**5-4 Supreme Court OK's State Piracy Laws**

By MILDRED HALL

WASHINGTON—By a close vote of 5 to 4, the Supreme Court last week affirmed the right of individual states to enact antipiracy laws against unauthorized duplications of recordings which are unprotected by federal statute. The opinion handed down in the landmark case of Goldstein vs. California, is concerned only with protection by the state law of those records and tapes made before Feb. 15, 1972, when a federal antipiracy act became effective.

The majority opinion, written by Chief Justice Warren Burger, and joined by Justices Stewart, White, Powell and Rehnquist, said that unless congress “takes further action” on the unprotected recordings, California has the right to enforce its laws against record piracy. The high court majority rejected the argument by Los Angeles duplicators Donald Goldstein and Ruth and Donald Koven, that the state loss caused by article I of the Constitution. The opinion denied that the California law conflicted with federal copyright law, and rejected the claim that federal copyright law was pre-emptive over all state law pertaining to copyright. The majority also held that the unlimited duration of state copyright protection was on too “narrow” a scale to collide seriously with the constitutional and congressional intent.

NEW YORK—The optimistic blueprint, outlined by prominent chain music retailers at the start of the year (Billboard, Jan. 15), is being realized. A survey of owners indicated that the surge of new chain store openings nationally will extend into 1974.

Typical was the reaction of Jim Hilton, now general manager of Discount Record Centers, Los Angeles, nine-store chain with stores from Fresno south to Los Angeles. Besides some store renovation slated, a possible five new locations will be opened by the end of a year, he said.

**WB’s Joe Smith To Keynote Radio Forum**

LOS ANGELES—Joe Smith, president of Warner Bros. Records, will present the keynote speech representing the music industry’s side of radio programming at the annual Billboard Radio Programming Forum.

The Forum will be held Aug. 16-18 at the Century Plaza Hotel, Los Angeles. Each year, outstanding leaders from music and radio are selected to keynote the theme of the three-day meeting. This year’s theme is “New Directions in ’73.” A leader from the field of radio will be named in the near future for keynote.

This year’s Forum will feature a wide variety of “encounter” sessions, announced David Moorhead, chairman of the Forum advisory board and general manager of KMET-FM, Los Angeles. These encounters will include:

- **70-Outlet Mass. Duplicating Skein**
  By EARL PAGE
  DENHAM, Miss.—Carefully-paced in-store duplicating coordinated by record manufacturers is one of two possible ways the industry can control pre-recorded music cassettes, according to Joe Maselko, treasurer, Cartridge Club House of America, which plans to open 25 store duplicating outlets a month and now has 70 going.

- **Syracuse Plans Industry Course**
  By SAM SUTHERLAND
  NEW YORK—M. Doodycooper, director of the School of Music at Syracuse University, is approaching industry leaders to help support a proposed, accredited survey course there that would possibly lead to the creation of a degree program in the Recorded Music Industry.

Such a program would be designed to offer the industry a source of qualified and highly professional new talent for the industry itself.

**School Drive Spurs Sheet Music Volume**

By INGRID HANNIGAN

CHICAGO—A number of new sheet music and folk music are opening up, most notably the school dance band market whose contemporary music-minded young instructors are demanding new material, according to Bruce Hinkley, director of sheet music exhibitions at the music show here. However, record labels could be

- **U.K. Sales Seen Up $42 Million**

LONDON—Official figures have still to be released, but it is estimated that the U.K. record and tape business in 1972 was worth about $150 million at manufacturers' prices—an increase of some $42 million on 1971, and the steady upward turn in trade which began 12 months ago is showing no signs of letting up.

In the absence of Trade figures, the $150 million figure is based on the “best estimate” of information available. To the BPI, which reckons that of the total fig-

**DIANA ROSS has a new album: "Teach Me to Be the Man," the follow up to her million-selling "Lady Sings the Blues." The late single is on the title tune. Hear Diana doing what she does to best, singing on another record and tapes…. everywhere. (M 7225)**

**“GET YOUR ROCKS OFF!”**

“A blockbuster album.” Record World

**Sanford Mann’s Earth Band**

“The band succeeds on all levels and performs to the hilt.” Cash Box

Polydor Records, Cassettes and 8-Track Stereo Cartridges are distributed in the USA by Polydor Incorporated, in Canada by Polydor Ltd.
B. J. Arnau's
"LIVE AND LET DIE"
IS NO COVER.

She's the only one who sings it and appears in the new James Bond thriller of the same name.


RCA Records and Tapes
Tape Raid on 8 N.J. Tape Factories Nabs $500 G's Equipment

NEW YORK—In what was termed a spectacular duplication coup in the U.S., 50 FBI agents seized some $500,000 worth of duplicating machinery and 5,000 alleged pirated tapes in a raid on 8 tape factories in New Jersey June 20.

The operation, which was coordinated by New York's U.S. Attorney's office, netted the tape duplicators, Inc. Enterprises Inc., and Telec Industries Inc., in Fairfield; U.S. Tapes Inc., in North Bergen; Stellar Sounds Inc. in Bloomfield; Tape Mate Inc. in Trenton and Ewing Township; and Purchase Power in Bellmore. All the accused persons seized were tape masters, duplicating and packaging equipment, blank tapes, storage devices as well as labels and sleeves.

The raids, which could result in a fine of $100,000 and imprisonment of up to one year for the individuals involved, were coordinated by Assistant Attorney General Samuel Freyman L. Templin and directed by special FBI agent J. Wallace LaParade, U.S. Magistrate Jerome Schwartz authorized the search warrants for the operation.

2 Labels Market Same '45'

LOS ANGELES—In a rare and refreshing example of industry cooperation, Anhalem and NAMI, two labels which found with deals for exclusive and regular U.S. licensing, decided to join forces and handle joint distribution of the single of the regular but not long. records will be issued under a joint Anhalem-NAMI logo and all profits and expenses shared equally. In most markets the labels had the same distributors. But in six cities they do not, each company's distributor will get a base of which they will share profits.

NAMI is the logo abbreviation for North American Music Industries, a new New York label. Anhalem is Lee Lancef's Hollywood company financed by Polydor.

AGAC Hints Pubr. Audits, Writers Aided

LOS ANGELES—The vigor of new leadership in AGAC was evident here Tuesday (19) when President Edn Drisk and Executive Director Lew Bachman laid out aggressive programs.

Bachman told the membership meeting that AGAC commenced the audit of an unidentified "major west coast music publisher" and hinted of more to come.

AGAC's computerization program is continuing, with the next step one wherein starting with notices for songs renewing in 1975, members will be able to do a calendar one quarter year ahead. The quarterly reports will replace the individual letter notices.

Back Court Decision: Brockway

NEW YORK—On the heels of the historic U.S. Supreme Court decision in Goldstein vs. California Robert E. Brockway, president, Polygram Corp., advised the presence of the three Polygram record companies to support and press for local legislation nullifying the state's licensing laws where no protection exists.

Brockway suggested that MGM Records, Phonogram-Mercuary Records and Polydor Records urge local record stores to contact their legislators and stimulate enactment of piracy protection statutes.

He added, "The RIAA raises a vote of confidence for its role in representing the industry before the Supreme Court. Now it's up to the industry to put its own product, to push for legislation. Most states still lack such laws, I hope that with the Brockway decision, this fight, and that every record companies will make this its concern."

(Continued on page 6)

General News

Chicago Aug. Black Gospel Meet Set; 'Top 40' Looms

Foster Sets Boots Month

HENDERSONVILLE, Tenn.-Monument Records has designated June as Boot Randolph Month in honor of the Nashville legend by label president, Fred Foster. A special merchandising program is being planned in conjunction with a Randolph catalog, including his current album, "Sentimental Journey."

Owing to his previous exposure, TV Guide will be one of Monument's leading outlets for consumer advertising. Radio, direct mail and newspaper ads are also scheduled.

Among the in-store displays and promotions will be dividend cards and a special ceiling display. Personal appearances by Randolph during May will be supported with local promotion. Foster claimed that "the Randolph campaign is the most extensive and innovative program Monument has undertaken for a single artist."

1st WB Q' in Aug.: $6.98 List

LOS ANGELES—Warner Bros. Records is aiming for August release of a studio album by singer/writer Tanya Tucker, price to be $6.98. This is one dollar over current WB stereo album price list.

According to WB sales chief Ed Rosenblatt, titles and numer of LPs in the single release have not yet been decided.

RIAA & NARM Urge Continued Campaign to Thwart Piracy

NEW YORK—Both National Association of Recording Merchandisers and the Record Industry Association of America have hailed the U.S. Supreme Court's 5-4 decision in upholding the validity of antipiracy laws and have promised increased activities to battle existing "piracy," in an effort to obtain antipiracy legislation in all states where such legislation does not now exist.

Drake also complimented Billboard on its pioneering of the inclusion of writer's credits on its record/tape charts.

F ministry News

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(Continued on page 6)
General News

Record Service's Total Mkting. Service, Pre-Packs Lure Stores

FALL RIVER, Mass.—Record Sales, established here two years ago by marketing veteran Sam Attenberg, has parted carefully selected pre-packs into a $3 million dollar yearly gross, serving over 600 principally independent book college stores cross-country.

Attenberg, former college merchandising executive with Pickwick

Executive Turntable

Raymond R. Schwartt named vice president finance and planning, CBS/Records Group. He will be responsible to Goddard Liebermann, CBS/Records Group president. He was formerly CBS vice president, controller and has also served as controller of the Columbia Records Group. Allschwiler named vice president, Chappell Music, bas in Los Angeles which will mark expanded activity for Chappell in that city. He will be formerly with MGM where he was president of Lion Records and a vice president of MGM. Fox will continue to be associated with MGM through its artists and producers. Both Chappell and MGM are part of the U.S. Polygram group.

John Wayne Helps Sweeten Candy Deal

NASHVILLE—Actor John Wayne and his ranch partner, Louis Johnson, have become associated with Candy Records, a country label here, and Will Runyon, owner of the firm. Despite a news conference held to make the announcement, officials refused to spell out the degree of the association.

Several other announcements were made. However, the parent firm of Candy, National Sound Production Co., has added a pop label to be known as American, National. Its first release will involve Corry Cross's "Kill me, I'm a Sinner, the label owner. The news conference held to make the announcement, officials refused to spell out the degree of the association.

Candy has signed veteran artist Bobby Helms, and it's "re-build" his career.

The firm also has retained on a full-time basis Ricci Moreno of MGB Productions, whom all of the records for Candy as not Greenville, and Will Runyon, the label owner. The news conference held to make the announcement, officials refused to spell out the degree of the association.

Several "name" artists will be signed in the near future.

and prior to that national sales manager for Record Wagon, started concentrating on classical pre-packs for record stores. It's still 65 percent of his business. To supplement selection in his pre-packs, which are made up of hundreds of styles, of older releases, cabinet arrivals, added Attenberg his own label, Sixtine Recs., which in a month has 20 single LP's and 20 different symphonies set. He will add to 20 to 30 more of each complement set by 20 sets in the next year. Repertoire comes from the fall's domestic and foreign.

Record Sales is serving 360-old campuses, its customers cover 49 states and sales of over 1,000 college stores, only 100 carry records, except through his firm. He explains his success by recalling the full service afforded his outlets. The retail outlet is shipped a minimum of 36,000 pre-packs and self-merchandising cartons. The carton breaks open for use as a display carton on a promotion table. There are 36 different pre-packs, ranging from classical things to folk, jazz, children and rock music cartons.

Reps' Network

Records Sales' network through manufacturer's reps, with 26 men based in nine different states. They call on much local accounts, many to every two months. If a retailer runs out of a pre-pack, he order directly by either phone or mail. Record Sales provides point-of-purchase materials, including window signs, display cartons, and uses not only its own merchandising material, but pertinent material supplied by manufacturers. Radio spot scripts and newspaper ad layouts are supplied. Record Service co-ops with trade magazines.

Most recently, Attenberg has added some important department store chains: Rich's, Atlanta; Jordon's, Boston; Hess, Allentown, Pa.; and the May Co. He intends to introduce classical casette cassettes at this fall at $3.98, primarily on his own label. There will be single tapes and multiple tapes.

He has also started selling public and school libraries, sending a number of his tapes and reprints. His annual 1,500 different classical selections. They pay less than $1.50 per album," he says.

Richardson Starts Label

LOS ANGELES-Teri de Records has been founded in Inglewood area here by Ronald Richardson, promotion manager for Decca Records, and de Record Merchandising, a local distributorship, in conjunction with producer-director-agency. Signed to the company are Smokie Sugar Company, Rye, Master College, and Kip Kennedy. The Advisory Enterprises is coordinating national distribution and Alligator Music is the firm's associated publishing company.

Court Decision

"...The Supreme Court has determined that both old and new product from unauthorized duplication and profit infringement. Now let's get the law on all the books and drive the pirates out of our business by making it too expensive to operate..."

The 500, 73, BILLBOARD
The Manhattans have been waiting nine-and-a-half years for this record:

"There's No Me Without You"

Produced in Philadelphia by Bobby Martin, it looks like the biggest hit of all in the hit-studded career of the Manhattans.
Heading for No.1 R&B,
Exploding Top 40.
Soon the Manhattans will be celebrating their tenth anniversary.
In style.

On Columbia Records®
NASHVILLE—A suit has been filed in Circuit Court here on behalf of Don Gibson and Carl Smith against American Airlines, seeking damages for lost guitars.

The suit, filed by Attorney Rich

and Frank, contends that two identi

cal guitars disappeared on the same flight on consecutive days, origina

ting at the same airport and heading for the same destination.

According to the suit, the guitars were shipped from here to London, Ontario, via Cleveland. Although

radio outlets have already featured the shirts in contest giveaways, with station cut-ins imprinted on the garments.

Soul bunny also appears on embo

ssed plaques which are to be pre

sented to soul station music di

rectors at photographed ceremonies with WB promotion men. Banks said, “Companies that have been in

for a long time have their gold plaques in their vaults and are not interested. We want something from

Warner on the walls for radio people to look at, not put away.”

Still another soul bunny appear

ance is on necklaces being given to female public relations personnel. “The ladies have gener

ally been neglected in this sort of campaign,” he said.

Conceding with the soul bunny displays are contests for WEA branch salesmen and promotion men. WEA sales personnel have al

ready been competing for weekend Las Vegas trips. They are set to go for the best soul effort of the week.

Warner Bros. has just com

pleted the move of its national promotional staff into new offices, including soul displays and produc

ing personnel. They are: Lamont Simpson, national promotion manager for Western, Northeast and Mid

west; Homer Bass, West Coast; Bill Burdine, Northeast; and Ron Ellison, Midwest.

2 Country Music Stars Sue To Thwart Guitars’ Theft

LOS ANGELES—Warner Bros. recently-appointed director of soul music merchandising, David Banks, has set a summer-long Soul Show-
case campaign built around the new WB “soul bunny” symbol, which consists of the Bugs Bunny car

toon character sporting an after hair style and gill fin.

Some 3,000 soul bunny posters with the slogan, “Warner Bros. Soul Bunnies,” have been printed and a distribution to record stores and ra

dio stations. Also 4,000 soul bunny tee shirts and sweat shirts shipped out to radio stations, WB sales and promotion men. Several

Banks Pitches WB’s ‘Soul’ Image by Prom

Letters to the Editor

Dear Sir:

Interesting spin-off from our Tour of
two buses to F.O. Pinn. First at most half have already signed up for NEXT YEAR that went with us this year. Also... “The WITL Great Country Fan Fair Souvenir Sack Snatch.” Realizing that all WITL’s listeners couldn’t go to this year’s Fan Fair, WITL brought back several
covets of souvenirs, almost one of everything given to the fans from the over 200 booths that exhibited at this year’s Fan Fair.

Everyday from autographed stars’ photos, posters, records, to songbooks and items donated by the stars, these were collected and brought home by per from Bill Anderson’s holding... a used flashlight to use as a pict

ture frame, KFC Mall Souvenir locks. All items are being listed by sack number on the air and listened to at the KFC Mall Fair, which Fan Fair Souvenir Sack they will want to “snatch” from WITL.

Reply to this letter: “Sack Snatch” contest and WITL Program Manager Dave Donohue feels the Souve

nirs will be on a rack and will be on the air and heard by everyone. So watch out, World! Show will become as ANNUAL as Fan Fair itself.

Dave Donohue

Country Fan Fair

WITL-AM

Lansing, Mich.

The Real McCoy

Dear Sir:

I enjoyed various articles on Ron Jacobs and KGB AM & PM, and even though they were quite infor

mative. I’m finding it hard to un

derstand how you can spend so much time writing about a pair of radio stations. The audience now is Mr. and Mrs. Jack McCoy too. It has been since

Jack took over in 1972. Especially in light of the fact that KCBQ offered something on KCBQ and Jack McCoy, a Program Director who’s consistently turned away superior rating opportunities here at “Q” in the face of over

whelming industry sympathy and support for progressive rock AM radio.

As an ex-air personality, now turned sales manager, I am ob

viously interested in programming trends, especially because they determine how profitable a rock station can be. With the increase in the industry’s competition, I urge you to re-

consider your position on KCBQ and Jack McCoy.

Best regards,

Dec Allen

Local Sales Manager

KCBQ

San Diego

Guercio Produces 1st Movie & Track

presented Columbia with a single. “That’s All Right” originally recorded by American, United Artists will distribute the film’s soundtrack and the UA film division will distribute the film. Black Robe is the star.

The SDL soundtrack single LP package will be

JUNE 30, 1973, BILLBOARD

material
the single are
you light up my life / believe in humanity
believe in humanity / you light up my life
LOS ANGELES—Business continues to display optimistic at GRT Corp., Sunnyvale, Calif., and the momentum is positive as the new fiscal year unfolds.

The painful recollection of the losses GRT sustained during 1970-71 are not forgotten, but the picture is rapidly changing.

There are some storm signals—California's efforts to charge sales taxes on certain royalties—but they relate to the music industry (Billboard, Apr. 14).

GRT's picture looks like this:

- A "substantial advance" in the company's sales and net income for the 1973 fiscal year ended March 31. Unaudited earnings after extraordinary items reached $1,915,000, or 56 cents a share, compared with $460,000 or 1 cent a share, in 1972.
- The company's sales increased to $29,658,000, up 27 percent from $23,242,000 in 1972.
- It is negotiating a refinancing agreement with Source Capital Inc., Los Angeles, which contemplates the exchange of Source Capital's common stock warrants and a portion of its term loan to GRT for convertible preferred stock.
- If successful, according to GRT, fully diluted earnings per share of GRT for the fiscal year would be reduced by not more than four cents to reflect the method of computing per share earnings after issuance of the convertible preferred stock. GRT said it was concurrently negotiating a new line of bank credit, part of which will be a term loan.
- The record division moved from Ampex Nips Big Losses

LOS ANGELES—Ampex Corp., Redwood City, Calif., looking more streamlined after closing five operating divisions, reported net income of $3.7 million for the 1973 fiscal year, ended April 28.

The gain compares with a loss of $89.7 million originally reported for the previous fiscal year, and a $13.2 million loss in fiscal 1971.

For the 1973 period, Ampex reported net income of $1.1 million, or 10 cents a share, on continuing operations. Discontinued operations provided a net loss of $260,000, or 2 cents a share. Sales for fiscal 1973 rose to $294 million, compared with $239.9 million in fiscal 1972. The $3.7 million profit, equal to

(Continued on page 15)
Marvin Gaye's new single "Let's Get It On" has got it.

Get it.

Listen to what's happening at Motown. You'll hear the times change.
WB Int'l. Creative Services 
Nurture Overseas Wings

By NAT FREEDLAND

LOS ANGELES—Warner Bros. Records has begun a Creative Services International Dept., with former music journalist Anne Marie McKiclo in charge. The department will supply publicity-merchandising materials to overseas WB-owned companies in England, Canada, Japan, Australia, New Zealand and Western Europe.

Ultimately, international creative services is to prepare and coordinate multi-national campaigns for Warner artists. In many instances, campaigns will be tailored to support Warner artist overseas tours.

Stan Connors, WB creative services vice president, said, “We are most cognizant of the dangers of imposing company headquarters merchandising concepts which aren’t really applicable to other countries. So far, our overseas affiliates have eagerly welcomed the additional merchandising help we’re now able to give them. And we will always be very careful not to dictate to our affiliates.”

Global Sales: Doubles

According to Connors, one of the most significant recent corporate developments at Warner has been the doubling of overseas sales in the past 18 months. WEA International, under Neshia Ertigan and Phil Rose, has dropped licenses and set up its own companies in most key international markets already. The policy will continue worldwide.

“Our goal is to get Warner Records to treat Belgium or Bangkok as simply additional break-out markets with their own specialized tastes and business styles, just like Cleveland or Seattle,” said Connors.

Warner has already assembled videotape and film clips on most of its stars in action. This library will be heavily utilized by the new department.

“The take in the Philippines, for example,” said Connors. “They get practically no rock concert tours out there but it’s a strong record market. There’s also excellent nationwide TV coverage. The demand for videotape rock segments is fantastic.”

Past experience has shown that overseas affiliates or licensees rarely get adequate servicing of U.S. artist publicity releases, photos or posters, Connors said. First major tests of the new WB International creative services concept will be autumn Europe tours by Van Morrison and the Doobie Brothers.

AMPX VICE president and general manager of Ampex Music Division William L. Stover, third from left, congratulates Curtis Mayfield after presenting him the first gold tape award recognizing close to $5 million sales of Mayfield’s “Super Fly” on Ampex Stereo Tapes, according to company sales figures. Attending the presentation, left to right, are Art Kass, co-president, the Buddha Group; Mary Stewart, vice president, Curtom Records and Mayfield’s manager, Neil Bogart, co-president, Buddah; and Cecil Holmes, Buddah artist and vice president. “Super Fly” was distributed by Buddah and Curtom Records. The album was awarded a gold record by the RIAA in January.

Chicago Aug. Black Gospel

Chicago Music Exchange

The Ramp sales went down, said Seiger, “Because sheet music publishers are not being paid. Ramp sales needed to be more selective. Many of our customers used to ask for all sales, now they are only asking for a few.”

He said rackjobbers make the mistake of thinking that folio and sheet music can be equated with records and tapes. “They are not a democracy LP acts as Deep Purple, Pink Floyd and Edgar Winter as being very different in sheet music and folios.”

“Whereas Judy Collins and Don Mclean will sell out even if they have modest record sales.”

The obvious answer is specialized buyers at the rack level who understand music and have sophisticated inventory control. “It’s a mistake we sell what we do, I would like to set up a franchise operation for senior citizens—I think this would be a good business for them.”

OVERSEAS PROBLEM

Distirbution is a hangup overseas too, Seiger, where often agents do not exploit songs. “I would like to see non-exclusive print arrangements with a set of sales in a given country where the agent was not doing a job.”

Jennifer Sales, with one in every three U.S. households owning a musical instrument, the potential for sheet music and folio sales is unlimited. Seiger expects to do 200,000 sales in hard cover alone and 700,000 on a backlist eventually in a given country where the agent was not doing a job.

Seiger pointed out that the one in every three U.S. households owning a musical instrument, the potential for sheet music and folio sales is unlimited. Seiger expects to do 200,000 sales in hard cover alone and 700,000 on a backlist eventually in a given country where the agent was not doing a job. "The Great Entertainer," a two set package that lists at $12.95 for pianist and singer, and $14.95 for organ. The book, focusing on the nostalgia wave, contains 128 songs spanning a
Johnny Nash:
The most innovative and influential artist of the 70's.

It isn't often that an artist can combine the sex appeal of Johnny Nash with brilliant, innovative music. But here's Johnny on his third smash single in a row ("My Merry-Go-Round" is retracing the footsteps of "I Can See Clearly Now" and "Stir it Up" to the top of the charts).

And here's a new album that's even more powerful and startling than Johnny's Epic debut album...the most listened-to and picked-up-on collection of sounds in years.

"My Merry-Go-Round"
The new Johnny Nash, on Epic Records.
CBS Gets CD-4: Deny ‘Q’ Change

By BOB KIRSCH

LOS ANGELES—Columbia Records has purchased a CD-4 cutting unit. The unit is very expensive for technological reasons, not as an indication of any switchover in quadrasonic sound, according to CBS Records vice president of planning and diversification Stan Kan.

“We’ve wanted one since they became available,” Kaven continued, “simply because it’s necessary for us to have one if we are to keep up with the industry. Not as much as we can about quadraphonic. We also supply records for others,” he added, “so we want to keep up with the market with various techniques. It’s our intention to become the leader in the hardware field which makes it even more important for us to have one for our own customers.”

Kaven also talked about the growth of Columbia’s SQ system over the past two years. “We bowed the system and disk systems and then at the Consumer Electronics Show two years ago he said. “Since then we’ve gotten over 250 disks using SQ worldwide and we have more than 200 record manufacturers licensed to make disks.” Beside the Columbia family.

Nips Losses

• Continued from page 8

34 cents a share, included an extra-ordinary gain of $2.9 million, or 26 cents a share, from the sale of the Founders’ stock.

Fourth-quarter results showed net income of $2.7 million, or 25 cents a share, on sales of $46.5 million. Ampex reduced its consolidated debt by $91.7 million during the past 18 months.

In its turnaround period, Ampex has closed five operating divisions, all of them the consumer equipment division, video equipment and (Instavideo) and Ampex records.

Davis-Reddy Joint Tour

NEW YORK—Mac Davis and Helen Reddy will be making another series of joint concert appearances. The singers recently teamed in a series of 12 engagements across the country.

A series of dates is being lined up for the pair beginning in July and stretching through October.

General News

Major Retail Chain Chiefs Extend Store Opening Spree

CBS Gets CD-4: Deny ‘Q’ Change

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Executive Turntable

• Continued from page 4

Schroeder International Ltd., Los Angeles. A former singer and producer he was formerly West Coast professional manager of Ed- win H. L. artist. Recently the Los Angeles-based record companies. . . . Bob Pinson named director of acquisition, Country Music Foundation Library and Museum Center. He is an experienced disk collector and authority on early country music record- ing. He is also an expert in the field of early country music and an assistant to John Podell, president of BMI Enterprises Inc. He was formerly director of special projects for Alice Cooper Inc./ Al- live Enterprises Inc. Smith will remain reporting to Roni Barrett.

Ronald E. Gray joins Ampex Music Division (AMD) as Midi West custom duplication sales manager. He was previously national sales manager, Pentagon Industries. Dan Healy joins AMD as controller. He was formerly with the First National Bank, Chi- cago. . . . Michael E. Nymeyer, and Ken Impacker to AMD. Nymeyer was appointed communications manager, TEC Corp. of America.

JUNE 30, 1973, BILLBOARD

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Saines Projects 5
More Discount Stops

SCARSDALE, N.Y.—Chain pio- neer Marvin Saine has announced the expansion of his five new locations by Dec. 31, Saine is contemplating 35-store-in-store expansion in existing stores.

Goody Building More ‘Fare’

NEW YORK—In addition to a major home entertainment system which Saine will open in the borough of Queens next month, the new store will feature two more facilities. The store is in a massachusetts, N.Y. mall and the other in a shopping center in Wayne, N.J.

Howard And Karol Halt Expansions

LOS ANGELES—Two chain owners, Clive Howard, president of Howard Audio, and Ben Karol of the King Karol stores in New York, both are not opening new stores any more this year. Both explained they are being careful and building what they already have.

6 Disc Records On: Cohen in Sell Deal?

CLEVELAND—John Cohen, president of the 34-disc store Records for a year, has four definite retail and shopping center openings before the year’s done.

Two stores go into the Quad-City area, with a store in Moline, Ill, and Davenport, Jt. Wt. Additional stores will be opened in Rockford, IIL, Chicago, Memphis and Dallas.

Cohen would not comment on a report that he was negotiating to sell his chain to Jim Ling of Omega-Alph- a Inc., which is part of Trans- American.

Franklin In Name Change: 3 More

PHILADELPHIA—Al Franklin, who has been building a chain of full-line, specialty-designed stores here and in Atlanta, will soon change the name to "Franklin Sound." He intends to open three more stores this year, two in the local area and one in Atlanta. "Our mark is good and our profit picture excellent," he said.

Fedil. Drug Agents Probe Industry In Four Cities

• Continued from page 7

The 66 percent of narcotics and Dangerous Drugs stumbled upon links between persons in the record industry and the possession of drugs bought by artists and members of the radio in- dustry while investigating Pincus Pharmacies, has been brought before a federal grand jury along with several other persons in 26 counties of activity of federal narcotic laws. Local narcotics officers are care- fully watching the out-of-the-way of the fed- eral probe, but another is be- ginning to follow up leads about persons within the record field who are either innocent or checking out locations where drugs are passed.

The discovery of Jim Pinto, a disk jockey on KLOS-FM here, from an apparent overdose of heroin, is the first link to be found. Anyone in the music-broadcasting fields since the public became aware of al- legations of wide drug usage within these two fields.

Pinto was found in his home with a needle in his arm, according to police reports.
PRODUCT WANTED

If you have a completed "master" that you've considered pairing with a major label maybe you should think about a distribution deal with us for two reasons: First, you can win the "lion's share" of the profits rather than giving them up to a major label. Second, you can release the record on your own time schedule rather than a time schedule set by an apathetic label. We can offer national promotion or area promotion, depending on how you want to progress.

If you have not as yet recorded a finished "master," let us audition you, if you're interested. We can handle the whole production for you. Consult us for record production, pressing, distribution, promotion, major label contracts and song publishing.

OREGON RECORDS
3831 Chestnut St., Phila., Pa. 19103
Call Lou Saff, President, Person-to-Person Collect (215) 561-1636

Black Oak In Two Benefits

NEW YORK—Black Oak Arkansas, also Record group, headlined a benefit for the National Geographic Society this month for causes in their home state and in North Carolina. Friday, June 30, 1977, was in Charlotte, N.C., to benefit the local Wayside Boys Camp, held at Charlotte's Coliseum.

This Saturday (23), second show was performed at Baxter Coliseum in Kansas City, Kans. The band was sponsored jointly by the group and the radio station KAYT, to benefit day care centers for handicapped youth throughout the state. Potential gross was set at $25,000, with a portion of the proceeds to go to the YMCA for its mini-bike public service program.

A&M's Williams to NARAS Gov. Board

LOS ANGELES—Paul Williams, A&M Records artist, has been elected to the board of governors of the National Academy of Recording Arts and Sciences chapter in Los Angeles.

Signings

Elton John has signed an exclusive management pact for representation in all fields with John, president of Rocket Records, the company formed by John, Brian Tishler, Gayle Tishler, and Gun Dun. RCA MCA will distribute all Rocket product in the U.S. in the beginning of July. Rocket Records has just signed its Anger's three greatest hits of U.S. which is set for August.

Career move of group, Red, White and Blue has signed with Michael Tishler's GRC Record Corporation. First single will be included on the Atlantic studio's Sound Pit recording studio. Also signing with GRC is Heartwood, a group of five musicians who play country and soft rock. Group's first album, set for August release, will contain all of its original songs. Burlington-Felsted has published a sub-lease contract between Warner Records and the group. The band is led by U.K. studio head of the studio and in-wbine of Melody Maker's Top Guitarist Poll, Mick Green. Fresh Meat's debut single, "Never Can Say the Money," will be this week.

Magna, French jazz-rock group, has signed an exclusive recording contract with A&M Records. The deal involves multiple albums to be produced by George Gershini, European producer. Magna will be performing in the Newport Jazz Festival with the rest of the group's first album to coincide with the group's appearance at the Newport Jazz Festival. Singer-composer John Tishler, also of the group, has written "Husbands," a pop rock song, and been signed to the Gershini label. Also with GWP Associates. Home-grown, a four-man contemporary recording group, has signed with A&M Records. All have extensive experience as studio back-up band musicians working with such artists as升降机, Johnny Mathis, Bobby Darin, Odell Redding and Curtis Mayfield. Poydar & Associates has signed an exclusive recording contract with Poydar Records Inc. Poydar Records Inc. has signed an exclusive recording contract with Poydar Records Inc. (Continues on page 16)
It's one thing to say we think Eddie Kendrick's new album is a smash. It's another to let you decide for yourself.

So call toll free (800) 421-0784 and listen.
More Sophisticated Sonics for Artists

NEW YORK—As progressive rock acts continued to employ a wider range of electronic effects in the recording studio, some concert audiences can expect to see many of those sonic elements begin to grace live performances.

Eavestone Clockworks, a professional audio design and manufacturing firm here, has recently discovered that when the company's specialized studio devices are being purchased by leading rock acts for on-stage use. While Eavestone is just one of several firms marketing such equipment, the firm markets only those designs, rather than a full line of studio equipment.

Thus, while over 100 studios have purchased Eavestone designs like the Instant Phaser, a sonic phasing device; the Omnipressor, a multi-purpose compression device; and the Digital Delay Lines, which afford a number of sonic effects through variation of timing between signals, only recently have these designs appeared onstage.

Since then, Eavestone has recognized the benefits of their designs for live acts, particularly in the case of the Digital Delay Lines, which, in effect, permitted a number of "new" designs by multiplying a given signal, from an instrument or voice, and separating the resulting signals by barely perceptible time increments. The Digital Delay Line multiples a guitar or voice, providing added richness and body. For background vocals, the techniques are most immediately apparent.

Engineer Jerry Masters shared production duties with John "Rabbit" Bundick, the latter Texas-based keyboard man whose "Black and White" LP was recently finished there and just shipped by Island. Don Davis has produced Bobby Darin for Stax, and the new Del's single for Cadet, while Peter Zarron has been working with the Stax Sound rhythm section, producing the next Yarrow album for Warner Bros.

Finally, Atlantic's Jerry Wexler has been producing Gary Farr there, working with such engineers Jerry Masters and Steve Melton, who handled most of the sessions at Muscle Shoals.

That effect can also be varied to provide other services, such as compensating for hall echo in large venues or simulating the echo between p.a. speakers. Simulated tape delay is also available both on Eavestone's Instant Phaser and somewhat less flexible, lower-priced counterpart.

Bands using the Digital Delay Lines include a number of name acts, such as Yes, the Grateful Dead, Led Zeppelin, Ten Years After, Hot Tuna, Jefferson Airplane and Todd Rundgren, all of whom employ elaborate studio equipment during recording.

Eavestone is also approaching live acts to use its Instant Phaser, which offers various phasing effects, and the Omnipressor, a multi-purpose device which functions as a compressor, expander, limiter and noise gate device for noise reduction. The Omnipressor also functions as a dynamic reverb, processing instruments and vocals that sound as though they are being played "backwards.

Thus, Eavestone's president, Rich Factor, is now turning his sights toward the live talent world as another major market for his designs, offering hands demonstrations of their use either in their own recording studio at Eavestone's home, Sound Exchange recording studios here, 2605 W. 54th Street.

Demonstrations of those designs are also being made by Ken Schaefer, at his own boutique at 21 W. 58th Street.

Sunset Sound Burst
6 channels of the best noise reduction...dbx

Korea Kids, Darin Hall

L.A. VEGAS—The Little Angels of Korea, 35 children between the ages of 5 and 12, gave their U.S. debut with Bobby Darin at the Hilton Hotel, beginning July 16. The group is led by L.A. teacher Donnie Davis and with Darin. Their manager, Dan Ben AV of MGM Productions, has been finalizing plans for the debut, with their new album slated for release with the Hilton appearance.

Cited by the Korean president as "Korea's answer to the world," they have a Royal Command Performance for Queen Elizabeth of England, a concert at the President Nixon at the White House.

This is the largest group ever contracted for the Hilton stage. Under age, the children will live in the hotel but be barred from lingering in the corridors.

The Little Angels arrived in the U.S. early to tape two segments of the Sammy Davis Jr. NBC show.

Acts Join In Evers Fete

NEW YORK—B.B. King, Dick Gregory, Willisinsky and a roster of such other artists as the Staple Singers, Kim Weston, Little Milton, Eddie Floyd and William Bell, have been invited to join the bluesman Charles Evers in presenting a four-hour musical concert celebrating the 100th birthday of Evers' brother Medgar, civil rights leader and politician of Shreveport, La.

The Musical Evers Memorial Festival was "Welcome to America," a memorial service in Fajer, followed by a parade following a 90-mile route to Lake Charles.

Also participating were Rev. Cleophus Robinson, James Earl Jones and Turner CORRE Director Floyd Mickiss.

Signings

ELUREE HARDING

Reno, Nevada, New York

Elna (Moss) Harding was a professional vocalist in her own right and a bust stage personality, delivering a touching evening's fan in her appearance here.

Man Harding, a professional singer who recorded for several labels, including Johnny Mathis, and he brought with him to the show a version of his cover of "Let's Do It Again," with both numbers attracting the audience. Her second number, "The Sound of Silence," was a hit on the dance charts.

Other highlights of the evening were "Shadows" and "One" by the late, great Tony Bennett.

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Maitone, New York

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The evening included a variety of selections from the old masters, including Bach, Mozart and Beethoven, as well as some recent tunes.

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"The Soundtrack Album of the Year is..."

O Lucky Man!

Music and Lyrics by

Alan Price

"The real star, however, is ALAN PRICE, best known here for the Animals, who wrote the film's fine score and sings at various intervals during the movie..." Vincent Canby, The New York Times

"Anderson makes brilliant use of the compelling ballads of singer ALAN PRICE... His songs (all wonderfully pleasing melodies spiked with biting lyrics) are intricately woven into the fabric of the film so that they form the vital link that holds this searing saga together." Kathleen Carroll, New York Daily News

"What does give the movie bite and edge, and puts it into the highly recommended category, is the inspired use director Lindsay Anderson makes of pop singer and composer ALAN PRICE." Fergus Cashin, London Sun

"Throughout the movie Anderson cuts to singer ALAN PRICE performing his own breezy rock songs in a recording studio. The lyrics explicitly spell out the movie's feelings..." Hollywood Reporter

"Price's score, just released by Warner Bros. Records, is a triumph, and should serve as a fine model for future attempts at fusing the sensibilities of music with the demands of film." Sam Sutherland, Billboard

"ALAN PRICE's music, even when removed from the film, stands on its own merits. The soundtrack album (Warner Bros.) will probably attract as much attention as the film." Howard Levitt, Record World

"ALAN PRICE's songs are a marvelous contribution." Lorraine Kisly, Newsweek

"The music, as well as being a notable addition to the film should make its own way on disks." Daily Variety

"His journey is accompanied by some jauntily savage songs provided by the remarkable ALAN PRICE..." Jay Cocks, Time Magazine

"PRICE melodically combines pop and folk rock in creating a solid total album of music." Cash Box
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3 days - 2 nights
쑤בית golf on 2-hole course each day, 8-night of championship tennis courts, 6-passes to San Diego Mamagois & Margarita! Spacious private rooms with all the comforts of home. $198.00 per person (not occupied)

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dollars for WHO—WHERE SHOULD you be sent to Sam Satherland, Billboards, 1 Asia Tower, Newport Beach, CA 92660

LUTHER ADDISON (Mowamat): Blum FestivaL, San Francisco, West Allis, Wis., June 16; El Mambo Theater, Toronto, July 9-14.
"The Plan" - Osmonds - You will never believe that this is the Osmonds singing on certain cuts in this brilliant, new diversified album. You will have to agree after hearing this gem that they are currently one of the most talented all around groups in the business today as they portray the styles of such greats as the Led Zeppelin, Beatles, Letterman and Vogues to perfection. Shocking!

Joe Loris, Power Play

"The new Osmonds album is exciting proof that the boys and their music are growing up. With "The Plan," they have developed the potential to reach a much greater audience."

Richard Robinson, PopWire Service

"Its another giant step forward for the Osmonds. Following "Crazy Horses" which appealed to an older market, "The Plan" will serve to bring them even wider appeal and greater awareness of their multiple talents to a yet untapped market. It will show that the Osmonds are where music is today."

John Connellan, "Repping"

OSMONDS
THE PLAN
"GOIN' HOME"

HAVE YOU HEARD THE PLAN?
#SE 4902
Creative Trends

2 Tampa-ites Group; Creates Lobo Hits

LOS ANGELES—Of all the invisible hitmakers consistently heard over top 40 radio while remaining largely unknown as individual personalities, Lobo has probably been the most enigmatic talent of the past several years. There were a wide variety of guesses around the Billboard office as to Lobo's true identity, when this interview was set up. Most of the guesses centered around producer Phil Gerhardt, the only genuine name listed on Lobo singles. Others felt Lobo was a Leftover lead singer from the Royal Guardians, the Gerhardt-produced group that made a five-year series of his about Snooky & the Red Baron.

As it turned out, Lobo was a real person after all. His name is Kent Lavvie, a Floridaan of French-Irish parentage. "Most of Lobo's fans think I'm a lawyer," he admitted cheerfully. "And even Dick Clark, when he first played 'Me and You and a Dog Named Boo' on his TV show, announced that I was the Royal Guardian under another name.

It has, in fact, been never a member of the Royal Guardians although he and Gerhardt are co-producing some sessions by ex-Guardian Barry Winslow. The Lobo-Gerhardt production team is currently represented on the charts by Jim Stafford's 'Swamp Witch.'

IT WAS A VERY GOOD YEAR...

Billboard's Classical Spotlight focuses on the top classical LP chart for the year ending, June 30.

Lavvie is 29 and became a professional singer-guitarist with beer-bar bands when he was working his way through Florida colleges. He married and settled in the Tampa-St. Petersburg-Clearwater suburban sprawl, to continue an adequate living in long-term engagements at local nightclubs.

The Tampa Times.

About the time he decided to make a serious push with his songwriting, he met Gerhardt who also lives in the relaxed Tampa area. Gerhardt's producer credits date back to "Stay" by Maurice Williams and the Zodiacs, an early rock 'n' roll smush and he also produced Dion's "Abraham, Martin and John."

Lobo spent three years writing songs four hours daily before going to work at the beer parrots. There were a few local releases cut in an Atlanta studio, before Lobo showed Gerhardt "A Dog Named Boo." Gerhardt immediately said, "That's the one we've been waiting for."

A master cut and a contract made with Big Tree Records in New York, a label which eventually turned over distribution to Bell.

I chose the billing of Lobo to play it safe," said Lavvie. "The name symbolizes the image of being a loner, a lone wolf. It figured it could be used for either a group or soloist, whichever was in the current market. And frankly, if the record stalled, I could start fresh without the stigma of a flop next to my name."

His lack of public identity, despite a series of chart high chart singles including "She Don't Do Magic," "I'm the One," "I Don't Want to Grow Up," "I'd Love You to Want Me," is something of an accident.

For one thing, living in St. Petersburg, he could not possibly get to the media. But mainly, few people had seen Lobo because it is one of those serious touring acts--I was on the road for a few months after 'A Dog Named Boo' and it just didn't work out," he said. "The band was out of full-up and as a one-hit artist I wasn't bringing enough common sense to it worth all the strain and tensions. I decided it would be a lot more valuable to stay home and try to write some more hit songs.

Signs With La Ausa

However, Lobo has now signed with Decca, whose manager, Ruth Ausa, is touring all the time with his current studio group, "I had no confidence to believe audiences really wanted to come hear me do a show of my own songs," he said.

His recent stay in Hollywood was for the purpose of TV appearances, a Disneyland date and the polishing of some new songs for Decca's town-to-town variety directors. Next on the agenda was to be a Hawaii--Australia--New Zealand debut tour followed by a week in Toronto.

Aside from writing his own songs and playing rhythm guitar at his singing sessions, Lobo is also his own musical supervisor. "The part of producing that I don't handle is the whole area of electronics and sound reproduction," he said. "My biggest worry is that I want to keep from repeating myself musically, especially since my whole band has been together for over a year. We find ourselves taking much more time for each song."

The new concentration on concert touring has culminated Lobo's volume of experience in the field of radio-TV jingles. For some 18 months he had a partner and office in New York which scouted up commercial assignments. Lobo would be away, testing jingle topics and prepare an audition tape on his home 4-track studio. If the jingle was accepted, Lobo would then fly to New York for the session.

"Usually I could do the job and fly back to Tampa the same day," he said. "Fastest money I ever made."
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For further information contact Robert K. Hagel.

www.americanradiohistory.com
**What's Happening**

By SAM SUTHERLAND

Company Cut-Ups: While the music industry shoulders with a lovey array of rumors, suggesting that every major label president has either moved to another label, left the country or decided to go into real estate and leave the brohaha behind, campus rep rumors have surfaced as well.

According to an inside source, the Pinacatures have gone up in smoke: we spoke with Rich Faekes, recently named head of the program, who is firing the project since it moved from Marty Cerf's creative services department into the promotion operation there.

Faekes says the program is being re-evaluated, actual service won't change. The rep system may undergo some changes, but, there again, UA hasn't scraped it. The only real threat to college stations lies in college funding, while we're already seeing a few stations their services. Assuming, of course, that they fail to respond after several requests from UA for those questionnaires.

That would seem to be yet another case of the less than professional stations pulling the strings. Rather than rioting over the unresponsiveness of those stations, and even more distressed at the disproportionately high number of stations reporting that they would be on this summer. He noted that United Artists had no intention of terminating service to off-the-air stations, but merely wanted to know the security situation more fully, and whether records should be held.

The smart folk who tried to sidestep the issue will be the first to go, it would appear.

Meanwhile, London's college man, Ray Cavano, has announced that London will continue to service throughout the summer, via "care package" mailings at less frequent intervals. Any questions should be directed to Cavano in New York.

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**Rock'n Roll Grad School?**

A recent Creative Trends article on music industry courses has drawn some new light and some slight gripes. One reader was upset that his article, about Ben Sidran, failed to mention other courses on the business and the music industry. The true, and as this week's Campus News Points out, there are indeed many schools offering some form of course on the field, although few have attempted the depth that Sidran's course at the University of Wisconsin sought.

More relevant but equally esoteric are culturally and sociologically oriented courses such as the one recently completed by Larry Seidman at the University of the Pacific in Stockton, which signifies the seminar approach to the subject of rock and culture and the music industry's impact on society.

A relative veteran of such courses is B. Serge Denisoff, sociologist at Bowling Green State U. in Ohio, who has published a journal in "Popular Music and Society" for the past two years. An in-depth format, PMS has explored the ramifications of the rock music from a wide range of viewpoints, and students contemplating the development of seminars or special projects in the field would do well to contact Denisoff at the Department of Sociology, Bowling Green State U., Bowling Green, Ohio 43401.

Students might also contact Billboard, since we're eager to know how and when the academic world and the world of music and its industry get along together.

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**New Booking At Vanderbilt**

NASHVILLE-Vanderbilt University here has appointed a new concert committee and is beginning to group its appearance in concert on the campus, booking activity will include efforts to book artists which will focus on artists who can thus maximize transportation costs to the school and providing artists with a marketing tool in new material prior to recording.

Venues on campus include Dudley Coliseum, which can hold up to 20,000, and the Gymnasium, which can hold up to 15,000, and the Auditorium, which is to be held in the Stadium. Sen. 15 will be date for the annual Vanderbilt Country Music Festival, with acts to include Bill Monroe and the Bluegrass Boys, Lester Flatt and Tompall and the Glaser Brothers.

Summer vacation for Vanderbilt's concert committee is over and David Pine, 16 Drake Lane, Manhasset, N.Y. 11030.

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**Who/Where/When**

Continued from page 2

LIVE THE GOOD LIFE.

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

Play bridge. And if you don't play, enjoy after-dinner liqueurs and champagne. Next time you're going somewhere, let your Travel Agent introduce you to the good life. On an American Airlines LuxuryLiner.

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

American Airlines LuxuryLiners.
TEXAS HAS MORE STARS IN THE MUSIC INDUSTRY

THAN YOU’LL FIND OVER EL PASO ON A CLEAR NIGHT!

Stand back, pardner, there’s a music explosion going on from Dallas to San Antonio, and some of the brightest stars in the country are lighting the fuse right smack in the middle of the richest music market in the nation. That’s why Billboard’s August 25 issue again places the spotlight on Texas and its music. If you missed last year’s Texas spotlight, then you missed a wealth of information on the booming Texas music industry. Don’t let it happen this year. Billboard’s Texas spotlight will again zero in on the Chicano music sound and bring you up to date. Billboard’s Texas spotlight goes back for a second look at the recording studios, the distribution and the hotels and nightclubs that play an important role in creating tomorrow’s stars in a state that’s chock full of music. Not to mention jingles firms, motion pictures, record companies, personal appearances, personal managers, booking agents, and syndicated radio and television. It’s all together in the August 25 issue of Billboard, and it’s a spotlight you’ll be proud of. If you helped build the Texas music industry into the success it is today, then you owe it to yourself to show the entire industry what it is you’re doing. Billboard’s Texas spotlight is just the place to do it, because it opens up the Texas music scene to music influentials all over the world. Time’s a-wastin’! Contact a Billboard sales representative...now! Ad Deadline: August 10. Issue Date: August 25. An ad in Billboard’s Texas spotlight could guarantee that the next time somebody mentions the great state of Texas, the Alamo won’t be the only thing they remember.
DALLAS—The Latin market is starting to boom in this area according to Jack Carras, founder of Fiesta Records, which via its Ecos-Be- rodeo Enterprises subsidiary, is also a big player. Carras has pointed to the growth of the Latin market as a result of the increased popularity of Latin music. Carras points out that even in the biggest stars, like Spanish TV's fame, and has added some new Latin tape units and sees the tape ends of his business growing too.

The 14-year-old firm has increased its volume from an estimated $500 weekly to $1,500, largely as a result of increased Latin tape sales. Carras has developed this part of his business, partly because of the potential of tapes in his location in the Dallas West Shopping Center, where about 70 percent of his volume is sold.

"The record-tape business in the Latin field has finally looked outside New York in South Texas that has been found," said Carras, adding, "the Spanish language is, of course, hasn't been always here.

Chicano music, while popular, does not dominate such service centers, though some satellite dishes for Johnny Rodriguez, but here he is no matter.

Sonny Oruelo, director of the Mexican River, is a big hit.

His best selling labels are Car- tonos (CBS U.S. Spanish-language division), Arozana (RCA, Mexico) "tells off" Falcon, McAllen, Texas, Magda and Kleykow, both from San Antonio.

Tapes account for only 20 percent of Fiesta's sales and LPs just 10 percent. "The tapes are mostly R&B like the rock tape. The Chicano tape, the "Older people buy the Chico- sinantes," Carras said.

"Mexican companies only put their biggest hits on tapes but we get more now than we used to, and when we get them, we will sell them." At this time Ecos-Be- rodeo carries no 4-channel for a very good reason -- "Our music isn't available in 4- channel.

Caytronics and Arozana are the chief tape suppliers for our products he rates as the best.

Open Monday through Saturday from 10-8, Ecos-Be- rodeo disposed a rip-off from earlier days, "if you don't have a big problem." He displays about 400 of his records and a cross section of Latin music which is big in the U.S. because of the "people that can see what we put out and pick what they want."

In spite of the consensus that things don't demonstrate mechanisms dis- cussed earlier, Fiesta's customers get to hear the tape or records they are buying before they leave the store. "That's the way we treat our customers," he said, "we don't have too much with the person." He displays about 400 of his records and a cross section of Latin music, however, because of the "people that can see what we pick out and pick what they want."

The policy seems to pay off. "We don't sell many copies on anything--8-track, cassettes (which are)

Brut Productions Releases 1st Film

NEW YORK--The company has released its first film, "Book of Num-

The script was written by Bud-

JUNE 30, 1973, BILLBOARD
Soul Sauce

Hit Formula: Aim Songs Toward Gals Who'll Turn Their Guys On

BY ELIO TIEGEL

“1. If they can’t relate, they won’t buy it. If they like it, they’ll take it home and listen to it.”

Aim your music at that market, for the gals in turn will suit their boyfriends onto the record. The best way to go is to pick up a record that appeals to you, or buy one. We think men buy women’s music.

Regan listens for the rhythm sound first—the bass-guitar—every pattern. Then he listens for the hooks, the sweetening that has been utilized. If it’s too or not, he’s not supposed to go over it. Powering you have to feel, but it’s not supposed to get in the way.”

Regan says both his first two soul hits, by Brighter Shade of Darkness and Barry White, fall into this formula category.

It’s been bandied around that in the music business, certain labels seem to gain more airplay than others. For years both Columbia and RCA had more difficult times breaking through with their black product while other companies with closer ties to the black community found the going much easier.

Label identity—the faces of the people behind the company—seemed to be playing a role in what music soul divas recorded. Granted a lot of this talk occurred during the heyday of black awareness and it’s still beautiful.

But what of the climate today? Did starting a label which was owned by a white motion picture company cause Regan any concern when it came time to get his soul product out into the radio marketplace?

He answers he didn’t feel he had any problems because one of the labels is not called 20th Century Fox Records and secondly, “I don’t think that’s the important thing; it’s really the record.”

“Getting the programmers to sit down and listen,” that’s the key. Regan says he learned a long time ago “you don’t fight it” when programmers reject your record. “You forget it if public opinion is not there” (Continued on next page)

The Billboard Special Review for Week Ending 6/30/73

**Singles**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week Ending</th>
</tr>
</thead>
<tbody>
<tr>
<td>One of a Kind (Doo Wop)</td>
<td>Diana Ross</td>
<td>Motown</td>
<td>21</td>
</tr>
<tr>
<td>Doing It to Death</td>
<td>B.B. &amp; The M.G.'s</td>
<td>Stax</td>
<td>32</td>
</tr>
<tr>
<td>The Best</td>
<td>The Temptations</td>
<td>Tamla</td>
<td>36</td>
</tr>
<tr>
<td>Groove in My Soul (Stay with Me)</td>
<td>Aretha Franklin</td>
<td>Atlantic</td>
<td>32</td>
</tr>
<tr>
<td>Make It</td>
<td>The Supremes</td>
<td>Motown</td>
<td>31</td>
</tr>
</tbody>
</table>

**LPS**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week Ending</th>
</tr>
</thead>
<tbody>
<tr>
<td>Get on the Good Side</td>
<td>James Brown</td>
<td>King</td>
<td>32</td>
</tr>
<tr>
<td>Live at Carnegie Hall</td>
<td>Frank Sinatra</td>
<td>Columbia</td>
<td>31</td>
</tr>
<tr>
<td>The World Is a Ghetto</td>
<td>Edwin Starr</td>
<td>Dunbar</td>
<td>37</td>
</tr>
</tbody>
</table>

JUNE 30, 1973, BILLBOARD
**Soul Searching?**

Use this list of solid selling gold singles to share in the profits of our proven winners. Just tear out this page and contact your Columbia distributors... And your soul searching is over.

<table>
<thead>
<tr>
<th>JOHNNIE TAYLOR</th>
<th>Record No.</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>STA 0009</td>
<td>WHO'S MAKING LOVE</td>
<td>I'M TRYING</td>
</tr>
<tr>
<td>STA 0023</td>
<td>TAKE CARE OF YOUR HOMEWORK</td>
<td>HOLD ON THIS TIME</td>
</tr>
<tr>
<td>STA 0033</td>
<td>TESTIFY</td>
<td>I'M WANNNA</td>
</tr>
<tr>
<td>STA 0055</td>
<td>LOVE BONES</td>
<td>MR. NOBODY IS SOMEBODY</td>
</tr>
<tr>
<td>STA 0068</td>
<td>STEAL AWAY</td>
<td>FRIDAY NIGHT</td>
</tr>
<tr>
<td>STA 0078</td>
<td>I AM SOMEBODY, PT I</td>
<td>I AM SOMEBODY, PT II</td>
</tr>
<tr>
<td>STA 0085</td>
<td>JODY'S GOT YOUR GIRL AND GONE</td>
<td>A POOL LIKE ME</td>
</tr>
<tr>
<td>STA 0089</td>
<td>I DON'T WANT TO LOSE YOU</td>
<td>PARTY LIFE</td>
</tr>
<tr>
<td>STA 0096</td>
<td>HUGGIN' LOVE</td>
<td>LOVE IN THE STREETS</td>
</tr>
<tr>
<td>STA 0114</td>
<td>STANDING IN FOR JODY</td>
<td>SHACKIN' UP</td>
</tr>
</tbody>
</table>

| LITTLE MILTON  | STA 0100 | IF THAT AIN'T A REASON |
| STA 0111       | THAT'S WHAT LOVE WILL MAKE YOU DO | I'M LIVIN' OFF THE LOVE YOU GIVE |

| EDDIE FLOYD    | STA 0012 | BRING IT ON HOME |
| STA 0060       | SWEET THINGS YOU DO | CALIFORNIA GIRL |

| WILLIAM BELL   | STA 0015 | I FORGOT TO BE YOUR LOVER |
|                |          | BRING THE CURTAIN DOWN |

| ISAAC HAYES    | ENA 9003 | BY THE TIME I GET TO PHOENIX |
| ENA 9017       | STAND ACCUSED | I JUST DON'T KNOW WHAT TO DO WITH MYSELF |
| ENA 9028       | THE LOOK OF LOVE | IT'S LOVE, PTI |
| ENA 9031       | NEVER CAN SAY GOODBYE | I CAN'T HELP IT IF I'M STILL IN LOVE WITH YOU |
| ENA 9038       | THEME FROM SHAFT | CAFE REGIO'S |
| ENA 9042       | ELLIE'S LOVE THEME | |

| EMOTIONS       | VOA 4010 | SO I CAN LOVE YOU |
| VOA 4066       | GOT TO BE THE MAN | SHOW ME HOW |

| STAPLE SINGERS | STA 0083 | HEAVY MAKES YOU HAPPY (SHA NA BOOM BOOM) |
|                |          | LOVE IS PLENTIFUL |

<table>
<thead>
<tr>
<th>STAPLE SINGERS</th>
<th>Record No.</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>STA 0104</td>
<td>RESPECT YOURSELF</td>
<td>YOU'RE GONNA MAKE ME CRY</td>
</tr>
<tr>
<td>STA 0125</td>
<td>I'LL TAKE YOU THERE</td>
<td>I'M JUST ANOTHER SOLDIER</td>
</tr>
</tbody>
</table>

| FREDERICK KNIGHT | STA 0117 | I'VE BEEN LONELY SO LONG |
|                 |          | LEAN ON ME |

| JEAN KNIGHT     | STA 0085 | MR BIG STUFF |
|                 |          | WHY I KEEP LIVING THESE MEMORIES |

| BAR-KAYS        | VOA 4073 | SON OF SHAFT |
|                 |          | SANG AND DANCE |

| RUFUS THOMAS    | STA 0091 | PUNKY CHICKEN |
| STA 0079       | TURN YOUR DUMPER DOWN | TURN YOUR DUMPER DOWN |
| STA 0085       | DO THE PULL AND PULL, PT I | DO THE PULL AND PULL, PT II |
| STA 0088       | THE BREAKDOWN, PT I | THE BREAKDOWN, PT II |

| DRAMATICS      | VOA 4059 | WHATCHA SEE IS WHATCHA GET |
| VOA 4071       | THANKFUL FOR YOUR LOVE | GET UP AND GET DOWN |
| VOA 4075       | FALL IN LOVE | LADY LOVE |
| VOA 4075       | IN THE RAIN | GIMME SOME GOOD SOUL MUSIC |

| MAVIS STAPLES  | VOA 4020 | A HOUSE IS NOT A HOME |
| VOA 4044       | YOU'RE DRIVING ME (TO THE ARMS OF A STRANGER) | I HAVE LEARNED TO DO WITHOUT YOU SINCE I FELL FOR YOU |

| SOUL CHILDREN  | STA 0018 | I'LL UNDERSTAND |
| STA 0050       | DOING OUR THANG | THE SWEETER HE IS, PT I |
| STA 0019       | THE SWEETER HE IS, PT II | HEARSAY |
| STA 0119       | DON'T TAKE MY SUNSHINE | |

| BOOKER T. AND THE M. G. S. | STA 0010 | HANG EM HIGH |
| STA 0028 | EASY | TIME IS TIGHT |
| STA 0082 | MELTING POT | JOHNNY, I LOVE YOU |

| TEMPESS        | XPA 1805 | MY BABY LOVE |
|                |          | IF I COULD SAY WHAT'S ON MY MIND |
|                | XPA 1807 | EXPLAIN IT TO HER MAMA | LOVE... CAN BE SO WONDERFUL |

The Stax Organization, Memphis, U.S.A.
Distributed through Columbia Records, Distributed in Canada by Polydor, Ltd.
Radio-TV Programming

Joe Smith to Keynote Forum

Continued from page 1

sessions will include breakfastrap sessions from the 1940s and Saturday morning. Experts in various aspects of radio will be appointed specific topics.

On a first-time, first-served basis, radio men registering for the Forum will be able to have breakfast with either a program director, general manager, music director, program consultant or executive of their choice. Many of the speakers and panelists are regulars of the Forum, as well as additional radio programming experts in news, public service, sports, talk, and other fields, will be on hand for these two rap sessions. The two-hour Another will present Sunday-Tuesday and Saturday morning workshops.

This year, the workshops will be broader in nature and cover all aspects of radio. For example, Willis Duff, Sebastian Stone, and Tom Tufo of the consulting firm of Erasm Inc., will present a demonstration on how psychographic techniques are used in the design and development of radio programming. The actual equipment will be set up and a test of its accuracy and programming preferences will be undertaken.

“New Programming Music Trends” will be the subject of a panel discussion and Studio Glaston, head of Radio Doctors in Milwaukee and an experienced consultant in radio programming, will present his views to the speakers and discuss who’s buying oldies in country music, Top 40, and the like.

According to a survey completed by Billboard Magazine among program directors and general managers coast-to-coast, one of the big questions still troubling radio is what to do with music in the 1980s. Experts will be on hand to talk about quadrasonic and radio in general and actual demonstrations — both matrix and discrete quadrasonic — are expected.

Intercourse


In addition, a special presentation will be made on the Billboard charts and how they are compiled, methodology and market research.

One of the highlights of the Forum, undoubtedly, will be a Super "Hot Shots" breakfast rap session at 9 a.m. during the three-day meeting. Already, leading authorities in various aspects are being selected for the hot seats. In this general session, which will be attended by everyone, the "expert" will be sitting in front of the audience. He will stay in the hot seat only as long as he has all the questions answered. Questions will be fired at the expert from a battery of moderators, which will consist of outstanding radio men. In addition, people in the audience may ask questions as long as they’re pertinent to the program. The idea of this super session is to tap the thoughts of the best and brightest in the radio business.

Lawrence, director of the Los Angeles Forum, and KFOX, to find out what I was going to be doing, and I really worried that I wouldn’t be able to relate. "Now, everyone I talked to just said to be an entertainer who just happened to play that kind of music.

A lot of people have said that it wasn’t too rough. Lawrence, Jerry G. Bishop, and Larry Hefford worked as a folk band in the late 60s, themselves the Three Jays. Folk isn’t too far from country music, so I related that to what Lawrence was talking about.

Lawrence, in the past, liked to do a "triumph of concrete" show... start on the air a few minutes before Hilton about eight blocks away at regular rates.

To register, send $135 per person to Radio Programming Forum, Billboard Magazine, Suite 410, 9000 Sunset Blvd., Los Angeles, Calif. 90069.

AT 40 Unveils Show On 'Disappearances'

LOS ANGELES—Watermark Inc., the syndication firm that produces the weekly three-hour special broadcast on the Billboard Hot 100 Chart, "American Top 40," has added a one-hour special called "The 40 Greatest Disappearing Acts of the Rock Era," which will replace the countdown show for the weekend of July 7-8. Tom Rounds, president of the firm, said that show host Casey Kasem and his producer Don Basta worked 18 hours just putting the special together. "Casey and I both thought we’d be done, but we’ve actually been working on the project six months."

The concept of the show is to trace "what happened to some of the artists who had giant hits, but then disappeared without ever having another hit record. For example, what happened to Zager & Evans, whether they were written off, or what happened to John Lennon after "Imagine."

Some artists the firm was able to track down. Robin Luke, who had the hit "Stair Dancing," is now a professor of English. Long and va, and is about to get his doctorate degree. He’s only paid $200 for his giant hit of "Sea of Love," is now a weekend air personality in Provo, Utah. "And All American Beauty was really recorded by Bobby Bare, today a big country star. Bare said it was a mistake, the name of Bill Parsons was put on the record. It was a hit because of the title, and I thought it was the first time he knew he had a hit."

Rounds said that the mon-documented was a whole new way of looking at the music business. Gayl Paxton, who was, contributed to this story. (Continued on page 31)

Onetime Rock DJ Extols Country

By CLAUDE HALL

LOS ANGELES—"Country music has certainly done more for me than I’ve done for it," said Jay Lawrence, a veteran air personality who ’worked on a program in the 60s and survived the trauma quite well. Many air personalities said as much that working on a country music station was a dead end. At the time KLAC Music Director, Jay does the afternoon drive show, went country, another major name person who’s done the switch over. For the station suddenly decided not to sign his contract when he found himself trapping to changing to a country music format.

Lawrence decided to stay with the station, but, as he remembers searching. He’d only been working on KLAC, then an MOR operation, but back in the early 60s, thought he had to get a car and drag it up on the lawn and take the whole thing with him. He’d then do a country station, and KFOX, to find out what I was going to be doing, and I really worried that I wouldn’t be able to relate. "Now, everyone I talked to just said to be an entertainer who just happened to play that kind of music."

A lot of people have said that it wasn’t too rough. Lawrence, Jerry G. Bishop, and Larry Hefford worked as a folk band in the late 60s, themselves the Three Jays. Folk isn’t too far from country music, so I related that to what Lawrence was talking about.

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Soul Radio’s Combat Set

ATLANTA—The first annual conference of Broadcasters and Musical Artists will be held June 27-30 here at the Royal Coach Inn, according to Herb Swan, president of the soul radio group.

Theme of the conference will be "Security, Opportunity, and Influence: A Soul Radio Network Development and Organization Strategy." Lionel Conley, executive vice president of the group, said, "Through the establishment of a talent search and job bank program, a credit union, the formation of Billboard Hot 100, and a BAMA training institute, BAMA will address many of the critical problems faced by its membership."

The three day meeting will be devoted to workshops and a panel discussion. Conley said. A formal dinner will conclude the meeting at 8 p.m. Saturday. At Bell of Soul Records is listed as the executive director of the advisory board of BAMA and board members include such people as Alvin Davis, Effie Smith, and Jack Gibson. Jeri Rogers is secretary, Irene W. Ware is treasurer.

WOAI-AM Into Album Excerpts

SAN ANTONIO—WOAI-AM, an MOR radio station here, will begin playing excerpts from albums, cuts, according to music director Michael O’Connor. Signal of the station to do this as a way of attracting new listeners, particularly at night. "I will be selecting album cuts to be played on the station, not only on the basis of local sales and requests, but also with a close eye on national trends," O’Connor said.

The printed playlist of the station will list the LPS by title in alphabetically by label, but not only on the basis of local sales and requests, but also with a close eye on national trends, O’Connor said. The printed playlist of the station will list the LPS by title in alphabetical order, but not limited to this. The station will also consider the LPs for airplay, but not limited to local sales and requests.

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REGISTER NOW FOR BILLBOARD'S 6TH ANNUAL RADIO PROGRAMMING FORUM!

August 16-18, 1973, at the Century Plaza Hotel, Los Angeles.

And this year's Forum promises to be the biggest and best to date. Billboard's Radio-TV Editor, Claude Hall, has invested a lot of time and effort since last year's highly successful Forum, conferring with a hand-picked panel of radio professionals, to make the Sixth Annual Radio Programming Forum the most spectacular conference ever!

The Best and the Brightest

Among those involved in planning this year's Forum program are: David Moorhead, General Manager, KMET-FM, Los Angeles; Don Davis, Operations Manager, WBAP-AM, Fort Worth; Chuck Blore, Chuck Blore Creative Services, Los Angeles; Tom Donahue, KSAN-FM, San Francisco; George Duncan, President of Metromedia Radio, New York; Ernie Farrell, Record Promotion Executive, MGM Records, Los Angeles; John Lund, Program Director, WGAR-AM, Cleveland; Bruce Lundvall, VP, Marketing, CBS Records, New York; Gary Owens, Air Personality, KMPC, Los Angeles; Joe Smith, President, Warner Bros. Records, Los Angeles; Pat Whitley, Program Director, WNBC, New York; George Wilson, National Program Director, Bartell Broadcasting, New York; J. Robert Wood, Program Director, CHUM, Toronto.

Awards To Be Presented In Six Categories

Topping off this year's Conference is the Sixth Annual Radio Programming Forum Awards Presentation, emceed by the inimitable Gary Owens, who received a standing ovation for his m.c. chores at last year's Forum. This year, however, the award categories have been expanded to six categories, citing the top air personalities, program directors, music directors, promotion men, newcomers, and the top radio stations of the year.

Balloting To Take Place At Forum

Registrants at Billboard's Radio Programming Forum will be provided with ballots, enabling them to vote for nominees in each of the six award categories. The ballots will be tabulated while the Conference is in session, from August 16-18, 1973, and the winners will be announced at the awards presentation and luncheon at the close of the Radio Programming Forum, August 18, 1973.

Register Now!

Billboard's Sixth Annual Radio Programming Forum will be the most exciting and most talked about radio event of the year. You owe it to yourself to attend and take part in the pertinent and provocative sessions. Fill out the registration form, enclose a check for $135 and mail it to:

Radio Programming Forum
Billboard Magazine
9000 Sunset Boulevard
Los Angeles, Ca. 90069

Don't delay, as registrations are already pouring in! Once your registration is received, we will mail you a Century Plaza reservation card. This card must be filled out and mailed to the Century Plaza Hotel to insure your room reservation. Hotel policy prohibits our reserving rooms for Forum registrants, and the Century Plaza will only acknowledge the printed reservations cards that are completed and returned.

Register now and make the most of the biggest radio event of the year!
Billboard's Radio Programming Forum
Would you believe it? Wolfman Jack is going to WNBC-AM in New York and will do the 7-midnight show. The station has moved the talk block back past midnight and Wolfman should do something else to the New York market, namely, fractionate the devil out of it. ... Bernie Armstrong Jr., program manager of WTAE-AM, Pittsburgh, is leaving the station. Jim Dr. Says he's going to leave the station goes back to last April. Been at the station six years. Says he's going to vacation in Honolulu. Stop by if you can, Bernie.

Jim Patton, KLOS-FM, Los Angeles, died last week. Causes unknown at press time.

Larry Ryan, program director of KEEL-AM, Shreveport, is looking for Dwayne (Michael O'Shea) Land. Jeff Baker has left KEEL-AM to join WGSO-AM, New Orleans, the old WOSU-AM, which is now evidently going more rock.... Robert (Bob) Wogan has become executive producer of special programs for NBC radio network, a new position and direction created to "take advantage of the growing importance of special musical and dramatic programs which are gaining more and more listeners" to the network. His new challenge will be to create more such programs such as the recorded live-in-concert specials aired by the network. Funny, isn't it, that radio networks seem to be coming back full circle? At least, to some extent.

Jim Russell is the new program director of WQFM-FM in Milwaukee; he'd been assistant program director and music director at WMIL-AM in Milwaukee. Joe Kelly is general manager of the station and he's just named Gerald Bryant as administrative assistant. Bryant was general manager under the station's previous owners and he operates his own recording studio in the city. ... Here's a note from Maurice Patterson, WHBF-AM-FM, Rock Island, Ill. "I've been with this station on the weekends since November and the only black announcer in this area. Now I'm ready to hit another station where I don't have to buy my own records. I'd like to relocate to a medium market black station in the midwest. Currently, I host a local TV dance program on the ABC-TV affiliate here, but I'm still ready to move."

Dave Gregory has moved from afternoon drive at KODY-AM-FM in El Dorado, Kan., to all-nights at KAKE-AM, Wichita, Kan. Adds: "I talked the people here at KAKE-AM into only a five-day work week, which is really nice since I'd been working seven days a week for the past six months. Also, I'd like to say that Scott Michels, the program director, is the most fantastic guy I've ever worked under; just a damned good program director."

Jay Stone is the new program director of KNUS-FM, Dallas; he'd been working as production director of Joseph P. Cuff & Co., the jingles firm, Los Angeles, and will now head a Dallas office for Cuff.... Larry Alan has departed WKTK-FM, Baltimore, to work at WOVI-FM, progressive station in Norfolk Va; he's to do the 2-6 p.m. show.... John O'Shea) Murdock, Johnny G had been with KYOK-AM, Houston; Murdock had been out of radio about a year, but once worked at KEEL-AM in Shreveport. Johnny G is doing the 10 a.m.-2 p.m. show, Murdock is doing weekends.... Bob Todd, program director of WDXB-AM in Chattanooga and morning air personality under the name of Chickamunga Charlie or something similar, has resigned. He'd done a good job with that station. Truthfully, Tom Moye, program director of WGOW-AM, had been giving Todd recently a run for his ratings, but I feel that's no reason for Todd to suddenly resign. Must be other reasons. Todd is a solid, good radio man. If I owned a station, I'd hire him quickly.

Michael B. Mangan reports in from WDBM-FM in St. Paulsville, N.C., where he's programming a station that mixes Top 40 and progressive music. Needs better album and singles service, will send his playlist to anyone in the record industry that requests it.... Richard Helan, 415-387-2419, is looking for work. Has a first ticket, a BA in broadcasting and two years-plus college radio experience.... John Kendall is the new general manager of WETU-AM, Watertown, Ala. He's been sales manager of WRMA-AM in Montgomery, Ala. ... Hugh (Big Hugh Baby) Barrett, special representative for the Lovery Group, has rejoined WPLO-AM in Atlanta on a part-time basis, filling in for John Fox who is on leave of absence. ... Lineup at WWHY-AM in Huntington, W.Va., includes music director Gary Miller 6-10 a.m., Bill Williams until 3:30 p.m., then Dick Hestad for a telephone talk show, followed by Joel Jackson until signoff. Bill Jone is the new station manager of the operation. ... R.J. Gosney writes that after six years of cooking with rock radio, the likes of CKXL-AM in Calgary (Continued on page 31).
**Radio-TV Programming**

- **Vox Jox**
  - Continued from page 30
  and CFRL-AM in Winnipeg, and lately CKQM-AM in Montreal, I've switched to country. Recently moved back to my hometown on the Canadian west coast to a recently country-formatted CKVR-AM.

  - Marcus Gomez has joined KOK, Lake Charles, La. He'd worked at KTSX-AM, San Antonio, on weekends. He's using the name Mitch Franklin on KOK-AM and the line here now has Jay Michaels 5-10 a.m., Franklin until 3 p.m., program director Bill Conway 3-7 p.m., Michael Martinez 7-11, and Scotty Allen in the all-night slot.

  - Bruce Holberg, program director of WSGO-AM in New Orleans, mentioned above for getting close to rocking, admits that the station has moved in a controversial direction since new owners took over last January, but we haven't crossed the line from MOR into rock yet. Reason is a three-and-a-half hour news block in the morning. But management is still evaluating the situation. And the station is doing more and more research into records that are selling locally. He claims that UDS is giving the station very poor service.

  - No way in the world that I'm going to have room for everything this issue. But Frank Adair, program director of WAYF-AM, Baltimore, writes: "Bob Duggel, local promotion man for Paramount Records, was recently shown the door. Rumor here is that the high-uppers are making changes all over the company. In any case, Paramount's talent is losing one of its finest promotion men and will suffer accordingly. The knowledge, talent and integrity that Dug uses in his business dealings have been appreciated in the Baltimore-Washington area and will be missed."

- **KSOS-AM Turns to Jazz**
  - SAN DIEGO-KSOS-AM, San Diego City College, has switched to a jazz format. The station broadcasts Monday-Friday from 4-9:30 p.m. Hope Shaw is program director, Richard Upton operations manager.

- **Dick Kent, program director of KLAC-AM in Las Vegas, participates in a "Drift Away" contest sponsored by the station to help promote a studio session by the legendary Los Angeles-based Record label artist. Prize was a cruise on the paddle wheeler Bella Carol with Gray, Dick Kent, Gray, and contest winner Bobby Jenny.**

- **Rock DJ Extols**
  - Continued from page 28
  son for a couple of months. Later, in Cleveland, on the old KYW-AM, worked with Ken Draper, Jim Stugg, Jim Runyon and Spews Howard. Draper was a great program director. It was an amazing couple of years that we worked there. When KYW-AM became WKYS-AM in the NBC and Westinghouse station change, I stayed with WKYS-AM. And when the station went head on under a new program director, I just got fired. But I just signed a contract for 15 months which showed an employee could draw my salary if I wanted another job. So, I looked around for a new job. And there's a song out there that's been in Buffalo for a couple of months and it was starting to snow... and he replaced Dick Sinclair's "Porky Party" on KFI-AM. Then to KLAC-AM and country music.

- **At 40 Unveils**
  - Continued from page 28
  of overdriving, the Hollywood Ar- gies, a multi-platinum pop group and is a Grammy winner, Kasem added.

  - "And we set to work, we tracked down to such activities as driving a truck or working in a dry cleaner's shop," Radio Mirror added.

  - "American Top 40" is now aired on 225 stations in the U.S., plus the 307 stations of the Armed Forces Radio Service. Usually, the show is aired on a weekend. The most of the mini-documentary, and "American Top 40" does five of these a year just for AT40 subscribers, around $2000 or more. Report said: "When the show was rough for us in the early days, a lot of radio stations stayed with us because they felt the show was cooking, we want to keep mon- documentaries like this tidy for its new audiences... for our syndication, we won't syndicate it separately."

- **Holiday PromF Pro**

- **Raws Taping Pilot TV Show; Stresses Music/Dance**
  - New York—Lou Rawls, MGM artist and Bailee Jones, independent television artist, have independently signed Creative Inputs, have signed a partnership agreement to tape the pilot show for a television series, "Give a Man a Fish...."

  - Projected vehicle would be geared to the youth market, described as "eight to 21-year-old" incorporating both entertainment and education. Initial guests slated to include Dr. Elmer Gantry, chairman of the Afro-American Studies department at Harvard University, and Stacey Jones, beauty consultant and president of Stacey-J cosmetics firm.

  - Producer Jones has also projected a special scholarship to focus on the show's strong dance theme, which calls for a live audience and guest performers. The scholarship will be awarded to a 21-year-old, not the 16-year-old group that will be eligible for a trip overseas.

- **Hit Formula Aims Songs**
  - Continued from page 28
  you can sell 500,000 single without crossing over into the pop area.

  - The executive talks about Unlimited's current single, "Oh Love We Finally Made It," which has been out two months and now starting to show signs of coming together. "We had the B-side played for a while, then we took it out of rotation. But, after a few more sales, we'll play it again."

- **Charge John's Song Infringes**
  - LOS ANGELES—Budd Music, publisher of the 1961 Pat Boone hit, "Speedy Squirrel," has filed suit in Federal Court District over claim that "significant parts" of Ehren John's "Crocodile Rock" are "totally identical in harmony and tone," to the earlier tune by Edie Lee, David Hill and Buddy Kaye.

  - Budd is seeking a share of the "Crocodile Rock" royalties plus unspecified punitive damages. Named as co-defendants are MCA and MCA Records, Dick Jones Inc., Elton John, producers, John and Warner Bros. Publications.

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  - 45's: "When I Make Love," Margie Evans, 1010

  - "Instant Everything"—Koko Taylor, 108

  - "Petting the Baby"—Willie Dixon, 777-15

  - "What a Fool"—Mazzy Star, 777-12

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  - Copyright material
Jukebox Programming
Mount Jukebox Drives
Indies United
Big N.Y. Label Bid

By INGRID HANNIGAN

CHICAGO—Sales of "Soul Makossa" are being hampered because there are too many cover versions, according to a spot check of jukebox programmers in Chicago, according to late-night strip printers and radio stations.

Originally written, performed and first recorded in Europe by Manu Dibango for Societe Francaise du Son, the song has been released by at least seven other companies, including Atlantic, Mainstream, Bud- dah, Asco, Paramount, Town Hall and Atlantic with Manu Dibango performing it on Atlantic.

Imported into New York originally, the record was being sold $2 and $3 a copy and raids by Brooklyn district attorney Eugene Goldie's staff resulted in a subsequent, allegedly illegal copies (Billboard, May 19).

While Atlantic was lining up the Dibango version, other labels were rushing out covers. Title strip tips sheets show that three versions were shipped May 16: Africa's on Mainstream, All Directions' on Buddah and Nacismo Afro Band's on Town Hall. The Simon Konyatta-Toupe's African Mission was shipped May 23, the Atlantic one May 30, the Manhattan one on June 1 on Atlantic, and another on Paramount June 22.

As of June 16, the only "Soul Makossa" on Billboard's HOT 100 was the Mainstream-Africa version. No. 1 soul hit, the new "I'll Have a Bag of Ashes" by Jesus Christ Jones, was still far out of line to the original. Although a smaller company with limited distribution compared to Atlantic, Mainstream has been pushed by radio for more consistently and aggressively than the other firms, at least here.

Dick Steinberg, Sterling Title Strip Co., termed it as disappointing as "Both Mainstream and Atlantic have produced soul hits to be sure, but in so little time, each could have been greater."

Jukebox operators noted stronger promotion of new records and less promotion of records for Atlantic's record. A likely reason is the hard-driving rock sound which has resulted in a flair for quality and sound of the mix, Dibango's was "African folk," appealing to a major market.

In New Orleans, Henry Holen- th of TAC Amusement reported jukebox activity is working well with the sports bands.

In New York, Howard Mc- kay of TAC Amusement reported jukebox activity is working well with the sports bands.
Set Indy-pendent Dist. Firm

- Continued from page 32

ditions to get it to operators and retailers. Also, they're having great difficulty collecting for the product that is sold."

In a phone interview, Wills said he heard from one label president who

'Soul Makossa'  
Mainstream's local representative, Jack White, of Summit Distributors, is pleased. "One-stops record and record the Africa, and it hasn't done down yet," Wills said.

Soul radio stations here claimed both Atlantic and Mainstream pushed for air-play, but Mainstream's record is winning out at this point. A spokesman at WGRT-AM said it alternates with the two, WYON-AM played Africa first and most, but then began to play other versions to be fair, said Cedric Hale. "It doesn't matter which version is 'best' (I think it's Africa) because we won't play any of them now. They confused the listeners and killed themselves off. They're all dead as far as I'm concerned."

JUNE 30, 1973, BILLBOARD
Chappell Wins Revere Awards

NEW YORK—Chappell Music was named winner of the 1973 Music Publishers' Association Paul Revere Awards for Graphic Excellence. It was the only publisher to win in both the contemporary and classical music categories. Krassoff/Strimble/Sunlight, a division of American-Kraft Music, received second prize in the Jazz category. The award was given to Chappell for its jazz music, which was edited and arranged by the company's music staff. The award was presented to Chappell by the American Society of Composers, Authors, and Publishers (ASCAP) at a ceremony held in New York City. Chappell is a leading publisher of sheet music and recordings, and is known for its high-quality publishing standards.
Blue Thumb Records congratulates The Pointer Sisters on their first four weeks in the business.

Produced by David Rubinson and Friends, Inc., San Francisco

Blue Thumb Records, Inc.
437 N. Canon Dr.
Beverly Hills, California 90210
A Subsidiary of Capitol Music Corp.
### The Pointer Sisters Summer Tour

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<th>Date</th>
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<tr>
<td>June 28</td>
<td>Helen Reddy Show</td>
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<td>June 29-30, July 1</td>
<td>Circle Star Theater</td>
<td>San Carlos, California</td>
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<td>July 3-8</td>
<td>Boarding House</td>
<td>San Francisco, California</td>
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<td>July 12-15</td>
<td>Troubadour</td>
<td>Los Angeles, California</td>
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<td>July 17-21</td>
<td>Cellar Door</td>
<td>Washington, D.C.</td>
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<td>Helen Reddy Show</td>
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<td>July 20</td>
<td>Midnight Special</td>
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<td>July 25-29</td>
<td>Bijou Cafe</td>
<td>Philadelphia, Pennsylvania</td>
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<td>July 30</td>
<td>Roseland Ballroom</td>
<td>New York, New York</td>
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<td>July 31</td>
<td>Mississippi River Festival</td>
<td>Edwardsville, Illinois</td>
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<td>August 1-2</td>
<td>Top of the Inn</td>
<td>Milwaukee, Wisconsin</td>
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<td>Helen Reddy Show</td>
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<td>August 3</td>
<td>Central Park</td>
<td>New York, New York</td>
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<td>August 6</td>
<td>Schaefer Stadium</td>
<td>Foxboro, Massachusetts</td>
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<td>August 14-16</td>
<td>McCormick Place</td>
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<td>August 16</td>
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**Note:**

Don't forget to be at the airport at 4:30 a.m.

---

**Handwritten Note:**

I sent you $5.75 for lunch two years ago. Now that it looks like you have the money, please pay me back.

Cheers,

Bill Graham
Gibson & Stromberg are proud to have been associated with The Pointer Sisters these past 28 days.
"Oakland's Pointer Sisters have the potential to become one of the most important entertainment units in the world. Good-humored, visually awesome in their thrift shop 1940's drag, and technically virtuoso, the four Pointers and their acoustic rhythm trio have gotten better word-of-mouth in the L.A. music community than any new act in months."

Nat Freedland, BILLBOARD

They are total non-stop energizers, a source of more natural combustion than any one family is entitled to. They all talk at once, gesturing frantically to express their emotions and act as if the world is their very personal stage.

"...An exhilarating experience in pop music vocalise."

Philip Elwood, S.F. EXAMINER

Rags to riches, Cinderella stories are a mainstay of Hollywood fantasies, but in the case of The Pointer Sisters, the legend takes on realistic proportions. Press agents actually left the bar to watch the show, veteran music publishers returned night after night, bouquets of flowers arrived at their hotel from radio stations and talent agencies, and agents brought their wives back for a second, third and fourth visit.

"...The girls are so obviously enjoying themselves, that their audiences can't help but enjoy them. And that is what real entertainment is all about."

Chris Van Ness, L.A. FREE PRESS
"The girls strolled out in 1940's Billie Holiday Marcelled-Hair Flower-print Floor-length dresses, decorously hung their coats on a convenient hat rack... They shimmied, grinned, bounced, flounced and sang, handling the extremely difficult vocal passages with ease, harmonizing in close-order drill and scatting like it was the word of the Lord herself."

John Wasserman, S.F. CHRONICLE

"At this point in time there is little doubt that The Pointer Sisters are on their meteoric way to superstardom."

Chris Van Ness, L.A. FREE PRESS

Long and leggy, stylish with a kind of elan not usually associated with singers, Ruth, Anita, Bonnie and June Pointer prove irrevocably that they are just about the most exciting thing to hit music since Judy came over the rainbow.

"... The most refreshing swing music I've heard from a contemporary group."

Todd Tolles, MELODY MAKER

Dressing exclusively from thrift shops, they've brought a new dimension to "antique" clothing, rivaling the styling of both Bette Midler and early Barbra Streisand. Fake flowers, wide brim hats, forties dresses all combine for an effect on stage that is riveting.
Thanks for your first four hits, guys.

Polo Grounds Music BMI (Sugar)
Polo Grounds Music BMI (Jada)
West Berkeley Sound Co. BMI (Old Songs)
Ebbets Field Music ASCAP (Pains & Tears)

Bruce, Jeff, Norman, John Shine & Bing.

HERE’S TO FOUR MORE

Bertco

To Four of The Greatest For Four Of The Greatest

Congratulations and Best Wishes

Helen Reddy, Jeff Wald
And the Helen Reddy Show.

Ampex
It's Been
A Great
Four Weeks

Warren Archer
Color Service

Fred, Jerry and Debbie
Calero Sound Company
San Francisco

We're Proud of the 720 Hours
You Have Spent in the
Recording Business.

A hundred of them were spent recording at
Wally Heider
Recording Studio.
San Francisco.

We're Proud To Have Been
Part Of The Pointer Sisters'
First Four Weeks

Columbia Records
Special Products
Congratulations to
The Pointer Sisters
from this week's
Blue Thumb chart
toppers.
Fear of Fuel Crisis Hurting Concert Dates

NASHVILLE—The energy crisis, scattered though it may be, is beginning to take its toll at country music shows in various parts of the nation, a Billboard poll shows.

Hardest hit by the shortage (or threatened shortage) of gasoline is the famed “Wheeling Jamboree” show in West Virginia, broadcast by WWVA.

Attendance at the “Jamboree” had been running 30% higher than a year ago when the neighboring state of Pennsylvania announced it was restricting sales of gasoline to 10 gallons per car, and warned of upcoming shortages. Attendance at the next show fell to about one-fifth of normal, with a few thousand empty seats in the house, despite the featured performance of Charlie Rich, who is riding a crest of popularity.

“It’s the gas shortage, and the fear people have of it along the highway.

Bundle of Acts in Martin Show

NASHVILLE—In what may be the fastest-paced show ever put together, 58 country acts will be seen and heard on the “Dean Martin Summer Show,” which will run for a 7-week period.

Because of the crowded location, most of it shot location in this area, there will be plenty of music and very little-dialogue.

Camera crews, working in the heat and humidity with incredible effectiveness, have finished production work, and the show is ready to roll. The remarkable thing about the show is that it shows great balance, mingling traditional artists with bright new acts, and covering all areas of country music.


(Continued on page 45)

UTN to Offer Fiddle Course

NASHVILLE—The University of Tennessee at Nashville, in cooperation with the “Grand Ole Opry” and the Country Music Association, will conduct a six-week “Fiddlers on Fiddles and Fiddlin’” course July 10-Aug. 23.

Referring to it as “untraditional” in music programs, Chancellor Roy Nick said it is due, in part at least, to a revival in the art of fiddling.

Attendance will be limited and only registration is encouraged.

“The purpose of the course is to provide for amateur fiddlers and fans of fiddling various demonstrations, discussions and instructions about the art by internationally acclaimed masters,” Nick said.

The two lead instructors for the course will be Howard Forester,.

Things Pop on 4th at Dripping Springs

AUSTIN, Tex.—The First Annual Willie Nelson 4th of July Picnic at Dripping Springs, near here, will be recorded entirely by Atlantic Records leading toward a double-LP set.

More than 25,000 persons are expected to attend the affair, which brings together some of the finest artists in country and pop, held at the site of a financially disastrous “Reunion” show more than a year ago.

Nick Hunter, promotion man for Atlantic, said the label now is in the process of obtaining clearances from other companies so the various artists can be heard on the special album.

Already slated to appear with long a part of the Roy Acuff group and now with the Acuff-Rose Artists Corporation; and Dr. Perry Harris, who has done research papers on fiddling for such groups as the American Medical Association. Artists who will help teach the course include Roy Acuff, Kenny Baker, Vassar Clements, Johnny Gimble, Ramona Jones, Ed Hyde, Doug Kershaw, and Mack Magaha.

Course topics will include headstands and breakdowns, the folk tradition of the fiddle, bluegrass, western swing, cajon and jazz styles, fiddling techniques, and construction of a fiddle.

UTN last year pioneered, in cooperation with the Nashville Songwriters’ Association, an offering in songwriting.
two exciting new hits from David Houston

a chart bustin' single!

'SHE'S ALL WOMAN'

Epic # 5 10995

a red hot album!
Thanks to a fellow named Johnny Cash, who spends most of his off-duty hours helping other people, Johnny Williams has felt the pull of the recording business. The veteran entertainer has just cut an LP at the House of God in Nashville that helps him get it placed with a label. As for the material, again he got the help from friends. Among others he got songs from Waylon Jennings and Tom T. Hall. That's one of the stories about Nashville: the willingness to help one another. Porter Wagoner, by the way, is one of Johnny's friends, and his brother-in-law, Don Warden, are often an annual one-month vacation, this time going to California and returning by plane, train, car and boat. Jeannie Seely off for a week with her family in California.

Jim Ed Brown's father-in-law and business associate, Arthur Perry, is home from the hospital and in a body care. Tanya Tucker has been booked into the Orange Bowl in Miami for the 1973 college football play-off. She is also continuing his income and filling free hours by modeling and doing community work. Tommy Overstreet is recovering from abdominal surgery.

Tex Clark tells this on himself involved in an auto accident on music row, the noise brought people streaming to the building center opening in Bowling Green, Ky. The lovely Acora Sisters, who have managed to get into the building center opening, are now bill themselves as Evelyn and Goldie, and are performing the Holiday Inn. They sound better than ever, and now are writing their own material. Larry Brown is a very talented young man, really didn't get a fair shake when he was introduced to the world through the Carlisle Ford's record of "King of the Dance Floor," a couple of weeks ago. They brought him in with John Wayne and others to kick off his career with the record company, but Wayne got all the attention. Yet when Larry signed with the label, the label didn't knew of his acquaintance with Wayne. Larry reveals that others have helped him, too, and stayed in the group, including Mary Reeves Davis. But he has an extended contract with the label, the boy can sign his name to new booking contracts as well. What was meant to him actually overshadowed concerns. The Whipping Wheel flew in his private plane for a recording session produced by Larry Butler. Butler also is producing the Compton Brothers forDot in the same time.

Jim Ed Brown came up with another break-through, being the first country singer to have a record on Billboard's No. 1 chart for a month. "Crazy Arms," the album of the album, is "Loving You," which should be pointed out even though the album also has "Loving You." The chart robbers, whose career is accelerating now, has been booked for 20 dates during the month of July and August, as soon as she returns from Spain. It's been managed by his uncle, former manager of Jack Roberson. How big can this be for Bill Anderson? Not only are his own record company "Loving You," the album of the album, also a hit, keeps turning up for his hits. By the way, singer Mary Lou Turner has been wending away from Hi-Bow Records and will now record for RCA. It's a pretty nice deal for everybody concerned. The Whispering Wheel is a series of Southern Sound Records of London, England. Keene also has just concluded a session with Eta Cox, cut at Shad Management, and Creative Studio, in Circutlanz.

Midwest Recording Studio here also have been active. Michael Schulz, studio manager, and Keene have worked together on several projects. Beegie Mae Jackson has just finished her session for Capitol Records there, and other artists are scheduled for recordings.

Finally, Keene, who handles public relations and promotion for Felt's, has a joint ownership with the CMA's Massey, has just finished her session for Capitol Records there, and other artists are scheduled for recordings.

Martin Show

Continued from page 43
Joe South, Joe Stampley, Ray Stevens, Mel Tillis, Donnie West, Norro Wilson, Connie Smith, O.B. McDonald, Brush Arthur, Johnny Russell, Mac Wiseman, Barbara Mandrell, the Suller Bros., Hank Williams Jr., Diana Trask, Barbara Fairchild, Jim Ed Brown, Bill Monroe, Johnny Duncan, Bobby Bare, Jeanne C. Riley, the Stotebots, Faron Young, Molly Ridgeley, Leo Handwork, Nat Stacy, Waylon Jennings, Don Gibson, Brenda Lee, Bob Gosdich, Roots Raid, Tonney Overstreet, and Ronnie Robbins.

Billboard Hot Country LP's

Country Music in Nashville Scene

By BILL WILLIAMS
This Man Does Not Read, Nor Does He Use, Billboard's International Buyers Guide...

Because Billboard's International Buyers Guide is designed for the exclusive use of people within the music industry. And Shinook (pictured below) is about as far removed from the music industry as anyone can get. In fact, Shinook wouldn't make a dime in the music industry. Confidently, he doesn't make a dime in the second-hand seal skin business either. As a result, he spent all last year living off his frozen assets. But that's another story.

Anyway, if you're part of the music industry, then Billboard's 14th annual International Buyers Guide is exactly what you're looking for if you want your advertising to go directly to the people who count. You know who we mean:

- Record Companies
- Talent Agencies
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- Manufacturers
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Ad Deadline: July 25
Issue Date: August 25

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03-586-0261
Superscope Focus on Mass Merchandise Under Own Brand

By BOB KIRCH

CHICAGO—Superscope is now preparing to fill certain gaps in its product line and reach price points not available in the past in an effort to compete strongly in the expanding mass merchandising market, according to product marketing manager Gary Beckstrom.

"Superscope has always been known as an audiophile company," Beckstrom said. "But we are now building a strong line of FM radio, high performance cassette home theater."

The new line is designed to position Superscope in the market as a name that consumers can recognize and trust. Beckstrom believes the line represents a new dimension in home theater.

Not Bootleg

Mascoli said many people mistakenly think Superscope is in the business of "bootlegging" or selling home theater systems that are not available elsewhere. He stressed that Superscope is not interested in that business and does not wish to be associated with it.

Car Cassette Gains, Auto Reverse Boost

By ANNE DUSTON

CHICAGO—Companies are again adding cassette units to their lines, and are marketing them in the last few years. A spokesman for one company credited the revitalized market with helping to sustain the demand for cassettes and cassette recorders.

In addition, the increase in the popularity of small cassette recorders has led to a rise in the sale of cassette recorders as a whole.

CATV Software, Hardware Firm

NEW YORK—A new video corporation—Direct Video—has been formed to provide a full line of private television communications services and systems including video cassettes and video publishing.

The firm will be a joint venture with Robert Whitehead as president, Paul Douglas and Ewen Barnett, Jr., all of whom came from the executive staff of Management Television Systems.

According to Whitehead, the company will operate both as a service company and as a sales company, serving the needs of a variety of private and public organizations, and as an entrepreneur.

The company will be independent and will be able to develop and distribute its own properties.

Accessories Add Impressive Sales

By RALDIFEE JOE

CHICAGO—Accessories for the consumer electronics industry continue to enjoy tremendous popularity at the CES, with all brands chalking up impressive sales records.

As usual this year, the big sellers were cases, headphones, blank loaded cassettes and storage cases; but beyond these, little heralded items like phonograph records, tape splicing equipment, head cleaners and management software are all enjoying a remarkable amount of buyer appeal.

Car Tape/DVD/Video

In-Store Duplicating Push

This isn't practiced much because of the problem of matching the old tape with the new. Cartridge Club, however, is now working on a customer system.

Mascoli said that the problem in matching exists with disk to tape transfer, a concept promoted by Superscope, but of no interest to Mascoli.

Cartridge Club offers both a tape-to-tape and a cartridge-to-cartridge system.

The tapes will be sold in units of $24.95, and double packs sell for $3.99.

Mascoli does not think his company's program encourages buyers to buy sales of new product. He also does not believe the program discourages the sale of blank tapes, even though company literature refers to bulk erasing the consumers' old tapes and recycling them.

See 8-Track Recorder

By INGRID HANNAKIN

CHICAGO—Exhibitors at CES 8-Track Cartridge recorder, one the most sophisticated equipment, and those who want to own the biggest but are not necessarily more abundant than ever.

Spokesmen at several companies said, "Superscope, Panasonic, Pioneer, or Teac. We can't spend the effort on what is not in the market."

Askoff offers an 8-Track cartridge stereo tape recorder and tuner at $199.95, suggested retail. The Model CR-8 features one-micron gap for wide frequency range. Complete with fast forward, reverse, automatic step, and remote control, it can be used as a public address system.

Claricon, Div. of Gladding showed two 8-Track recording decks. The $4,100 A-10 non-magnetic deck, with air-suspension speakers incorporating the feature which allows quadrophonic playback capability after adding two speakers. Complete, this unit sells at $3,799. The $4,100 B-10 non-magnetic deck, with automatic changer, and a modular stereo phonograph, as part of its 1974-1975 line.

Big GE Line

CHICAGO—in a move designed to capitalize on the continuing growth of the home electronics industry, the Audio Electronics Products Dept. of the General Electric Co. has released a discrete 4-channel Stereoliner, a player; a two-piece portable stereo 8-track player with AM/FM radio, two portable cassette recorders, one with AM/FM radio, one deluxe stereo receiver, one popular-priced cassette recorder, and a new model with automatic changer, and a modular stereo phonograph, as part of its 1974-1975 line.

In announcing availability of the new product line Richard T. Gerlach, general manager of the new line.
Ore.

**Lear Jet Push**

By HIDEO EGUCHI

CHICAGO—Lear Jet Stereo will continue to add emphasis to its car line with two new models that will make it a fairly sturdy home line, according to firm President Ed Campbell.

The new models in the car area is hot and healthy, but not quite as strong as in the home area," Campbell said. "The competition in the car area is more opportunities to make even stronger inroads into the marketplace."

The firm is marketing an auto cassette tape for the first time this year, as well as keeping up the 8-track line with which it has already identified. "We're really getting the auto line into focus now," Campbell said. "We're getting into the home line, in tape and phone, but are going to specialize in car sound." Campbell said this specialization required the firm to take a close look at car cassettes and radio for the first time this year, and they now have several cassettes in the marketplace.

As far as stereo is concerned, Campbell feels that the car market is important, perhaps not quite as important as the vast numbers of such models seen here and there. "I feel it's a necessary item," he said, "but I have a feeling that the number of every car and tape are carrying them is that they are afraid to take one. Nobody really wants to be called a 'cop out' or guard. If these units are moving in any tremendous volume, I would be quite surprised."

---

Lear Jet has had a car 4-channel unit in its line and has added another, but we haven't been able to date," Campbell said, "but in this type of market it's difficult to predict these things." As far as trends in auto stereo, Campbell uses in-dash as an extremely important one. "To me," he said, "in dash is the main feature. The consumer wants a unit with a radio and he wants something that will fit right in with the car decor. In cassette, automatic reverse certainly must be considered an important point, and for several reasons. One obvious reason is the convenience factor. If you have no Reverse, one is the safety behind auto reverse. With the various government regulations concerning auto safety standards, automatic reverse seems to fit right in. There are other features," Campbell continued, "which I like to call satellite features. These are good features, but the most important thing in my opinion is that they aren't worth, worthwhile, but they aren't completely fast. For example, in '70, one of these units. It's nice to have but you don't have to have it. When you come down to it, a tape track selector is almost as good."

Another trend Campbell said has noticed the trend of auto-touring dealers buying cars with out a tape player already installed. They will do it as a promotional thing and offer a unit free when the car is purchased. This way they save the

---

**GE Mounts Big Audio Push**

By KENNETH FITZGERALD

Lear Jet's unit is being sold as a part of the back in 1953 and has been a sales executive director of purchasing for Pacific Mercury Television Corp. (now Warner) of Van Nuys, California. This experience, he noted, gave him valuable background in consumer electronics and new product development and merchandising—information he now has to pass on to his customers. Prior to his association with Pacific Mercury, he was a professional musician specializing in jazz music and the symphony. During this period he was a member of the CBS touring band. He played reed instruments mostly, along with some comparative work on the banjo.

Lear Jet started out as a rep twenty years ago with one product line (Wintons-Cay), concentrating on tape recorders and black-and-white television sets. He handled these products for about five years with Norelco, a representative of Norelco, having heard of Lear Jet's North West operation, contacted him by telephone and introduced him to the company. "I thought it was a great opportunity," he said. At that time, he noted, the New York firm handled only one tape recorder.

"I'll tell the latter part of last year, as a matter of fact, that he added another major line—Lear Jet Stereo. He was permitted to do this, he says, because of the stabilization of the 8-track business which had been in a state of flux. Lear Jet has introduced an 8-track AM/FM automotive system and has added innovations in home- and car-line devices. He has always maintained that there is a market for "In this business we find it mutually advantageous to pass on information as to what a particular line does or doesn't do for us with others in the field."

The rep has to be pretty selective in the lines he picks, Legg said. "We're offered in the neighborhood of 200 lines a year and we have to weed through them," he explained. "We have to study the long-range plans of the manufacturer, ascertain the direction he intends to take, appraise his financial stability, determine whether or not there's a conflict with the lines we now handle, and finally, weigh the manufacturer's business policy to determine whether or not he intends to let the representative manage his own territory. This latter point is very important with us."

Some lines offering a possibility of conflict have been turned down regretfully. Legg says, but he's found, he emphasizes, that it pays over the long haul to maintain one's loyalty with the firms that have treated him right in the past.

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**Ore. Rep Sells Car Dealers on Pushing Stereo Units**

By KENNETH FITZGERALD

PORTLAND, Ore.—"The automotive market, some 97 percent unsaturated, with installments, offers a tremendous potential for more sophisticated entertainment system sales, and that's the direction we're going," said the owner of Kitchenstereo, a local, home-based manufacturer who represents service areas from the California border to Alaska.

Richard Legg is so sold on the rich potential of this market that he doesn't have an eye when he proses a 100 percent increase in business volume over the next 18-month period. Legg has been in the car business for twenty years and is a hard-nosed appraiser. He says it's important to consider profitability of line and loss. Over the last ten years his business has averaged a gain of 25 percent in any year to year growth.

Legg and his salesmen are concentrating their efforts heavily on all categories of dealers, including car dealers and stereo units in the past and need a lot of convincing. "We're doing considerable missionary work in this field, working with both dealers and wholesalers," he said. "We have a program of cooperative advertising also is being encouraged."

"Our job is to convince the dealer and, through him, the customer, that the maximum of the enjoyment of driving is being lost through lack of a stereo entertainment system in the car. Dealers generally, I find, are beginning to realize that the availability of such systems can greatly enhance automobile sales. Once we get this point across, the field is practically unlimited."
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.

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Wholesalers,

extra cost for themselves when they buy the car and can still give the customer a tape unit.

The recreational vehicle market is becoming an increasingly large market according to Campbell, even larger than some initially suspected. Lear Jet offers a unit with a special face plate for recreational vehicles. The plate is basically a trim plate, and Campbell said it helps solve the problem of providing both a car and home unit in one.

Concerning other aspects of the auto industry, Campbell feels that 8-track record and its growth in the home “is one of the main reasons for the continued growth of 8-track in the car. A customer interested in good sound looks at a home unit with 8-track record and he can’t help but think of putting one in his car if he doesn’t already have one.”

Talking about car sound in general, Campbell said, “The car market is getting even more specialized than it ever was in the past. When you realize that only three to five percent of the cars on the road have some sort of car stereo, then you see the potential. I think you’ll see a lot more specialty companies in the future.”

As for features, if a feature pays for itself and is good for the customer, then it is one that should be included. If it doesn’t, and in some cases fast forward in 8-track doesn’t, then it is of no help to the manufacturer of the unit taller to have the feature. For instance, fine tuning is not that necessary when it’s purchased. If the consumer fouls around with it then he’s going to have to live with it and buy it back, and this just means money spent that didn’t have to be spent. Think of it, why is one going to sell a unit out of tune?

New Philadelphia Chain

Philadelphia stereo wholesalers, operating a chain of stereo component stores along the East Coast, moved into the Philadelphia area late this year with two suburban locations in shopping areas. Under the name of Stereo Sales, the firm has been owned at King of Prussia. But with the opening of the second location near the Buck’s County Mall at Feasterville, the Stereo Sales name was changed to Stereo Discounters.

Stereo Discounters officials said that since the store operation is basically discount, the Stereo Discounters name would be more appropriate, keeping with the store identification sought for.

Over a dozen marketing guides for manufacturers are available from the National Electronics Retailers Association, 303 W. Erie, Chicago 60611. This includes such items as a directory list, ‘What to look for in a stereo/fm car accessory kit’, and ‘Dealer’s guide to the stereo/fm car accessory market’. The firm has been in Chicago since 1929.

Champagne Sales Co. considered the CES, along with the rest of the Midwestern states, with headquarters in Grand Rapids. The company is located in Southfield, Mich.

Statements for this feature provided by the P.U. Band, and special ladies programs are planned for later.

Graham Powell, president of Capitol Industries’ Audio Services division, and Melissa Cassel, were members of the Topper Electronics’ meeting, “The big push is coming in at a fast rate from both distributors and manufacturers. Entertainers have not been shown, but we will provide for them,” Powell concluded.

Cassette, Audio Accessories

The ACS-130 is an in-dash, AM/FM/MPX unit with adjustable shafts, fast forward and eject, and lists for $129.95. The ACS-129 features automatic tuning for much finer filter in-tuning, AM/FM/MPX, fast forward and eject, and indicator lights, for a $179.5 list.

Steve Cranes, vice-president, sales, for Kranco, said the company dropped high end units a year ago in favor of low end units. The company showed the AMS-292, a 2-dash model, KSP950 with fast forward, eject, and slide controls, for $495 list.

Bowman and his subsidiary, Atlantic, developed the AMS-120 model, an in-dash AM/FM/MPX unit with fast forward, list at $169.95.

Magnadyne introduced the Model M80L, an under-dash player for fast forward and eject, and slide balance controls, at a $495 list.

Lear Jet to Push Car, Home Players

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Accessories Add Sales

lubricant for records, and hi-fi service cleaning kits. Le-Flo was enjoying the wide-interesting aspect of accessory buyers, and according to Leslie Dale, although carry and storage cases and headphones remained the perennially biggest sellers, yet there was an increasing desire on the part of the users for record-like tape care products, plugs, jacks, switches and patch cords.

Wide Array

At the Recordon booth, manned by Peter Weisburg and Bruce Block, there was much satisfaction over the buyer response to the firm’s recently released line of accessories which ran the gamut of needles, cartridges, plugs, jacks, patch cords and record cleaners. Weisburg said he was encouraged by the response to the line, and assured that plans to push the products will be accelerated.

At the Duotone booth, where the bulk of the companies’ display was in phonograph needles, Steven Nester, Duotone’s president, was noting the rapid growth of the tape and record item cars and other accessories.

Duotone is one of the nation’s leading manufacturers of phonograph needles, but the Miami-based firm has found itself developing an accessory catalog which features just about every imaginable accessory needed for the care and maintenance of the growing consumer electronics field.

At both the AM/FM/MPX unit which features automatic tuning for much finer filter in-tuning, AM/FM/MPX, fast forward and eject, and indicator lights, for a $179.5 list.

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See 8-Track Recorder Gaining Momentum

JVC featured the ED-1261 8-track cartridge/player/recorder desk, listing at $169.95, and the ED-1240 at $129.95.

Midia’s selection, the S-928 1-track tape recorder and player deck with pre-amplifier for $198, according retail of $198.95, standard features are included.

As a special line item, which features automatic tuning for much finer filter in-tuning, AM/FM/MPX, fast forward and eject, and indicator lights, for a $179.5 list.

Westbury’s brand-new 8-track recorder, Model 4101, retails at $199.95. It arrives from Japan shortly. The firm will begin a quick recorder line within the next year.

Midland has a prototype on the sales manager which would not give a list price. However, the recorder/player deck has a two-speed tape with an automatic shuttle mechanism, and has a manual/lower control recording modes, VU meter for each channel, time counter and automatic play/stop. It lists for $179.95 and will be available in September.

William C. Jaundon, president, Stanley Wallace Associates, Inc., has moved the firm’s offices to Carrollwood Village Executive Center, outside Tampa. Two high-profile marketing specialists have joined the J.C. Musical Sales force in Joppa, Md., Dave Pursley, a graduate electronic engineer, was buyer and manager for a leading dealer in Md. before joining the firm. Jay Wolf also brings an electronic and retail background to his new position as regional manager. Jay Wolf also brings an electronic and retail background to his new position as regional manager.

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Magnetic Corp. of Winter Garden, Fla., has developed a Superscope duplicator with twice the capacity according to John Lorny, President, and B.J. Loucks, Sales Manager. The new unit enhances the company's four-year-old Superscope pre-recorded music market.\n\nThe new Superscope is designed for specific Braille applications, and includes two additional Electro-Sound duplicating units. The new model's greater flexibility, it is claimed, is now available for a wide variety of audio production needs.

**Superscope Eyes Mass Merchandisers**

**Continued from page 47**

What are some of the things that the firm is doing to move more strongly into the mass market? Design is one of them. "There is a certain amount of charisma that is transferred with the consumer's first glance at a product," Beckstrom said, "and this is based on the consumer's observation. The consumer no longer asks the salesman what he needs, he asks what he wants. So we've got to offer quality and appeal to the consumer that the consumer will pay for it.

**Mass Market**

Superscope is still involved with the audio specialty dealer, but is making strong moves at the mass market. How does Beckstrom define the mass market? "I call the mass market the general buying public who wants to spend a certain amount but also wants quality merchandise. It's not only us, but most manufacturers have to realize it." One thing we do concentrate on, according to Beckstrom, is cosmetics as well as quality, because we feel this is important. It is almost on a formula level at the mass market. There is promotion, product exposure in the store and high frequency advertising which we will help any account with.

"What we're doing," Beckstrom continued, "is attempting to establish Superscope as if it were an unknown entity. We really have to begin when we had the first line of mass, we were almost an orphan. We began with a hi-fi line, compact line and tape line. These areas are all aimed at different buyers but they all head at the mass market. Even components, which we are involved in, are now a mass item. What we really want to do is to elevate the General Motors of the audio industry, with something for everyone."

**More Spending**

Superscope issues marketing reports to our salespeople, to give them some idea of what to expect before the product arrives. These reports cover important features and discuss the competition the product will face. By this, Beckstrom says, "we're letting the dealer know what's getting before it hits the shelves."

$1 Mil Ads

The firm is planning on spending a million dollars on advertising between now and March 1974, with much of this devoted to prime time television and a lot of this concentrating around the fall and Christmas selling season. There will also be strong advertising in specialty and general interest consumer magazines.

Superscope now has 31 products in its line, divided into stereo: audioworks and stereo components; tape: cassette stereo systems, products; accessories: as a part of each line. Beckstrom added that the firm is seriously looking at video disk. "This is the most palatable video medium for the consumer as far as we are concerned," he said. "Dish is a low cost medium, the hardware should not be overly expensive and the dealer and consumer is familiar with the disk format in display and use. It would seem to be the next really viable product for the mass market. In 10 years, I can see the video disk medium gaining total acceptance, with a lot of emphasis on tape as well. We have no set date to promote or show video product, but we are planning.

As far as car stereo, Beckstrom calls it a "natural extension of our product line and an extension of home entertainment. The market is in the 15 to 25 age bracket as far as we can tell, and it is the same market responsible for the growth of the cassette. In the auto market 8-track is still the obvious consumer and we will have a 4-channel unit for the car fairly soon. It is our opinion that the auto 8-track and cassette market will be about even within five years."

Superscope is still tied in with Sony in several ways until 1979, and Beckstrom emphasized that the firms have "good relationship with Sony" and no specific plans with Sony at present except to concentrate on the consumer market. Beckstrom expects to continue at least until 1979.

**NUMARK Stereophones utilize thin high-frequency Mylar Diaphragms. Frequency response is 20Hz to 20,000Hz. Ported ear cups, adjustable headband, and foam ear cushions are features of Model HF-101.

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**Rep Rap**

**Continued from page 56**

Guardian Industries, Inc., 1400 E. 21st Ave., Denver, Colo., is a leader in the metal-casting field for the major iron foundries. Among the firms that have used Guardian's services are the makers of the major iron foundries. Among the firms that have used Guardian's services are the makers of the major iron foundries.

Leonard Donahue joined Paul Hayden Associates and will manage the Tennessee area from headquarters in Nashville. Donahue is retired U.S. Navy Lt. Commander; his background includes communications duties in the Pacific. Hayden Associates, based in East Point, Ga., represents Audio Technica. Ga,.

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U.K. Recorded Sales Seen up $150 Mil at Manufacturers’ Price

From the Music Capitals of the World

MEXICO CITY

Spanish singer Raphael has started his own record company Zele
Lesa Enterprises and has released his first album, "Canción de la Vida" (They Call Him Jesus). Raphael stated he intends to sign only six ar
ists, including the group "Booba," which will also include a publi
ishing arm. Among the first signings is U.S. singer Steve Perry. Raphael has just finished a concert tour of Mexico and is starting a 90-1
tour which will take him to Spain, where the Platters are performing at Car
 din's while the Goldtippers appear at the First Palace. Lulu Baston, general manager Polydor SA, re
turned from a business trip to Eu
rope.

JUNE 30, 1973, BILLBOARD

A&M Canada Hot on International Front

TORONTO—A&M Records of Canada, has signed a "major" distribution con
tract with EDD’s Century II Studios Ltd. Capitol will manufacture
and distribute the Century II label. The first releases under the new deal
are scheduled for late summer and early fall. A&M’s summer release,
by Century II include Terry Mc
Manus, Privilege and Banks himself.

Production will take place at Cen
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The first album release will be West Coast group Plain.

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Production will take place at Cen

WEA in U.K., to Be Split Into Four Autonomous Companies

From the Music Capitals of the World

**Blank Tape Sales in Finland Soars**

HELSINKI—Sales of blank tape loaded cassettes have soared enormously in Finland in the past few years, although it is impossible to estimate exactly when music sales reflect the influence of any reliable sales figures. Figures compiled by the Board of Customs valued the 1972 blank tape sales at 11.8 million Finnish markka ($2.9 million), but a large proportion comprises expensive tape used in computers and on television and radio broadcasts for similar professional purposes.

"We estimate that some 800,000 blank tape loaded cassettes will be sold in 1973," says Erkki Haaste, department director of Agfa-Gevaert, one of the leading blank tape suppliers in Finland. "The growth rate has been in the region of 20 percent, and the million mark should be reached next year. We can speak only for the specialized wholesalers like ourselves, Mercantil (BASF)'s, J.M. (Scotch) and others, and not for the number of odd jobbers who import and sell in small quantities." If Haaste's estimate is correct, it means that sales of blank tape loaded cassettes are almost equal, and that there are two major suppliers of blank cassettes and that the C-60 and C-90 formats are the main competitors. Thus, market share should be approximately 50-50, based on quality and price.

"The retailing situation is very mixed," continued Haaste. "Tape cassettes by C-60 for sale under $1 are very frequent. There is very little competition between different types of cassettes, because most of the customers don't understand the meaning of terms like low noise and high energy. Poor quality cassettes and second-hand equipment cause a hell of a mess."

Rather than confuse the issue with technical terms, Haaste says that Agfa-Gevaert is utilizing color coding for their tapes. A red cassette is for parties, and a green one for high quality sound, etc. Haaste says that this color scheme idea is in their recent TV advertising, and the response has been very good.

Efforts are being made, however, to educate consumers of the Federation of Record Retailers in Finland, which has some 360 specialist members in Finland and the provinces. There is a special blank tape section in the Federation's quarterly publication, and the group is currently considering whether it should include blank tapes in its seminars. There is also a plan to test a new blank tape, but nothing is certain yet.

**Million LP's For Woodhouse**

AMSTERDAM—John Woodhouse, the Dutch accordianist, will soon become the first artist in the history of the Dutch record industry to sell more than one million LP's in his native country.

To mark this achievement, a television program was broadcast in October during which John himself will present the millionth LP to Woodhouse. The LP was recorded in 1971 and contains over 200 songs, including many traditional folk songs. When he won the world accordion championship as a boy of 15 by the International Accordion Association, he had already sold over 500,000 copies of his LP's. He is now the only living accordion player who has sold more than one million LP's in his native country.

EMIL ARTIST Gregorios Bithikotsis (left) has been named Artist Of The Year by PEPME, the Panhellenic Union of the Music Merchants in Athens, and awarded a gold disk in recognition of his contribution to music as a composer, artist and performer. The disk was presented to Bithikotsis, who has recorded songs by top composers such as Iannis Hadjidakis and Mikis Theodorakis. Among his recent best-selling singles were "Epiarmi Agapi," "O Panagiothis Ap Tin Man," "Min Vesika Plagvi" and "Bou Belairi To Ousien." Bithikotsis' gold disk was instituted last year when it was awarded to Minos artist Mariza Roch. The main aim of the Union is to promote cooperation and the mutual interchange of ideas among Greek composers and artists.

**Middle of the Road in Astburg, Aarlen and Muckor for concerts, and will continue down through the Netherlands, Belgium, France, Switzerland, Italy, Spain, and finally Greece, where they will close out the tour.**

**Hamburg**

Polydor has released a single from the theme song of the three-part TV series, "The Red Scarf," by trumpeter Hein Schiefer. The original score is written by Hans Jonsson and produced by the A&r-label affiliated Eti. The producer of the disk is Hans Bertram, a German and Austrian sub-publishing label. The Polydor albums have been acquired from the German publisher Generali Abbruch. The original series, which has been broadcast by Danish Bhus, will be released by Telef. Momensje is a national favorite in the U.S. and has scored well in sales. The series has been sold to a major company. The Les Humpf Singers are scheduled to record the Polydor albums, and Polydor is trading them on the market of the world.

**MADRID**

Roberto Carlos (CBS) performed the two TV programs, and Solar (CBS) of the English speaking group, Peggag (Popradia-RCA) performed the M&Ms disc of Madrid. The former appeared on the TV show "Tde Rito" promoting their latest Spanish version of "On Your Side." New original recorded by Junior (RCA), "Perdona" (Forgive Me) which was written by Spanish and English. CBS has released the Spanish version of the winning at the last Eurovision Song Contest, "Te Reconozcas," by Ana-Marie David, under the title of "Te Reconozcas," it's French version has already been released a few weeks before. Movieplay has released the latest recording of a Chilu singer group, "La Pulzetta," which is currently appearing each night on the TV show in their own language. "La Pulzetta," an RCI RCA, which came to Madrid to record an LP with songs written by Fernando Arlo, who is currently taking part in the show the TV program, "La Gran Occasion," as a guest star.

Jorge Cafeino (CBS) started a series of special performances of LPs that are part of the Steal of the COPA album. This series will be released in some months with "Virgen India" (Virgin Indian), which was released last year by CBS in Spain, and "Kinos" (Popradia-RCA) are promoting their latest LP "Sing Along" on Radio and Television in CBS.

**JUNE 30, 1973, BILLBOARD**
U.K. Tamla Motown Un. Own Acts

LONDON—Tamla Motown's first stage in establishing a roster of local talent via its U.K. production company will be the release of a single, "Teenage Lovestory" by Joey Heatherington, produced by Roger Watton through his Finland company.

First straight U.K. signing is of Phil Cordell who is joining as producer, songwriter and artist. Cordell, it is planned, will form the main creative center of the new project. He has been working on four of his own songs and Motown will select one for release in late July.

John Marshall, deputy international director said, "We have no obvious policy, except that we do not intend to develop British Motown simply as a reflection of America. Our intention, obviously, is to develop artists for the album market.

McBride Quits Lighthouse

TORONTO—Singer Bob McBride has quit Lighthouse. A statement from the group's publicist, Gino Emery, said that McBride has "left Lighthouse permanently due to exhaustion. A replacement will be made shortly but will not be a lead singer." Lighthouse drummer/leader Skip Prokop plans to move into the vocal spot. McBride had recently launched a solo recording career with a Capitol album, "Butterfly Days."

EMI—London chief executive John Read has been appointed deputy chairman in a broadened reshuffle which also brings Bhaskar Menon, president and chief executive of Capitol Industries on to the main board along with Michael Vernon, chairman and chief executive of Spiller, the milling firm. Menon and Vernon replace Connor and remain a director EMI Records, while Burnet will continue as chairman of EMI Australia in a nonexecutive capacity. EMI has appointed Anders Holmsen, formerly director rest of the world operations, as regional director Scandinavia and Eastern Europe, effective July 1, reporting to Oscar Hamilton, resident director Europe. Also effective from July 1 is the appointment of Paddy Duffell as managing director international operations, reporting directly to Read. Duffell will continue his present responsibility for planning and coordinating the expansion of EMI's consumer durable interests throughout the world. Duffell has also been put as a divisional director of EMI along with Gerry O'Connell, managing director of EMI Records.

One Skiodal, has been appointed managing director of Phonogram AB, Sweden, and Sigvard Hultgren, who is currently manager of the Philips recording studio in Stockholm, succeeded. O. Skiodal, who is also managing director of EMI Records, Sweden, left Stockholm to Gothenburg on Aug. 1 to take up an appointment as

Mariposa Folk Fest Lineup

TORONTO—Organizers of the 13th annual Mariposa Folk Festival, a perennial of the Canadian music scene, this year announced the talented lineup for this year's event (July 6-8).

Mariposa press officer Dick Flodin said that the organizers were hoping to "keep attendance down to 8,000 people per day to avoid losing the "laid back flavor" of the festival.

This year's talent lineup includes, among others, Joni Mitchell, Sally Strom, Bill Octave, Chris Rea, Prince, Leon Redbone, Jann Arden, Barry Melton, Robert Earl Keen, Paul Butterfield, Tom Paxton, Emanuel, Lowell George, John Hammond, Vera Johnson, Murray McLauchlan, Myles and Lennie, Adam Mitchell, John Prine, Leon Redbone, Marie-Claire and Richard Seguin, and Rural De

Norwegian Musical to Get A Staging in Germany

OSLO—A Norwegian musical is to be staged in another country for the first time. It is "Ungen" with music by Erling Moe-Iversen and lyrics by Harald Tunsberg. and is currently playing at Det Moralske Theater here.

It will be produced at the Winterberger Staatstheater in Stuttgart, Germany, following a visit to Oslo on June 12 by the Staatstheater's artistic director Alfred Kitchener.

"Ungen (The Child)" was premiered on April 7 and a cast album was recorded by Polydor. Polydor's Norwegian chief Tore Johansen sent a copy to the company's publishing house Ronny Verleg in Hamburg, and meanwhile Tutte Lom- kow, Norwegian-born London-based artist and director who was working on a show in Buchen, Ger-

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CBC to Ease Spots on Nets

TORONTO—The Canadian Broadcasting Corporation (C.B.S.) plans to cut almost all commercials on both English and French radio networks next January.

C.B.S. president, Laurent Picard, said a test-run of non-commercial radio started June 4 on C.B.O. to survey both audience reaction and the effects on the actual operation.

Barring any major shocks from the CBO experiment, Picard said that both English and French networks would become basically non-commercial at the first of the year.

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Brazilians Phonogram
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However, the Phonogram director
has raised another issue as to whether they will make
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It cost money, but it was a "investment in image," they believe.
The festival will feature a 3,500-seat Anhembi Park Exhibition hall
for three night shows and one matinee.
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Armando Pittiglioni, Phonogram promotion director, who organized the festival under the leadership of
Phonogram-general-manager Andre Moiden, said the company spent about $150,000 in paying artists, renting the hall and publicity. Ticket sales amounted to some $30,000.
Sales of Phonogram posters for the film will help cut the difference between costs and sales. However, Pittiglioni believed that the festival's promotion value would more than compensate for the cost, many times over.

Tickets were sold in music stores and at the box office, at prices ranging from $65 to $300 per LP, for the Friday night, Saturday night, Sunday matinee and Sunday night shows. On the 12th, all the LPs filled the hall to 2,000 over capacity.
The 30 artists who make up a large part of the top pops of the tumultuous exposure which the records and film will project into the future.
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Safran Tie on Holland Tour
TORONTO—She Safran of Shel-Don Productions signed an exclusive agreement with Xavier Holland to produce her first Cana- dian concert tour.
The recent release by GRT of her first album "Kavien!" has created further need for a skillfully-produced concert tour, Safran said.
Dee Holland will be augmented by 30 of Canada's top musicians on the tour, which will take place this fall.

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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 means a 20-60 position on the chart. Songs not listed have not met either criteria. Review editor—Eliot Tiegard.

**Pop**

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**First Time Around**

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**Country**

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**Chart Talk**

and it reaffirms the faith that beautiful music can sell in large portions if done by the right artist. The people at MCA must be incredibly happy, for all of Ferry's successes down through the years have been with that company.

Blue Thumb Records has always been somewhat of an all but operation, particularly given the fact that it's set up by producer Brian Greenway. The label has chosen a small release schedule and a light hand of artists and now for the first time in its short history, the company has six albums on its national best-selling survey.

And they reflect the kinds of projects that Knaveo and associates believe in. The Crusaders' "Second Crusade" is in 55th position. This is a happy blending of jazz with soulfully tender songs that echoes the Los Angeles band's reach into many communities.

Don Hicks' "Last Train to Hicksville" is a starred 89. Dan and his merry band play a country-caliber song band of innumerable-quite different from the sound of the Crusaders.

Dave Mason's "It's Me" is 140. Dave is the former traffic power generator whose music can reach out to listeners better than did his last effort. "Mark's/Best of '72" is 192. This is an outstanding British jazz band which seems to be set up by admirers of Miles Davis, but no deal to be had. "The Phantom of St. Bride's" is the same name as 122 with a star. This is a quartet of fine voices which go for the individual vocal and roles of such singing techniques as creating an effect along with the natural abilities.

And finally, there is the original cast from the National Lampoon's production of "Carmen"—a play which has an air of the stage or the cabaret which in the United States. The LP has a delightful quality to it, and the LP makes the obvious visual impact of the actors onstage, but it is still a very interesting work.
ARE YOU MAN ENOUGH
THE THEME FROM "SHAFT IN AFRICA"
SUNG BY THE FOUR TOPS

ORIGINAL MUSIC FROM THE METRO-GOLDWYN-MAYER FILM
SHAFT IN AFRICA

Main title song by the
Four Tops
"Are You Man Enough"

Original score composed,
arranged and conducted by
Johnny Pate

PRODUCED BY STEVE BARRI, DENNIS LAMBERT & BRIAN POTTER
AN ALBUM OF ORIGINAL MUSIC FROM THE MOTION PICTURE
SONNY JAMES—Young Love, Capitol ST 11196. The label has reached back into the catalogue to release some of James' hits over the years in an attractive album which might be titled ‘Love Ballads’. With a straight shot of some 16 years ago it brings him almost up to date. And they are done to perfection. Best cuts: "Young Love," "True Love Lasts Forever," "Keep of My Heart." Deans: Most of the cuts are hard-to-get-perfect releases.

Gladys Knight and the Pips—All I Need Is Time, Soul S 3679 (Motown). Soul lovers will have a lot to dig into with this album. All the material has been written or co-written by Gladys Knight, who can be a master of a good song. The value is a long way from being anything less than high, as Gladys measures up to the challenge of her own writing. Best cuts: "I Need You," "There Is a River," "I'm Coming Home." Deans: This one can go along very well with Gladys' previous Prestige releases.

Billboard's Top Pop (All-Chart) Review

June 30, 1973

Country Picks

ARTHUR SMITH-BATTLING BANANAS, Billboard #32259. This is a let going for it, the current bluesman's new album, the fact that Arthur Smith gets the whole deal out of his system. Ean: "His Is The Right Way," "Battling Bananas." Deans: This should be regularly popular among country fans.

MARRY BUTTER—The First Bell, Capitol BC 1194. This man of many talents wrote 8 of the 12 cuts, produced the LP himself, and came up with some excellent work. Butter loves watching because of his unquenchable thirst, and this album can do anything but improve his fortunes. Best cuts: "Another Cover of Memories." "The First Bell." Deans: It's his first album, and a promotional push would help.

Somebody Knows—The Intruders, Super Intruders—Super Hits, Capitol K 21231 (Columbia). Once a group like that is a hit, it's a hit. However, "Somebody Knows" is a hit that was a hit because it was written from the heart, by Marv Johnson and Donegal. It's a catchy, upbeat song that will appeal to all ages, and it's a great album to own.

The SilverBelS—the SilverBelS, Prime PRD 3225 (MGM). Family shows itself off to excellent advantage in this second powerpop album. They create a soft, harmonious sound and make the listenable experience that was so successful in their first one. Good mix of ballads and more up-tempo tracks, hitting all the right notes. Deans: "It's all right but it's not a Four Letter Word." The Night They Drove Old Dixie Down." Deans: It is now AAM: this is a good, plant-proof package from their previous label.

ROGER McQueen—Columbia KC 3194. A nice showpiece new for McQueen no longer hindered by blues image and free to be his own artist. Cuts were very softly with soft ballads, fast-moving rockers and even a traditional folk. But despite some of it, he is not really a hit point at an address to McQueen for follow-up to establish himself as a solo artist, a more successfully Randy Newman. Production by McQueen and arrangers are unimpeachable.

Best cuts: "Let It Be." "In a Four Letter Word." "Yamla Hanra." Deans: Jim McQueen, artist was a leading force of the blues and new rock may grow new group's catalog.

DAVID CLAYTON-THOMAS, ICA L 0137. Solo singer, ex-patriot from England, Swte. and Town, Deans paints a collage of bread spreading images on this, his debut LP to the new label. At the center one is, of course, David's voice surrounded by some fine studio cuts plus a youthful vocal quartet. David is something of the time, choosing instead of harmonies, controlled dynamics and fine phrasing which allows the message of the lyrics to emerge unassoiled. David gardens sound behind the tracks to bring back his voice in his baritone style of vocalizing melodies and turning the music. The work is well done as if he were on a hit rock. Best cuts: "Sweet Favorites." "(Some Late, some country girlie cut), "Harbor Light." "Let Me Be..." When anything else is done, David's voice is often starting. Deans: Vocational is known for his work with EAG & should color dollars.

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Somebody Knows—The Intruders, Super Intruders—Super Hits, Capitol K 21231 (Columbia). Once a group like that is a hit, it's a hit. However, "Somebody Knows" is a hit that was a hit because it was written from the heart, by Marv Johnson and Donegal. It's a catchy, upbeat song that will appeal to all ages, and it's a great album to own.

The SilverBelS—the SilverBelS, Prime PRD 3225 (MGM). Family shows itself off to excellent advantage in this second powerpop album. They create a soft, harmonious sound and make the listenable experience that was so successful in their first one. Good mix of ballads and more up-tempo tracks, hitting all the right notes. Deans: "It's all right but it's not a Four Letter Word." The Night They Drove Old Dixie Down." Deans: It is now AAM: this is a good, plant-proof package from their previous label.

ROGER McQueen—Columbia KC 3194. A nice showpiece new for McQueen no longer hindered by blues image and free to be his own artist. Cuts were very softly with soft ballads, fast-moving rockers and even a traditional folk. But despite some of it, he is not really a hit point at an address to McQueen for follow-up to establish himself as a solo artist, a more successfully Randy Newman. Production by McQueen and arrangers are unimpeachable.

Best cuts: "Let It Be." "In a Four Letter Word." "Yamla Hanra." Deans: Jim McQueen, artist was a leading force of the blues and new rock may grow new group's catalog.

DAVID CLAYTON-THOMAS, ICA L 0137. Solo singer, ex-patriot from England, Swte. and Town, Deans paints a collage of bread spreading images on this, his debut LP to the new label. At the center one is, of course, David's voice surrounded by some fine studio cuts plus a youthful vocal quartet. David is something of the time, choosing instead of harmonies, controlled dynamics and fine phrasing which allows the message of the lyrics to emerge unassoiled. David gardens sound behind the tracks to bring back his voice in his baritone style of vocalizing melodies and turning the music. The work is well done as if he were on a hit rock. Best cuts: "Sweet Favorites." "(Some Late, some country girlie cut), "Harbor Light." "Let Me Be..." When anything else is done, David's voice is often starting. Deans: Vocational is known for his work with EAG & should color dollars.

SUNNY JAMES—Young Love, Capitol ST 11196. The label has reached back into the catalogue to release some of James' hits over the years in an album which might be titled 'Love Ballads'. With a straight shot of some 16 years ago it brings him almost up to date. And they are done to perfection. Best cuts: "Young Love," "True Love Lasts Forever," "Keep of My Heart." Deans: Most of the cuts are hard-to-get-perfect releases.

Gladys Knight and the Pips—All I Need Is Time, Soul S 3679 (Motown). Soul lovers will have a lot to dig into with this album. All the material has been written or co-written by Gladys Knight, who can be a master of a good song. The value is a long way from being anything less than high, as Gladys measures up to the challenge of her own writing. Best cuts: "I Need You," "There Is a River," "I'm Coming Home." Deans: This one can go along very well with Gladys' previous Prestige releases.
The Alice Cooper Show
America 1973

March
1. Knoxville, TN
2. Columbus, OH
3. Detroit, MI
4. Milwaukee, WI
5. Minneapolis, MN
6. Kansas City, MO

April
1. Cincinnati, OH
2. Louisville, KY
3. Nashville, TN
4. Atlanta, GA
5. Orlando, FL

May
1. Oklahoma City, OK
2. Tulsa, OK
3. Little Rock, AR
4. New Orleans, LA
5. New York, NY

June
1. New York City, NY
2. Washington, DC
3. Philadelphia, PA
4. Dallas, TX
5. Houston, TX

July
1. Detroit, MI
2. Pittsburgh, PA
3. Chicago, IL
4. St. Louis, MO
5. Kansas City, MO

August
1. Denver, CO
2. Phoenix, AZ
3. San Diego, CA
4. Los Angeles, CA

September
1. Vancouver, BC
2. Seattle, WA
3. Minneapolis, MN
4. Milwaukee, WI
5. Kansas City, MO

October
1. Cincinnati, OH
2. Indianapolis, IN
3. Chicago, IL
4. St. Louis, MO
5. Minneapolis, MN

November
1. Denver, CO
2. Phoenix, AZ
3. San Diego, CA
4. Los Angeles, CA

December
1. Dallas, TX
2. Houston, TX
3. Atlanta, GA
4. Columbus, OH
5. Cleveland, OH

Thanks! Everything fit perfectly!
Jon Podell, BMF
When it comes to reporting on four-channel sound, Billboard is first and foremost in its field.

Billboard’s four-channel sound spotlight is coming in the August 4 issue.

Way back in 1971, Billboard published its first spotlight on four-channel sound. We knew then that quadrasonic sound would become the newest and most commercially accepted sound innovation on the market since stereo. That’s why we’ve been spotlighting the four-channel sound boom every year since then. Four-channel sound is well on its way now. The systems are more sophisticated and are readily accepted on the consumer level as the ultimate in the home entertainment experience.

If you’ve been reading Billboard over the last two-year period, you know just about all there is to know on the burgeoning business of four-channel sound. Not because Billboard carries just one annual spotlight on the quadrasonic industry, but simply because Billboard covers the quadrasonic explosion each week – 52 weeks a year. In fact, we’re the only “music” newsweekly with a complete Tape/Audio/Video Department devoted entirely to consumer electronics, and that includes four-channel sound.

And to top it off, we still publish an annual Four-Channel Sound Spotlight to recap the developments in producing quadrasonic product. This year, Billboard’s August 4 issue again focuses on the industry with its annual Four-Channel Sound Special. You’ll get a complete, up-to-date report on how far quadrasonic sound has advanced.

You’ll get an up-close look at new product lines in four-channel hardware/software/services/accessories. And while you’re scanning the latest product developments, the manufacturers, distributors, and retailers in the home entertainment industry will be seeing you as you really are. And to insure that they do see you – in the right place at the right time – contact Billboard sales representatives before the ad deadline.

Ad Deadline: July 20
Issue Date: August 4
Fortunately, there’s an office near you:

LOS ANGELES:
Bill Moran
9300 Sunset Blvd
L.A., Calif. 90069
(213) 377-7036

NEW YORK:
Mike Eisenkraft
1 Astor Plaza
New York, N.Y. 10036
(212) 764-7306

CHICAGO:
Steve Laspini
150 N. Wacker Drive
Chicago, Ill. 60606
(312) 256-8181

NASHVILLE:
John McCartney
1719 West End Ave.
Nashville, Tenn. 37203
(615) 326-3803

LONDON:
7 Carnaby Street
London W1, England
+44-37-5559

MILAN:
Billboard Gruppo srl
Piazza Loreto 9
Milan, Italy
28-59-158

TOKYO:
Cyndi Home
6-6-26 Akasaka
Minato-ku 127, Tokyo, Japan
03-396-0241
Soul

Best cuts: "Law of the Land," "I Wanna Get Back to New York (Don't Say No)" and "Love and Happiness."

Jazz

Best cuts: "Soul of a Nation," "Make Me Feel," "I'm in the Mood," "Let's Do It," "Soul of a Nation" and "Let's Do It Again."

FM Action Picks

These are the albums that have been added this past week to the nation's progressive stations.


<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Producer/Label</th>
<th>Number</th>
<th>Distributing Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>GIVE ME LOVE (Give Me Peace)</td>
<td>Stephen &amp; Teddy Wilson</td>
<td>34</td>
<td>38</td>
</tr>
<tr>
<td>2</td>
<td>MY LOVE</td>
<td>Paul McCartney &amp; Wings</td>
<td>35</td>
<td>36</td>
</tr>
<tr>
<td>3</td>
<td>WILDER WOMEN (Wildwood)</td>
<td>Paul McCartney, April</td>
<td>36</td>
<td>39</td>
</tr>
<tr>
<td>4</td>
<td>I'M GONNA LOVE YOU</td>
<td>Ray Price</td>
<td>37</td>
<td>19</td>
</tr>
<tr>
<td>5</td>
<td>KOSCHMIDT</td>
<td>Paul Simon</td>
<td>38</td>
<td>34</td>
</tr>
<tr>
<td>6</td>
<td>PLAYGROUND IN MY MIND</td>
<td>Carl Wayne</td>
<td>39</td>
<td>45</td>
</tr>
<tr>
<td>7</td>
<td>LONG TRAIN RUNNING</td>
<td>Dickey Lee</td>
<td>40</td>
<td>26</td>
</tr>
<tr>
<td>8</td>
<td>RIGHT PLACE</td>
<td>John Denver</td>
<td>41</td>
<td>26</td>
</tr>
<tr>
<td>9</td>
<td>SHAMBALA</td>
<td>Jimi Hendrix</td>
<td>42</td>
<td>32</td>
</tr>
<tr>
<td>10</td>
<td>I'M IN LOVE</td>
<td>Prince</td>
<td>43</td>
<td>53</td>
</tr>
<tr>
<td>11</td>
<td>ONE OF A KIND (Love Affair)</td>
<td>Wanda Jackson</td>
<td>44</td>
<td>44</td>
</tr>
<tr>
<td>12</td>
<td>BAD LEROY BROWN</td>
<td>Joe Cocker</td>
<td>45</td>
<td>45</td>
</tr>
<tr>
<td>13</td>
<td>NATURAL HIGH</td>
<td>Demis Roussos</td>
<td>46</td>
<td>47</td>
</tr>
<tr>
<td>14</td>
<td>DANIEL</td>
<td>John Denver</td>
<td>47</td>
<td>35</td>
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<tr>
<td>15</td>
<td>FRANKENSTEIN</td>
<td>Joe Cocker</td>
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<td>13</td>
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<tr>
<td>16</td>
<td>SMOKE ON THE WATER</td>
<td>Joe Cocker</td>
<td>49</td>
<td>14</td>
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<tr>
<td>17</td>
<td>BOOdie WOOGIE BUNGIE EST</td>
<td>Deke Sharon</td>
<td>50</td>
<td>13</td>
</tr>
<tr>
<td>18</td>
<td>I'M DOING FINE NOW</td>
<td>New York City</td>
<td>51</td>
<td>64</td>
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<tr>
<td>19</td>
<td>BEHIND CLOSED DOORS</td>
<td>New York City</td>
<td>52</td>
<td>61</td>
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<tr>
<td>20</td>
<td>DIAMOND GIRL</td>
<td>Jeff Beck</td>
<td>53</td>
<td>10</td>
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<tr>
<td>21</td>
<td>DADDY'S CRAWL</td>
<td>Howard &amp; Carter</td>
<td>54</td>
<td>19</td>
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<tr>
<td>22</td>
<td>YOU'LL NEVER GET TO HEAVEN</td>
<td>The Beach Boys</td>
<td>55</td>
<td>48</td>
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<tr>
<td>23</td>
<td>SO COLD</td>
<td>The Beach Boys</td>
<td>56</td>
<td>42</td>
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<td>24</td>
<td>TIE A YELLOW RIBBON ROLL THE OLE HOMESTRAY</td>
<td>The Beach Boys</td>
<td>57</td>
<td>65</td>
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<td>25</td>
<td>MONEY</td>
<td>Bon Jovi</td>
<td>58</td>
<td>65</td>
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<tr>
<td>26</td>
<td>DON'T GET INTO THAT PLOT</td>
<td>Donny &amp; Marie</td>
<td>59</td>
<td>65</td>
</tr>
<tr>
<td>27</td>
<td>I AM IN LOVE</td>
<td>John Denver</td>
<td>60</td>
<td>61</td>
</tr>
<tr>
<td>28</td>
<td>GIVE IT TO ME</td>
<td>The Beach Boys</td>
<td>61</td>
<td>46</td>
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<tr>
<td>29</td>
<td>MONSTER MASH</td>
<td>The Beach Boys</td>
<td>62</td>
<td>72</td>
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<tr>
<td>30</td>
<td>MILO MENDELION</td>
<td>The Beach Boys</td>
<td>63</td>
<td>77</td>
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</tbody>
</table>

Sheet music suppliers listed are confined to piano/voice sheet music copies and do not portray to represent mixed publication distribution. HS = Big Bell; BS = Big Three; CH = Chappell Music; CP = Chicago Pub; HN = Hassman Pub; MCA = MCA Music; NR = North America/Ran; PLF = Plymouth Music; PSL = Peer Southern Pub; SEC = Screen Gems/Columbia; WBM = Warner Bros. Music; WC = West Coast Pub.
THE ODD COUPLE SINGS.

Yes, sings! Felix and Oscar – the world’s most beloved couple – have just recorded an album of some of their favorite music. Songs they’ve been singing for years (in the shower etc.) Some of today’s best known songs. And some songs that have been written especially for this auspicious event.

"The Odd Couple Sings" recorded in phase 4 stereo. It’s so amazing that the Odd Couple themselves couldn’t even believe it.

You gotta hear it.

Including: You’re So Vain; When Banana Skins Are Falling (I’ll Come Sliding Back To You); Applause; Applause; and The Odd Couple Opera.

YOU SEE THEM ON TV. NOW HEAR THEM ON LP.
<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>No.</th>
<th>Label</th>
<th>Time (Min)</th>
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<td>21214</td>
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<td>30</td>
<td>THE ROLLING STONES</td>
<td>2</td>
<td>21218</td>
<td>7.91</td>
</tr>
</tbody>
</table>

*Every entry for the week ending June 30, 1973.*
Debbie Dawn
Lay your money down for the hottest touch in town!

Written by Ian Whitcomb
Arranged by Bill Justis
Produced by Andy Wickham

Hands
RECORD NO. 7721
GRAND FUNK
We’re An American Band

a new single that’s already gold from their next gold album on Capitol.
Carpenters' 5-4 Supreme Court OKs State Piracy Laws

Before 1972 was deliberate. By leaving certain classes or items unlined in the federal law, congress meant them to be freely used by the public. The principle was affirmed in the 1964 Sears and Coneys cases, where the court struck down an attempt to protect a patented pole lamp under a state law against unfair competition.

One of the biggest questions concerning protection of other, non-copyrighted records, was left unspoken by the Court. The opinion did not answer the unlicensed tape duplicators' claim that it was legal to copy the older records under federal law, by complying with Section 101(2) requirements of no reproduction and no distribution. It is not given the composers of the copyrighted music on the record.

Just as copyright touches on this freedom-to-copy aspect only obliquely, and somewhat inconclusively, the piracy laws like California's don't impinge on the rights of other states, because citizens of states without such laws "relinquish free to copy within their borders." Rather surprisingly, the Court did not order those who wish to copy a copy of a pre-Feb. 15, 1972 recording protected in their own state to purchase unauthorized copies in other states where no protection exists.

This very aspect of crossing-the-border with tapes or records subject to piracy penalty in one state, but not in the other, was condemned in the Douglas and Marshall dissent. They cited it (in a quotation from Judge Hand, which is the only real reason why federal law must prevail to give copyright protection national consistency. The majority opinion also defended the state piracy law because it does not hamper creativity in any way. It leaves petitioners free to record the same music, "even using the same artists as the original," so there is no restraint on "the use of art or commerce."

Meanwhile, back in California, unauthorized tape duplicators Donald Goldstein, Rush and Donald Koven, who traded as Mobile Stereo, remain convicted of violation of the state law. Section 783 of the California criminal code makes the copying of recordings without the consent of the original owner a misdemeanor. The duplicators pleaded no contest, and are now serving their time at a state level. Leeds won a Supreme Court review of his conviction for certiorari in 1971, argued the case in December 1972, and has lost the decision in four of the nine justices that the California piracy law was invalid.

Braille passage on the back cover of Paul McCartney's "Red Rose Speedway" reads "We love you Steve!"—tribute to Motown's Stevie Wonder. Another black performer moves into soundtrack action - Joe Simon wrote, arranged, produced and recorded the theme track from black action film, "Chopin's Joints." The single will be packaged in a special sleeve tying in with the film which opens in July. —Ceci Stein, North Eastern record distribution executive, is opening a health and tennis club with restaurant complex near Tewksbury, Mass. —WNES-FM disk jockey Dave Herman's listener poll (three albums to take on a desert island) had the Beatles first, followed by the Allman Brothers Band, Rolling Stones, Thank God For Dudley Blues...—New York's Rainbow's New Orleans food and jazz month has jazz expert Jack Bradley playing rare tapes from Louis Armstrong's own collection on Monday (25)... Billy Eckstine, the former ASCAP chairman continues to do music to the music world on his 35th anniversary in the business.

CarpentersFox and Norman Gimbel have completed production on Lorie Lieberman's second Capitol album for July release... Roy Clark sent more than 100 "thank you" six and a half gallons cans of poppins as gifts to employees at the Frontier Hotel, Las Vegas after his engagement there... Producer Norman Bergen and wife Cecilia have a son Jon Edward, born June 8... KMET-FM, Metromedia progressive rocker in Los Angeles hosted 300 listeners to Catalina Island with a manch bank boarder "Last Great Boat Ride..." Stone Stokes and his Black Whirl Thrill Band lunched with Hollywood poppy publishers... Murray K hosted the opened concert of the Sharper Music Festival in New York's Central Park, featuring Bill Cosby and Little Anthony and the Imperials. Cosby stated that it was his only New York appearance this year and he would play the Festival next year. . . . Fastest selling concert in this year's Newport Jazz Festival—New York was the Benny Goodman Reunion concert, now completely sold out. Jerry Leiber and Mike Stoller to produce the next Flash Cadillac and the Continental Kids album in New York on June 20... Richie Havens departed June 19 on an eight city tour to promote his new "Portfolio" package on his Stoney Forest/MGM label. The album includes 10 original lithographs drawn by Havens who will step off in New York, Philadelphia, Washington, Baltimore, Boston, Cleveland, Detroit and Chicago...Dulcie's Bruce Landlaff taking personal interest in collection of U.S. Field tapes recently recorded for LP release... London Records West Coast promotion chief, Mel Tureff and wife Nancy have sold their Laurel Canyon home and moved to Los Angeles marina... Ralph Story, one time CBS network disk jockey and now host of the daily ABC-TV show, "The A.K. Show" on Channel 7, Los Angeles, features news from Billboard every day on his show... Singer Bob Anderson opened at the Nugget in Reno with Nancy Sinatra, will guest in July with Mike Douglas and discuss recording of "I'm Gonna Love You Just as Much." Bee Garby Gibb, not brother Maurice, who is expecting an off-spring. ... Jerry Garcia, leader of the Grateful Dead was indicted in Mount Holly, N.J. and charged with possession. He did not appear before the jury and his $2000 bail was continued. ... result of a State Police search of his auto in March this year.

Label status of Electric Light Orchestra and Roy Wood's Wizard confusing disk jockeys in major cities as ELO release their third album, "Showdown," on a White Holiday album, "Songs and Conversations," which features songs and conversation with accompaniment, piano... A Super Pacca, part of the Super Pac back-up band... "In My Own Zip..." is a combination valve and slide trombone made for the trumpet player by Holton... Film score to "Slaughter's Big Rip Off" a black action film is written by James Brown... Aniruddha Sircar, who won the first "Black Caesar," the "Slaughter" album will be shipped next week by Polydor...the film score is Roy Ayers who did the soundtrack to "Coffy."

Test Case Dismissed, Convict L.I. Pirate

NEW YORK—In two separate piracy actions, a Federal District Court here has dismissed suits challenging the constitutionality of the Tennessee Tape Piracy Act of 1972. The suits concerned recordings of Broadway Tapes and Records, Hicksville, N.Y., has been convicted of selling pirated black-track cartridges.

The Tennessee suit, brought by Charles A. Schaffer and Custom Recording Co., Inc. of North Augusta, S.C., of which Schaffer is president, and his son John, charged the Consumer's Interest, which is a division of a Davidson County Grand Jury on charges of illegal distribution and wholesaling of pirated tapes. U.S. District Court Judge L. Clare Morrison ruled against Schaffer and Custom, stating that it would be improper for a person taking part in a proceeding and that plaintiffs do not have standing to raise issues relating to the constitutionality of the act under the Tennessee statute. A similar suit brought by Custom, in the District Court, was also dismissed by Morton.

Smith, gefunden guelde unter Section 561 of New York State's Business Law Business, was tried in the First District Court of Nassau County, N.Y., faces sentencing July 18. Judge William Glazerman presided in the case.

"In Tin Soldier" Marches On

LOS ANGELES—Certain additional facts have become known in the complex dual label situation on "The Tin Soldier," with a new record for the second time (Billboard, June 23).

The label, under contract to MGM, which is being released their single and is coming up with a "One Tin Soldier" TV show. The group, with its manager, Michael Ochs, is actively dealing with other labels.

The MGM "One Tin Soldier" and other Cove material was cut approximately a year ago. The group was then managed by Tom Laughlin, producer/star of "Billy Jack," which used Cover singing "One Tin Soldier" as title theme. Laughlin's Sunny Skies production company still has a piece of the MGM Cove royalties, aside from outright ownership of "Billy Jack" soundtracks, which he got back from Warner as part of a lawsuit settlement.

Ochs says he campaigned actively for the group to get MGM to reissue it after KHI-AM, dominant Southern California top 40 station, began playing "My Tin Soldier" as an oldie with the astonishing success of "Billy Jack" saturation re-release in this market.

Moody's Re-Mix

NEW YORK—The Moody Blues have remixed their six most recent albums in quadriphonic tape for re-release in the fall. The quadriphonic tapes, work on their latest album, is first to be released with the five others to follow, according to producer Tom Clark.

JUNE 30, 1973, BILLBOARD
On a recent American tour
Shirley Bassey filled every
house she played and left her audiences
wanting more.

We have more Shirley Bassey.
On United Artists Records & Tapes

Shirley Bassey
NEVER NEVER NEVER
Recording on United Artists exclusive personal management—Far Out Management, Ltd. public relations—Rogers, Cowan & Brenner, Inc.