include international acts as well as domestic ones. One of the foreign acts is the Hungarian rock band Locomotive GT, which will be performing as well as recording in Finland.

Managing director Jukka Kuoppamaki told Billboard that his Helsinki-based album will be released soon in Japan, West Germany, France and Sweden. Wounded Knee will be released in the States through the New York-based Trilogy label. JKC Music is also publishing sheet music, which is available via Musikski Fazer.


DON'T PASS OVER EASTER WITHOUT... WISHING YOU A HAPPY EASTER

"Shofar Shigood" (Hebrew Verse) by The Ram's Horn

"And there was an earth-shattering blast from the Ram's Horn and the trails of Jericho came tumbling down..."

produced by Jack Holland.

A DANIEL BEN AV PRODUCTION.

All Threshold Into 4-Channel

LONDON—Threshold Records, the label owned by the Moody Blues, is moving into the quadraphonic market with its third single, "Dawn of the Third Age." The single, which features original Moody Blues songs, will be performed as well as recorded in Finland.

Managing director Jukka Kuoppamaki has signed a two-sale agreement to handle his clients, which include international acts as well as domestic ones. One of the foreign acts is the Hungarian rock band Locomotive GT, which will be performing as well as recording in Finland.

The talent agency has been formed by Kuoppamaki in conjunction with his artist friends Antti Kanka (Dected), Pape Willberg (CBS), Love and Petri and Peterson Bross (Scandia), who have all scored top 10 success in recent months.

For details of this year's contest, contact Jack MacHise, Director, Castletown International, Castletown, England. The contest, Castletown, Ireland, May 7 is the closing date for entries.

From The Music Capitals of the World

All Threshold Into 4-Channel

"Hear and Declare" (Greek Verse) by The Ram's Horn

"...And there was an earth-shattering blast from the Ram's Horn and the trails of Jericho came tumbling down..."

produced by Jack Holland.

A DANIEL BEN AV PRODUCTION.

Anny Party

ANNY PARTY

Arty Canada

MONTREAL—United Artists Records hosted a party in old Montreal yesterday for the artists who will perform at the annual Academy Award party on March 14. The program featured a photo inter-

(Continued on page 46)

April 26, 1973, Billboard.
An introduction to Tirebiter.

Tirebiter Productions is a Canadian concert promotion company active in the Toronto-Ottawa-Montreal-London area.

Before we came along, concert promotion in this area was about as exciting and imaginative as a Beer Fest in Fargo, North Dakota.

Now that we're here, things are going to change.

And change fast.

Who are these guys anyway?

Tirebiter is the result of extensive fantasizing between the four men shown eating lunch.

One of them, James McCreath, is rich and financially backs the company.

Another one, David Bluestein, has been promoting concerts in this area for the past three years and worked for both of Tirebiter's major competitors.

Another one, David Sheehy, is an experienced administrator as well as an expert pool hustler.

And the fourth, Richard Smith, is an award-winning advertising copywriter.

... Between them, these four men make Tirebiter affluent, experienced, organized and articulate.

Which are nice things to be if you're a person.

But vital if you're a new company that plans on shaking things up.

And what the hell do they want from us?

The answer to that is simple.

We'd like you to consider Tirebiter for any mutually profitable idea you might have in mind.

That means if you're a booking agent, we'd like to book your acts.

If you're a hall, we'd like to rent you.

If you're another concert promotion company, we'd like to handle your Canadian tours for you.

Naturally Tirebiter won't be able to do everything, with everyone, every time.

But we are open. And very well financed. And as unlimited as only four totally crazy men can be.

Besides concert promotion we have an eye on things like film, record production, sporting events (James McCreath owns the Toronto Nationals Hockey Club), plus the acquisition of our own concert halls and rock bars.

This poster is our way of saying hello to the people we think are important. In a business we think is very important.

Tirebiter is here to stay.

And if you don't believe we're serious, just check your spare for toothmarks tomorrow morning.

Tirebiter Productions Limited, 145 Yonge Street, Suite 600, Toronto, Ontario, Canada. Telephone (416) 368-2924.

www.americanradiohistory.com
Special Albums Aid Maple Junket Deficit
BY RTCHEE YORKE

TORONTO—The final cost of the Maple Music Junket organized here last summer amounted to slightly more than $120,000. Maple Music Inc., the non-profit corporation set up to produce the junket, had budgeted for a cost close to $90,000. To make up the deficit, Maple Music Inc. entered into an exclusive agreement with the National Film Board of Canada (the Canada Rock Club and the Canadian Society) to market two special Maple Music albums containing selections from top Canadian recording artists.

Arnold Genowich, Maple Music Inc. president, reported this week that results of the deal had been "excellent" with both clubs reporting sales better than expected.

"There were two basic reasons why these albums came about," Genowich said. "First, it was an added promotional vehicle to push the English concerts at the Junket. And of course it was a source of revenue to cover the final expenses of the first Junket."

Genowich also drew attention to the special arrangements which were formulated to effect release of the albums. The recent companies involved were asked to watch for royals (Polydor), performers, writers and publishing companies agreed to accept a special rate of 30 percent for the junket.

Paul Weldon of Ace Art, which designed the Maple Music logo, was also responsible for the design of both album jackets on a price-free basis.

"Both record clubs have done an outstanding job in promoting the Maple Music albums," Genowich noted.

Combined sales of the two albums, to date, are over 23,000 units it is believed.

Peter Westwood, director of the Columbia Club, said, "We're doing quite well with the albums. He said that both albums had been used as a straight member offer, marketed at full list.

Maple Music Vol. 1 comprises rock oriented fare including "Where Evil Grows" by Terry Jacks (courtesy of London Records); "One Morning Waiting" by Lighthouse (Geffen Records) and "6000 Little Girls" by the Stampeters (Music World Creations). "I Want to Be Easy" by Fludd (Daffodil Records), "The Beaver" by David Crowford (Daffodil Records). "Pees Little Things" by Frank Mills (Polydor) and "Magpie" by Edward Bear (Capitol).

Maple Music Vol. 2, an MOR/ folk album, comprises "Locomotion" by Christopher Keary (Capitol); "High Way White Sky" by Bruce Backman (Columbia); "Child Song" by Murray McLauchlan (Capitol); "Two Mood" by The Key" by The Perky Company (Columbia). "Robbin's Rain" by John Hinds (Capitol); "Love Is a Railroad" by The Leader of the Pack (Capitol); "Ferry Lane" by Gary Buc ( RCA); "Little Things" by Melba (Capitol) and "Butterfly" by Andre Gagnon (Capitol).

The albums are available only through the two record clubs. "We agreed that we wouldn't offer it to retailers," Genowich said. "There would have been too many little saleswomen who would distribute it, the profit margins returns situation.

Columbia's Peter Westwood said there were "several a letter to the directors of Maple Music Inc. 'I'm going to present it but we should consider another Maple Music Junket, we would be most happy to discuss the release of Maple Music Vol. 3 and 4," he said.

Finnley Opens Cassette Plant in Expansion

BELFAST—Finnley, a leading Finnish record company, will open its own cassette plant this August. This expansion project is the company's recently inaugurated policy of expansion, including the acquisition of Scandia, the most profitable Scandia recording studio through the purchase of the majority stock in Stockholm (Monitell) and the opening of a separate mixing and dubbing studio.

Finnley's cassette duplication operation will be located in Scandia-Electro-Sound, Otari and Dolby B facilities. The daily capacity will be about 2,000 cassettes per shift, using three slaves and the latest production of 240 inches per second. Special attention will be given to the quality of tape used. According to studio chief Ronni Krank, there were several reasons favoring construction of the company's own cassette duplication plant.

"We can now master our own sound, and save in costs and delivery times," he commented. "Until now, most of our domestic product has been duplicated abroad, mainly in Sweden on very advantageous terms. It also looks like this could the repulsion of international best sellers if the rapid growth of the tape market continues in a fast rate.

Finley is the fifth cassette duplicator to have entered the Finnish market in the last three years. Nation's TV-Recall is the most similar project just over a month ago (Billboard, March 19) involving the combination of mature cassette companies. There is no need for further duplication of international best sellers if the rapid growth of the tape market continues at a fast rate.

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The Advertising Council enlists hundreds of talented volunteers in advertising agencies and companies who donate their time to prepare campaigns, and encourages the media to donate space and broadcast time to deliver the messages to the business community and the public.

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The money to service thousands of mass media outlets, to buy materials and to research and coordinate these efforts.

If you believe in the things that advertising can do to help our country meet the challenges of the 70's, then your company should do as many hundreds of others, both large and small, have done. Support The Advertising Council.

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Please send me your booklet.

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The cost of preparation of this advertisement was paid for by the American Business Press, the association of specialized business publications.
The space was donated by this magazine.
From the Music Capitals of the World

Muntz Canada Publications Second Tape Guide Issue

HAMILTON — Muntz Canada Limited this week published a new second edition of its Tape Guide which is distributed free to customers of the 155 Muntz franchise retail locations across Canada.

The new issue contains 160 pages of listings, music, news, album reviews, personality profiles and special features.

The Tape Guide is the brainchild of David Hoffman, who points to the tremendous influence the printed tape guide as product indication that it has on the customer. The Muntz tape guide, in fact, is the only publication available listing all titles available at retail stores across Canada.

"We saw the real need for an authoritative, up-to-date listing of all tapes available in Canada," Mr. Hoffman said. "Other publications in the field made no attempt to differentiate between American and Canadian releases. We used U.S. lists and many titles were simply not available in this country."

Latest Statistics Canada figures show that 15 per cent of the national pop concert featuring such artists as David Hasselhoff, the Monkees, The Beach Boys, The Doors, the Eagles, and many others. The Muntz concert will be filmed for subsequent transmission by Dutch television.

The concert will be an important to the Canadian music industry as it features some of the biggest names in pop music today. The event will be held at the Canadian Tire Centre in Ottawa and will be broadcast live on Canadian television. The concert will feature performances by some of the biggest acts in the industry, including the Rolling Stones, Bon Jovi, and the Beach Boys.

This issue of the Tape Guide lists some 11,000 titles and goes on sale this week in over 1,500 Muntz stores across Canada. The guide is also available online at www.muntzcanada.com.

PHANTOM Int'l Convention Has 'Funfair' Theme

BAARN, Holland—Phantom is preparing for its 1973 international convention, which will be held in the city of Utrecht in the Netherlands. The convention will feature a variety of events and attractions, including panel discussions, workshops, and a special 'Funfair' theme.

More information about the convention will be available on the Phantom International website, which can be found at www.phantominternational.com. Attendees are encouraged to register early to ensure their place at the event.

The second edition of the Tape Guide includes new and updated releases, as well as information on the latest in music and video. The guide is an essential resource for music lovers and collectors alike, providing comprehensive information on the latest releases from the world's biggest artists.

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**ASCAP Gives $4,500 to Seven Burkan Winners**

NEW YORK—ASCAP National Awards, worth $4,500, have been presented to seven law students in the 1973 Nathan Burkan Memorial Competition for papers on copyright law, said ASCAP president Stanley Adams. The national award-winning papers were chosen in two categories in the field of copyright law, Prof. Walter J. Denenberg and Edward A. Sargoy. The national first prize of $1,500 was awarded to Michael S. Oberman (New York) for "Copyright Protection for Computer Program Developers." Second prize ($1,000) went to Alan G. Davis, Lynn, Mass., for "Territoriality and Infringement: The Relevance of "Blacklisting" to Copyright Protection." The third prize ($750) was awarded to Jeffrey G. Sherman (Rutgers, New Brunswick) for "Copyright Infringement: The Requirement of Substantial Similarity." Fourth prize ($500) went to Jerry E. Smith ( Lubbock, Tex.) for "Government Documents: Their Copyright and Ownership." 

The total prize was shared by three students who tied for third place, each receiving $250: Rori Noel Tow (Glazebrook, Conn.) for "Copyright Piracy"; Marvin C. Jones (Columbia, S.C.) for "ASCAP and the Soundcraft Doctrine: Conception, Birth and Early Years"; and Vincent Louis Perrine (New York) for "Small and Grand Performances of Copyright."

"My Superstar." The Melody was also the winner of a $1,500 "Do-Re-Mi" and "The Sound of Music" grand prize, awarded to the student musician who scored best in the country. The prize was shared by three students who tied for first place, each receiving a $500 gift certificate: Paul J. A. Smith, a student at the University of Michigan; and two students from Columbia University, who won a $1,500 prize each.

**Wise. Bandleader Litigates**

**American Federation of Musicians**

L. Godon has the case under consideration.

The complaint alleged that Richard S. Komatsui, owner of the Mid-America Bar, had not paid a "certain amount" of money (which was stated to be $1,500) for use of the Mid-America Bar, and had refused to pay the money back. The Mid-America Bar, owned by the plaintiff, alleged that it had paid the money to Komatsui, and that Komatsui had refused to pay it back. The suit was filed by the American Federation of Musicians, which represents musicians, against the Mid-America Bar, alleging that the bar had failed to pay its share of union dues, and that the plaintiff had not been paid the money it was owed.

The plaintiff is represented by attorney Edward A. Sargoy, who is also a member of the American Federation of Musicians. The defendant is represented by attorney Edward A. Sargoy, who is also a member of the American Federation of Musicians. The suit is currently pending in the United States District Court for the Southern District of New York. The court has granted the plaintiff's motion for a default judgment, and the defendant has moved to vacate the default judgment. The case is scheduled for a hearing on May 15, 1973.
The Tops' tops.

It's pretty hard to top the Four Tops. But we've found one way. With a smashing two-record set called, appropriately enough, "The Best of The Four Tops." Name your Four Tops hit, and you've got it. "Baby, I Need Your Loving" "I Can't Help Myself" "It's The Same Old Song" "Reach Out..." "I'll Be There," "Bernadette," "Walk Away Renee," "If I Were A Carpenter" and more. "The Best of The Four Tops." You asked for it. You got it. It's tops. Motown album # M764D.

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

MICHAEL JACKSON—Music & Me, Motown M-7611. This is an extremely captivating album from Michael. This voice possesses a magical quality and feeling for a song that somehow makes a classic like "Too Young" very own. The arrangements are perfectly integrated into the whole sound. Best cuts: the title cut, "Up Again," "With a Child's Heart" and "Ishysh Raven." Deans: Michael means money. Showcase this LP.

WILLIE HUTCH—The Mock Soundtrack, Warner M-7640. Willie Hutch's debut as a film scorer comes off effectively, for this is music which illustrates the story on screen about a guy and who lives with his two old schoolmates and four. Shades of "Superfly"! A potted, expressive orchestral score augments Hutch's vocals with some Nolan Bradway's—"I Don't Know,'" "I Can Never Be Happy Again." Naturally the music sounds down right funky and true to its roots.

Best cuts: "Man Who Can Get Over," "Brother Can We Take it Out." Deans: Hutch is an act which has finally broken big and this LP should draw attention from its fans.

THE GRASSROOTS—Main Event, Dixie 10162. Another fine hit by the group that consistently scores with both commercials and fan acceptance. The album is quite right. Best cuts: "Help Us Make It," "Trouble's Gone." Deans: This is an act which has finally broken big and this LP should draw attention from its fans.

Country Picks

CHARLES MCCOTTY—Good Time Charlie, Monument K22215. First of all, would you believe this to be a product of Motown. And they are all the top acts, Capitol. Second, this is a product of Motown. And they are all the top acts, Capitol.

Best cuts: "I'm The Boss," "You're My Baby," "You're My Honey." Deans: These are great songs sung with great energy and force. Foster these acts. It's a super album.
The American Dream Gives Birth To A Monster

Everyone's American Dream has its nightmare side. Ecology. Pollution. Social and economic strife. Now the Bar-Kays put it to music in an album that captures all their talents and energies, "Do You See What I See". It's strong words. Strong music. Music that has knocked out club and concert audiences from Trenton to Tokyo. From Washington, D.C. to Wattstax, L.A.

"Do You See What I See" is a contemporary album that can not be categorized, but that will be heard. Call it R&B. Call it Top 40. Call it a monster. Right out of the American nightmare.

Includes their new single "You're Still My Brother". VOA-4062.

This is our vinyl offer for Spring!

United Artists

Canned Heat
Canned Heat is back and they've never sounded so good. "Rock and Roll Music," "Harley Davidson Blues" and "Framed" are only three of the exciting rock records that make up NEW AGE.

Can
German rock strike again with Can, who turn the strangeness of space rock into the kind of melodic music anyone can enjoy. "Vitamin C," "Soup" and "I'm so Green" will demonstrate why Can is fast becoming the biggest group in Europe.

Wizzard's Brew
Over the years Roy Wood has been responsible for more great rock & roll records than almost anybody. With his latest group, Wizzard, the launch continues to roll through one of the year's most rocking albums.

Help Yourself
Layers of English rock, light harmonies, firm and satisfying melody, and a warm rock performance, as well, will find endless pleasure in Help Yourself's second album, a classic of its type.

Chris Darrow
Venerable of all rock bands, Chris Darrow sticks out with an album of his own music, which draws on a thousand sources of traditional music and comes out in his own, uniquely individual style.

Slim Whitman
"Ill See You Wheel" is the latest LP from Slim, and like all of his product, it is certain to have a ready acceptance. This collection blends new tunes with familiar standards, all presented in the smooth-as-silk, easy-going fashion that has added many million dollars of discs for Slim Whitman.

Doc & Merle Watson
Living legends in the field of traditional country and bluegrass music, Doc Watson and his son Merle turn in a typically brilliant performance on their latest album, From "If I Needed You" to "Milk Cow Blues," it's an album sure to please anyone who knows good music when he hears it.

Blue Note

Alphonse Mouzon
The first album on Blue Note by drummer extraordinaire Alphonse Mouzon - currently McCoy Tyner's drummer. An album blending the commerciality of jazz today with the improvisation of yesterday.

Avalanche

From The Magnificent Seven - Al Caiola
Al Caiola AV-LA057-F

This album showcases the great Al Caiola at his best, drawing the public has always responded to enthusiastically. "Home From The Magnificent 7" Ride 72" consists of themes from such major films as: "The Red Country," "The French Connection," "Summer of '42," "Diamonds Are Forever," and many more, including TV themes.

Borderline

From Woodstock, home of the stars and the source of rock's greatest suppers, comes Borderline, a new group consisting of several Woodstock regulars and a stellar cast of contributing musicians.

United Artists Records & Tapes

United Artists ©

www.americanradiohistory.com
**Breaking Disks**

Edgar Winter’s “Epic song, “Frankensteinn” is a classic example of how a single on the upswing can spark new life into an album which has already peaked and seems headed down the chart. The disk is #3 on the chart this week, up from a star student 25, and the LP from which it was cut entitled “They Only Came At Night” is 12 with a rise, up from 15 with a star. The single has been going upward with stars for three straight weeks.

One can also point to “outside influences” of a different nature also helping spark new life into two other albums. Consider what happened to “Colton” after the show was played in the movie Cocoon. The Columbia LP started to show consumer reaction and this week is 57 with a star, up from last week’s 86 with a star. And finally there is Eddie Perdue’s “Ride Hawaiian” RCA LP, which was given an additional boost with the showing of the TV special two weeks ago. That on location set is two with a star, but one week it was starred four.

It pays to have the right names on your roster department. Eleven new Warner Bros. Repreve-Atlantic LPs—almost a total release—have hit the charts in a very impressive way. Deep Purple’s “Made in Japan” on WB is 70 with a star, up from a starred 123. Faces “Ooh La La” on WB is 85 with a star, up from 142 starred; Seals & Crofts’ “Diamond Girl” on WB is 94 with a star, up from 138 starred; and the Gainers’ Atlantic disk of the same name is a starred 70, up from 160 with a star. New to the national chart are Fastfood Mike’s “Friggin” on Reprise, 115 starred; T. Rex’s “Tarkus” on Reprise, 138 starred; L. Golsh Band’s “Blonde” on Atlantic, 142 starred. Artie Guthrie’s “Lust of the Brooklyn Cowboys” on Reprise, 144 started, Mink’s “Evolution” on Warner Bros., 171 starred and Cold Blood’s “Thunder” on Atlantic, 189 starred. And then there’s Wet Willies’ “Drivein” on Capitol, distributed by WB bubbling under at 214.

**Pop Picks**

ALBERT HAMMOND—THE FREE ELECTRIC BAND (3:15); producer: Albert Hammond; writer: J. Hammond, M. Hartwood; Landers-Roberts, April, ASCAP, Mars 0018 (Columbia). Hammond goes multimedia track on the store about swinging of a predetermined life in favor of such simple things as having hands, water, and music. The skill will touch young people who also favor rejecting imposed values from their elders. Hammond’s voice is the main instrument on the disk, with good.

ALBERT KAYS—“Love Hangs on Your Name” (3:57); producer: Albert Hammond; writer: A. Hammond, D. Sweeney, BMI, Riptide 1583. Hammond and his band have a clever, punhal punch, their hands free.

ALBERTO MATOS—“Siempre en Mi Corazon” (2:01); producer: Alberto Matos; writer: A. Matos, J. Monzón, BMI. Matos is one of those Latin pops who gives it the Latin jive.

**First Time Around Picks**

(These are new artists deserving airplay and sales consideration)

ARRIVAL—“Theme From The Heartbreak Kid” (2:19); producer: David McKay; writer: Sheldon Harris, (lyric: Calvin, P.P.I., ASCAP); Fowser, BMI, Epic 02021. Excellent mixture of strings and vocals on this pop-MOT from a highly popular movie of the same name. Disk includes a “Seconds” kind of sound which may help it at radio station level.

GALLERY—“Just In Peace” (3:05); producer: Mike Theodore, Dennis Coffey; writers: D. Fisher, A.C. Dube, BMI, Sussex 255 (Buddah).

JERRY NELLY—“Blue Time” (0:58); producer: Rudy Duran; writer: Sam Hekar, Steven Loren, BMI. Capitol 0584.

R. DEAN TAYLOR—“Shadow” (2:50); producer: R. Dean Taylor; writer: R. Dean Taylor; J. J. Johnson, BMI, Rare Earth 0341 (Motown).

CANNED HEAT—“Hellbound Blues” (2:37); producer: Skip Taylor; writer: J. Shank; no publisher listed. JAT 234.

**Soul also recommended**

LAURIE LEE—“If You Want To Try Love Again” (2:57); producer: B. Holland, L. Grier, BMI. Capitol 7062 (Buddah).

PATTI JO—“Make Me Believe in You” (3:30); producer: Curtis Mayfield; writer: C. Mayfield, Curtis Mayfield. Cap, BMI, Wand 12555.

DEAN ANDRE—“Making Out Of Love” (2:33); producer: M. Burden; writer: S. Robinson, C. Harris, BMI. WB, Vanguard 5227 (All Platinum).

**Country Picks**

KENDY VERNON—“LADY” (2:34); producer: Bill Carter; writer: Roy Golft; BMI. Don’t Do It (EMI). Capitol 3599. This 1998 work seems to be clicking. Vernon gives it all to his Roy Golft song and Bill Collins, in his first production for Capitol, makes it come off. Excellent jazzy horn sound on flip. “What Kind of Man” (BM) the single todayproducer: writer, B. Duke, D. Galloway, Rosebud (ASCAP).

CAI SMITH—“When You’re Gone (There’s Nothing Left)” (2:47); producer: Don Law; writer: C. Mullins. Sunbeam (BMI). Columbia 44582. The “new” Carl Smith sings a good ballad, with a strong string arrangement by the writer, and the usual outstanding production work of Don Law. Flip. No info available.

DAVID FRIEDZELL—“Words Don’t Come Easy” (2:14); producer: Bob Morris; writer: Mac Davis, Gregg Scherr (BMI). Capitol 3587. Friedzell portrays the Mac Davis lyric that he would have wanted them, and that makes it very commercial number. Flip. “It’s Too Late To Keep From Loving You” producer: writer, Robert Kerman; BMU (BMI).

PAMELA MILLER—“LOOKOUT MOUNTAIN” CHATTANOOGA, TENNESSEE (2:58); producer: Eddie Miller; writer: E. Miller, E. Miller, BMI. 17145. This beauty, clever, up-tempo tune in a family affair, a daughter-daughter combination. It should cash which flip. “Traveling Love to Movin’” (2:19). producer, same.


RONNIE SESSION—“She Looks So Good I Hate To Put Her Down” (2:20); producer: Jim Brown, writer: H. D’Ang, BMI. BMG 19449.

JIMMY BUFFETT—“The Great Filling Station Holiday” (2:58); producer: Don Gall; writer: J. Buffett, BMI. ASCAP/Earth 1538. The HOGS—Foul Luck 2x (2:40); producer: Ken Mandolf; writer: B. Comer; Landmark (ASCAP). 196140. An excellent two-sided record. The second “sound of soul” gives it a class treatment, and the production is fine. Flip. “Love’s Not Hard to Take” (2:11). producer, same; writer, Killin’ Coat, BMI.


DARRELL RAY—“Reckless of Tubs City” (3:30); producer: Dillie Store; writers: Tony Anderson, Don Warner, Owner (BMI). Rainbow (BMI). Dady 5-183A.
January 24, 1974

STEVE LAPPIN
BILLBOARD PUBLICATIONS
150 N. MACKER DRIVE
CHICAGO, ILLINOIS

Dear Steve,

In the December 16th, 1972 issue of Billboard magazine we purchased a two-page centerfold business reply postcard advertisement (you may recall the ad), we thought that you would be interested in the results.

Within the 15 day period following your publication's hitting the street, we received a telegram from France (Will Patrick Honertz), phone calls from Buddha, Roulette, EMI, and various other promotion networks, along with 668 replies, not only from the U.S.A., but also Sweden, Hong Kong, Canada, Australia, and various other promotion networks.

Please send his mailing address! Phone calls from Buddha, Roulette, EMI, and various other promotion networks, along with 668 replies, not only from the U.S.A., but also Sweden, Hong Kong, Canada, Australia, and various other promotion networks.

Our group has been together for over 8 years and we've been going from record company to record company with our products for over seven years. We finally decided to form our own operation here in Michigan.

Billboard has definitely the way to begin. The reach of your publication will never be questioned by our company. We have just finished filling the free record mailers for the hundreds of responses from all over the world generated by Billboard.

Sincerely,

Richard Curtis, Pres.

Richard Curtis, Pres.

P.S. We are still receiving to the time of 17 to 20 replies a week even though the ad ran over 1-1/2 months ago!

RC:sn
## Billboard Hot 100 Chart - Week Ending April 28, 1973

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist (Producer)</th>
<th>Label</th>
<th>Number (Rolling Label)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;The Yellow Rose of Texas&quot;</td>
<td>Gene Autry</td>
<td>RCA</td>
<td>6688</td>
</tr>
<tr>
<td>2</td>
<td>&quot;Somewhere My Love&quot;</td>
<td>Derek &amp; The Dominos</td>
<td>Atlantic</td>
<td>6689</td>
</tr>
<tr>
<td>3</td>
<td>&quot;White Rabbit&quot;</td>
<td>Jefferson Airplane</td>
<td>Warner Bros.</td>
<td>6690</td>
</tr>
<tr>
<td>4</td>
<td>&quot;My Girl&quot;</td>
<td>The Temptations</td>
<td>Tamla</td>
<td>6691</td>
</tr>
<tr>
<td>5</td>
<td>&quot;I Can't Help Myself&quot;</td>
<td>Four Tops</td>
<td>Motown</td>
<td>6692</td>
</tr>
<tr>
<td>6</td>
<td>&quot;Let It Be&quot;</td>
<td>The Beatles</td>
<td>Apple</td>
<td>6693</td>
</tr>
<tr>
<td>7</td>
<td>&quot;Can't Let Her Slip Away&quot;</td>
<td>Joe South</td>
<td>Epic</td>
<td>6694</td>
</tr>
<tr>
<td>8</td>
<td>&quot;Hey Jude&quot;</td>
<td>The Beatles</td>
<td>Apple</td>
<td>6695</td>
</tr>
<tr>
<td>9</td>
<td>&quot;I Can't Make You Love Me&quot;</td>
<td>Aretha Franklin</td>
<td>Atlantic</td>
<td>6696</td>
</tr>
<tr>
<td>10</td>
<td>&quot;(I Can't Get No) Satisfaction&quot;</td>
<td>The Rolling Stones</td>
<td>Decca</td>
<td>6697</td>
</tr>
</tbody>
</table>

| Source: Billboard Music Popularity Charts Dept. of Billboard. Compiled from national retail sales and radio play data by the Music Popularity Charts Dept. of Billboard. Copyright 1973. Billboard Publications, Inc. Neither this publication nor any part thereof may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher. |
The song that's stopping Shawn Phillips' shows across the country is now a single:

ANELLO [WHERE ARE YOU]

From "Faces" (SP 4363)
ON A&M RECORDS

Produced by Jonathan Weston
with the help of Robert Appére
<table>
<thead>
<tr>
<th>#</th>
<th>Artist/Soundtrack</th>
<th>Title</th>
<th>Label</th>
<th>Week Ending</th>
<th>Sales Rank</th>
<th>Units Sold</th>
<th>Suggested List Price</th>
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<tbody>
<tr>
<td>1</td>
<td>DONOVAN</td>
<td>Northern Lights</td>
<td>Reprise</td>
<td>1975-05-16</td>
<td>1</td>
<td>10,000</td>
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<td>2</td>
<td>THE DOORS</td>
<td>Waiting for the Sun</td>
<td>Warner Bros.</td>
<td>1968-09-07</td>
<td>2</td>
<td>9,000</td>
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<td>3</td>
<td>PINK FLOYD</td>
<td>Dark Side of the Moon</td>
<td>Capitol</td>
<td>1973-01-01</td>
<td>3</td>
<td>8,000</td>
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<td>4</td>
<td>THE BEATLES</td>
<td>Rubber Soul</td>
<td>Capitol</td>
<td>1965-12-12</td>
<td>4</td>
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<td>THE BEATLES</td>
<td>Help!</td>
<td>Capitol</td>
<td>1965-12-12</td>
<td>5</td>
<td>6,000</td>
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<tr>
<td>6</td>
<td>JOHN LENNON</td>
<td>Imagine</td>
<td>Capitol</td>
<td>1971-12-12</td>
<td>6</td>
<td>5,000</td>
<td>$3.98</td>
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<tr>
<td>7</td>
<td>BOB DYLAN</td>
<td>Nashville Skyline</td>
<td>Columbia</td>
<td>1969-12-12</td>
<td>7</td>
<td>4,000</td>
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<td>8</td>
<td>THE BYRDS</td>
<td>Sweetheart of the Rodeo</td>
<td>Capitol</td>
<td>1968-12-12</td>
<td>8</td>
<td>3,000</td>
<td>$3.98</td>
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<td>9</td>
<td>RAY CHARLES</td>
<td>Modern Sounds in Country and Western Music</td>
<td>Capitol</td>
<td>1962-12-12</td>
<td>9</td>
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<td>THE CROWNS</td>
<td>Stars of the 50's</td>
<td>Capitol</td>
<td>1957-12-12</td>
<td>10</td>
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**Notes:**
- All sales figures are approximate and should be considered as a general trend.
- Prices are suggested and vary based on market conditions.
- Billboard does not guarantee the accuracy of the sales figures.

**Sources:**
- Billboard Magazine
- Various music industry trade publications
The new Shirley Bassey single, "Never, Never, Never"

It will be featured on her soon-to-be-released album also titled "NEVER, NEVER, NEVER"

See and hear Shirley Bassey on her American Concert tour:

BOSTON, Mass
April 27
Aquarius Theatre

BUFFALO, N.Y.
April 28
Kleinhaus Music Hall

TORONTO, Canada
April 29
Massey Hall

Baltimore, Md.
May 4
Lyric Theatre

WASHINGTON, D.C.
May 5
JFK Center

PHILADELPHIA, Pa.
May 9
Academy of Music

NEW YORK, N.Y.
May 11, 12
Carnegie Hall

DETROIT, Mich.
May 18
Heinz Hall

CLEVELAND, Ohio
May 12
Allen Theatre

ST. LOUIS, Mo.
May 25
Kiel Opera House

HOUSTON, Tex.
May 26
Jones Hall

SAN FRANCISCO, Ca.
June 1
Celebrity Star Theatre

SAN DIEGO, Ca.
June 2
Community Concourse

LOS ANGELES, Ca.
June 3
Dorothy Chandler Pavilion, Music Center
"WHAT A SHAME"

FOGHAT

The hardest working band in show business is heating the airwaves with their new single, "What a Shame" [BSV-0014]


See Foghat work:

<table>
<thead>
<tr>
<th>Date</th>
<th>City</th>
<th>City</th>
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<tbody>
<tr>
<td>4/23</td>
<td>Cleveland</td>
<td>Theater</td>
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<td>The Agora</td>
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<td>4/26</td>
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<td>Greeley, Colorado</td>
<td>University of Northern Colorado</td>
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<td>5/7</td>
<td>Kansas City</td>
<td>Kansas City Auditorium</td>
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<td>5/10</td>
<td>Fayetteville, North Carolina</td>
<td>Cumberland County Coliseum</td>
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<td>6/8</td>
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<td>6/16</td>
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<tr>
<td>6/17</td>
<td>Long Island</td>
<td>Nassau Colosseum</td>
</tr>
<tr>
<td>6/18</td>
<td>With Johnny Winter</td>
<td></td>
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</tbody>
</table>
PARIS—At the Atlantic Convention, producer Joel Dorn revealed that pianist Lea McCann is recording with an all-star jazz事云乐队. Early ideals of Atlantic, according to Ahmet Ertegun, have been realized. "We've done a lot of things like making up the label's press kit. We've gone as far as making up a whole package for the records. We've done a lot of things that have been done for other labels."

Jerry Wexler's description of Neshui Ertegun was gloomy. "It's a sad story. It's a tragedy," he said. "Jim was killed in a car accident..."

Paul Johnson's convention speech was titled "Erthos: A Brief History of Atlantic Records." He said, "Atlantic was founded in 1947, and..."

The Elvis Presley Special was seen in an estimated 21,902,400 U.S. homes and was No. 1 in the ratings for the week. The episode was produced by Harvey Cooper of Billie Records, Los Angeles. The show featured Tippett's Yum Yum, Meltzer Avenue at the press club, and the Atlantic Studios tour. The episode was broadcast on ABC-TV.

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Creative Management Associates, Inc. announces the exclusive representation of Cat Stevens.