New York—An unprecedented unified drive by symphony musicians has swept across the country on runaway production—recordings made overseas without permission of the International AFM have been filed by the Conference against at least 12 individuals, with complaints eventually reaching into the hundreds if necessary, according to a well-placed source.

The source revealed that among...(Continued on page 11)

10 Labels Registered for Juke Program Meet May 19

Los Angeles—One of the newest panels, Dick Schrey, president of Ovation Records here, will discuss 4-channel sound and demonstrate his firm’s quadraphonic singles. Other recently added panels include Wayne Velat, Nehi One-Stop, Los Angeles, who has advised Columbia, Atlanta and other labels on older labels (see separate story).

Other aspects of the event include a welcome cocktail party Friday evening, May 18, and the participation of both Star and Starlight title strip companies, Little LP’s Unlimited and many more firms.

One of the newest labels, WLK Records, has introduced 4-channel sound and demonstrated his firm’s quadraphonic singles. Other recently added labels include Wayne Velat, Nehi One-Stop, Los Angeles, who has advised Columbia, Atlanta and other labels (see separate story).

Other aspects of the event include a welcome cocktail party Friday evening, May 18, and the participation of both Star and Starlight title strip companies, Little LP’s Unlimited and many more firms.

WB Using Computers to Evaluate Promo Sources

By NAT FREEDLAND

Los Angeles—In order to accelerate delivery of vital promotional material to strategic retailers, radio stations, press sources and even to leading record collectors, Warner Bros. Records has started feeding vital information on such sources into a computer.

Goal of the system is to create a constantly updated, complete list of every record wholesale or retail employee, radio programming staff, music journalists and anyone else who is an opinion-maker capable of helping sell records in the U.S.

“We expect this information to save the company a great deal of money by cutting down the waste in all display and promotion materials,” said WB creative services vice president Stan Corrion.

WFA distributing branches will have the choice of delivering in-store displays to their own accounts or allowing WB headquarters in Burbank to mail it direct. Displays will be delivered to branches pre-addressed and pre-packaged.

The computer file includes information about the free wall space and floor space of each retailer listed, so no more displays than necessary will have to be made up.

“When the programming is complete, we’ll be able to answer questions as detailed as how many retailers in five southern states will use a soundtrack album display,” said Corrion. “This would probably mean we could produce something like 417 displays, instead of the 5,000 we’d be more likely to run off now.”

As another example of how the computer file will be used, Corrion gave, “Suppose we have a record making its first radio breakthrough in Providence, R.I. We go to the computer and instantly find all the one-stops and retailers who used displays, we service all the radio people in the market with promotional material, service any music...(Continued on page 9)

S. African Diskers Vault Promo Barriers via Movies

By CLAUDE HALL

Johannesburg, South Africa—Faced with unusual problems in exposing recording artists, the South African record business has turned to movies as one of the key means of establishing an artist, Peter Gallo, president of Gallo-Media Ltd., one of the largest record companies here, pointed out that most of the radio stations are government controlled. This is not that much of a problem, because not many of the radio stations can afford to expose new records. But a lot of acts must be seen to become big record sellers.

Gallo said: “And there are just not enough concert halls or nightclubs for the exposing of new artists in South Africa.”

Another problem: “There’s no airtime on television. The record businesses in South Africa don’t show their albums on television. In the States, a single can have 25,000 sales of a single in South Africa. If there is a release here, the go-between has all the profits, we get nothing.”

Tokyo Contest To Electra Act

By HIDE FUCHU

Tokyo—Electra Records artist Mickey Newbury won the World Populous Song Grand Prize here April 29 in the International Contest of the second Tokyo Music Festival. The United States is represented by the international industry, and the music industry, which participated, was judged by a host of judges, including the American SAA, the Association of Radio Industries, and the American Society of Composers, Authors and Publishers.

Japanese radio stations have been able to broadcast the contest live, which has been broadcast in Tokyo, Osaka, and other major cities.

Filipino Decree Hits Foreigners

By OSKAR SALAZAR

Manila—The music-recording industry in the Philippines is now being regulated and guided to a legitimate and purposeful direction by the new government, under martial law and under a new constitution.

The government has passed a new decree for the protection and promotion of the local music industry, and the government has passed a new decree for the protection and promotion of the local music industry.

Japan's music industry has been protected and promoted by the government, and the government has passed a new decree for the protection and promotion of the local music industry.

As an offspring of President Marcos, the Decree No. 49 (1973) on the Protection of Intellectual Property, passed by Philippine President Marcos, is now in effect. The Office of Civil Relations has been established to promote the local music industry, and the government has passed a new decree for the protection and promotion of the local music industry.

The Office of Civil Relations has been established to promote the local music industry, and the government has passed a new decree for the protection and promotion of the local music industry.
FIRST OUT.

The original recording of what's got to be the biggest new song around, released and already moving fast.

FIRST ON.

First on the air and getting the play in these very important markets:

- WIST Charlotte
- WFLB Fayetteville
- WALG Albany
- WNEX Macon
- WNOX Knoxville
- WNOK Columbia
- WHHY Montgomery
- WWKE Ocala
- WFSO Tampa
- WMFJ Daytona Beach
- KEZY Anaheim
- KUDE Oceanside
- KOEO Albuquerque
- WABX-FM Detroit
- WCAR Detroit
- WSAR Fall River
- WFEO Manchester
- WHYN Springfield
- KLBY Lubbock
- KLIF Dallas
- KXKL Ft. Worth
- KFJJ Ft. Worth
- KEI Tulsa
- KELP El Paso
- KSEL Lubbock
- WMPM Memphis
- WMC-FM Memphis
- WAIL Baton Rouge
- KEEL Shreveport
- KLZ-FM Denver
- KRSI Salt Lake City
- WSPT Stevens Point
- WRJN Racine
- WRIT Milwaukee
- WYNE Appleton
- WNAM Neenah-Menasha
- KILT Houston
- KNOW Austin
- WCRO Johnstown
- WINW Canton
- WIXX Washington
- WDBQ Dubuque
- WICO Carlisle
- WHYL Carlisle
- WILK Wilkes-Barre
- WHOT Youngstown
- WCAR Detroit
- WAKY Louisville
- WIFE Indianapolis
- WPIX-FM New York
- KNUS Dallas
- KNDE Sacramento
- KEYN Wichita
- KICK Springfield
- KWWW St. Paul/Minneapolis
- KWEB St. Paul/Minneapolis
- WDBQ St. Paul/Minneapolis

FIRST UP.

First to be picked up as a giant in the making. Picks by Bill Gavin (in his weekly report two weeks running), Bob Hamilton, and all three trades.

B.W. STEVENSON'S "SHAMBALA."

74-0952

RCA Records and Tapes
ABC Backs Starter Station With Stock

By BOB KIRSCH

LOS ANGELES—ABC/Danhill Records is supporting a certain secondary market radio station which is trying to raise funds for a new product that these disks will be on the air in the area when the record goes on the air. According to firm president Jay Laster, the project went into full swing in November when we began talking to the station owners. They couldn’t produce new product in local stores if they had to air time. We feel we can assure a secondary market this time. The artists are trying to make sure the new disk is in the station.

Piracy Suit In Oklahoma

OKLAHOMA CITY—The U.S. Justice Department has filed an infringement action on sound recordings being produced in Oklahoma. The suit, which alleges plaging of sound recordings, resulted in a serious conviction by a single count of criminal copyright infringement. The conviction was obtained in the Oklahoma County Circuit Court. The defendant, Howard N. Jones, 48, is a self-employed salesman of sound recordings who was operating a "pirate" record label.

Judge Rules 'Mojo' Pub's Have Distinct Copyrights

LOS ANGELES—Judge Charles Bricent Jr. ruled that the copyright owners of "Mojo" will not have to pay damages to Mojo publisher P. C. Jarrett, and that the publisher can go ahead with his plans to publish "Mojo" Workout and "Mojo Workout Got My Mojo Working".

Col. L.A. Concert Successes Spur U.S., Global Treks

LOS ANGELES—The 50 percent sold-out houses in the 2,100-seat Coliseum are the talk of the town. The series of Columbia Records Concerts, which started Sunday, has been so successful that tickets for the next four shows are already sold out. The "Week to Remember" series of concerts, which featured top national and international performers, has been a huge success. The concert series has been lauded as a "watershed" event in the history of recorded music. The concert series has been a huge success and has been praised as "a quantum leap" in the history of recorded music.
Roulette Spins Out $1 Million Suit Vs. K-Tel International

NEW YORK—Roulette Records has filed a $1 million suit in Supreme Court here against K-Tel International, Inc. of Minnesota, on an alleged breach of a contract and alleged illegal duplications and each count accruing punitive and willful and deliberate disregard of plaintiff's rights.

The complaint, filed by Roulette, without mention of Sunbeams, Schurman & Gumpel, arose out of agreements and amendments to agreements covering the sale of master recordings to Roulette and K-Tel, both named as defendants in the March 1971, and August, 1972. This suit, which had held K-Tel's rights to certain musical selections in the Roulette catalog, as well as the right to distribute and sell phonograph records comprising such musical selections through direct mail sales to the public, pursuant to advertisements on radio and television, and in all forms of paid media, through self-purchasing premium plans or similar merchantized methods.

The suit also charged that the album in dispute were to be sold in special retail depots only in conjunction with advertisements on radio and television, and that the defendant had agreed to pay plaintiff for all sales of phonograph records to the plaintiff.

In its claim for compensation arising out of the "breach of condition" clause, the Complaint states that it sustained damages amounting to at least $1 million.

The plaintiff is asking for a judgment in the amount of at least $1 million, on the ground that its damages amount to at least $1 million.

An additional $400,000 in damages, plus the difference between the cost of production and the selling price of the records, as well as the reasonable costs of recovering from the defendants.

(Continued on page 66)

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Chart Error

Due to a Composing Room error the following numbers should have received stars on the Source Single chart.

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Hometown Reunion Aids Country Music Archives

LOS ANGELES—One of the largest archives of country music in the world, the Hallmark Memorial Foundation, will receive $5,000 from a fund established by K-Tel Records, which has left its personal collection in the hands of the U.S. Postmaster General.

The collection included important artifacts, photographs, and even historic aids.

The collection was started by John DeMani, former head of Hallmark Records, who left his personal collection in the hands of the U.S. Postal Service.

In This Issue

CAMPUS

CLASSICAL

INTERNATIONAL

Jazz/Blues/R&B

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MARKETPLACE

MOUNTAIN

TRENDS

TAPE/AUDIO/VIDEO

FEATURES

Southwestern Quotations

VoxBox

CHARTS

Best-Selling Soul Albums

Best-Selling Country Albums

Best-Selling Pop Albums

PROMO MOVING

HITS OF THE WEEK

BEST OF THE BEST

WHAT'S COMING

HOT COUNTRY SINGLES

HOT COUNTRY ALBUMS

Top 10 Easy Listening

Top 10 Easy Listening Albums

Top 10 Easy Listening Albums

Record Reviews

Album Reviews

Songwriter & Radio Action

Executive Turntable

BIENSTOCK

PARKHILL

HARLEY

Johnny Bienstock, formerly general manager, has been named president of RSO Records, Inc., an American company formed five months ago by the Sheppard Organization. Bienstock, as in his former position, will be in charge of all phases of RSO operations in the U.S. At RCA Records, George L. Parkhill has been appointed division vice president, professional artist program. His previous title was director, professional artist programs. Also at RCA, John J. Close, formerly director of CTV's Reprise Records department for the label. Ron Henry has been appointed manager, commercial operations. He will coordinate and administer services for RCA Records' national radio promotions and newspaper promotions; establish scheduling of product configurations for the label's manufacturing facilities; and administer contractual obligations. Making his headquarters in New York, Henry was previously with RCA, and handled advertising and commercial operations.

John Peters has been appointed managing director for the U.S. operations of Gaff Management. He will be responsible for the activities here of GM Records, GH Music, HG Music, and Gaff Management. Prior to his promotion, Peters was head of the promotion department of the record company, having created the newly created position of manufacturer, retail merchandising, at Columbia Records. He will be responsible for the supervision and coordination of merchandising and advertising programs developed by the label. Peters will be based in California.

Herbert S. Ornstein, has been named vice president, business administration, for the company, responsible for all of the personnel issues.

The latest in the series of GM Records' "Doing Business" column, is "Doing Business with Steve Sholes," the president of the Nashville-based label. Sholes will join the company on May 15 to begin work.

GM Records has announced the appointment of John J. Close as director of promotion for the label. Close was formerly with RCA Records, and handled advertising and commercial operations. He will be responsible for the promotion of the label's products and will coordinate and administer services for RCA Records' national radio promotions and newspaper promotions; establish scheduling of product configurations for the label's manufacturing facilities; and administer contractual obligations. Making his headquarters in New York, Close was previously with RCA, and handled advertising and commercial operations.

New appointments at Atlantic Records include Tune Erinn, formerly manager of the Atlantic studios, now with the label's artist relations department in New York and Margo Knezes rejoining the label in the promotion department. Miss Knezes will concentrate on all secondary markets on special projects and will assist Dick Klein, national promotion director, and Vince Feracci, assistant national pop promotion manager. Michael Ochs Management has been formed in Hollywood by the former Columbia Records publicist. The company will be headed by John J. Close, formerly director of national branches with Capitol Records. He heads headquarters in New York.

Carol Hart has joined James Powers Associates in Hollywood as an account executive. She was formerly associate director of sales for Reprise Records. She joined Grey & Davis Inc. as manager of special projects division.

She will continue her work at the Rainbow Grill in New York, where she has public relations responsibilities for the restaurant.

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The master of erotic despair

"Live Songs" contains definitive concert performances of some of Leonard Cohen's greatest songs—and a few surprises.

"Live Songs" from Leonard Cohen. On Columbia Records and Tapes

LEONARD Cohen: LIVE SONGS

MUSICIANS 1970
Ron Cornelius
Acoustic and Electric Guitar
Peter Marsh
Stand-up and Electric Bass
David O'Connor
Acoustic Guitar
Bob Johnson
Organ
Leonard Cohen
Acoustic Guitar
Donna Washburn
Vocals
Jennifer Warren
Vocals

MUSICIANS 1972
Ron Cornelius
Electric Guitar
Charlie Daniels
Electric Bass
Elkin Fowler
Banjo and Guitar
Bob Johnston
Harmonica and Guitar
Leonard Cohen
Acoustic Guitar
Alien Poole
Vocals

Produced by Bob Johnston
Ron Potter, Engineer
All Songs: © S.R. Klein

SIDE ONE:
1. Minute Prologue
London 1972
2. Passing Thru
London 1972
3. You Know Who I Am
Brussels 1972
4. Bird on the Wire
Paris 1972
5. Nancy
London 1972
6. Improvement
Paris 1972

SIDE TWO:
1. Story of Isaac
Berlin 1972
2. Please Don't Push Me In
(A Dragnet)
London 1972
3. Tonight Will Be Fine
Isle of Wight 1970
4. Queen Victoria
Rome in Tennessee 1970
**General News**

**Sutton Seeks To Go Public**

NEW YORK—Sutton Distributors, wholesale merchant of cassettes, is making a bid to go public. The company, based in Rahway, N.J., distributes cassettes in a primarily limpid market, offering 455,000 shares of a total 597,000. The price per share is 10 cents. The offering price is 10 cents, a semi-annual change as soon as practicable after completion of the registration statement relating to these securities has been filed with the SEC but has not yet become effective.

According to the prospectus, Sutton’s net sales in 1968 was $2,269,721; in 1967 it was $1,917,424. Net sales in 1968 were $1,751,592; in 1967 it was $1,702,645. Earnings per share also rose considerably. In 1968 it was 36 cents per share. The company said that the net earnings were distributed by it in more than 12,000 retail outlets.

**AFM and Advertisers in New Contract on Jingles**

NEW YORK—An agreement between the American Federation of Musicians and the joint committee of the Association of Advertising Agencies and the National Association of Advertising Agencies, calling for an across-the-board increase for fitness and commercial musicians, has been ratified by Federal Communications Commission. The International's veterans’ vote was made known by AFM President Hal Davey.

The new two-year contract, effective Tuesday (1) 1973, provides scale increases in one of 9 percent per year to 10 percent for instrumentalists, music directors, and soloists. New scales range from $9,700-$14,000 for the single musician to $48,000-$72,000 for five or more. Scales for local teams went from $20-$32. Also increased rates were on commercial for four.

Davis stated that the agreement calls for a policing of the industry in respect to respect, dubbing and the use of tracks on a new medium. The contract also allows any signatory from making musical commercials in foreign countries for the primary purpose of avoiding employment under this agreement.

**Letters To The Editor**

**WGA Suing Ramada Music Over $376 Thousand Debt**

**Kavan Comment**

Extending on the exciting commercial music industry at the street level, I am enclosing a very new, very real marketing tool that we are most anxious to share with you. This is a printed record since the introduction of 4-channel sound which we believe the offices both musically and graphically, the new listening dynamics that 4-channel provides in the audio industry.

This record has been written about the battle of the quadrants system. It is no longer true that there are differing approaches to quad sound on disk. It is also true that quad record and disk are marketable, place realities—just as AM and FM radio co-exist and cassettes and 8-track cassettes likewise co-exist. What is news is what is happening in the commercial record business.

We have already given you a very revealing indication of the impact the 4-channel sound has on the market. There is a "battle". It is being waged by the radio stations, by the artists and producers in the music business, by the manufacturers of this new medium that has been demanded by the music and creative community that demands this revolution in musical creativity which was said to be inevitable! The hard disk that can be played on 100 machines has been developed as a result of their demands.

Stanley Kavan

**President **

CBS Records Inc.

New York

**April Best Sales Month For Famous**

NEW YORK—April 1973 was the biggest month for record sales in the history of Famous Music, according to company president Tony Martell. "The last three years almost doubled our sales," he said. Carmen LaRoza, director of Famous in the West, pointed toward the recent sales success of the single product under the Famous umbrella of labels, including King Music with its Neighborhood, Dot, Sire, Blue Thumb and Jukebox.

"Primarily responsible for April’s record breaking success was La Roza," were released by Melanie, Donna Fargo, Roy Clark, the Shirelles, George Jones, Ray Charles, Joe Stampley, Blues Band, Focus, the Ventures, Darrell Davis, Betty Davis, R.J. Thomas and "The Streak" from "Charlote's Web."

**Scepter Notes 100% Increase In 1st Quarter**

NEW YORK—Scepter Records’ first three months have been the label’s most successful quarter in the past two years with a "100 percent increase over the previous quarter" and a "50 percent increase over any quarter within the last two years," according to Sam Geffen, executive vice president.

"Scepter’s sales have been helped by a record Jingles campaign to a number of TV stations. New Hospital owner is the new Jingle from "Charlote's Web."

**Bakers Meld With Barnum**

LOS ANGELES—Audio Arts Group, Madison Baker’s production company, is seeking a recording studio so that the recording company here has set a new mark with its artist H.B. Barnum. Jack Alpert, Barnum’s business manager, will operate the new studio. The recording studio is open to the public four days each week, and the remainder of the days are used for private recording sessions.

Madison and Jackson Baker are now operating their company here in 53 Jimmy Webb overtures, featuring new Jimmy Webb arrangement.

President of the Tape & Record News is the largest independently owned company of approximately 70 retail shops nationwide.

Alan Howard, who closed his Houston warehouse, will handle the store in the next two years. His Retail, both. Other books in the series are being serviced by merchandise by independent distributors in these areas.

In his agreement with his franchisees, Howard indicated that he would sell them the product, the primary part of the store which they would sell at discount prices.

It is understood that all stores are operating at the present time.

Dicker is a Houston husband who unwashed and unable to contact for comment at present time. Dicker is a Houston husband who unwashed and unable to contact for comment at present time.

The agreement is the first under which the independent distributors have an organization to a series of songbooks, photographs, graphics and music.

The agreement is the first under which the independent distributors have an organization to a series of songbooks, photographs, graphics and music.

Chappell currently has five copyrights on the Hot Country chart.

**MAY 12, 1973, BILLBOARD**
A Hit Single
OUTLAW MAN
by DAVID BLUE
from the new album
NICE BABY AND THE ANGEL

DAVID BLUE
NICE BABY AND THE ANGEL
www.americanradiohistory.com
RCA FORECAST '75 VIDIKINS

LOS ANGELES—RCA Corp. expects to market its video disk system to consumers in 1975, according to Robert W. Sarnoff, chairman.

He told stockholders at the company's annual meeting that the system will be "simple and inexpensive." No pricing or marketing details were announced.

A company spokesman said that RCA's new product development marks a 1975 record profit year. Last year's record earnings were $151.8 million, or $2.01 a share, on sales of $33.6 billion.

RE-WRAP with BURKE WRAP

Alison Steele, WNEW-FM, New York, picked up on Neil Harbuck.

One of the largest, most complete inventories of 45 rpm oldies in the U.S.

Write for 94 pages containing almost 10,000 catalog:

Oldies music, various genres, in a wide range of formats, from 78s to digital downloads. A treasure trove for collectors and enthusiasts...

Off The Ticker

TAD PRODUCTIONS INC.

Treasure Trove of Oldies Television.

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TAD PRODUCTIONS INC.

Treasure Trove of Oldies Television.

TAD PRODUCTIONS INC.
At a time when Paul Williams is filling houses from New York to New Delhi, when his numerous appearances on the Tonight Show and The Midnight Special are revealing the impact of his sparkling personality, and when the hit songs that he’s written are becoming standards, we’d like to present...

LOOK WHAT I FOUND

A new love song from PAUL WILLIAMS
On A&M Records
Produced by Michael Jackson

The rest of Paul’s love songs, by Paul himself, are on these two albums:

SP 4327

SP 4367
Suburban Retailer Buys Local TV Spots On His Own to Promote Oldies Stock

BY JOHN SIPPEL

LOS ANGELES—Wenest's Music Town on Lakewood in south suburban Downey may well be the first record retailer to buy its own spots on TV. First in that there is no manufacturer or distributor helping the spot campaign.

And Tom and Dave Wenest admit it's only one 30-second spot on Saturday at 2 p.m. per week on Channel 13, KCOP-TV, but it's helped business a "lot." They feel each week is a better draw.

They never envisioned "It takes a traffic builder until a salesman for the station came into the store and outlined a program of 13 spots of one-week spots for $400, including the production cost of the color spot. They liked the way the station handled the production. A small crew came down and shot the spot footage in the store. They copy researcher came down and helped work out the advertising wording.

The spot talks about the store's location, its inventory of LP's, tapes and mostly about oldies, because for 10 years, that's what thwarted discounters' competition, which surrounds the two-storefront retailer.

The Wenest started by featuring the first specialty numbering 10 title oldies catalog sheets in 1965, when the firm started working on the store which then was owned by Tom's dad and older brother. Dad is now retired in Fullerton, Calif., and the brother died four years ago, bringing Tom back to the store as owner.

Children Clerk Donna, 17, Don, 16, and Bill, 14, the blonde children of the Wenests, estimate they sell about 400 oldies per week in the store. Their oldies retail from a $75 top for "Please Remember My Heart" by the Solitaires on Old Town to 94 cents for most of their inventory. Over 75 percent of their oldies singles business comes from a list of about 1,500 catalog titles. The printed list is revised each month and will be revised again this summer and add about 75 titles. Those oldies are stocked in five boxes.

Another section of oldies, made up of about 450 Volumes of 45's which Tom and the kids find at swap meets, thrift shops and garage sales. Music Town also acts as a broker for other dealers and has the sales price. Jeff Stoller, local music executive, was one of the first to display the printed oldies singles Mail orders, "which can be placed by word of mouth advertising."

They sold over 300 copies from Canada and as far as Florida, where they made the annual in 1969, stopped at the store and bought their spots.

(Continued on page 56)

OLDIES SERIES:

Trip Releasing 10 Two-Pocket Diskothikos

LOS ANGELES—The nostalgia trend is still alive and well with the new pop music business, but issuing "oldies" recordings has been a big business long before today's nostalgia bunch, dating back to the initial 45's of the "monologue" volume from Art Label some 14 years ago.

Rarely, however, are multi-disc oldies organizations as ambitious as Q-540 on the market today. Now, Trip Records has added the newest disc record label of material from the 50's and 60's, each a double set meaning at $5.98. The set contains five tracks of material from the 50's and 60's, each a double set meaning at $5.98. The set contains five tracks of material from the 50's and 60's.

Q-540 is the most significant advance in record companies; developed for CD-4 (quadraphonic) recording, it has been the first to introduce new "true" test system to enable the listener to experience the full range of sound and reproduce them with greater clarity and brilliance than has ever been before possible.

Q-540 is also far superior to ordinary compounds for monaural, stereo, and matrix quad. 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. For instance, Robert Franks "The Sun Don't Shine" by "All Along the Watchtower" is a hit, but Q-540's very different.

• LONGER WEARING — A record pressed on Q-540 will wear with perfect fidelity up to 3 times as long as one pressed on anything else.

• ANTI-STATIC — Q-540 has exceptional anti-static characteristics. The needle has less surface noise, less dust attraction, far greater ease in keeping records free of any dust or foreign substances, and grooves insinuate and clean.

• FAST-FLOWING — Produces among Q-540's biggest features.

• GOVERNMENT-APPROVED — Easily surpasses all FDA and Public Health Service standards through 1974.

Q-540—Makes the best sound better.

(310) 365-2391 • (205) 259-2390

LARGEST BLACK GOSPEL ONE STOP IN THE NATION

All Artists
Wholesale to Shops & Jukebox Operators Only

All Labels
Hits & The Oldies

Service
Write for Catalog on Business Stationary

Call Direct

U. S. - 800 - 551-8994
LA - 800 - 281-282-6823

BOB KIRSCH

54'S & LP'S
8-TRACK

STAN'S
728 Texas St.
Shreveport, La. 71103

MAY 12, 1973, BILLBOARD
We've just re-serviced a monster. A brand new 10-year old monster. “Monster Mash” by Bobby (Boris) Pickett. Already top phone requests wherever programmed.

“Monster Mash” is happening. Again!
IMPROVED RETURNS PROCESSING CAPTURING INCREDIBLE SAVINGS IN RACKS

By Hendrick Smith
Vice President
Fry Consultants Incorporated
New York, N.Y.

ABOUT THE NATIONAL ASSOCIATION OF RECORDING MERCHANDERS FRY RETURN STUDY

The returns study led by Hendrick Smith of Fry Consultants was launched by the National Association of Recording Merchandisers as a first step toward industry cooperative action in rectifying one of its most vexing problems. Data that Fry obtained on returns operations were gathered largely from two to three days work at six different rack jobbers (two companies and branches of a company) that agreed to participate in the study. Although, to put a finer point on the industry as a whole, Fry's independent rack jobber visits were supplemented with interviews in the record company, distributor, and retailer segments. The participants were sufficiently diverse in size, geographic concentration, and location, and the work-up to the study findings would be representative.

AN LP RETURN COSTS 22 CENTS

Financial data and estimates obtained from the companies visited indicate that a rack's cost of handling and processing a return from a retail account back to the appropriate record company or distributor is approximately 11 cents (a "unit" equivalent to one long, single, or flex single). This estimate was confirmed by cost data at the fourth company visited. However, these numbers are not included in the accounting methods because the costs are not included in the data. The "composite" unit cost was obtained by adding the storage cost elements incurred in handling returns at each of the three companies and then dividing by the estimated number of returns they handled.

The overall impact of such units costs on a rack's profit margin can be significant. Among the companies visited, total return processing costs averaged about 15 cents per rack at the first company visited, 25 cents at the second company visited, 35 cents at the third company visited, and 45 cents at the fourth company visited. As a result, a rack's return processing cost can be as high as $3.00 per rack, and a dealer returns rate of 20% would result in $600,000 in costs per rack per year, which is equivalent to a $3.00 per rack cost of handling and processing returns.

RETAILERS LOSE 2 CENTS TO 5 CENTS PER RACK

LIMITED returns processing costs of retailers earned by racks between 2 cents and 3 cents per unit. As record companies, retailers, and distributors are required to return racks at their own expense, the cost of handling and processing returns is passed on to the retailer. This cost, including the cost of handling and processing returns, is passed on to the retailer and is reflected in the retail price of the record.

The major reason for the difference in costs between the largest and smallest companies is their record return policies. The largest companies, which have more records in their inventory, can handle and process returns more efficiently than the smaller companies, which have fewer records in their inventory.

INVENTORY COSTS 3.5 TIMES RETURN COSTS

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FREIGHT AND WAREHOUSE EXPENSES ARE KEY ELEMENTS OF RACKS' RETURNS COSTS

COST Category

Warehouse Labor & Office Expenses
Inventory Capital
Sales
Administration
Total

Range of Unit Returns Costs For Companies Visited

Freight 3.4c - 11.6c
Warehouse Labor & Office Expenses 7.0 - 9.7
Inventory Capital 1.9 - 2.9
Sales 2.3 - 3.0
Administration 0.4 - 1.8
Total 20.2c - 23.8c

Exhibit 1

Copyrighted material

www.americanradiohistory.com
For many rack jobbers, changing their approach to recycling dealer returns could uncover hidden operating costs and, in particular, when it comes to a rack of the same kind, their costs are present as returning rates.

A step-by-step analysis of all costs involved in returns processing showed that there is a savings of a point or two if a rack recycles and sells a dealer return rather than returning it to the wholesaler for pick-up and selling it. Basically, the costs of rebooking (150% of cost) and returning a return are less than the costs of detailed sorting, packaging, and the processing that the wholesaler is currently doing. There are two additional benefits to racks that recycle returns. The first is that a rack is able to sell a recycled product for a lower cost than a new one and, therefore, can provide some protection against stockouts and markdowns.

Second, this practice can aid in reducing the fuel of vendor returns. Finally, by helping to strengthen a rack jobber's relations with vendor-controlled distributors.

If there is no overlap of existing promotions (especially with new products), then a rack jobber can reduce their inventory costs by 2 to 3% by returning such items and recycling them at a rate of 3% or more per month. Since the rack of the same kind, their costs are present as returning rates.

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Royalco's Chicago Opening Offer Stirs Up Controversy

By EARL PAIGE

CHICAGO—The area's newest Latin music wholesale operation has already started selling rackjob- bers such as Lieberman Enterprises and views the expanding suburban communities throughout the Midwest as a fast growth region for Latin product, according to Quil- man Henley, Royalco International, Corp., whose entry here has sparked controversy.

Henley, general manager of the Texas-based manufacturer and wholesaler, acknowledged that there have been complaints about the firm's grand opening of 10,000 free 45's and a one-free-with each purchase of certain LP's (Bill- board, May 5).

"We're looking to our retail op- eration strictly in terms of paying the rent, lights and water and that's all," said Henley. "We did feature some cut-out merchandise for our grand opening, but our prices at retail will be at least 10 percent higher than what our dealers are charging."

Generally speaking, Latin music retailers should not complain about vertical operations, Henley said. "Many wholesale product to juke- box operators, swap merchandise with other shops and lend out station wagons and work migrant labor camps. Some are dejects and some are dumps and promoters and in- volved in similar vertical activities.

"The market here has been the scene of dealer complaints during the past year or so following a boycott by some retailers of locally- based AMERICA'S Record Dist, a 35-year-old operation founded by Harry and Marshall Frenkel, and based on Pan Ameri- can's retail operation. Royalco's headquarters here is located in the same general area as Pan American.

"Royalco has exclusive distribu- tion west of the Mississippi of United Artists Latin product, Sabih and Tico-Alegre and has seven labels of its own, as well as distribu- tion of 38 brands counting recent additions, Henley said. Royalco is headed by Arnaldo Ramirez, founder of Falcon Records and a pioneer in Chicano music with op- erations in San Antonio, Los Ange- les and McAllen, Texas, described by Henley as the Nashville of Latin music and where Royalco records many of its acts.

Since opening the branch here, Royalco has boosted its staff to five and has started working with booking agencies and dance pro- moters. A recent concert by Falcon artist Carlos Guzman and another by the Carlos Y Jose Jose Deegon Records are typical of the talent Royalco hopes to present to the Midwest.

"Henley sees the whole Midwest opening up for Latin music and said Royalco serves from the states of Mich., Ill., Wis., and Ind. Much of the Spanish speaking pop- ulation is widely dispersed, a fac- tor he has been pointing out to rackjobbers such as Lieberman, the Minneapolis-based operation. "There is also the seasonal migrant population that amounts to almost a half-million people moving into these five states."

Agreeing with the Frenkels', who were Royalco distributors for many years, Henley said the Latin wholesale- seller is capable of supplying mer- chandise, expertise to store re- tailers finding they have a potential in Latin music. "Tell your seller lists become a Bible for these re- tailers, who look to us to develop- ing a trust in us not to load them with merchandise that is not going to move. We are not going to ship orders just for the sake of saying, that Henley, who added that his return policy is less than 10 percent and adequate at that level.

Much of the market here is basically Norteno (Tex-Mex), though Chicago is made up of Cuban, Puerto Rican, South Ameri- can and Tex-Mex population, prob- ably the most homogenous Latin population in America, Henley said. Because of the strong Norteno potential, many artists are still region- ally in appeal, though Royalco is aiming to expand the appeal.

"Henley mentioned Henry More- st and Los Pavos Reales as basically regional acts in Tex- as opposed to Cornelio Reyna, who is an internationally popular artist. "It is this kind of marketing infor- mation we have to supply retail- ers," he said.

Royalco has set up here what Henley describes as a "Retailer's Supermarket" where they can come and shop. He also said that re- tailers and rackjobbers in the Mid- west can save freight costs because of the large stocks carried by Royalco.
Chi Piracy Eases-But Still Problem

CHICAGO - Bootlegging of Latin tapes, which flooded the market here a year and a half ago, has leveled off, but still continues to hurt the legitimate small business, a spot survey showed.

Many say that because Latin product is so predominantly catalog-oriented, the bootlegging laws do not cover it.

One of the complaints about bootlegging and counterfeiting that came from Gutman Grosky, general manager, Texas-based Rojasolo International Corp., with operations in Los Angeles and Chicago, was that the recording industry was not doing anything to combat the problem.

"The problem exists," Grosky said. "We are seeing a lot of tapes being sold on the black market, and we feel that the industry should do more to combat this problem.

"We have found many instances where tapes are being sold at $1-1.50, regular $4.98 and $5.98 product. Often, the offer is made with the stipulation that the sale is cash and no questions asked.

"He said that he has been to the Consumer Fraud Division of California, and that he feels the consumer is not well-protected against the counterfeiter and bootleg tape operations. "This is inferior product, not legal recording, and often sold at a substantial price. Some of the tape can actually be dangerous.

"However, he said that the fraud official did not impress. They seemed pretty much in the government. If there is a problem, involving $5,000, and don't seem to realize that there is a problem. Their attitude is that if they don't sell tape, bootlegging is a $6 million-a-year business in the Hispanic market.

"I think that it is obvious that there are so many people who make no contribution. I know of a jobber who bragged that he moved 1,500 pieces of product from one end of Rico Blvd. to the other without ever leaving his house."

JIM MELANSON

ORDERED

NEW YORK

Fiery songstress La Lupe (Tico) and bandleader Tito Puente (Arista) will join forces on stage for the first time ever in "Puente & Lyceum," presented by Richard Nader's third Latin Festi-

val Madison Square Garden here June 22. Richard Nader is the attorney who organized the anti-apartheid "Free Nelson Mandela" benefit concerts last year.

A contingent of Cuban artists' exclusive-ly, including Celia Cruz and Silvio Rodriguez, are in Puerto Rico for promotion of a new album. They'll be meeting with Cuban local distributors here.

- Andy Russell and Marcelo's "Ballad Espana" opn at the Chateux night here Thursday. It is said that Marcelo's (Eric Nader) has broken the Tex-Mex barrier in New York.

It is rumored that Fernando Botero, Colombia's "Volver" is releasing a new song and he is not interested in the song. He has not been heard from since the beginning.

- Jose Flores is off to Puerto Rico this week for Fania Records. He'll be promoting label product and checking out on Fania's publishing activities in the island. Ravel's first album in English has been released on Zavala Societies, distributed by Fania Records. Arrangements for the LP were done by Cesar Castell and the late Marty Manning, with lyrics by Sid Wayne. Having recently

LATE GARDE (El), one of the best selling PR and Miami, has just completed a TV special taped in PR.

The Dade County government has officially declared Miami and areas surrounding it bilingual. The only businesses who won't admit that Miami is bilingual are the local radio stations who separate musicically. One never hears an American song on the Spanish radio stations and vice versa. With its move from Opalooza to Miami, Colombia's Records has discontinued its warehouse operation. All orders will come from Atlanta.

The sales staff remains, and Bob Bradley, chief of the office, said all warehouse help were placed in other jobs before the move. Conjunto Universal (Velt) is breaking in N.Y. and orders are growing.

Tata Ramos (Gema) is currently at Centro Expreso... Johnny Pacheco (Fania) played a dance here Saturday (5). His new LP is starting to break and the predicted hit will be "Cure Atalaya's Primo- rose Cater."... Sound Triangle Records is recording the charter group Los Jovenes del Hierro. Fania Records has signed an agreement with RCA France to have all Fania product released in France.

Willie Colon's new LP on Fania's "Lo Mato" is ready and is being touted as his best yet by Fania's Jerry Marquez. "Our Latin Thing," the movie featuring the Fania All-Stars opens in Chicago May 31 and due to popular demand it is being brought to Miami May 18... Tommy Oli-

vena (Isa) plays Chicago in May 4-6... WCMM disk jockey Toney Villanueva is high on the signing of Willy Guzmans on his last album, and now the news is that he has been signed to an exclusive contract with Fania Rec.

ART (ARTURO) KAPPER

MEXICO CITY

Harvey Avene, president of Miami's New World Entertainment will open at the Rainbow Grill Monday (5)... He has also released a single by Portillo and an LP by Argentinian singer and actress Lourdes Fermin.

Juan Marquez's latest LP is due out soon on his own label, Fania, and Larry Harlow and Junior Gonzalez are visiting Puerto Rico to accompany Domingo and promoting "Homsy." The marriage of the two is either a worst of the tour or a worst in the making. In the middle of an amazing tour of the Caribbean, they are stopping in Boston, Philadelphia and other major cities, as well as here... Harvey Avene, president of Fania Records, releases his first single "Check Pieces of Eddie Palmer's first LP on the label, Avene said that the shipping figure was only locally.

Fontana sells the use of this tape for his RCA's Latin Awards dinner. There of his top artists were given awards.

Montserrat gives a successful "Faust Donovan" tour in Mexico.

The Cheetah has "Latin Awards Night" scheduled for May 20-in next week for details.

Send your Latin news and color to Billboard, N.Y.

JIM MELANSON
Management III Has Right Ticket (12 Mil)

By PHIL GERONLINE

NEW YORK—Management III, promoter of the Agency Records film, has generated in excess of $12 million in the past two years since being formed less than 14 months ago, according to Sid Bernstein and chairman of the board, Jim Whitney. Management III is a complete theatrical complex programmed for the ’70s, Whitney said, and is involved in all areas of the industry today—producing, writing, recording, marketing, publishing, records and television. We feel in order to properly...

Wartoke Expands

NEW YORK — The Wartoke Concerts, a public representation firm, will expand its interest to include talent development and promotion, according to its newly appointed partner Charles Lark, who will head the division. These companies, he said, will be involved with theatrical, movie and television properties. Wartoke’s intention is to represent theater, film and recording talents.

Six, a veteran of the William Morris Agency and president of the management company, is now in London securing properties.

Harris for Second U.S. Concert Tour

NEW YORK—ABC/Dunhill and Robert Harris, a partner of ABC/Dunhill, has scheduled a second tour for U.S. concert tours with the group known as Associates, which recently signed Harris to an exclusive management agreement. The tour dates will be announced.

R ‘n’ R Show Aids Victims

NEW YORK—The Full Tilt Boogie Productions and Rainbow Multimedia have announced that John Aron staged a rock ‘n’ roll roll benefit Sunday (29) at the Full Tilt Boogie Room in Montreal. The group of 1,000 people, including Michael Crower of Full Tilt and John Aron, raised $5,000 for the American Cancer Society.

Studio Track

By SANI SUTHERLAND

Monter of the week at Eastern goes to Humphrey and The Dampoline, produced for United Artists by Allen Sheehman, while Ted Tamsen got the runner-up award with Jonny Round for Westbound.

Two feature films have also provided Eastern with recording deals. "Junglestreet" is being produced for Pacific Rim Films, while "Rigoletto" is being filmed in another feature, "Marrakech in Eternity."

During recent months, many independent producers have been weighing the emergence of the "New South" as a creative development. Pointing to artists, producers and smaller, personalized record companies, as well as to the growth of multi-tracker facilities, those feel the market often in the Big Cities may well be blown away by fresh product from the South.

That remains conjecture. But Atlanta is certainly one city, as Deacon, Muscle Shoals, Memphis and others have witnessed an increase in musical activity. And among Atlanta’s studios is The Studio One, the 24-track, quadrasonic facility there owned by Michael Thevis Enterprises, which also controls General Record Corporation.

The Studio One obviously takes the lead in the studio warfare sense; they feel the button would have a 24-track, with the capability of 16-track room facilities, to get a creative edge.

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Creative Trends

British Acts Master Hard Rock

By NAT FREEDLAND

LOS ANGELES—Is the American hard rock group reaching an early peak? If so, it's high. Recent trends both seem to point the basic music trend as loud and hard, with the rock combo style in on its way out.

The great majority of hard rock acts which have come out gold albums and fill large auditoriums have been British. Although these English superstars are increasingly having to reach their peak, they've already reached their peak.

BOOK REVIEWS:

7 Rock 'n' Roll Beats
Dissect Back-Stage History

LOS ANGELES—Second generation of British rock has arrived, solidly written and genuinely sophisticated. The obvious individualistic viewpoints, while survive the good and bad of the band, are half of the British invasion. Nobody has been more successful in the last few months, however, than Alice Cooper. There are few groups whose music is predomi-

Critic's Corner

What are the reasons for the apparent downfall of the once-great American rock groups with their standard instru-

DOC WATSON
COUNTRY GAZETTE

Santa Monica Civic Auditorium

Dr. Wayne, the blind white-blues artist who switched from country swing to folk during the early '30s, has been a leading performer in today's rock. His guitar playing, which includes solos on each number, is superb. As a vocalist, his harmonies with his band are off his mark. The energy is there, but the technique is not quite up to par with the newer, more powerful vocalists. The audience, while appreciative, was not quite as enthusiastic as the earlier crowds.

TERRY REID

Bitter End, New York

Terry's first appearance here was two years ago, with a mountain of energy and a lot of potential. Terry is now much more polished and has learned to control his vocal style. He is also more aware of the audience and can react to their reactions better.

RANDY BURNS & THE SKY DOG BAND

Buddys, Los Angeles

The single entitled pop song must be the hit of the moment. It's catchy and well-written, with a lot of harmony and is sung well. The band is very tight and has a good rhythm section.

MISKILL & THE HUBCAPS

Coasters

Art Laboe's Club, Hollywood

Just as you thought the world was today, another hit single, "The Big Beat & The Hubcaps," fresh from Kemosha's recording studio.

BINGE & THE BINGOS

Other various Artists

The seven-member band pulled into the spotlight when they were chosen by Dr. Wayne to represent the United States at the 1964 World's Fair. Their performance was a hit and they gained the audience's respect.

MELROSE'S LINGER ON CHARTS;

Instruments Show Muscles

LOS ANGELES—Instruments show muscles. The recent trend is towards more use of musical instruments in rock music. This is evident in the recent performances of various groups such as Los Angeles, Chicago, and New York. The use of instruments has been increasing in popularity, and is likely to continue to do so in the future.

Melodies Linger on Charts;

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Eagle Winter's "Frankenstein" is No. 10 on the charts, and "Hocus Focus" by Focus is a star. The Hot 100's third most popular song is "What a Wonderful World," and is sung by producer's assistant Bob Dylan. The song is a big hit on the Billboard chart.

The sound of silence reduced by 80%
Talent

WHO—WHERE—WHEN

(All entries for WHO—WHERE—WHEN should be sent to Sam Sutherland, Billboard, 1 Ave Plaza, N.Y., N.Y. 10003.)

LUCY OWENS (Capitol): Landing, Michigan, May 18.
DON McCLEAN (Columbia): Nashville, Tenn.
JEANNE PRUETT (ABC): Western Louisiana, Pa.
LEWIS RAY (Columbia): Larry's Barn, Circleville, Ohio.
GORDON RAMSEY (ABC): Liston, Ohio.
RALPH HEFFNER (ABC): Joppa, Md.
SUNSHINE BAND (United Artists): Christmas, Ohio.
THE BROTHERS FOUR (ABC): Joppa, Md.
THE ROLLING STONES (AB).: Uniondale, Long Island, N.Y.
SNICKERDOODLES (ABC): Terre Haute, Ind.
JOSEFOM (ABC): Saint Paul, Minn.
JIMMIE RODGERS (ABC): Naples, Fla.
DEE DEE JONES (ABC): Independence, Ohio.

New N.Y. Nitty

NEW YORK — The combination of a nightclub featuring live and recorded entertainment, will open Wednesday (23). The club will schedule a continuing entertainment policy with headline and debut performers.

MAY 12, 1973, BILLBOARD
Used People.

Used by Contac, AT&T, Cover Girl, Lipton, Mercedes Benz, Roberta Flack, Paul McCartney, B. J. Thomas, David Steinberg, Charlie Brown, Sivuca, Blue Oyster Cult, Eric Weissberg, Polydor, Columbia, Elektra and Atlantic.

LUCAS / McFAUL

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Composing, arranging, commercials and film score production.
Complete recording facilities.
Use us.
**BEST NEW SINGLE OF THE WEEK:**

**"NO MATTER WHAT"**

**G. C. CAMERON**  
(MOTOWN M1234F)

**BEST NEW ALBUM OF THE WEEK:**

**"CALL ME"**

**AL GREEN**  
(RI-XSBL 32077)

---

**Billboard Special Survey for Week Ending 5/12/73**

**Billboard Soul Singles**

- **Singles**
  - **Title**: Funky Worm  
  - **Artist**: Barry White  
  - **Label**: Cotillion (Crush)  
  - **Pos. 2**  
  - **Parent**: None  

- **Title**: Talking to the Moon  
  - **Artist**: Willi fern  
  - **Label**: Reprise (Warner Bros.)  
  - **Pos. 9**  

---

**Billboard Special Survey for Week Ending 5/12/73**

**Billboard Soul LPs**

- **Title**: Don't Make Me Over  
  - **Artist**: Mary Wells  
  - **Label**: Motown (Motown)  
  - **Pos. 23**  

---

**By JULIAN COLEMAN**

The Newport Jazz Festival-West to be held June 17-19 in Los Angeles, Santa Monica, Watts, UCLA, and Hollywood will feature a total of over 200 artists throughout the week-long festival activities. Artists will range in number from piano soloist Cecil Taylor to the 22-piece big band of Lionel Bellas. Also featured during the week are singers, Carmen McRae, Esther Phillips, Billy Eckstine, Stevie Wonder, Billy Paul, The Staple Singers and Gladys Knight and the Pips.

Gospel singer Albertina Walker was honored by a large crowd of admirers and colleagues recently in Chicago on her 25th anniversary.

Gathered on the stage were 18 singers who have sung with her famed Cavarnia during the years of their existence.

**HOTLINES:**


---

**Paul Anka** (center) flanked by Edwin Hawkins (right) and conductor John Harris as they run through one of the tunes written by Anka for the Edwin Hawkins Singers' forthcoming Buddha Records album, which will be produced by Anka.

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**MCA Records artist Dobie Gray will be at Elkhart Field in Denver May 13. Gray's single success, "During A Divorce," already a pop smash continues to pick up more new believers...**

**The Persuasions** first album on MCA titled "We Still Ain't Got No Number"... Dusty Groove of Stax/Na Na trying the solo route with Bill Withers' "Lonely Town, Lonely Street," on Buddah. Vee Albers latest single on Lion Records, "Love Is All Around Me...." The Crusaders have signed to appear on RBCS' "Urban Groove" TV show May 11... The Supremes' new Motown single, "We're All Through," written and produced by Stevie Wonder was released in England just 10 days ago, it being played 40 times a day radio Luxembourg. But Michael Leslie and the students at Rutgers University, New Brunswick, N.J., want to know what's happening here in the U.S. Is somebody keeping on the job? Their plea is: "Please don't lose this hit. "It Doesn't Need Nothing," is the new one from Jr. Walker & the All Stars.

**Breakout**

Chairmen of the Board: "Finders, Keepers." (Innovations); James Brown, "Think." (Polydor); Intruders, "I'll Always Love My Mama." (Gamble); Jackie Wilson, "Because of You." (Brunswick); Michael Jackson, "With a Child's Heart." (Motown); Ezen Baptist Church Choir, "I'll Make It Alright." (Mythax); and William Bell, "Lovin' On Borrowed Time," on Stax.

-Freddie Harris of Los Angeles reads Soul Source. Do You?
BACK ON THE CHARTS TO STAY!

"LA LA SONG" (TC-2022)

Detroit  WJLB - WCHB  New Orleans  WBOK
Philadelphia  WHAT - WDAS-FM  Mobile  WGOK
Baltimore  WWEN  Houston  KCOH - KYOK
Washington, D.C.  WOL  San Antonio  KAPE
Norfolk  WRAP  Ft. Worth  KNOK
Memphis  WLOK  San Francisco  KSOL
Atlanta  WIGO - WXAP  Los Angeles  XPRS
Miami  WRBD - WMBM  Newark  WNJR

FROM THIS NEW ALBUM

Leon Haywood

BACK TO STAY

T411
Country Music

Country Goes to Bat at Parkballs

NASHVILLE—The Music City baseball team, which includes top-billed artists, legendary figures, and sports personalities, will play in at least six major league baseball parks this summer.

In an effort to expose country music to a broader audience, the games will be followed by a one-hour country music show, featuring those playing ball and "others who want to take part."

3 Publishers Swell Totals

NASHVILLE—Announcement of the formation of three major publishing firms here was made this week.

Harlan Sanders, formerly associated with BMI, was formed with William Fair (BMI) and William Green (ASCAP), and is signing a series of writers.

Sanders first received attention as a song writer while serving in a California prison with Glen Sherley. He became instrumental in the release of both men. He formed a company with Cash's blessings.

The other company, Let There Be Music, Inc., formed by Bill Cason Enterprises, and is general exclusively for new writers. It will not include any of Cash's own masters, and the catalog already has been involved in recordings.

Nashville Scene

The Buddy Lee Agency, now the largest in its kind in the world, keeps on winning more deals. The latest of these are Hal Wayne and Bobbie Gentry, who have close to 80 artists on their roster.

Clay Grey, pledged with misfortune, has now the engine on his bus, while on the East Coast, he's still making the rounds, but after it smashed through a radio station, he's not sure he needs one. New York is setting for a new LP on Barony...and the recent addition to the roster, Ollie Davis and the band, is now back from a Miami Beach vacation.

Denny Davis and the Brass return to Harrah's in Reno over the holidays next December and January.

Scruggs' 1st Film Score

NEW YORK—Bill Scruggs will write the motion picture score for the Warner Bros. film, "Where the Lilies Bloom." The original song and new version of the joey's theme as a composer of a complete film score, previously, Scruggs has "Foggy Mountain Breakdown" had been incorporated into the score for the film, "Bonnie and Clyde." The Scruggs Reunion, which is actively engaged in a national tour, will also perform on the film's soundtrack.

Phonogram Inc., announces the addition of Penny DeHaven to the company. DeHaven is the singing sister in Miss DeHaven and her producer Kenny Jerry who is vice president, Phonogram Inc., Nashville A&R. The release of her first single is planned immediately.

NUDIE BOWS OWN LABEL

LOS ANGELES—Nudie, who creates costumes for the leading recording artists in the world, ranging from Elvis Presley to the crooners and almost every country artist, who ever played a guitar, is launching his own record label, Nudie Records. First release was produced by Chiffie Stone, and features Nudie playing mandolin with such sidemen as Tex Williams, Smokey Rogers, Roy Lunn, Buddy Rhodes, and Joe Cartwright. Corky Mayberry, veteran country music personality now with KFOX-AM here, is a partner in the new label.

The album will be called "Nudie and His Mandolin," and features the mandolin as a hobby for years and as a kid once appeared on stage at the Palace Theater in New York with Eddie Cantor, but got stage fright and didn't play.

Edwards Foundation To Benefit From Reunion

HOLLYWOOD—A reunion of the featured artists of Chiffie Stone's "The Saddle Horse," will take place here at the Palladium during May 18, for the benefit of the John Edwards Memorial Foundation.

The show, planned and staged by KLAC, will bring together Emory Cohen, Shot Jackson, Davis Travis, Dallas Frazier, Bucky Tish, Jane and Jessie Black, Sherry Lane, Molly White, Carl Wilson, Jerry Lee, Alba Bruce, Janie Davis, Johnny & Jesse, Junior, and others.

The John Edwards Memorial Foundation, based at U.C.L.A., is chartered as an educational non-profit corporation, and was established for the purpose of furthering "the education, preservation' of country music.

"It is our responsibility to see that the Foundation continues in fine work, and that it lives," said Bill Ward, KLAC manager. He noted that all those contributing their talents are the same way.

The entire evening's program will be broadcast by KLAC.

Mountainous Talent Search

COLORADO SPRINGS, Colo.—The annual KPIX Talent contest will be held here in July, with an entry fee of $50.00.

The winners will compete in the finals at the Pappy Dave Stone country music festival during the third week in June.

In addition to the cash, the ultimate winners will also appear on the Bill Anderson TV show, an audition for an appearance on the "Grand Ole Opry," a similar audition for the Bill Goodwin Talent Agency in Nashville, a tour and audition for Buck Owens Enterprises, and a trip to perform on stage with Owens, and a week's trip to Europe, sailing the Caribbean.

The winners will be chosen by a panel of judges, including：

BILLY FARR, vice president of marketing for Polygram and past president of the Country Music Association, presents a cash award to the winner. The other judges are：

Newson, a local artist, whose session was done totally with "Mountainous Talent Search," and Roland Eaton, the first of several masters purchased by Enterprise from Capitol. It was released after re-recording. The company also plans to release a record by Roy Hallmark, from Birmingham, in its process of signing new Capitol artist used. Now, and is about to release an LP by Eddie Borden, Future Bond sessions will be produced by Jerry Casamento of Nashville.

Jerry Seabold, director of the Enterprise operation, said two more artists are being signed and will be released shortly.

"It's been a matter of setting up internal," he said, "and getting products as quickly as possible," he added.

Flemish Publ. Sets 4 Songs

NASHVILLE—Bar Van de Laar, director of Gramophone M.V., in Nashville, has released four songs here with local publishers.

In a song around the world, Van de Laar has been placing masters, which are not included in the melody to be utilized by printing companies. These songs placed here were with the Glaser Brothers and with Kemiri (also formerly Great American Songs publishing firm. One of the songs was released by Paul Severs, a leading singer in Belgium.

Van de Laar, formerly with Larrington Productions, was involved in the European release of the Cedarwood song, "Roses for Roses," distributed overseas as "Roses for Sandra," which became a hit big.

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Stax Country Group in Expansion Surge

MEMPHIS—Enterprise Records, the country arm of the Stax empire, has "quietly" put its operation, and now is hitting the market hard with product.

Sailing along for a year with only one artist, C.B. Mcclintic, the firm has added four new artists to its roster in the process of signing others.

It has just released a McClintic album and is releasing a new single. It has released singles by Paul O'Brien, a Texas-based country artist, and Orlando; Dale Eady, a local artist, whose session was done totally with "Mountainous Talent Search," and Roland Eaton, the first of several masters purchased by Enterprise from Capitol. It was released after re-recording. The company also plans to release a record by Roy Hallmark, from Birmingham, in its process of signing new Capitol artist used. Now, and is about to release an LP by Eddie Borden, Future Bond sessions will be produced by Jerry Casamento of Nashville.

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BUCK OWENS MONTH 1973!
A NEW ALBUM!

BUCK OWENS

AND THE BUCKAROOS.

AIN'T IT AMAZING, GRACIE

AND IN CELEBRATION
12 GREAT BUCK OWENS CATALOG LPS!

The Best of Buck Owens. Vol. 4

BUCK OWENS

Live at the Nugget

BUCK OWENS

And The BUCKAROOS

Ruby
Heartbreak Mountain
Buck Owens Plus Four

The Best of Buck Owens. Vol. 2

And His Buckaroos

BUCK OWENS

Live At The White House

BUCK OWENS

Under Your Spell Again

BUCK OWENS

Under Your Spell Again

ST-695
ST-795
ST-0105
ST-1126
ST-0930
ST-1116
STDB 530

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Closed-Circuit Country Concert to Be Cabled

NASHVILLE—Shirley Enterprises of New York, a closed-circuit television production company with franchises in Pennsylvania, will televise a closed-circuit live production from the stage of the Grand Ole Opry House here next week.

This historic first will involve seven leading artists, all set up by Jimmie Skinner Back

CINCINNATI—Jimmie Skinner, veteran disc artist and songwriter, is back in action after an extended layoff due to illness. He is currently playing one-nighters in the Ohio, Kentucky and Tennessee areas to plug his new album, "Questfully Yours," which he cut recently at Rusty York's Jewel Recording Studios here. Dick is on Ed Boski's QCA Records label. Skinner formerly operated the leading retail country music record outlet here.

MUSIC CITY CELEBRITY PRO-TOURNEY HOMELESS

NASHVILLE—As of now, the Music City Pro-Celebrity golf tournament, slated for October, has no home.

However, officials of the tournament said several offers have been received from courses in the area to take over the tournament, scheduled for the time being by Crockett Springs golf club. The tournament was held last year.

Some members of the committee are known to be leaning to Harpeth Hills, a municipal course which housed the tournament for a number of years.

The tournament is held in conjunction with the Birthday Celebration of the "Grand Ole Opry" and is sponsored jointly by the Country Music Association, the Junior Chamber of Commerce and the Nashville Tennessean.

Country Music

Nashville Scene

Buddy Lee has booked David Rogers, Penny Delavan, Bobby G., The Country Cowboys and Joe Stamps neatly into military installations. . . . The St Phillips TV show, taped in Nashville, had guests such as Jeanette C. Bily, Don Gibson, Webb Pierce and Carl Smith. . . . Lois Johnson and Don Silver slaying busy on the club circuit. . . . George Morgan may have an all-time long run. He's been booked three days a month for the rest of the year at the Long Branch in Wichita, Kan. . . . Larry Finlan is handling the 31st Day from Bowling Green, Ky., where he's appearing nightly, to Nashville. . . . Waylon Jennings and the Waylors pitched them in at Petersburg, Ill., and Walla Walla, Ky., on successive nights.

Songwriter/singer Ronnie Self recorded a new showcase Nashville hospital from a broken leg and tacco-rationed himself in a week . . .

Vito Peletti, the "Grand old man of the Grand Ole Opry" is scheduled here in Chicago for a tour, then to his own studio, Perry's Place, at Houston, Tex. Anthony and then performed a number of commercials for Scotty Turner and his Nashville Tower, after Larry Drake's studio, where. Columbia's Tony Tucker broke all records at the Richfield Show in Poughkeepsie, N.Y. . . . Butler Autumn to date over 250 on the whole Carter Family. The first he did with Maybelle Carter is the talk of the industry . . . Tommy Cash made a guest appearance on the recently-closed Lunch Show in Cincinnati . . .

Charley Pride, after a 6 week vacation, has recorded again, and is back on the road. With him are Johnny Russell, Alex Houston and Elmer, and Don Williams. . . .

Walters in Minneapolis, Tenn., celebrates its 20th anniversary with a big country push. Worth now has two Bill Macks. Mimsie Pearl and husband Henry Cannon were guests at the White House. Mimsie, one of the greatest musicians, ever gifted to all of us, will do a telethon for the Salvation Army May 27th with Roy Clark, Sammy Davis Jr., and the Sound Generation. He will also address the American Optometric Association in San Francisco June 27th. With Continental Attractions in Wiesbaden, Germany, Buddy Lee's Jerry Rivers has seen a 6 day, 6-night tour in the United Kingdom and the United States, including England, Germany, Greece and Turkey, this September. Ruby Wright sings harmony with her mother, Kitty Wells, on Kitty's next single, said by those at the show to be the best she's ever done. Watch for it . . .

Busy Mary Reeves Davis went to a CMH board meeting in New York, attended to business in Amsterdam. Holland, went to the Wemlby Festival in London, and returned to go back for her own label. She also hasitten up for Europe, the first of which is the Wilma Burgess single. She also signed George Kent, formerly with Mercury to her label. He will be produced by Bud Logan. . . .

The body of Music Row secretary Mary Margaret Wright found nowhere where she had been murdered. She worked for Columbia Records and, more recently, for AFTRA, Texas Bill Strong, still active with radio and television in the Minneapolis area, has signed with Brite Star Records. George Riddle, Jimmie Skinner and Anne Thomas. Combine Music, headed by Bob Beckham, has signed Tom Winiperman as a songwriter.
David Rogers
1st Atlantic Record
Just Thank Me
Is A Smash!

Published by:
Tree International

Written by:
Jimmy Stewart and Doug Ashdown

Bookings:

Billboard Hot Country Singles

<table>
<thead>
<tr>
<th>Title, Artist</th>
<th>Week</th>
<th>Date of Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Come Live With Me</td>
<td>3</td>
<td>5/12/73</td>
</tr>
<tr>
<td>Behind Closed Doors</td>
<td>2</td>
<td>5/12/73</td>
</tr>
<tr>
<td>The Empty Arms In The World</td>
<td>4</td>
<td>5/12/73</td>
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<tr>
<td>What's Your Mama's Name?</td>
<td>5</td>
<td>5/12/73</td>
</tr>
<tr>
<td>Nobody Wins</td>
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<td>5/12/73</td>
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<tr>
<td>Walking Piece Of Heaven</td>
<td>9</td>
<td>5/12/73</td>
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<tr>
<td>Ding Dong</td>
<td>10</td>
<td>5/12/73</td>
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<tr>
<td>Listen To Your Heart</td>
<td>11</td>
<td>5/12/73</td>
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<td>If You Can Live With It</td>
<td>12</td>
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<td>Superman</td>
<td>15</td>
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<td>Good News</td>
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<td>Bring It On Home</td>
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<td>You Can Have Her</td>
<td>19</td>
<td>5/12/73</td>
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<tr>
<td>I Love You More Than I've Ever Done</td>
<td>20</td>
<td>5/12/73</td>
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<tr>
<td>You've Got Me Right Where You Want Me</td>
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<tr>
<td>Honky Tonk Mike</td>
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<tr>
<td>Love Me Game</td>
<td>21</td>
<td>5/12/73</td>
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<tr>
<td>After You</td>
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<td>Tie A Yellow Ribbon Round The Old Oak Tree</td>
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<td>Sweet Country Woman</td>
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<td>Keep On Truckin'</td>
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<td>Something About You I Love</td>
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<td>Orange Blossom Special</td>
<td>36</td>
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<td>Chained</td>
<td>32</td>
<td>5/12/73</td>
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<tr>
<td>Send Me No Roses</td>
<td>38</td>
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<tr>
<td>Dazy A Day</td>
<td>33</td>
<td>5/12/73</td>
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<tr>
<td>Let's Build A World Together</td>
<td>34</td>
<td>5/12/73</td>
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<tr>
<td>Sound Of Goodbye/The Song</td>
<td>40</td>
<td>5/12/73</td>
</tr>
<tr>
<td>Nobody Sings</td>
<td>42</td>
<td>5/12/73</td>
</tr>
<tr>
<td>Give A Little, Take A Little</td>
<td>42</td>
<td>5/12/73</td>
</tr>
</tbody>
</table>
Philips: The Shortest Way to Success Is a 'Straight' Line

By IS HOROWITZ

The straight classical road is no easy path to success for Philips Records, whose march to a position of increasing strength has yet to be overtaken by overt steps to woo the crossover, MOR market. The label is not about to join the "greatest hits" parade or adopt any other merchandisingploy in the predictable future, according to M. Scott Mamps, ad dir.

Apparently none is necessary. Since its switch to an all-import policy years ago, Philips has enjoyed a dynamic growth pattern. Last year, for instance, its volume increased by 50 percent over that of 1971. Miss Mamps noted, "We plan to move heavier into opera," she said, and the company will continue to pursue its goal of placing all or most of the works of Berlin and Mozart. Tape also figures importantly in the label's plans. This week Philips will debut its first imported 8-track cartridges, with 12 packages slated for the initial release. Popu-

lar classical repertoire will be featured, including the "Emperor Concerto" with Claudio Arrau, Vitali's "Four Seasons," with 1 Music, and other cartridge offerings selected by Bach, Beethoven, Gershwin and Johann Strauss. The cartridge imports list at $6.55.

As developer of the cassette, Philips will naturally continue to plug that tape configuration. Of the company's average annual re-lease of 70 albums, about half are shipped, made available on import. Open reel tapes are released through American.

New Entry

A new entry in the label's Mo-

zarthaus series of 40th anniversary reissues of the operas "Die Gar- tinenflucht," written when the composer was 18. It moves out to the field this week. A "Don Giovanni" recording, first available in Japan, is already on the market here.

The various series of the label's
to employ Davis has already been released, but major additions, including a complete "Dramatic" symphony cycle, are due in 1974. Miss Mamps said that work on the planning board, "L'Enfant du Christ" and "Harold in Italy" is currently in progress.

The Berlioz series has seen Phili-

ps volumes in its biggest hit to date. The "Te Deum" has moved some 24,000 copies since its release in 1970. Miss Mamps said, and more than 15,000 sets of the Gramme-

ny's "Benvenuto Cellini" have been sold since last October.

Dutch Dealers in Japan

Meeting Favor Classical

By HIDEO EGUCHI

TOKYO—Dutch record dealers are far more interested in the position titles of selling classical albums which are to Japanese popular hit singles. This was revealed at a briefing for 16 members of the Netherlands Association of Record Dealers, which was held recently on the Japanese music-record trade, production, and sales situation by Nippon Columbia Co., Ltd.

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"I THINK DEMETRISS
TAPPS 'I'M MISSING
YOU' IS A GREAT
RECORD!

Sanny James

ABC RECORDS

#11362

"(Continued on page 31)"
LP's Surge in Rag-Time Boom

Hocutt, its general manager, "Our sales of accounts are consistent. The distribution services we offer are different from a typical record company. We aim to provide a service to independent radio stations and provide a service to independent record labels."

Up until now, the company has been known for its "Rag-Time Boom" label, which has been a hit with independent radio stations across the country. The company's latest release, "The Rag-Time Boom, Vol. 2," has been well-received by listeners and critics alike.

New York, New York - The Rag-Time Boom label has released its latest album, "The Rag-Time Boom, Vol. 2," which features a mix of classic and contemporary rag-time music. The album has been well-received by fans and critics alike, and is expected to be a hit on radio stations nationwide.

General News

RCA, Atlanta Station Sponsor Wayne Contest

NEW YORK—RCA, the Atlanta-based radio station, has announced a contest where listeners can win a chance to win a trip to New York City to meet the station's favorite performer, Wayne. The contest is open to anyone who listens to the station during the specified time period.

Dutch Dealers in Japan Meeting Favor Classical

Dutch dealers in Japan have met with favor to classical music, indicating a growing interest in the genre in the country. The meeting was held in Tokyo and was attended by a number of Dutch music dealers and distributors.

Jingles & Label

HUNTSCOMBE, Ala.—Dreamcast Records has been founded here by Rick Corbin. The company will be focused on creating jingles and sound effects for local radio and television stations. The company is currently looking for jingle writers and producers to join its team.

The Arcane label has released a new album, "The Rag-Time Boom, Vol. 2," which features a mix of classic and contemporary rag-time music. The album has been well-received by fans and critics alike, and is expected to be a hit on radio stations nationwide.
LOS ANGELES—TEAC Corp. of America is moving further into mass merchandising and independent retailing. The company's cassette dealers are being given a new marketing strategy, with the addition of their cassette line to help broaden their retail base, planning a broadening of retail exposure and expanding sales training.

In addition, the firm will also move more deeply into U.S. production and will expand advertising to reach women's magazine and more consumer-oriented media, including television.

"We are already in a number of outlets besides the audioophile store," said vice president and general manager George DeRado, "but we want to further broaden our base. To get the volume we want, we need 3,000 to 4,000 outlets. There are about 3,500 audiophile dealers in the nation, and about these 2,700 are acceptable to any manufacturer. This number we have to go to other outlets."

"The dealer who gets into hardware has to make a commitment," DeRado added. "It takes a guy willing to make an investment for display material and backup stock and a certain kind of advertising. We have a sales training program where we will show a dealer how to set up a demonstration, how to approach a customer and what to point out in the way of features. For example, we display one of our cassette units and one of our reel-to-reel units together and ask the customer which one he prefers. Selling cassette decks in this way really sells against ourselves.

"We have a broad training program," DeRado continued, "because we are dealing in a specialized area that has a learning curve to move product starting at around $125. We send out a TEAC Teach Talk bulletin, go over features in layman's terms and get as many as possible in various cities. The rep sets up a

Domestic Turn; Ill. Speaker Co. Sales Booming

By EARL PAIGE

ANTIQUO, Illinois—The recent dollar revaluation, improvements in vinyl construction and quadratic sound have combined to give U.S. speaker manufacturers an unprecedented marketing opportunity, according to Herb Gevrut, Technical Director for Gevrut's boom is basically domestic oriented, other U.S. speaker manufacturers have even reported increased export sales, among them Jenson Sound Laboratories (Billboard, April 14).

Actually, Gevrut and his father, Henry, have been in the speaker business since 1931 under the Crescent Industries banner, but the firm never until recently produced cabinets, having been involved in components such as drivers. Now the firm is offering five models of bookshelf speakers and one floor console ranging in list price from $49.95-$249.95 and is offering car stereo speakers as well. Over the last year the firm has produced several types and systems for Fisher, McIntosh, Acoustic Research, Admiral, Bose, J. B. Lansing, 300, KLH, Magnavox, Philco, RCA and Rectilinear.

(Continued on page 9)

Irish Bows TV Tape: Zigma Blasts Discounts

By RADCLIFFE JOE

NEW YORK—Irish Magnetic Recording Tape Company will have its first blank tape video cassette in 30- and 60-min. lengths at the upcoming June Consumer Electronics Show along with an Irish 3-Pak and a new 40-min. blank cassette.

But Zigma, president, said price cutting in blank tape has kept Irish from releasing more new products.

"Blank loaded tape prices are not stabilized," said Zigma, "the life of the industry will be threatened.

The Long Island based firm will introduce its Audio-Visual Products reel video product that holds 30 minutes of tape on a five-inch reel. According to Zigma, the videocassette product to be shown will be designed for use in the Sony 4-inch U-Matic videocassette machine, and will initially be chromium dioxide tape. "However," he added, "the use of chrome will be but a temporary measure, and we will continue to use a compressed doped oxidized oxide product which we believe is better suited to the industry's needs."

Also planned for release at the Summer CES is a new Irish 3-Pak. This product in three 261 Professional Series C-48 cassettes in a plastic bag, that will be sold for less than $1 to the distributor.

Another new Irish product that will be debuted at the show is a 4-minute cassette. "This," according to Zigma, "will replace the firm's C-30 which had sales of 1,000 outside of educational applications, was largely ignored for use among music recorders.

Zigma said he will add up and re-introduce its 4-pack blank cassette and 8-track cartridge line, which was introduced last year, and, according to Zigma, has since found much favor among the buying public.

The 4-pack features either four cassettes or 8-track cartridges in a plastic storage case designed to hold twice that amount. According to Zigma, this item has been a big seller in this discount house and mass merchandising retail outlets.

With the execution of the C-40 cassette, Irish will not release any new cassette or 8-track products, and Zigma blames the softness of the market, created by a number of price cutting firms, on his decision to withhold new product.

(Continued on page 9)
Announcing the new Maxell Ultra Dynamic cassette.
We've added a little more Ultra to the Dynamic.

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

Our smallest improvement is our biggest improvement.

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

Other improvements to improve your business.

We've also designed a new metal frame which holds the pressure pad much more securely than ever before. Plus a five-second timing leader that's also a headcleaner.

Round screws in square holes.

And lastly we've started putting our screws into square holes. Square holes are better than round ones because when the screws are screwed in, the plastic shavings from the threads get trapped in the corners of the holes. So they can't cause trouble jumping around in the works.

Our new long-playing cassette is shorter.

We're also bringing out our new improved UDC-46 cassette. It's twenty-three minutes per side. Which very conveniently just happens to be the approximate playing time of the average long-playing record. (Our other cassettes are 60, 90 and 120.)

It all adds up to better Maxell UDC cassettes. Better cassettes mean happier customers. And happier customers mean more sales.

And you know who's happier then.

Maxell Corporation of America, 501 Fifth Avenue, New York, New York 10017

maxell

Our business is improving.
So can yours.
New Products

Mil Army Sale -Audio Devices

WASHINGTON—The Department of Defense has announced that Audio Devices Inc., of Glen Burnie, Md., has been awarded a $1,777,972 firm-fixed-price contract for an extended audio magnetic disc recording tape. The award followed the results of bids solicited, four received. This contract is one of several headquarters for Army and Air Force Exchange Service, in Dallas, Tex., and the tapes will be needed at post exchanges worldwide, Army sources explain.

Those interested in exactly what the tape will sell for can get the information from the Department of Defense headquarters, which sets its own guidelines and determines tapes for other branches of the military. The contract specifies that Markup can run between 4 and 10 percent, by rough guess, probably nearer 10 percent, with one information estimate. (Record albums with $5.98 list sell for about $7.50; in many cases, and sometimes as low as $5.20, it was pointed out. Markup guidelines are subject to variations and exceptions.)

Sales Booming

Continued from page 33

Gefvert, who spent two years at Hamilton Watch Co. and has served in the Army, bears a particular input on the other side of the sheet. He also mentioned his own background in electronics and the need to stay with the latest equipment.

However, a major breakthrough occurred when the manufacturer switched from the traditional vacuum tube to the transistor. Now, the company is able to offer a high-quality record player at a lower price. The latest model has been produced by the manufacturer and is now available in Japan.

Customers at the second location can also place orders for the product by mail. Inquiries are welcome.

The company's success is due to its attention to detail and quality. Gefvert and his team work hard to ensure that every component is perfect and that the final product meets the highest standards.

Shipping is included in the price of the product, and the warranty period is two years. For more information, please contact the company or visit their website.

New TDK Book

NEW YORK—TDK Electronics has updated its popular 48-page booklet "The TDK Guide To Cassettes" and is offering it free, upon request to dealers and recorders around the country.

The colorful, pocket-sized book is crammed with facts and tips for those who want even more about tape recording techniques, and how to get the most rewarding results from home recordings.

According to the TDK, the book is the most comprehensive available and includes, in addition to a complete tape recording technology and terminology for the listener, included in previous are explanations of the various types of tape formats and their relative merits and applications.

As the book's title indicates, emphasis is on the cassette, with sections on the reel-to-reel, and on the tape itself. What are the best results when recording, how to, etc. The book includes practical and turntable techniques, as well as a glossary of terms, and a description of TDK's full line of 18 different cassettes in a guide to the best.

Dealer and consumer inquiries for the book should be directed to TDK's Long Island, N.Y. office.
CBS Blank Tape; Hardware Tie-ins

"The plan is still in the talking stages," said Cohen, "and it may be a little while before we have devised a completely acceptable way to put the idea into operation. However it will be done, and we believe that the move, when implemented, will give an additional market boost to both Columbia Magnetics and Masterworks products.

Cohen admitted that this will be another avenue whereby Columbia is thinking about cobranding its name, which has so far helped considerably in widening consumer acceptance of the relatively new Columbia and Soundcraft lines of blank tapes.

MOTOROLA CAR SOUND WELL & VERY LIVELY

CHICAGO—Officials of Motorola's automotive products division are busy again explaining that the car sound showing is not affected in any way by the decision of the consumer products division to phase out audio products. Tom Carroll, national sales manager, automotive sound, said, "Our April sales this year are better than the whole second quarter of '72—everything is up and go."

While the division is expanding in recreational vehicle home oriented equipment (Billboard, April 21), Carroll said no discussions have originated yet about adding non-TV home units, though the automotive supplier is in the market for an amplifier, a head unit and a portable 8-track. Motorola's automotive division also, Carroll pointed out, is heavily involved via a joint venture with Alps Motorola, in OEM supply of 8-track decks for home players and this private label activity is also increasing.

Sure, you guys make great car stereo units... But is your advertising message riding in the right vehicle?

It is if it's in Billboard. Okay, Billboard is the number one music newsweekly, but there's a lot of key manufacturers and marketers of home entertainment product—hardware, software and accessories—who are cashing in on the impact that Billboard carries in the world of consumer electronics.

Did you know that Billboard is the only "music" magazine with full coverage on entertainment electronics and accessories? It is, and if your product is a part of home entertainment action it: the buying influencers responsible for supplying mass merchandisers, retailers and specialty stores.

Why not get your fair share of this rapidly growing market through Billboard's unique, unduplicated reach?

For a private screening of the Billboard consumer electronics story, call Ron Willman, Manager, of Consumer Electronics Sales, 1 Astor Plaza, New York, N.Y. 10010 (212) 764-7303, or a Billboard account executive in an office near you.

It's your move.

SPECIAL SAYS FROM
DYNASOND!}

TEAC Mass Buyer Focus;

- Continued from page 33

few days in a hotel and dealers are invited. We do it with a chain or several independents together. We also put out a cassette training tape for the reps who in turn train the dealer.

The firm is also broadening its base in this area. Currently, there are two auto and five home decks in the line. "How many about the car units," DeRado said, "is that the person who enjoys good sound in the home will want it in the car. For the home dealers, we feel that with Dolby and other features the sound is almost becoming equivalent to reel-to-reel in some cases."

TEAC will bow an in-dash FM cassette deck at the Consumer Electronics Show in June. The firm is also trying to find possibilities of using Dolby for the car.

In the area of recorders, DeRado feels quadricascopic will help solve the configuration problem, though the current unit is primarily going to professionally oriented home buyers. "Real-reel has gone down in dollar value," DeRado said. "The things have liberalized now. What has happened is that anything under $300 has sort of faded out and the firms making this product have dropped out of real-reel. These people have gone into cassette. We've found more young people going in for reel-to-reel, and I think there are several reasons."

"Kids today are exposed to a lot more than the radio. They hear good music in the car from 8-track units and they hear tape and good quality music everywhere. The configuration is not a stranger in that market. The idea of real-reel lies with those people who have constantly been exposed to good sound. Our demographics show that our average buyer of reel-to-reel is 18 to 34 years old and the average age of the 4-channel buyer is 18 to 26.

DeRado feels a good average price in reel-to-reel is $450 to $500, which is the equivalent of the mass market in that configuration. He feels that a high-end cassette is at about $399, while a good quality deck can be purchased for $250 to $320.

The firm also plans some advertising in this country, to begin. Other manufacturers are looking into this," DeRado said, "and we will feel our way in this area fast but we want to be ready. Labor is gone up 17 percent in Japan so we have to look several years into our advertising plans."

The firm has also gone more heavily into advertising recently, with ads now running in Playboy, Rolling Stone and Our Saturday Night. It is also thinking of advertising in certain TV specials. "If one of these ads we will not talk down to the car product, but will talk as straight as possible. I think too many have been talking down. We really want to see if the women are interested in our products. Also it is important when building because we have been advertising largely because the women aren't interested in our products, and we think it is partially because the women aren't interested but what we are not talking to them."

TEAC may also try a tie-in with a leading car magazine or Dolby tape to be offered to the firm's manufacturers. It may also not be a demonstration program, but a "name" singer and band.

BASF Push on Premiums

BEDFORD, Mass.—BASF Systems, Inc., has made a major move to capture a piece of the lucrative premium market. The company, which recently mounted a major consumer drive with its line of blank loaded cassette and 8-track tapes and cassette recording equipment, will launch its premium market drive at the annual Premium Show scheduled for the New York City Convention Center last week.

According to BASF's marketing manager, Gerard Berhider, the importance of the premium market to the overall growth plans of BASF Systems, has prompted the company to launch a completely new division that will address itself exclusively to the premium market.

Heading the Premium division is Robert Murphy, who will supervise a staff of specially trained premium sales representatives located in such key cities as New York and Los Angeles. A national network of field representatives has been established for premium sales.

Berhider said that his firm's premium market thrust is not an aggressive move, but one based on an intensive research by BASF into that area. "We are convinced," he added, "that the premium market is one of great potential for us. It is also a very specialized market, and we thought it would be unwise of us to begin dealing in it without our regular sales staff, hence the decision to form a separate division.

Berhider said that initial response from premium buyers has so far been most encouraging. He added that a significant percentage of his company's marketing and merchandising budget for tape products will be channeled into establishing BASF's name in the premium field.

New Tape Folder

- Continued from page 34

able in two height sizes, a five-inch height suitable for tapes and/ or 45s, and a seven-inch height for albums. List prices are $5.95 and $7.95 respectively.

According to Anthony Merola, president of Audiovox Products, the unit is being sold to mail order houses, mass merchandisers, record shops and other outlets which sell record and tape accessories.

Merchandising plans to support market introduction of the Folder Holder include demonstration, point-of-purchase displays, and advertising through print and television media.

SALES DYNAMITE FROM DYNASOND!

the exciting new model 3220 list

STOWAWAY

Cassette Storage Unit

Specially designed to store 12 cassettes, individually, in an easily changeable storage unit. Includes 4-inch spine space, all lift-off lid and frame packaging.

Cash on the Stowaway's tremendous appeal

Give us your phone today

DYNASOND Division

AUDIOVOX Corp.
150 Martin Blvd., Hauppauge, N.Y. 11786
Sound is our business. You know it.
Visit us in CES Booth 223-224
Toshiba and Ultrasonic speakers were added to a line that includes Aftermarket (manual coin cabinets). Master Mfg. Co. and Maxwell Corp., by the Charles A. Berube Co., Westfield, Mass. The company, formed in 1967, employs Mark Carter to cover VI, western Mass., Conn., and R.I., with Charles Berube covering N.Y. State, N.C., N.H., Maine, and eastern Mass. Other personnel include Daniel Berube as auditor and special sales, and Penny Berube, office manager. Mike, son of Charles Berube, also helps his dad out in the office.

Eklar Associates moved into new offices in Atlanta and resigned territories for more efficient service, according to president Helon Fowler. Vice president Pernon E. Howell will cover most of the Carolina. Forrester will work Chattanooga, western N.C. and S.C., north Ga., and Atlantic George Waldrop will cover south Ga., Ala., and Miss. E.D. Langston will oversee west Tenn., north Ala. and north Miss. Branch offices are located in Huntsville, Ala., and Raleigh, N.C. Lines roped include Akai, Altec, Arista, Cabrience, Johnson, Perco-Simpson and Signal Science.

Jennings & Assoc. have moved to larger quarters at 13072 Raymer, North Hollywood, Calif. Richard A. Geer has joined his brother at C.A. Geer Company, Kentwood, Mich., and will take charge of a new office opened in Pontiac, Mich. He will service distributors in the company's eastern area for ACA Antennas, CRYSTAL tubes and Crystal tape.


Dick Rose, Astro Sales Co., Cleveland, announced the addition of Richard Pheas as sales rep, to cover Pittsburgh, western Pa. and W.Va. Pheas will be assisted by Aliste who was responsible for sales administration and inventory control systems. Ray Niel will continue as rep for mid-O. and parts of Cleveland, with Steve Weis covering northern O. and northwest Pa.

Jetting off to Hawaii for Le-Bo Products is Norman Berkoff, president, Norm Berkoff & Associates, Los Angeles. Berkoff represents Le-Bo in Arkansas, California and Hawaii, and at all the national shows. He and salesman Ray Stewart also handle Orbit speakers and are looking for new record and tape tapes to expand the business. Berkoff went into business for himself last August after serving as rep for another firm.


The total sales force of eight men from the L-C-A Sales Co., Tuckers- ton, N.Y., attended the Las Vegas NEW COM '73 distributor show May 24. They also plan to attend the June CES Show in Chicago "en masse" and will probably attend the Winter CES in January as a group.

BASF for people who really know.

When they start to jam, your BASF Cassette won't.

Ever lose the most exciting moment of a performance because your cassette jammed? At BASF we've done something to keep that from happening again. We've added Special Mechanics™. The first jam-proof system that really works. Not just some time. All the time. Inside each BASF Cassette, two precision guide arms feed the tape smoothly from reel to reel. So there's never a rough wind, never a snag. These unique guide arms also eliminate those annoying distortions like wow and flutter that seem to be "built-in" to most ordinary cassettes.

Combine our Special Mechanics with the superior sensitivity of BASF tape and the result is a fidelity and range you'll have to hear to believe.

Sound reproduction so good, it's made BASF the best selling Cassettes in all of Europe.

Here in the states, people who really know superior tape quality are turning on to BASF too. You'll know why the minute you hear one of our SK, LH or Chromocassette cassettes.

For more information on BASF's complete line of Audio Products including cassette recorders and reel-to-reel tape, write BASF SYSTEMS, Crosby Drive, Bedford, MA 01730.
CHICAGO—Experts in many areas of programming will participate in the first-ever Billboard Jukebox Programming Conference. The experts are those who believe the potential revenue to be gained from oldies is not being fully exploited because too much attention is paid to the big hits of the past.

Here for the event, May 19-20 at the hotels Ambassador will be Wayne Volat, Peabody Records, Los Angeles, a one-stop and rock-and-roll firm specializing in oldies; Richard Fruiting, Little LP's Unlimited, Department, Conn.; Marshall Frankel, Pan American Records, Chicago, expert in Latin music; Lawrence Litif, Music City, Nashville; New Haven, Mich., folk-punk expert; and many others.

Volat, who has been invited by Atlantic and Columbia and other labels to advise them on pulling oldies from catalogs, told his firm stocks seven to 10,000 titles, mostly on independent labels. "The best essence of oldies are those that are not the biggest hits, but those that are not the biggest hits on the charts. The oldies boom, he said, is creating a whole different market.

He mentioned Billy Stewart, an artist on Chess, who said nobody had ever heard of success on the charts, but is doing "incredibly well" in oldies now. In choosing oldies, Volat studies artists in terms of their total repertoire, where stores are located, retail outlets, 10 miles apart require entirely different oldies stock and artists particularly desired by oldies fans/country artists are just better oldie artists than others—Stewart and others.

P. E. Peabody's for music. (there's a whole other type of oldies artist."

Conference Experts to Identify Dollar Potential of Product

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P. E. Peabody's for music. (there's a whole other type of oldies artist."

Columbia Pushing Jukebox Oldies

NEW YORK—Columbia Records is capitalizing on the great demand for oldies in the jukebox market through a national mailing to programmers of its Hall of Fame/Memory Lane Single Program listing 314 of the most popular selections on the Columbia, Epic and Custom labels in all types of music. In charge of the program is Ron Brasswell, jukebox program coordinator, who will be a moderator at the Billboard Jukebox Programming Conference May 19-20 at the Ambassador Hotels in Chicago.

Many of the offerings are back-to-back classics; Louis Armstrong's "Mack the Knife/Tin Roof Blues," Dave Brubeck's "Take Five/Blue Rondo a la Turk," Miles Davis' "Round Midnight/Soliloquy," and Erroll Garner's "Misty/Dreamy" number among the jazz selections. Country selections include "Great Speckle Bird #1/Wabash Cannon Ball," Roy Acuff, "Sue Ruby Falls/Blissful," Johnny Cash (there are 10 other songs by Cash), seven selections by Ram Price including "For the Good Times/Don't Mention It Again," "El Paso/A White Sport Coat (There's a Girl Kingdom," "Round Midnight/Soliloquy," Miles Davis' "Round Midnight/Soliloquy," and Erroll Garner's "Misty/Dreamy" number among the jazz selections. Country selections include "Great Speckle Bird #1/Wabash Cannon Ball," Roy Acuff, "Sue Ruby Falls/Blissful," Johnny Cash (there are 10 other songs by Cash), seven selections by Ram Price including "For the Good Times/Don't Mention It Again," "El Paso/A White Sport Coat (There's a Girl Kingdom," "Round Midnight/Soliloquy," and Erroll Garner's "Misty/Dreamy"

In the other categories are featured artists such as Tony Bennett, Chicago, Bob Dylan, Ken Griffin's "Anniversary Waltz/Let Me Call You Sweetheart/In the Mood," Johnny Mathis, Roy Orbison, Boz Scaggs, Paul Revere & the Raiders, Simon and Garfunkel, Barbra Streisand, Bobby Vee, Andy Williams, and Frankie Valli, as well as a host of others.

What's Playing?

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

CHICAGO. Soul Purchases


GREENFIELD, MASS. "Hot 100" Purchases


CHATTANOOGA. TENN. Country Purchases


WICHITA, KANS. Country Purchases


JUKEBOX MEETINGS

MAY 12, 1973, BILLBOARD
JUKEBOX PROGRAMMING CONFERENCE
Hotels Ambassador, Chicago, May 19-20

FRIDAY, MAY 18
Welcoming Cocktail Party, 8:30 p.m.

SATURDAY, MAY 19
9:30-10:00 a.m.—Welcome and prologue, Chairman, Harlan Wingrave, president, Music Operators of America

KEYNOTER: Peter Stocke, President, National Association of Recording Merchants

10:00-11:00—Session 1
PROGRAMMING & MERCHANDISING IDEA EXCHANGE
Moderator:
Earl Paige—Billboard Jukebox Programming Editor, Chicago
George Hincker, advertising & sales promotion manager, Rock-Ola Corp., Chicago
Irv Gerson, Dart Records One-Stop, Minneapolis
Clayton Norberg, C&S Sales (operator), Mankato, Minn.
Dick Steinberg, Sterling Title Strip Co., Newark, N.J.

11:00-Noon—Session 2
ONE-STOP ROLE, HOLIDAY/Oldies/SPECIAL PRODUCT
Moderator:
Bill Williams—Billboard Country Music & Gospel Editor, Nashville
Marshall Frenkel, Disneylandia Records & Pan American Dist. (Latin Music), Chicago
Larry Ruesmer, Acme One-Stop & Lieberman Enterprises (rack jobber), Minneapolis
Stu Glassman, Radio Doctors One-Stop, Milwaukee
Wayne Volat, Nehi Record Dist. Corp. (oldies One-Stop), Los Angeles

 Noon-1:30 p.m.—LUNCH

1:30-2:30 p.m.—Session 3
HOW RADIO STATION PROGRAMMERS AND
JUKEBOX PROGRAMMERS WORK TOGETHER
Moderator:
Claude Hall—Billboard Radio & TV Programming Editor, Los Angeles
Bill Stewart, program consultant, WYOO-AM, WRAH-FM (Minneapolis), KLAH-AM (Dallas), Minneapolis
Larry Baunach, Famous Music Corp. (Paramount, Dot label family), Nashville
Bob Johnson, program director, WBBM-FM, Chicago
Jonathan Little, program director, WISM-AM, Madison, Wis.

2:30-3:30 p.m.—Session 4
SAMPLES, TITLE STRIPS, ADVANCE PROMOTION
OF RECORDS
Moderator:
Ron Braswell, Jukebox Product Coordinator, CBS label family, New York City
Don Chak, Star Title Strip Co., Pittsburgh
Paul Gallis, independent promotion representative, Chicago

4:30 p.m.—Adjournment

5:00-8:30 p.m.—Hospitality Suits

SUNDAY, MAY 20
8:00 a.m.—Continental Breakfast

9:00-10:00 a.m.—Session 5
QUALITY CONTROL OF SINGLES IN JUKEBOX,
RETAILING MARKETS
Moderator:
Ruth Sawejka, operator-programmer, Beaver Dam, Wis.
William Findlay, jukebox manufacturing engineer, Rock-Ola Corp., Chicago
Al Bodoh, jukebox manufacturing engineer, Seeburg Corp., Chicago
C. E. Bedford, General Electric, home phonograph engineering, Decatur, Ill.
Kip Parker, Acme One-Stop, Minneapolis
Andy Andersen, A-Records (retailer), Chicago

DON'T PUT IT OFF! REGISTER TODAY

REGISTRATION FORM
BILLBOARD JUKEBOX PROGRAMMING CONFERENCE
AMBASSADOR HOTEL-CHICAGO, ILLINOIS

NAME
FIRM
ADDRESS
CITY
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TELEPHONE

Please make registration fee check payable to:
Billboard Magazine.

Please make your hotel reservation personally.

REGISTRATION FEE: $60.

PROGRAMMER
OPERATOR
RECORD LABEL
DISTRIBUTOR-ONE STOP
Distributor-Other

RECORD LABEL
STATION
TALENT
OTHER

BILLBOARD Cocktails
Reception: Friday Night (5/18), 8-11:30

PAL

MAY 12, 1973, BILLBOARD
New Philippine Decree Is Seen Hitting Foreigners

most happy are the composers and songwriters, music publishers, musical arrangers, musicians, music publishers, domestic record producers and manufacturers, and with them the recording artists who are now required of music users, piracy and unauthorized use of their work is halted, record companies have been merged into music, solutions and suggestions are all weighed and considered.

The Secretary of National Defense

Jim Pierce-Etrel met with record producers and manufacturers, domestic producers and manufacturers, and foreign producers and manufacturers. The main points of the meetings in the Philippines played foreign material and discriminated against domestic material and the sure way possible to penetrate the airwaves was to resort to payola. Domestic producers also decried the fact that there are record companies allowed by the Government to operate and manage their own radio stations. This, they said, is unfair competition.

Domestic producers, blessed with amnesty, proposed a solution to the payola problem. The latter is most prevalent. In favor of domestic broadcast stations, the recording artists are now required of music users, piracy and unauthorized use of their work is halted, record companies have been merged into music, solutions and suggestions are all weighed and considered. As a result of the meeting with the defense secretary, producers and manufacturers of domestic products and manufacturers of foreign products will be required to register and be registered. Foreigners must be granted certain rights and privileges.

New Philippine Decree is Seen Hitting Foreigners

A new Philippine decree, which has been signed by the President, is expected to have a significant impact on the music industry. The decree, which will become effective on January 1, 2023, will require all foreign music publishers and record companies operating in the Philippines to register with the Department of Trade and Industry. Foreign music publishers and record companies are currently exempted from the registration requirement.

The decree also requires foreign music publishers and record companies to pay royalty fees to local performers and producers for the use of their works in the Philippines. The royalty fees will be calculated based on the number of units sold, the duration of the use, and the type of use.

In addition, the decree provides for the establishment of a Philippine Music Commission to regulate the music industry and ensure compliance with the new regulations.

The decree is expected to generate additional revenue for local performers and producers, as well as boost the domestic music industry. However, some foreign music publishers and record companies are concerned about the potential impact of the new regulations on their business operations.

New Philippine Decree is Seen Hitting Foreigners

The decree is expected to have a significant impact on the music industry. The decree will require all foreign music publishers and record companies operating in the Philippines to register with the Department of Trade and Industry. Foreign music publishers and record companies are currently exempted from the registration requirement.

The decree also requires foreign music publishers and record companies to pay royalty fees to local performers and producers for the use of their works in the Philippines. The royalty fees will be calculated based on the number of units sold, the duration of the use, and the type of use.

In addition, the decree provides for the establishment of a Philippine Music Commission to regulate the music industry and ensure compliance with the new regulations.

The decree is expected to generate additional revenue for local performers and producers, as well as boost the domestic music industry. However, some foreign music publishers and record companies are concerned about the potential impact of the new regulations on their business operations.
There is a new sound from Africa. The sound of money.

Clink, thud, rustle, rustle. That's the kind of noise we would like to bring to your attention. The sound of money.

Our idea is to make money for overseas record companies, artists, producers and publishers (with a little left over for ourselves, of course).

So we set up The Record and Tape Company with a nation-wide distribution network. Plus the latest in studio and manufacturing facilities to tempt you to give us the local rights for pressing and publishing your material in a select part of Africa.

Although we like money, we're not bank type people who think they can make a fast buck selling music to kids. We're music professionals from way back with a healthy respect for the sounds of today. Experience in the music industry of our top three men totals 32 years.

Behind this knowledge is the backing of the largest entertainment and film group in the country. From them comes our marketing surprise. Our own record shops in every large movie house in the country.

So besides the regular record bars, we shall have over 50 exclusive outlets.

To give sales the big push, we can guarantee the impossible. Exposure on the nation's cinema screens. And in a country without television that's where all the eyes are watching.

Let's make music together.

Contact Robin Taylor,

The Record and Tape Company (Pty) Ltd.

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Pathe Marconi in Big Singles Push

PARIS — Pathe Marconi, this year celebrating its 75th anniversary along with parent company EMI, is making a concerted effort on the French singles market following the considerable reorganization since the arrival six months ago of new assistant general manager Michel Bonnet.

Bonnet recognized that although French and foreign sales were healthy in the album market, Pathe had been without a major hit single for some time. While there were no problems with sales of internationally-known local artists such as Gilbert Becaud, Adamo, Francq Poupet and Julien Clerc, Pathe needed more of the singles market to complement its impressive album performance.

This awareness of the company’s needs led to Pathe signing more French talent, such as Frangould, Gilles Lamyard and Laurent Rosi. On the pop front of course, groups like Deep Purple and Pink Floyd have been continuing best-sellers for the company, but Pathe is also finding increased international appreciation of homegrown acts, such as Dynamic Critics, Variations and Triangle, Variations, and a two-month American tour and is due to record an album in Memphis.

Bonnet also told Billboard that former-MFP sales manager Denis Coton has been appointed head of the Pathe sales force while Dominique de Hosson has replaced him at MFP. Plans are also being studied to modernize the Pathe industrial complex at Chatou, west of Paris.

Maple Music Meet May 11-12

MONTREAL — Francois Berrier, president of the Canadian Music Council, this week announced details of speakers and topics for the 1973 Conference, to be held here May 11-12.

Overall theme of this year’s Conference is “Music and Criticism,” and the speakers and specific topics are: Literature and Criticism in Canada—a Case in Point (Jean Ethier-Blais, de l’Academie Canadienne Francaise); Newspaper Criticism—Cross-Country Survey (Against Historical Background) (William Luther, music critic, Toronto Star); What Does an Editor Expect From a Critic? (Michel Roy, associate editor in chief, Le Devoir); Magazines, Books, Theses and Other Reference Publications (helmut Kallmann, National Library, Ottawa); Yves Chartier, University of Ottawa; European Radio and Television (Chester Dunkin, Winnipeg); French Radio and Television (Maryvonne Kenedi, University of Montreal); Concert Program Notes (John Caddy, Hamilton Spectator) and A Sum-Up (Flavio D’Ianni, Kenyon, University of Toronto).

Lester Sinclair, vice president of Radio Canada, is guest speaker at a City of Montreal-sponsored reception which will include the awarding of the Council medal to six prominent Canadian musicians.

EMI Canada will sponsor a luncheon and CAPAC a dinner.

Nygren Made Director of EMI Suomen

HELISINKI—Former managing director of Music for Pleasure (Scandinavia), Rolf Nygren has been appointed managing director of EMI Suomen. Nygren, a Swedish citizen, will take up his new post immediately, although technically his posting will not become official until his working permit and other papers have been approved by The Ministry of Trade and Commerce.

Before becoming managing director of MFP, he had worked as the assistant to Euro Softner at EMI Sweden’s Record Division. He also took over directorship of EMI Suomen in February when three company directors resigned.

EMI has also appointed two new sales managers, Rolf Kronquist, former sales manager of PSG and Eric Force, former sales director of Scandia Musik, both of whom worked with B. E. Westerland the former distributor of EMI product in this country. Kronquist also had his own record company, Finnrec, which folded in 1971 despite this with Martin Ilenius, due to lack of financial resources.

The future of the publishing side of EMI Suomen is still unsettled, and no new local publishing director will be named for Imados. For the present publishing activities will be guided from Stockholm. The recent strike in the local recording activity, badly affected by the February sound resounding, has resumed, and chartwise the company is doing well with albums by Deep Purple, Pink Floyd and Marlon Rung.

Manila Manufacturer Rise Causes Buying by Dealers

MANILA—The May 1 price increase of records and tapes in the Philippines spilled over to record dealers, causing a flood of old-price orders.

Record companies and distributors, therefore, were forced to dispose of their standing stocks on cash basis to dealers, who still had two weeks to record. The new high tariff on import and other duties has been approved by The Ministry of Trade and Commerce.

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Audio/Visual Presentation

UTRECHT, Holland — A special audio/visual presentation of Phonogram’s U.S. Mercury label acts will be presented here during an international Phonogram convention Wednesday (9) and Phonogram will follow the event with a special media party Friday in the U.K. as a tribute to support in England for Mercury artists.

Here from the U.S. label will be Irwin Steinberg, president; senior vice presidents Lou Simon and Charles Fish; and Mike Gereinizio, publicity director. Mike Gill & Associates, who represent Phonogram/Mercury with the media, is coordinating the party at London’s Inn On The Park Hotel.


U.S. Mercury staff will additionally attend the wedding of Lee Kenlake, Usher Heep drummer, earlier Friday.
A Canadian Jacket Designer Deplores State of Jackets

RITCHIE YORKE

TORONTO—“Only about 5 percent of Canadian-produced albums are marketed in "good jackets," according to Art's Alex Weldon, Canadian jacket designer.

"There is a lack of art-oriented personnel at record companies in Canada," Weldon said. "And I don't think it even makes the slightest bit of sense to have a certain sign is left to the production line chief.

"How many companies prefer to use the "go by the route. A lot of possibi-lities can be lost. A lot of people can be bothered. It's too much trouble to do anything out of the norm."

For the past four years, Weldon has maintained a strong following as jacket designer, and as the original keypilots with the Capitol's Edward Beard. Last November, the pressure of work reluctantly forced Weldon to quit the band to con-continue on Art. But not be-fore he had made this year's recent -milliar-seller, "Last Song."

Weldon has been involved in the jacket design of more than 50 al-
bums.

Toughest Problem

"The toughest problem in Canada," he says, "is that most aspects of artist development are relatively new. There is generally not the in-
ventiveness of English record companies. The majority of companies here like to play it safe.

"But things have only started to happen here in the last two years. Before that a jacket was just a glossy picture plus a bit of Letraset.

"Canadian companies also tend to keep a jaundiced eye on the balance sheet. So they'd be asking, "Is it worth it?"" Weldon notes that top designers here rarely receive more than $350 for an original jacket.

"The great problem, both in Canada and elsewhere, is that there's a very hard to break away from the standard 12-inch format. The Victoria Industrial smallest is 8.5-inch. That breaking out of it costs a lot."

"I think there's a need to find other methods of manufacturing jackets and trying to put something new on paper or card stock. I found with the idea of "The Goodstuffs' jacket, for example, that it had to be the most important manu-
facturer. It was the first jacket ever done. Being new, it costs quite a bit of money since the manufacturer is not sure of his ultimate costs and he builds in ex-
tra protections. If there was more use of new materials and more ingenuity, we would have more possibility to break down the costs considerably.

Weldon has worked closely with all of the big rock companies, including”.

Continued from page 44

Tokyo Contest to Elektra Act

SWANSON—Swansea's George Swanson, who is Canadian generated the award for "Fairs," composed and arranged by Toshio Suzuki, was elected to the American Top 25 in the Japanese (King) recording art-
collection for "Kane wani" composed and arranged by Shinichi Tokuoka, with lyrics by Yu Akuro.

Prizes for the best singers were also presented to Lynsey de Paul (UK) "Getting a Drag" (co-composer: Don Leith) and "End of the Road" and江西省 Akira Fuku of Japan "Airport." The other two bronze prizes were awarded to "The Kar-

garia and Akira Fuku of Japan "Airport." The Bulgarian song contest accepted the award for "FAIR," composed and arranged by Toshio Suzuki, to Japanese recording artists "Kane wani," composed and arranged by Shinichi Tokuoka, with lyrics by Yu Akuro.

From The Music Capsule of the World

TOKYO—From The Music Capsule of the World—The Interna-
tional Optical Society for conductors and stage managers organized by the Dutch State Broadcasting Union, his tenor, is "Musician of the Year." He autographed with "Heart of Stone" and the title role in "La Boheme", "Die Fledermaus" and "Fidelio".

The Elbros Pretty Fan Club has an Elbs fine film lined up including "The Hobbit" at the Osaka Hotel. The total shows over 200 percent rise over net sales registered last fall, he added, and recordings of in-
crease in origin accounted for 53 percent of the turnover. However, pre-recorded music tapes accounted for 70 percent of all recordings sold, but showed a 60 percent decrease in sales last year. CBS Records' Sony net sales target for this year is $2 million, up $55 million, he disclosed.

Vice President of international affairs, ber de-
part, record division, Trio Records. Mr. Schwer is due to re-
three following a 2-week visit to the American Top 25 foreign record licensing agreements. Also joined him was Wally Polsky, KABC chief of the new estiblished record division. He was with the Columbia Records 1967 until the end of the EMI World Record Gover-
ment, in implementing its 5th series "Melodies around the World" until the end of the EMI World Records

The Public Accounting" in the Hague this week, organized by the Paul Acker Organization. The "Melodies around the World" worldwide record dealing with Phonogram again was "The Best of the World" recording by Sven-

PRAI Names Del Rosario

MANILA—Vicente del Rosario, Jr., executive vice president and general manager of Vicer Music Corp., has been elected incoming president of the Philippine Record Industry Association (PRIA). The outgoing PRIA president, Consol Corvalon, announced the election of Norio Tanaka, president of Columbia Music Corp. (Japan), as PRIA president.

Best Composers

Also for the prizes went to Andre Popp of France for "Le Temps de Mon Pere" with lyrics by Pierre Cour and to Kanjiro Chiba for "Kotou" with lyrics by Koy Kusumoto. "Sakura" by Kenjiro Tani, "Yui" by Taka Kitaya and "Katsuo" by Kenjiro Tani are another prize for the best arranger went to Kenjiro Tani.

The 10 judges from overseas awarded a prize to CBS-sony re-
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Frank Mills
White Dove Music

GOOD FRIENDS?
Terry Jacks
Gone Fishin' Music Ltd.

GUNS, GUNS, GUNS
Burton Cummings
Cirrus Music/Expressions Music

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Greenhorn Publishing Limited

I JUST WANNA BE YOUR FRIEND
Bob McBride/Skip Prokop
Mediatrix

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White Dove Music

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Robert Quinn
Beechwood Music of Canada

LOVE ME, LOVE ME, LOVE ME
Frank Mills
North Country Music

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Gerald Joly
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Robert Séguin

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Robbie MacNeil
Tessa Publishing

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Overlea Music Limited

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Mediatrix

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R. Dean Taylor

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Radio-TV programming

Diehl: Top 40 Success Keyed On Impending Music Polarity

DETOIT—"Hey, man... it's not me, it's the music." And that's the way Allen Diehl, program director of CKLW-AM, sees it, the success of his station. Of course, no station is without worries these days, especially Top 40 stations, even those who still maintain dominant ratings in their markets.

Diehl, a veteran Canadian program director even before coming to CKLW-AM, had said that he's been doing a great deal of thinking on the declining, overall, of Top 40 ratings and until it reaches a point when music begins to polarize again, as it has several times, Clark, 'Bandstand' Honored by KLEU

WATERLOO, Iowa -- KLEU-AM here featured a full day devoted to Dick Clark and the ABC TV network's "American Bandstand" show May 4. Steve Bridges, program director of the AM station, called the day "American Bandstand Friday." Out of the daytime station is oldest aimed at adults 24-49, Dick Clark, via tape, introduced record, rated records, and even conducted a spotlight interview.

The day was in honor of the 20th anniversary of the TV show which will also be honored June 19 on ABC-TV's "Wide World of Entertainment" with a 90-minute special featuring old film clips of the show over the years.

The ratings will continue to decline. Music polarity really reflects what's happening sociologically in our country. And frankly, I think that if there's any change in the 1960's, though none of us can perceive it yet. If the polarity comes about, it will be because social conditions are right. That's the way Elvis and the Beatles came about. And, later, message rock.

Personally, I feel that music will be forever and more than just in the 1960's. There was no humor in the music in the 1960's... perhaps because of the war. In any case, now I think people are tired of message songs. "If music polarity, Top 40 formats will come back stronger then ever, leaving behind those stations who've segmented their music just as happened to those who stuck with jazz in the 50's." Most Popular

"Because, as long as Top 40 stations are able to entertain what is most popular to most people and program in a logical and intelligent way, I don't think we can lose." Diehl felt, however, that there was going to be big changes in FM radio in the next few years because music will have already specialized demographics and even in FM graphics in some cases. I think these stations will find themselves on a thin board high over water where there will be a shift in the public desire.

"As for Top 40, it's still a valid format. It doesn't matter what happens to music itself, there will still be some songs more popular than others. Find these songs and play them. That's the way it is." People have gotten a distorted view of what a hit is in the past year as there was a certain decline in the effectiveness of singles as a programming tool. Frankly, I feel that albums are bought on the strength of the single or the name of the artist. We find in our research here that some albums shot up the chart and then declined rather rapidly in sales because they simply were not secondly enough in quality.

"Thus, music gets back to the point that it's not a question of whether it's a single or an album cut, but the song itself. If we get caught up in mechanics, we lose sight of the fact that people want to hear the best songs. To me, Terrell Trotter, my music director, has an instinctive ability. I guess, to recognize the potential of a given cut in an album to become a hit. She best perfect, nobody is. But she keeps proving herself. If I could raise 100,000 dollars at a million dollars, it'd be cheap at twice the price. Now for the music list of a Top 40 station, it's not how long it is or how short it is but where you place on the albums contact. It's the way you're playing the list that counts. More and more of the public, though, are complaining about repetition of the songs. But I think that's the songs that irritate.

KNC-FM IN THE suburb of Long Beach on the outskirts of Los Angeles carries "Another Day in Los Angeles." Promoted by Top 40 promotion men. In all, 29 promotion executives played air-personality for the day, including Del Ross, Ron McCoy, and Chris Christ of United Artists Records, right, present KNC-FM program director Ron McCoy with a plaque which reads: "The Los Angeles promotion persons and April Fool Dick Jacker for the promotion to KNC-FM for his contribution to better communication."

ABC-Dunhill Vouches For Back Early Plays With Rack/Store Stock

- Continued from page 3


"We can work with these stations because we're branch oriented in so many areas," Lasker noted. "With our own, we have to see if the station we can afford to experiment, have the proper follow-up with our own people getting the product and seeing if the product is moving and see if we can afford it. We survey the market with the local man to see if the local man is in the market to see if there are any independent dealers we can approach directly. If not, we find out who the guy is, and we attempt to work with him. I can't sell out if the project is a big one. We can't go back to him when it hasn't been going long enough, but I know a company you can't survive five or six big sixes. We need companies to go through the market and do that.

ABC moved into the project initially, Lasker said, because "getting a station in a secondary market, even in the secondary markets that have been proven to be proven, is more difficult than ever. But ABC's market the emphasis is only fare or 15 or 15 records with few spots automatically going on, even following a hit.

Secondaries Tight

"The secondary markets, Lasker continued, have been formatted, light playlisted and even if a station plays a new record, it is often nowhere in town for the listener to buy it.

"A radio station is not in the business of selling records," Lasker added, "but generally if a good record is played the listeners want to own it. So the secondaries stick to whom they know is available. It's like a circle. A station doesn't play a disk not in the market. If a disk isn't in the market, it's not a hit. This puts radio in the position of becoming slave and witless. A station man who says he's not interested in selling records is really saying he doesn't care about his listeners."

Lasker Remedy

Lasker feels the situation has come about over the past five to ten years. "It's not all the radio stations' fault," he said. Several years ago there were more independent dealers in the secondary markets. "Now, they're few and far between. It's a matter of years. We have to manufacturers have to help promote and fill some of the void. Rackjobbers replaced many of these independent.

They generally stick to the top 15 or 20 or 40 records. If a disk jockey has a chance on this rack, he'd like to take 500 miles away and never have heard of it. Or he won't move until he gets calls of his own. Often, because of the way of his distribution, he can't take a section of a secondary market and set it aside for a particular area."

Lasker feels that the stations coming up in secondary markets necessarily took the attitude, "If we can't sell the system in the market, we'll go Top 40 and at least know what we're shipping. Many secondary markets have losses and this has hurt the ability to break a disk."

"More recently," he continued, "is to convince a secondary station, even with breakouts elsewhere, that a record is happening. Who knows, maybe our promotion men aren't convincing them. But a few years ago, action was not as prevalent in sales action in other stations. Now they are like the majors as far as records played."

Osmonds Focus Of Radio Spec

TORONTO—Footprint Productions Ltd. here is launching an 800-page documentary on the Osmonds throughout the world, written, directed, and produced by music entrepreneur John Franci, the program has been tested in various Canadian markets to excellent response. Nevin E. Grant, assistant program director of CTC-AM in Hamilton stated that his station had to air the special three times within six days because of public response.

Footprint started in business just January, but its initial operation was as a distribution arm in Canada for "The Beatles: The Echo and the Dream," a documentary produced by Cantaur Productions, New York. This program about the Osmonds is the duo's solo venture. A special on the Rolling Stone tour is planned for the near future. "The Osmonds: Touch With Today" will be offered in the U.S., New Zealand, the United Kingdom, and Australia. The show is 55 minutes long, which leaves seven minutes for local spots. Commercial producers seek four places within the show. Over 16 stations in Ontario have contract already to air the program, including CHUM- AM in Toronto.

MAY 12, 1973, BILLBOARD

www.americanradiohistory.com
Dear Programmer:
Had your fill of hard-to-open single mailing envelopes?
Are you tired of disposing of mounds of cardboard stuffers?
Wish you could lay your hands on that release that just came in yesterday?
Do you have to time the intros and fades for each new release?
Don't you wish someone would change all this?
A programming aid is at hand, designed for you by M.M.I.

Music Marketing International presents an innovation in promotional singles packaging...one easy-to-open package for mailing, filing, identification.
A single, four-color, easy-to-open sleeve, addressed to you on one side, identified with the artist on the other, including programming information (intro, fade and total times, writer, publisher). The spine is printed with artist and title for easy filing; the sturdy sleeve provides easy handling in the station.

The record stays in the same package it comes in...protected, identifiable, helpful.
We designed it with you in mind, and now it's presented to you, with love, from M.M.I.

"Bringing Music Home...Through Progressive Marketing"

Music Marketing International  Suite 318—7033 Sunset Blvd.—Hollywood, Calif. 90028—(213) 464-8193
Radio to Pick Top Promos Men

Los Angeles—This year, the nation’s leading record promotion executives will be again selected by radio stations coast-to-coast, but the final voting will take place only at the sixth annual Billboard Radio Programming Forum.

A questionnaire was mailed late last week to more than 500 radio stations nationwide asking the program director to list his favorite local record promotion executive, the best promotion executive who works at the headquarters of a record company, and the best independent record promotion manager.

The final ballots will be printed in a list in the Billboard as soon as all of the questionnaires have been returned; this is expected to be sometime within the next three to five weeks. However, the actual winners will only be determined at the Forum. As people register on Aug. 16 for the three-day meeting, they will be handed a registration blank to fill out and turn in immediately. These ballots will be tabulated by the Billboard research division and the winners will be announced at the annual awards luncheon on Saturday, Aug. 18.

Awards will be presented based upon regions in the case of the local promotion men; certificates of merit will be presented to those nominees.

In addition, an award will be made to the best national promotion director of a record company; this, too, will be determined by the ballot handed to every registrant.

Last year, some 600 radio and record company executives attended the Radio Programming Forum; this included some three hundred radio men from abroad. The Forum will be held at the Century Plaza Hotel in Los Angeles and everyone registering for the Forum will receive a special discount on their hotel room charges.

The agenda for the Forum and the speakers will also be largely determined by the results of the questionnaire.

Final decisions of topics and speakers will be by the advisory council of the Forum. Chairman of the advisory council is David Moorehead, general manager of CBS Systems, Inc., and members of the advisory committee include: David C. Leeming, president of the National Association of Broadcasters; Charles W. Touchstone, general manager of KSAN-FM, San Francisco; Donald B. Remington, director of KRPN-FM, Fort Worth; J. Robert Wood, program director of KMET-FM, Los Angeles; and director of special projects, MGM Records, Los Angeles; Bruce L. Moorehead, director of CBS Records, New York; Pat Whiteley, program director of WNDR-AM, New York; Joe Smith, president, Warner Bros. Records, New York; John Wilson, national program director of Bartell Broadcasting, New York; Chuck Blas, president of Chuck Blas Creative Services, Los Angeles; and John Lund, program director of WOGL-AM, Cleveland.

The program will be announced at the annual awards dinner on Saturday, Aug. 18.

To order a copy of this year’s Radio Programming Forum booklet, please send $3.00 per copy to the Program Director, Billboard, 220 W. 45th St., New York, N.Y. 10036.
AL GREEN—Call Me, B (4131 31057) (Columbia). There is a true topping quality to Green’s music which ingratiates him to his audience. In the map, he is a leader’s man who asserts himself so positively that his music rings true with the brothers and sisters on the floor. These recorded ingredients are all powerful in display in this LP which relates the winning formulas of Memphis based production by Green and Willie Mitchell, a thrilling bass and drum bottom and gentle strings and languid horn parts. Green’s voice is sweet and clear and together with his lyrics it all sounds so effortless but that is the discovery quality to his music. He’s hard at work communicating.

Best cuts: “Stand By Me, I Can’t Help Myself” and “Take Me.”

Dealers: Green is the hottest male vocalist in all categories, as you know you will be displaying this prominently. Otherwise, you haven’t been in business during the past year.

DAVID BOWIE/Aladdin Sane, RCA LSP 4359. Combines raw energy with pop rock and the result is this new effort. With three LPs already on the chart, Bowie can easily make this number two. The English production nuances which become his concert presentation and the impact of the lead and rhythm section is the title of this LP, introducing him to new fans and adding to his existing fanbase.

Best cuts: “Starman” and “Rebel Rebel.”

Dealers: An important sales offering from England’s top musical import, the cover is an all-time best paint job.

ISAAC HAYES—Live at the Sahara Take, Enterprise EPN 3-S 050 (Columbia). Mr. Ronstadt is captured in all the dynamic fullness which becomes his concert presentation and the impact of the lead and rhythm section which is the title of this LP, introducing him to new fans and adding to his existing fanbase.


Dealers: This is the clever cutout of the hotel’s theater door which opens on Issac at the piano.

PERRY COMO—And Love You Song, RCA LPM 1-0100. If you have talent and class it stays with you. Perry’s newest LP hits the listener with those two qualities.

QUICKSILVER—Arrhythmia, Capitol LSP 11155. This is a major top reelection of the San Francisco group’s initial works covering their split from 1967 through 1971. All the sophisticated banding of rock and jazz are here. Best cuts: “Pride of Men,” “Trudy,” “Gigolo,” “Squid.”

MARK ARNOLD—The Best Of, Blue Thumb 50 629 (Famous). Mark’s vocal skill and instrumental work from this fine English band which barns jazz solo with a sensitive approach to pop music. Best cuts: “The City,” “The Chet.”

STEVE FERGUSON, Asylum 5040 (Atari). Here is a blend of soaring Randy Newman songs that looks like Billy Joel’s self-served and simply perfect for every singing a la meal.

CLAY—We’re Ready Even, Roulette 1212. War, velvety four part harmonies from this highly literate band which has a smooth, controlled sound. A lovely hits from this adventurous quartet. Best cuts: “My Love Is Easy,” “Pedro,” “I Want To Be.”


TOM DRAKE—Take Me In (Without Show Without Show), Metromedia 41175. Tom Darby demonstrates amazing flexibility in music composer; some of the cuts are almost like a walk, others like a run. Best cuts: “Take Me In,” “Baby Won’t You Come Tonight,” “Prelude,” “Talk Back.”

Dealers: This is the clever cutout of the hotel’s theater door which opens on Issac at the piano.

JUDITH ROBERTSON—JUDITH ROBERTSON (Alligator). This is the clever cutout of the hotel’s theater door which opens on Issac at the piano.

TOM SHIMER—Soundtrack, Atlantic LP 1616. This is the clever cutout of the hotel’s theater door which opens on Issac at the piano.

NASHVILLE’S GREATEST INSTRUMENTALISTS, RCA April 0167. Country stations have been calling for more instrumentalists, and RCA has put together a magnificent package, and it is the clever cutout of the hotel’s theater door which opens on Issac at the piano.

WEATHER REPORT—Sweetart, Columbia KC 32212. By now we all know that this is an adventures space age jazz band which is popular among contemporary kids. Each of their previous albums has branched out the band’s lineup to create a band that is specifically noted for its hard rock and space rock floriness. The most significant approach on this new effort is the clever cutout of the hotel’s theater door which opens on Issac at the piano.

Best cuts: “Bags of Wool,” “127th Street Congress” (sophisticated, grown up R&B street music).

HARRY BELAFONTE—Belafonte ‘65, Verve V6-8107. Harry’s voice is smooth and soulful and he has long been associated with the style.

Best cuts: “The Special Two” “Annie’s Wine” “Two Little Girls In Blue.”

Dealers: Belafonte is known in rock and jazz circles.

DOTTIE WEST—If It’s All Right With You (Just What I’ve Been Lookin’ For), RCA LSP 0153. This album has everything, including one of her famous C곤 and commercial turns. But it has feeling, plenty of it, and great numbers, which she performs as if an artist with all the instruments.

Best cuts: “Bitter They Are, Harder They Fall.”

Dealers: This one should move rapidly, so keep it stocked.

P. H. MULLHaupt—Supermelons, Blue Thumb 47 0675 (Famous). Brimmer Humpfrey has up a fine studio band consisting of two Crusaders. He is the sugar for the electric piano organ and clavier and Walter Brinker on bass guitar. Very fine. Excellent in style.

Best cuts: “The Willow,” “Lonely Avenue.”


In the world of known Everybody artists. The Are five cutouts of Humpfrey in the genre of jazz.

JIMMIE ONTARIO—Just What I’ve Been Lookin’ For, RCA LSP 0164. This album has everything, including one of her famous C곤 commercial turns. But it has feeling, plenty of it, and great numbers, which she performs as if an artist with all the instruments.

Best cuts: “Bitter They Are, Harder They Fall.”

Dealers: This one should move rapidly, so keep it stocked.

BRUCE SPRINGSTEEN—The Best Of, Blue Thumb 49 0629 (Famous). Deep in the retrieval of soul acts, this LP isn’t that old but it sure sells. Best cuts: “The Promise,” “I Don’t Mind.”

Dealers: A solid mainstream, but the LP will need to be displayed.

RICKY LEE TINKER—The Best Of, Blue Thumb 49 0629 (Famous). Deep in the retrieval of soul acts, this LP isn’t that old but it sure sells. Best cuts: “The Promise,” “I Don’t Mind.”

Dealers: A solid mainstream, but the LP will need to be displayed.

JIMMY JONES—Wrapping Paper, Famed 0032 (RCA). Good strong funky commercial sounds from this new group with several influences on guitar. Best cuts: “I Need You,” “Another Thing About You.”

(Contemplated on page 143)
JOAN BAEZ

"I am passing on to you, as clearly and powerfully as I can, this gift which was extended to me by the sheer chance of being somewhere at the right time in history and living through it."

"Where are you now, my son?" chronicles a major chapter in the life and work of Joan Baez. Not only does it hold her new music, but also actual recordings of the war, from the massive Christmas bombing raids in Hanoi during December of 1972. These recordings serve as a backdrop to the title ballad which she has written, spoken and sung. The ballad captures her impressions during those ravaged and war-torn days.

Share these moments with her. The music of Joan Baez comes in many colors.

Where are you now, my son?

Side One produced by Joan Baez and Norbert Putnam      Side Two produced by Joan Baez and Henry Lewy
There’s something about a song which has a comedy undercurrent that seems to draw in a new legion of listeners. Take “Monster Mash” by Bobby Pickett. He first recorded that silly in 1962 for a small Los Angeles label, Cerco, which released it until the world in September. By November it was the nation’s top tune.

Then Pickett bought the monster in 1970 and it all came again and hit the charts for the second time at the bottom positions. It stayed on the chart for three weeks getting to 51. Maybe kids in that decade didn’t find the comedic monster so funny anymore in their same spots.

Now, well we find it climbing up the chart again where it testing this week at 89, up from 54. Two Philadelphia stations, WDVE AM and WFKE AM are credited with breaking it and making it a regional release. London has now moved nationally and our research department is picking up good sales in markets around the country. So maybe we should get together and send them a box of some sort.

Songs listed on this page are the consensus of a review panel which listened individually, collectively and then voted for the titles published. Picks are deemed to be headed for the Top 20 positions on the Hot 100. Also recommended make a 20-60 position on the chart. Songs not listed have not met either criteria. Review editor — Elliott Tiegel.

DUANE ROSS—TOUCH ME IN THE MORNING (2:55); producers: Mike Masser, Tom Dowd, Barry Goud Jr. (executive producer); writer: Ron Miller, Tom Bain; Stax & Van Stock ASCAP, Matoms 1279. Donna is back in a delightfully contemporary vein after answering Billo Holiday. She overdubs the background voices and has a warm, lyrical head sound. This song was done seven months ago and has been held until now. It’s very much welcome. Flp: “I Want/ I Was a Boy Without Fear” (2:43); producers: Mel Larson, Jerry Martell; writers: Paul Williams, Roger Nichols; John, ASCAP.

GEORGE HARRISON—GIVE ME LOVE GIVE ME PEACE ON EARTH (3:32); producer: George Harrison; written: G. Harrison; Material World Charitable Foundation; BMI. Apple 5975 (Geffin); Warner’s voice and sweet, country tinged guitar work within a rapping but controlled rhythm beat, lends itself to this plea for human under...

HUGO MONTENEGRO—Porgas Pie (2:12); producer: David Blute; written: Neil Diamond; Prophet, ASCAP, RIAA 9054. (a surprise sound using electronic instruments and a rock base).

JOHN DENVER—Ridin’ The Cow (4:04); written: John Denver; recorded: Nona Lakes; Warner Bros. 174-0955.

RANIE LEWIS—Hang On Sleepy (1:44); producers: Rami; written: B. Russell, M. Farrel; Warner Brothers MFP, BMI. Columbia 4-40824. (in a severe reggae hit).

SEGMENTS OF TIME—MEMORIES (2:59); producer: Mike Stoker; writer: Thomas M. Stoker, Houston, BMI. Season 25v6 (Reaction). This well arranged, aptly timed tune bears a resemblance to the sound of the Four Tops of yesterday. Strings and heart thrumbing bass provide the backbone for the soul dancing of the story being told throughout. Flp: “Tears Keep Falling” (3:17) also same in all categories.

PAUL KELLY—COME LET SOME LOVE IN (4:25); written: Rod McKuen, Eddie Riff; BMI. RCA 11727. This outing Kelly’s convinced he’s found his match for love making. His high love blonds with light tan and yelling strings and horns, Flp: info no available.

JOHNNY TIDWELL—if you would be my lady (2:44); producer: Billy Sherrill; written: J. Holley, E. Rovner; UA Music/Rever ASCAP; Columbia 4-45682. Johnny started his career in country, and now has laid off with great tensions of his new style to make a success across the board. Flp: no info available.

DONNA FARRIS—I was always there (3:14); written: Stan Silver; written: Donna Fargo; Primo-Diana (BMI); bmi 17440. Whenever Donna wants a hit, sing her blues and writes er. Now that she’s done it again, and its supplemented with fine arrangement. It’s out of her album, so stations were already on its. Flp: no info available.

JOHNNY PARSONS—Traveling Man (2:10); producer: Bob Ferguson; writer: Dolly Parton, Dwayne Dorem (BMI). RCA 17105.

DON GORDON—Girl From Out West (1:45); producer: Rosemary Rose; written: Dolly Parton; BMI. ASCAP; MCA 196-107.

PRICE BURHAN—Salted Mama (2:53); producer: Bill Stilt, Rod Redman, E. Sparks; writer: tart, Great Sound of East-Mid South Sounds (BMI); Enterprise 5063 (Stax).

TACY McKEY—Decoration Day June 14th (3:02); written: Bobby Reed; Buzz Carozzi (BMI); Country Showcase 133A. Another hard driving Simon rock with cheerfully orchestral lyrics to “Me and Julie in the Schoolyard” Grand backing by Music Shells Sound. Catchy symbol bass and thumping bass drum emphasis lend an arresting quality to the sound. Flp: no info available.

JOHN KAY—Mountain Blvd (Friend of Mine) (2:45); written: Richard Pedalier; written: L. Emmerson; Fontar, Columbia; BMI. Day M12. 3451.

MICKEY NEWBY—Sugarbush (3:45); written: Russ-Miller, Miller, Grease, Denis; Linde; writer: Mickey Newbury, Art Rock, ASCAP, Egeria 45555. The Cricketers—What It’s Like in New York City (2:45); written: Bob Montgomery; writer: Christian Spint, Exergy, ASCAP, MCA 15491.

TERRY WILSON—Come On Little Lady (3:33); written: David Johnson, Bobbi Hart, Tommy Wilson; writers: Johnson, Hart; Pocket Full of Tunes, BMI. MCA 15472. The first outing Kelso’s convinced he’s found his match for love making. His hay blond with light tan and yelling strings and horns, Flp: info no available.

HUGO MONTENEGRO—Porgas Pie (2:12); producer: David Blute; written: Neil Diamond; Prophet, ASCAP, RIAA 9054. (a surprise sound using electronic instruments and a rock base).

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REUBEN HOWELL—I’LL BE With You (2:35); written: Clayton Key, Terry Collins, Pasely (BMI); Motometro Country 60-1939. It’s a pretty ballad, and Metalbilt puts his all into the Charmed sound. Flp: no info available.

CAB SMITH—I CAN FEEL THE LEAVEN COMING ON (2:30); written: Walter Haynes; written: Shad Silverman; Blue Eye BMI; RCA 40065. A change of pace for Cab, who Pierre of a song from his performance of basic and honest, and the love talent is still here. The flip side been watching. Flp: “I’ve Loved You Since I Was There”; writer: A. Hammond, BMI. MCA 15254.

MICKIE MOORE—Sweet Charlie raw (2:38); written: Young Professionals (Taylor, Spec, Harris); writer: Phil Hart. Sunny Siger, Cookie Box; BMI. Atlantic 45-7516.

MARK EAGLE—Good Feeling (2:52); written: Mark Swartwout; written: Mark Swartwout, Warner Bros. 174-0955. The smoothness of this version of this well-known tie utilizing all the groups’ standard vocal and instrumental power. Flp: no info available.

CHARLIE LOVING—FANNY MAN (3:32); written: Joe Alton; written: Beebaude and Terec. House of Balam (Bryan); BMI. Capitol 355. It was just a matter of time until Charlie found the right material, and the Bryan went down. Joe Alton brought this out as his best in a bad ballad. Very commercial. Flp: “Harvest Time” (3:00); writer: Joe Alton; writer: Donnie Reid, BMI. Warner Bros. 174-0955.

GEORGE HAMILTON IV—FANNY MAN (3:45); written: Jack Ferrar; written: Joe Alton; written: Donnie Reid, BMI. RCA 74-0954. He brought the house down with this at his recent Wembley appearance, and the record should have the same effect. A charming sound, with tenderly touches. Strangely, an old hit single on this flip side. Flp: “Fanny”; writers: Dick Alton; writers: Laster Bo, Gladstone, Glowing Rock (BMI).
MAM is proud to represent Paul Anka currently represented by the following songs

EVERYTHING'S BEEN CHANGED 5th Dimension Bell
WHILE WE'RE STILL YOUNG Wayne Newton Chelsea
I'M NOT ANYONE Sammy Davis Jr. MGM
HEY GIRL Paul Anka Buddah
JUBILATION Edwin Hawkins Singers Buddah

soon to be released

LADY OF THE NIGHT Englebert Humperdinck Parrot

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Clint Holmes' new album starts out with a hit.

"Playground in My Mind" is bulleted up the charts at an unrelenting pace. Appropriately enough, we've just shipped the new Clint Holmes album. "Playground in My Mind" features the hit "Killing Me Softly With His Song" and "Neither One of Us." Judging by his past record, Clint's new album has a tremendous future.

On Epic Records and Tapes

Clint Holmes
Playground in My Mind

Killing Me Softly With His Song
Neither One of Us
What Will My Mom Say
Me and America
There's No Future in My Future
Like the Yellow Ones Soo!-
Gone Off the Bath Water
Miss Luck, Leopard
Sneaking Around Corners
Playground in My Mind
The Roger Daltrey single, "GIVING IT ALL AWAY" looks to be going to #1 in England. In view of the obvious strength of this record and my relationship with The Who and the people at Track Records, I am extremely embarrassed that we are not doing as well in the U.S. Every effort must be made to increase the action we now have.

I need your support to match their chart listings. Again contact all sales and promotion personnel. This record must be given top priority.

JKM: jb
**ABC Speeds (3 Dog) 45**

LOS ANGELES—The importance of rapid delivery of a new record and coordination among record company executives was demonstrated recently through ABC-Dunhill’s handling of “Shan-hala,” the new Three Dog Night single.

The mixed down version of the single arrived in the firm’s offices on Thursday, April 27. From this, 400 acetates were made and delivered to the president of artist relations Matt Heffer’s home on Friday. That afternoon the L.A. promotion staff met at Heffer’s home and each was given acetates.

Two days later, a visitor from a vice president of sales and manufacturing Dennis Lavendol then flew to cities around the country to pick up copies. This included Philadelphia, New York, Miami, Chicago, Los Angeles, San Diego, San Francisco, and Washington, D.C.

An executive from the London office of British CBS (owned by ABC) flew in, then made a stopover in New York City before returning to England, where he picked up copies. The project was completed by Sunday night (29).

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**Shorewood & Bert-Co Pack**

NEW YORK—Shorewood Pack- age Enterprises and Bert-Co Enterprises have signed a longtime agreement for the use of Bert-Co board jackets in the West Coast.

Under the agreement, Shorewood sales offices here and in Los An- geles will handle sales and order processing, while Bert-Co board jacket production at Bert-Co and Bert-Co will be Shorewood’s exclusive board jacket manufacturer on the West Coast. The deal also includes Interpack and Interpak jackets. The agreement is effective immediately.

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**Booker Bows New Diskery**

LEXINGTON, Ky. — Prentiss K. Rose, a booking agent here, has formed a new Booking Records, Record Ek-50 and Money Productions, an affiliate, with E. T. Wein of 16-track Cardinal Sound. Another division is Black Orchid Music, ASCAP.

Randall Rose will make sitting Bull’s New York sales-production office, which will specialize in a new style they dub Bluegrass Rock. “Moonshine Tennessee Wine” by Jim B. Lewis is the first release in this genre. Also signed to sitting Bull are Mike D. and Charles St. Clair.

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