**Music Programs Spur NBC Radio**

By CLAUDE HALL

NEW YORK—NBC Radio Network's Music Programs are gradually leading to a new network presence in network radio, according to Robert Morgan, executive producer of special projects for NBC Radio Division. Morgan said there are as many as three special programs, one NBC, and two NBC Radio shows have been programmed so far across different networks.

**Col Hikes LP & 45 Mfg. Prices; Capitol Halts Custom Pressing As Material & Labor Costs Spiral**

By JOHN SIPPEL

LOS ANGELES—The profit squeeze on record manufacturing facilities manifested itself last week when Columbia Records custom department announced a governmentally-approved price increase on LPs and singles. A survey of label production managers and pressing plant executives indicated that Columbia is not the only label benefitting with a number of growing problems at the manufacturing level.

The Capitol custom pressing division late in August notified its custom clients that they will no longer be able to offer any services outside of our manufacturing facilities. The letter stated the reason to drop custom pressing was twofold: closing of the plant, and the vinyl shortage (Billboard, June 2).

**Gambl-Skogmo 4-Channel Bid**

By IRENE CLEPPER

MINNEAPOLIS—Audio equipment salesmen represent a key part of Gambl-Skogmo, Inc.'s record earnings throughout the country. The company's 3,500 stores in the United States and Canada network. The company is placing emphasis on the president said D.G. Ebert, group manager.

At a recent show for dealers, the firm set up an entire room for 4-channel demonstrations, showing (Continued on page 29)

**Key Promoter Drops Pop; Goes Country**

By BILL WILLIAMS

LOS ANGELES—Concert Express, the major concert promotion firm founded by Bob Earlebanks, is dropping entirely its pop act promotions to concentrate on country and western. The national concert promotion firm is already booking Merle Haggard dates later this year. Starting in 1974, Earlebanks will book Haggard as well as the Porter Wagoner Show exclusively for dates through the U.S. (Continued on page 29)

—Advertisement—

**Interim MGM Plans Summarized by Fruin**

By ELIOT TIEGEL

LOS ANGELES—John Fruin, the London-based Polydor executive sent in to act as MGM's interim president following Mike Curti's resignation Sept. 7 plans analyzing the label's musical image and also helping hire the next president. Fruin will come from London every 10 days or so that he can continue acting as managing director of Polydor London while handling his interim assignment.

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**This new Mott the Hoople album is not only the best thing they've ever done, but an unqualified rock 'n' roll masterpiece.**

—LESTER BANGS, CREEM

**"MOTT," THE AUDACIOUS NEW ALBUM FROM MOTT THE HOOPLE; ON COLUMBIA RECORDS® AND TAPES**

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The Rolling Stones
new album
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ON ROLLING STONES RECORDS AND TAPE
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Watch The Rolling Stones perform "Angie," "Silver Train" and "Dancing With Mr. D," on Don Kirshner's Rock Concert TV Show during the week of September 27 through October 6. See local listings for time, date and station.

www.americanradiohistory.com
Stax Bows ‘Q’ Product

MEMPHIS--Stax Records has entered the quadrangular market with the release of a new line of 45s and LPs in quadrangular and the release of a new Stax Singers LP in quadrangular.

The release of the albums, according to Stax executives, will launch a new long-term promotional campaign that will increase production of quadrangular product. The program will include a concert tour, a magazine-oriented promotional campaign, and new radio spots featuring the quadrangular product. The one executive was quoted as saying that the new line of products will be a major step forward for the company.

According to the executive, the new line of products will be a major step forward for the company.

Japaq Tops Foreign Markets for A&M

BY NAT FREEDLAND

LOS ANGELES--Japan has become A&M's top overseas market in the past three years, consuming more A&M product than England or any other European nation. And offsetting the major area's growth in the company's total revenue, and Hirokazu Aihara, manager of the A&M division.

King, 42 years old, is Japan's third largest label. It has represented A&M locally for eight years, and also distributes United Artists, Decca of England, Vanguard, CTI, and Chrysalis. According to Suzuki and Aihara, the company has made a steady increase in sales and popularity with Japanese audiences. The best way to overcome an overtone for a label is to establish a strong relationship between the label and the artist.

In addition to staff from the main A&M office in California, A&M's Memphis Division, other A&M acts have been performing in Japan. The Carpenters have successfully toured Japan twice. In addition to their concerts, they have been performing in other major cities, including Tokyo, Osaka, and Nagoya.

MCA Issues Vintage Jazz

LOS ANGELES--MCA Records is rolling out vintage jazz material, and a seven-set jazz series is being released next week, according to J.K. (Mike) Malitz, president. The LPs in the series will be re-packaged by jazz critic-author Leonard Feather. These include material by the Warne Marsh, Ray Brown, Russel, Benny Goodman, and the Joe Curr, Ted and Art Tatum Trio.

Native King Cole singing “Sweet Loraine.”

In the reissue material, the series will be released next week, according to J.K. (Mike) Malitz, president. The LPs in the series will be re-packaged by jazz critic-author Leonard Feather. These include material by the Warne Marsh, Ray Brown, Russel, Benny Goodman, and the Joe Curr, Ted and Art Tatum Trio.

The hospital said it is looking into the possibility of expanding its rural health program and providing more services to the community. The hospital director said that the hospital is currently in the process of developing a new strategic plan that will outline the future direction of the hospital and its services.

Besse Smith Follows Frank

NEW YORK--Frank and his wife, Billie, have released the songbook “Besse Smith: Empress of the Blues.” The book, which contains some of Miss Smith’s songs, biographical material, and pictures of Miss Smith, will be distributed through music store channels. Retail price is $6.55.

P.O. Increase in Effect

WASHINGTON--The proposed postal rate increase on fourth class mail, which includes records and newspapers, will go into effect on Oct. 1.

The increase will affect the rates for both first-class mail (newspapers and magazines) and fourth-class mail. The increase will be $0.10 per stamp for the first class, and $0.05 per stamp for the fourth class.

The increase is the result of a series of rate increases over the past few years. The last increase was in 1986, which was the largest rate increase in the history of the postal service.

The increase is expected to raise the revenues of the postal service by $0.1 billion, which is 1.5% of the total revenues of the postal service.

GMG Progressive Pitch

LOS ANGELES--GMG Records is entering the progressive music industry.

Hospital Seeking Industry's Help

NEW YORK--The Wilf Rogers Memorial Fund, money-raising arm of the American Hospital Association, is considering the possibility of forming an entertainment program to include the recording-publishing-industries.

A luncheon is being planned by the fund and a representative of the fund will be present to see progressive acts and listen to their tapes. The luncheon is expected to take place in the fall of this year.

Field seriously to stay and is prepared to stay behind progressive rock acts for years with whatever support the hospital can give them, according to aker chief Tony Scott.

Scott, GMG senior vice president for business development, says, “We want to see progressive acts and listen to their tapes. We want to get in as many progressive acts as we can for our acts.”

Under Mike Curb's presidency, all acts are booked through a booking agent.

Studio Sues Label

LOS ANGELES--The Sausalito Record Plant has filed suit against Charles Green's Green Mountain Records for breach of contract in Superior Court here. The suit is alleged to have been filed in the spring of 1973.
NARM Backs RIAA On Action Program

NEW YORK—The National Association of Recording Merchandisers (NARM) has issued a statement supporting RIAA's Action Program of July 23. The statement reads: "NARM unequivocally deplores the use of drugs in any and all forms, including their use in any activity either directly or indirectly related to the recording industry.

"Because of the re-alignment of promotional responsibilities and activities in the industry over the past five years, few NARM member companies deal directly with radio stations and other media. Wherever NARM merchants still exercise promotional responsibilities, it is innumerable upon the company to have full and complete reports of the activities of their promotion staffs, and to exercise such supervision as to make 'payola' impossible. Employees having contact with broadcasters should be made fully aware of the NARM Code."

Ray Charles 1st On Newton's Label

NEW YORK—Crossover Records has been launched by Newton Newton. The brand was created by Newton, who left last 24-54 performance tour in Europe, will be released immediately.

British Decca will handle worldwide distribution except for the United States, where London Rec-ords will distribute in areas where they have branches. In the other areas, Newton is looking for independ-ent distributors.

Newton and Charles go back several years together. Charles was one of the major artists on ABC Records when Newton was president. Previously, Charles had been on Tangerine Records.

NATRA Supports CORE in Quest to Aid Minorities

By RADCLIFFE JOE

NEW YORK—The National Association of Television and Radio Announcers (NATRA) has made its second major role in bringing the hopes of small independent record producers, and has turned its attention to the needs of up-and-coming groups for survival in the music business.

According to Laddie Cordell, NATRA's national director, CORE and NATRA recognize that their efforts in aiding other groups, however, will not be able to provide the same support as their efforts in aiding other groups, however, will not be able to provide the same support.

Laddie Tucker, president of Grassroots, issued a statement recently in which he stated the efforts being made by CORE to organize music business.

Ernest Tucker, president of Grassroots, stated his company's efforts were to be a self-help approach to the needs of small independent record producers. Tucker stated that Grassroots, along with other independent record companies, and with the support of the radio industry, will be able to provide more assistance to independent record companies and also to assist in the promotion of their music.
Thijs Van Leer, the incredible mind behind Focus, takes a giant step forward.

If you're aware of the phenomenal success of Focus and "Hocus Pocus," you're probably aware of Thijs, the gifted young musician who's responsible for it all. On his new solo album, "Introspection," the music is softer, but not entirely unlike Focus — it's Thijs' flute interpreting Bach, Fauré and Thijs Van Leer, with the same virtuosity and style that have made him one of the most successful and unique performers of our time.

A Dutch treat — Thijs Van Leer's "Introspection." On Columbia Records and Tapes.
Ovation Records Links With Sansui in ‘Q’ Education Tour

GLENVIEW, Ill.—Ovation Records has joined forces with Sansui, in conducting the first of two joint quadraphonic educational meetings in Chicago, which will be spread across the U.S. before the immediate Christmas season.

In quadraphonic and staged jointly by the two 4-channel pioncers in Washington, D.C. and Miami, Fla. Both Ovation sales manager, reported immediate quadraphonic LP sales increases in each area of over 30 percent. “Even dealers who were well into 4-channel showed interest and we add...many newcomers who are already becoming ‘Q’ devotees,” Doty said.

The seminar, planned for distributors of Ovation and their personnel and Sansui reps in the two areas, along with key dealers and mail order stores were telephone for two hours. Both run well over three-and...one-half hours, with closing question-answer periods accounting for most of the overtime.

Sansui, with John Moseley conducting, has put together a $30,000 promotion kit, covering both tapes and disk, built for performance in the average hotel ballroom or similar location by a drawing approximately 125, while the two meetings in Washington drew over 100 persons each. An immediate 90 minute tape and disk demonstration, accompanied by explanation of the basic and general understanding of very concept of quadraphonic.

Three Sansui audio engineers, who are also Sansui’s quadraphonic project units which fill a large empty van, have developed a push button dual system which allows a dealer or store clerk to switch immediately to one concept from another so the customer is offered. Dick Schory, Ovation president, and Hiroshi Tada of Sansui both labeled the combination device the hit of the seminar.

“We got 4-channel albums on 52 racks,” in the Midwest area after the seminar and demonstration,” Doty said. Many labels, including Project Records, Atlantic Records, and CBS SQ, are used in the demonstration.

Stated for distribution-rep recent new to: San Francisco, Los Angeles, Minneapolis, Dallas, New York City, Atlanta, Chicago, St. Louis, Schory said.

Each Sansui quadraphonic playback system includes a mail order introductory offer for Ovation 4-channel product. Schory said. Over 564,000 Montgomery Ward audio dealers are also using Ovation quadraphonic product for demonstration, he said.

Famous Goes Weekly on New Product

NEW YORK—Famous Music has inaugurated a new product release policy whereby all product will be released on Fridays rather than a monthly basis.

The policy change, which took effect last month, is designed to give the label more flexible production deadlines and additional time for promoting each LP released, including Andy Meier, the label’s vice-president as charge of marketing.

Sherwood Records, Just Sunshine Records, Dot Records, and Northland Records are the remaining D.A. over Fire Records, Sweet Fortune Records, Turnabout Records and Greene Bottle Records.

Label in L.A. Set by Magid

LOS ANGELES—Personal manager Leon Magid has formed LMI Records and is busy including Delaware, the comic team of Tom and Tom, Hippler, Memphis Slim, the Catera Brothers, etc.

First product released through independent distributors is the Delaware LP, “Her Name is Wrong” and the single, “If Loving You Is Wrong.” Delaware’s first overseas licenses are Quality in Canada and B&C in England.

Green Gets Gold

NEW YORK—Al Green has chalked up his seventh gold single for the recording “Here I Come,” which was taken from the R&B chart album "Flack LP Gets Gold

NEW YORK—Robert Flack’s latest album, “Me Swinging,” has been certified gold by the RIAA. Atlantic Records has released “Jane,” which joins the gold “Killing Me Softly With His Song” as the second single from the album.

Industry Trades State Anti-Piracy Law Drive

NEW YORK—The Country Music Association, NARM and the RIAA will stage a concerted campaign to secure anti-piracy legislation in all states. The coordinated drive will be targeted on the 24 states which have not yet adopted anti-piracy laws.

Kirschner ‘Ever To 104 Mars

NEW YORK—Vinace has added 22 markets for “Don Kirschner’s Rock Concert” television music series, making a total of 104 markets to date.

Included in the list of new markets are WREX-TV, Augusta; WHIO-TV, Grand Rapids; WRBD-TV, Louisville; WHIO-TV, Toledo; and WYFC-TV, Norfolk.

In addition, Don Kirschner, the series executive producer, said that Sly and the Family Stone, Mott The Hoople and Black Oak Arkansas will be featured on the third show of the series. The Rolling Stones are the featured artists for the series debut throughout the U.S. Friday (3) through Oct. 6.

Enjoying the festivities on “Al Green Day” in Memphis recently are, left to right, singer Al Green; Willie Mitchell, head of Hi Records and Green’s producer; Walter McGuire, London Records, which distributes Hi; and police captain who assisted in arrangements.

Hoffman in Expansion

NEW YORK—Martin Hoffman Associates has entered into an agreement with Atlantic Music Companies, that will give the Hoffman public, a new active in music industry, record production and personal management.

‘Flack LP Gets Gold

NEW YORK—Robert Flack’s latest album, “Me Swinging”, has been certified gold by the RIAA. Atlantic Records has released “Jane”, which joins the gold “Killing Me Softly With His Song” as the second single from the album.

The agreement was signed between Martin Hoffman, president of Magnetic Sound, and Myrna March of Make and March On-Tie. In projects under the Hoffman/March agreement include “Do You Ever”, a single written and produced by Miss March and Burke Keys and recorded by the Manhattans and “No More Tears To Cry”, recorded by Pat Lunday for RCA Records.

Hoffman has also relocated his offices to facilities adjacent to those of March-On-Tie.
Eric Clapton's Rainbow Concert.

"...A concert that had even the crustiest critics singing delirious songs of praise." Circus

Eric Clapton's triumphant return to the stage is captured in an album of electric brilliance. Joined by Stevie Winwood, Peter Townshend, Ron Wood, Rebop, Rick Grech and Jim Capaldi, Eric Clapton proves conclusively that he continues to be one of the greatest musicians on today's rock scene.

Rick Grech: The Last Five Years.

Rick Grech is a musician's musician. Best known in America for his work with Blind Faith, Family and early Traffic, Rick is also one of the most active session men on both sides of the Atlantic. This album contains a collection of tracks from his many diverse musical activities and features in addition to Rick's musicianship the playing of luminaries like Ginger Baker, Jim Capaldi, Eric Clapton, Stevie Winwood, Gram Parsons, Rosetta Hightower, Rebop, Chris Wood and Jim Gordon.

Blue.

Blue is a new band from Scotland making their album debut on RSO. Hugh Nicholson, Ian MacMillan and Timmy Donald combine their musical talents in an offering that ranges from the funkiest rock (complete with sizzling lead guitar lines) to mellow acoustic numbers with sweetly arranged harmonies. An auspicious debut by a fine new group. (Flash...Jimmy McCulloch has joined Blue.)
Off the Ticker

AUDIO FIDELITY INC., New York, will hold its annual meeting Sept. 25 in New York, where it is expected to announce in earnings to 21 cents a share compared to the previous year’s loss of 8 cents a share.

HANDELMA CO., Detroit, reported that shareholders approved several changes at the company’s annual meeting (Billboard, Sept. 6.) The changes included the election of board members on a staggered basis so that one-third of the board is elected to a three-year term every year, and a switch to 50 percent approval of the shareholders on any merger with any company that owns 5 percent or more of Handlerman’s stock unless the company’s board approves the transaction.

The Handlerman family, directly or indirectly, owned beneficially 965,599 shares of common, aggregating approximately 22 percent of the company’s outstanding common.

INSIDER TRANSACTIONS: Nathan Tushinsky, senior vice president of Superscope Inc., San Valley, Calif., has disposed of 10,000 shares, reducing holdings to 51,600.

The Commerce Department reported retail store sales in August were basically unchanged from July, but increased 12 percent from August 1972.

LOS ANGELES—Most U.S. economists and many observers on Wall Street are convinced that Japan’s booming economy is being dampened by supply shortages.

Shortages in Japan contribute to price hikes and export cuts to the U.S. market in the consumer electronics field.

The shortage situation in Japan is aggravated by tight money, rising interest and a cut in government spending.

While a curtailment of Japanese exports to the U.S. may help curb inflation as many manufacturers in Japan are finding it easier to produce goods in other countries, particularly the U.S. (Sony and TDK Electronics), South Korea, Taiwan, and other southeast Asian nations.

Sony’s Akio Morita recently said Japan labor costs have risen an average of 15 percent a year over the last 10 years.

Several companies in Japan have been going overseas investments to escape the slowdown of Japan’s economic growth.

At the same time, the U.S. was thinking of import restraints against Japanese products because of the trade balance with Japan and the U.S.

More recently, shortages of basic materials are beginning to affect the Japanese economy. One result could be a slowdown in exports to the U.S. of tape recorders, video players, television sets and magnetic and video tape.

Supply, demand is outrunning supply, mostly in potential metal derivatives, plastics and vinyl chloride. The Ministry of International Trade and Industry said PVC producers may be forced to curtail exports to domestic demands.

One analyst viewed Sony this way in tight labor and supply shortages, price hikes and export cuts: “A further yen revaluation might dampen earnings growth. About half the company’s net income is derived from export rates.

“Sony has been increasing its overseas investments,” he said. “As a consequence of the need to expand internationally, I project a slowing down of growth rates to mid-decade.”

Sony is merely one example. For most Japanese companies, a curtailment of exports may help ease pressure at home, but it is likely to have a major adverse impact in many areas abroad.

Market Quotations

As of closing, Thursday, September 13, 1973

Earnings Reports

PICKWICK INTERNATIONAL INC.

Year to Date

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INTEGRITY ENTERTAINMENT CORP.

Year to Date

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<td>Per share</td>
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BELL DEAL WITH MICKIE MOST BRINGS FOUR ACTS TO LABEL

NEW YORK: Bell Records' president Larry Uttal and Mickie Most, president of Rak Records, have completed arrangements for the release in the United States and Canada of four of Rak's bestselling acts—Suzie Quatro, CCS, Hot Chocolate and Mud on the Bell label.

Uttal said that he was "thick to be associated with a producer of Most's calibre, whose track record in the British record industry is legendary."

One of the most consistent hit producers in the U.K. Most's list of production credits includes:

Now—The First Of These MOST-Important Releases!

"RUMOURS"
recorded by
HOT CHOCOLATE
on BELL 45,390

"THE BAND PLAYED THE BOOGIE"
recorded by
C.C.S.
on BELL 45,396

Both Records Produced by
MICKIE MOST for MICKIE MOST PRODUCTIONS

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.
Special Catalogs Boost 1-Stop Sales

By CLAUDE HALL

SHREVEPORT, La.—Stan’s Record Service here has just published a 73-page spiritual catalog featuring gospel singles, albums, and tape cartridges sold through the gospel one-stop. Stanley J. Lewis, president, said the catalog represents “all action. Furthermore, our gospel sales have already increased tremendously.” Dealers are even willing to buy the catalog, Lewis said.

“This has prompted us to compile a catalog of older titles for sale, country, and rock product that we still have available. This book should be ready by the summer.”

The only problem with selling oldies, in spite of the large demand at the consumer level, Lewis said, is that “the large manufacturers are pushing for sales but they only want to ship in quantities of 250 pieces or 500 pieces. You can see what a large oldies inventory we would have to carry to furnish a dealer with oldies as a normal order in oldies is very small... maybe only one or two copies of a record.”

In any case, Lewis feels that via his catalogs “we give our customers the most complete supply of recorded merchandise on the market.”

APAA Focus on Crossover

• Continued from page 3

sic and Ed Michel and Lerry Lovett discussed jazz and gospel releases. To supplement the Impulse material, a film showing highlights of Impulse Night at the Montreux Jazz Festival was shown.

National album promotion director Steve Recknick previewed the “Oldies” single collection, containing more than 100 singles. An eight-minute collage type presentation was offered.

Vice president in charge of promotion Dennis Lavinthal talked on coordinating field sales and promotional staff. Julie Zaimand, ABC Records sales manager, also talked about promotion. Steve Baker, Impulse promotion director, Impulse chief producer Ed Michel, country music executives R.J. McElroy and Tom McEntee all spoke on the importance of crossover of musical styles. Craig Bowers, director of creative services, talked about the firm’s advertising plans for the fall, emphasizing radio spots. Vice presidents Mary Helfer and Howard Stark introduced many of the speakers.

For more information on crossover sales, see the August 30th issue of Billboard.

All Contract With Virgin

NEW YORK—Atlantic Records has entered into an agreement with Virgin Records to distribute product from the latter label in the U.S. and Canada. Under the agreement, the two labels were signed by Ahmet Ertegun, president of Atlantic, and Richard Branson, president of Virgin Records.
The three dollar bill.

The stylus shown above is phony. It's represented as a replacement stylus for a Shure cartridge, and although it looks somewhat authentic, it is, in fact, a shoddy imitation. It can fool the eye, but the critical ear? Never! The fact is that the Shure Quality Control Specialists have examined many of these impostors and found them, at best, to be woefully lacking in uniform performance — and at worst, to be outright failures that simply do not perform even to minimal track-ability specifications. Remember that the performance of your Shure cartridge depends upon the stylus, so insist on the real thing. Look for the name SHURE on the stylus grip (as shown in the photo, left) and the words, "This Stereo Dynetic® Stylus is precision manufactured by Shure Brothers Inc." on the box.

Shure Brothers Inc.
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In Canada: A. C. Simmonds & Sons Ltd.

www.americanradiohistory.com
Cheech & Chong, Joe Walsh, Poco, Jackson Browne, B.B. King, Miles Davis and the Temptations. These acts will be appearing from two to five nights. Admission price is $4 or $5, depending on drawing power of the artist. A two-drink minimum is also in force, with drink prices to average $1.25.

The Rox has hit its public showing at a party for Elton John following his Hollywood Bowl sell-out. It is an excellent facility with comfortable seating, fine sound and perfect sightlines to the V-shaped stage. Design theme is a subterranean disco.

Booking schedule is to be completely flexible, to fit the availability of major concert artists. Elton John, for example, is said to be wanting a one-night appearance at the Rox to celebrate completion of his current tour.

A CROWD of some 5,000 assembled along Sunset Strip trying for tickets to Neil Young's six shows opening the new 500-seat Roxxy club.

Isley Bros. & Game
NEW YORK—T-Neck Records artists the Isley Brothers will perform a one-hour, pre-game concert at the Morgan State College vs Grambling College football game at Yankee Stadium here Saturday (22). Attendance at the annual confrontation between the two school is usually well in excess of 60,000, with proceeds from the game going to the New York Urban League.

Also scheduled to appear is Columbia Records singer Patti Austin. She will perform the black community theme song “Lift Every Voice and Sing” The Isley Brothers’ T-Neck label is distributed by Columbia.

Ronnie Spector has signed a recording contract with the Buddah Group. Her debut single on the Buddah label is “Lover Lover.”

Rick Springfield has ended his contract with Capitol-EMI after two albums and is now signed to Columbia... Israeli singer Dahlia Rose has signed a three-year pact with Ampex Records...

Richard’s lead singer with Five Man Electrical Band. He has signed as a solo act with MGM’s Lion label. D.J. Hulsey has been signed to A&M Records as first artist under the new Gross/Kapps Production banner.

“Northern J. Calloway of TV’s “Sesame Street” has signed with United Artists as a singer-writer. He is with Bachman-Turner Overdrive. He has signed for booking with RPM Ltd. in Hollywood... MCA Records has signed ten member band Black Lightning to a long term recording contract. Their debut single is “Be That Way.”

Group Han from Philadelphia is signing with RCA... Ronnie Milsap is now singing with MCA... Frankie Rin, local Las Vegas singer...

Weaver Greg Williams signed to 20th Century Records. He wrote the DeFranco Family’s current single, “Heartbeat. It’s a Lover.” The Dillards to United Artists with their product on U.A. Popp’s label. Rodney Dillard is producing their first LP titled “Trinity of American Rock...”

Johnny Bristol signed to Columbia as an exclusive producer. He is former with Motown, handling Gladys Knight and the Pips... Bob Scherman, veteran producer-writer has signed a five year record production deal with Snuff Garrett’s firm, Garrett Music, to record his San Diego based group, Henderson, Pope and Smith. The young group is currently preparing material for its first album...

Alive Ent. Expansion
NEW YORK—Alive Enterprises has expanded its personal management activities and is handling the film production market, according to Sheri Gordon, president of the company.

Gordon stated that Alive, the management firm of rock artist Alice Cooper, is still producing its full-length feature film, “Pin-Stripe Dream.” (See Executive Turntable for penned changes at Alive.)
Diana & Marvin
‘You’re A Very Special Part of Me’

A brand new single from the forthcoming album, "Diana & Marvin." (M 1280)
Tired of watching the studio clock?

Try our daily rate of $300 plus tape
Two day rate of $550 plus tape
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Creative Trends

Bluegrass Rock

Scruggs Clan Plan

By BOB KIRSH

LOS ANGELES—In the four years since his highly publicized split with Lester Flatt, Earl Scruggs has been working hard to bring back the jingling of the banjo to playing. Scruggs says that his music is more exciting than ever before and that he has made a conscious effort to reach a wider audience of people that have stopped "stagnation." Scruggs feels that he was setting in him in the last few years of the 60s.

The first phase of Scruggs career ran from 1945 to 1950. This was the time when he was with Bill Monroe and then Lester Flatt, doing traditional bluegrass music that he believed to be "limited." The second plateau, Scruggs believes, began in 1960, when Scruggs and Flatt played the Newport Folk Festival. "We reached a whole new audience at that time," Scruggs says, "and the banjo was introduced to a wider public than ever before. We had a lot of the younger people who were so popular during the folk boom in the 60s. We also did the theme music for the Beverly Hillbillies which exposed bluegrass to people all over the world."

Nashville Home Base

"We had no trouble choosing music around San Francisco for a year or two. There are a lot of good new writers around town, and there is a lot of good older material to choose from. We live in Madison, Tennessee which is close to Nashville, and with a lot of these songs running slightly behind what is hot on U.S. singles. "You can get the most out of well here, because something that did well in the East or West one or two seasons ago," he says.

(Continued on page 18)

Scotti Leads MGM

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(Continued on page 24)

Metro Club Shifts To Record Artists

NEW YORK—Greenwich Village's Metro Club, featuring only record artists, according to Mike Azarin, the club's owner. Previous to the policy change, which occurred in early spring of 1973, the club was using non-record folk music acts for nights entertainment. The Metro Club itself opened some 15 months ago.

Azarin said that "the going has not been good—mainly due to the reluctance of both booking agents and labels to use the record label." He said that while club was steadily improving, as has the quality of acts presented, the club is still offering a good opportunity for the Bitter End and Max's Kansas City to showcase acts.

While Azarin admits to the drawing power of the other clubs, he stated that there is enough business to go around for everyone and that he does not see the Metro Club competition with either the Bitter End or Max's. He said that he understands the reluctance of labels to support the club by booking in acts, "especially when at a time when labels remain important for the showcasing of talent," Azarin said. "I would think that the labels and agents would look to increase the accessibility of their acts to the public."

He said that the club was of particular importance when one considers the decreasing shortage of clubs throughout the country, especially in New York, devoted solely to live entertainment.

"The room is open seven days a week," continued Azarin, "Wednesday nights will be a free night. Thursday, Friday and the weekends three sets are the norm."

Azarin promotes the club by taking weekly ads in the Village Voice and in New York and some in the Village Voice and in New York and some have been tempted to increase promotional activities. "But," he continued, "it may make a difference when a manufacturer is involved and generating consumer ads as well as radio ads for an act."


Santana to S. America

NEW YORK—Santana and his group will embark on a two-month, 10-country tour of South America beginning February 21.

With the backing of the German tour of the tour (25) through (24), Santana and his group included: Juan Guatemalan (2), El Salvador (28), Costa Rica (29), Panama (5), Nicaragua (2) to/two. Yucatan (6), Co. (7), Curubamba (911), Argentina (431), and Brazil (1-27).

In conjunction with the tour Columbia Records will be releasing, in selected South American countries, a special limited edition of their LP. Following the Southern American tour, the group will embark on a tour of Europe in November and December.

Stadium as Concert Site

NEW YORK—Arrowhead Stadium, home of the Kansas City Chiefs, may be used for pop and rock concerts, according to The Kansas City Journal of Commerce, and the initial record gross for the first pop music attraction there, Elvis John, produced by Good Karma Productions and station KUDL-AM.

While figures were given for the date, claimed by producers as the highest single gross to date in that city. Acts billed collectively as a concert "Under the Stars," also included the Doherty Brothers & Orchestra, and special guests Brewer & Shipley.

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The hungry leader.

At Altec, we're not taking our leadership position for granted. We're always trying harder—challenging ourselves to develop studio monitor speakers that stay a step ahead of constant improvements in the contemporary recording process.

Throughout the United States, recording industry professionals—engineers, producers, A&R men, musicians—have responded to our continuing ability to produce the finest monitor loudspeakers by installing more Altec systems in studios than any other brand.

And we can prove it. Here's the latest data on monitors installed in U.S. studios, as published in Billboard's 1973 International Directory of Recording Studios.

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<th>MANUFACTURER</th>
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But we're not really satisfied—even with this impressive track record. We're still trying to better ourselves. In fact, Altec has three all-new studio monitors available right now. They're a whole new generation of speakers designed to meet the whole new range of tomorrow's dynamic recording techniques. Your studio may need them. Why not call your local Altec representative to find out?

Or write us for full details.

Altec gives you the best of both worlds: proven leadership, plus an unrelenting commitment to doing a better job. That's because we've really grown to enjoy being #1 in studio monitor sales during the past three decades. And we intend to stay right there for at least the next three decades by always being our own biggest competitor—in research, in quality, in service and in satisfying the demanding needs of an ever-evolving industry.

Altec. We're the hungry leader.
Number one.
And have been for nearly 3 decades.
CANNONBALL ADDERLEY (Fantasy): University of Oregon, Oct. 12, Sept. 30.

JOEY JORDAN'S MARKET (Atlantic): Harvard University, Pittsburgh, Pa., Sept. 29.


THE COASTERS (Mercury): University of Notre Dame, South Bend, Ind., Sept. 22.


WHITE BIA; CLARKPORT (Fantasy): University of Minnesota, Minneapolis, Minn., Sept. 30.

THE COASTERS (Mercury): University of Notre Dame, South Bend, Ind., Sept. 22.


MAYNARD FERGUSON (Columbia): Montana State College, Bozeman, Mont., Sept. 29; Penn. State High School, Media, Pa., Oct. 1; Marquette College, Dubuque, Iowa; Western Michigan University, Kalamazoo, Mich., Oct. 1.


LESTER FLAK (Capitol): Penn. State (Behrend), Erie, Pa., Sept. 22; Cumberland College, Cumberland, Pa., Oct. 1.


JIMMIE DAVIS (Capitol): University of Oklahoma, Norman, Okla., Sept. 29.

EDDIE KENDRICKS (Motown): Virginia University, Richmond, Va., Sept. 27.


JACQUELINE McGUIRE (Columbia): University of Michigan, Ann Arbor, Mich., Sept. 29.


LEON ELLOTT (Capitol): University of Michigan, Ann Arbor, Mich., Sept. 29.


WELDON HENDERSON (ABC): University of Maryland, College Park, Md., Sept. 29.

ELTON JOHN (Capitol): University of Akron, Akron, Ohio, Sept. 21.

KARL BOWES (Capitol): University of California, Los Angeles, Calif., Sept. 29.


LeON LARDY (ABC): University of Illinois, Chicago, Ill., Sept. 29.

DICKIE ROSS (Capitol): University of Texas, Austin, Texas, Sept. 29.


WILLIAM SULLIVAN (Capitol): University of Michigan, Ann Arbor, Mich., Sept. 29.


JACK TAYLOR & STEEL WINDR (Kansan/Ingram): University of Kansas, Lawrence, Kan., Sept. 29.

RICKY NELSON (Capitol): University of Kansas, Lawrence, Kan., Sept. 29.

PATSY CLINE (Capitol): University of Kansas, Lawrence, Kan., Sept. 29.

JOE LAFAYETTE (Capitol): University of Missouri, Columbia, Mo., Sept. 29.

BOBBY FISH (Capitol): University of Minnesota, Minneapolis, Minn., Sept. 29.


JERRY FARNHAM (Capitol): University of California, Berkeley, Calif., Sept. 29.

FRANK O'CONNOR (Capitol): University of California, Berkeley, Calif., Sept. 29.

JENNY MAE CLARK (Capitol): University of California, Berkeley, Calif., Sept. 29.


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NEW YORK—"Caytronics Sets TVers for Artists," a monthly, one-hour television special, will make its debut throughout the U.S. during October, according to Joe Cayre, president of Caytronics Corp. Scheduled to be aired every hour, the show is designed to generate additional exposure for top label acts, said Cayre, who pitched the product recently at industry shows in Puerto Rico, Spain, Mexico, Colombia, and the U.S., which will be showcased.

Utilizing UHF television for broadcast, the specials will be in with local retailers in the various markets—dovetailing four months of the hour special—by October, said Cayre. Cayre said that information on additional in-store selling aids was not available as of Aug. 31.

"Caytronics and its distributed labels are represented in all the major Top 10 Latin LP markets in the U.S. We will select three or four names from each market and use them as the model for that market. The main purpose of the specials," he continued, "is to create demand for label products, especially for product that has already climbed the charts. Cayre stated that the show will also feature one or two "pick hits" of product which may not be on the UHF Channel and over 10 top listings, but which Caytronics feels have strong potential.

Artist focused for the premiere show include Sandra, Roberto Carlos, Noro Morales, and Tito Puente. Cayre, activity for the specials is being handled here by the Caytronics VP-Channel, 41 and the station's general manager Carlos Bartol.

Cayre added that Caytronics, which is a part of the top level of Latin music, will also be looking to place the specials on cable television and on U.S. network stations.

He said that "Caytronics is definitely looking to include the black music into their system, and they have seen the market in the U.S." The specials will be offered to cable and to network operators at "no cost," he said Cayre.

While Caytronics Records' product will be showed monthly, the two other companies and distributed labels and distributed labels will be included in the shows, said Cayre. Records, Pronto Records, Caliente Records, Caribe Records, Noro Records, Armar Records, bathtub Records, and Caytronics, a newly formed African 'soul' label in the Caytronics family.

The Latin Scene

MILAN
Mango Records artist Eddie Palmieri is expected to make an appearance here in late October. The Central American country is tentatively scheduled to be aired on the network's "Latinida" program. Palmieri's latest single "Cosas de Alma" is doing well here... The new LP by Palmieri's group Tito Puente Sound Triangle Records finally made it to the street this week after much delay. The last minute order of the LP has not yet hit the stores.

The moves came at the station's headquarters in the "La Grande" only a month ago... At Velvet Records, local group rock group Batamula has been a new single released and Conjunto Universal has completed their new LP. Sold

New York Yankee Stadium will not be available for any Latin concerts, for the first time in many years. The stadium closes this October for over two years of renovation work. Stalwarts of the music field that they were pleased with the results of the Fania All-Star Concert here Aug. 24--25, that an MBA concert run beyond the scheduled time... Meanwhile, an informed source states that Latin concerts at major halls and arenas here has become prohibitive. It comes at a time of the increased popularity of Latin music to concert. To date, top Latin acts has been attending large halls throughout the city, including the Philharmonic Hall, Madison Square Garden, Carnegie Hall, the Academy of Music, Alice Tully Hall, and Town Hall.

In New York to record their next L.P., UA-Latina's Orchestra Revolution 70 will be performing at the City Hall, the Metropolitan, and the Cabaret. Television appearances have also been scheduled for the group... Armano Records has released a new LP record by Pedro Vargas... Caytronics Records is spotlighting the Cuban music, via the LA version of the record, and for the first time, released a two-record LP set by Pedro Vargas.

Caytronics Records is the label, which has already climbed the charts this year, and this week's appearance of the group, is a welcome addition to the label's roster of stars. Caytronics has released a single by Alfredo Giachetti and his band, "Una Blanca," which has been a strong move from the group's last L.P. "Surefire," which was written by Levitt and dedicated to the group's trumpeter, singer, and producer, "Sueno para la Manana," is due out later this year in an automobile accident in New York.

All audience records, reported the top female singer, in terms of sales, was Rodriguez. She was honored at the Chicago's "Tribun" for outstanding sales. The Latin music will feature during the show have a record label, headed by Roberto Paredes. Officiers include: Perro Rivera, Cassin, president, Luis Varela, vice president, Mariano Armas, treasurer, Veda Gonzalez, secretary, and Guillermo De Ome, and secretary.

Antonio Contreras

OCTOBER 11, 1973. BILBOARD
Music Sparks NBC Radio Revival; Wogan Foresees 1,5000 Station Web

Lest, Wogan has brought back "X Minus One," a science fiction dramatic series which he conceived for NBC radio about 30 years ago. He sees it as a once-a-month network special, too.

Nature More Ideas

But these network specials may be only the forerunner of a whole new concept for network radio that lies in the back of Wogan's mind. "These are all specials...and who knows how successful these experiments will be for our network affiliates. But where an affiliate of ours feels a particular program doesn't fit its format, we can consider offering the special to someone else in the market."

I feel we are on the verge of returning to the personality days of radio, but this time with superstar air personalities. These kinds of specials with Imus and Wogan are so successful that they become weekly shows, but who's to say, Because it might even be possible to offer each of these three-hour shows nightly. Our network might offer nightly a two-hour show by an Imus, followed by a Morgan, followed by a Wolfman Jack.

"The reaction we get from our affiliate on a recent Imus three-hour special was far better than I had expected. But, then, there's not a radio station in the nation that wouldn't want an Imus on the air. Or a Wolfman Jack.

"I can envision building a radio music network of 1,500 stations.

To date, about 175-30 percent of the NBC affiliates have been clearing the specials. And Wogan said he's looking at 20-25 years in the "wondering" to see the changing viewpoint in the NBC affiliates. The idea of NBC putting an Imus or a Wolfman Jack on network is quite a departure from habitual middle-of-the-road radio. And, occasionally, when we get the statement: 'Imus or Wogan is not my image'. But who's to say these days what middle-of-the-road radio really is? However, I feel that the fact that both Imus and Wogan have been on the network shows how forward looking NBC Network is...and it shows that more affiliates are open-minded today in programming. In any case, we definitely experiment more as a network.

In regards to network concert specials, Wogan has done 15-20 and been as many planned. "Our three-hour band specials have also been very good."

He mentioned that he might eventually go into syndication with some radio programs. "All of these specials are service features. There's no reason in the world why a national network can't be involved in such programming. However, because of work commitments, I think we probably won't be involved in syndication probably until early 1974."

In any case, Wogan has proved that networks don't have to limit themselves to radio news...that music on network radio can be viable and exciting programming.

Continental Country Hits 103 Markets in 31 Weeks

LOS ANGELES—"Continental Country," the three-hour weekly special produced and distributed by Diamond P Enterprises here, is now in 103 markets in the United States, Canada, and New Zealand, according to Harry Barr, senior vice president of the syndication firm. The show is also heard almost around the world via the Armed Forces Radio and Television Service.

The show caters primarily to live guests and among the artists who've appeared are Larry Gatlin, Charlie Rich, Roy Drue, Ray Price, Bob Wills, Jimmy Dean, and Mac Davis. Harvey Palish is president of Diamond P, Frank Furino is executive producer of the show, Phillip Boriason is producer, and Chuck Druce is engineer.

Full Week's Work

Normally it takes a full week to produce the three-hour show because each show is written prior to Naylor spending about four hours at a time. Then the shows are edited to achieve a final, high-quality gloss.

Among the radio stations carrying the show in the U.S. are WIRE-AM, Indianapolis; KLAC-AM, Los Angeles; KENV-AM, Houston; KRAK-AM, Sacramento. The 113 hours of shows was just shipped last week. Since show No. 8, the three-hour show has been on the air, but nerves direct to Diamond P and so far thousands of entries have been received. Winners will be announced on a future show. The deadline for the contents is Sept. 13.

WHAI-FM Shifts to Rock
In Saginaw-Bay City Area

SAUGINAW, Mich.—WHAI-FM here in the Bay City area has switched to a rock format, according to program director Bruce J. Bucum and general manager Daniel Cowell. Management claims the station will use a "forward-moving program designed and integrated into the whole to create a total effect of continuous music and return listeners for a longer period of time. This will enable WHAI-FM to take dead aim at the top-rated station in the area."

SEPTEMBER 22, 1973, BILLBOARD
The ladies are beginning to come alive. Carole Abravanel, who's been working at KSTP-AM, Minneapolis, under the name of C.J. Broonson, is doing promos and bits for and with KSTP-AM's morning air personality, Chuck Knops, who is looking for a full-time air personality job. Has a first ticket, 612-660-9000. She says "radio is in my acid." Points out that there is no chip on her shoulder, but "it's a fact that not everyone wants to work on the air." True, Carole, in the past. But, believe it or not, a lot of stations are looking for female Jesus days.... Next female to write in this past week was Jan Black, 17-year-old evening personality at KGMG-AM, Albuquerque, N.M. Wanted me to give her a professional opinion of her aircheck. Sorry, Jan, but as some 30,000 air personalities (male) will tell you, I seldom critique airchecks because no matter how right I might be, I can only do wrong. Send your aircheck to Rick Sklar, program director, WABC-AM, New York. He'll be glad to critique it for (and I'll immediately get a disturbed phone call from Rick saying: "What are you trying to do to me? I just got 4,000 airchecks in the mail").

George McGovern reports in from WORD-AM in Spartanburg, S.C., where he's now program director and where he's also hunting a strong morning drive personality. Bread is good. Even fantastic for the right bread. He's also looking for a black news director.

* * *

Got a letter from Don Williams, account executive with WFLA-AM, Fort Lauderdale, Fla., that sort of explains itself. It's news about a guy I used to know fairly well. It's been some time since I last saw an item in Vox's about a guy who had his share of hard knocks in the last year and a half. I'm referring to Bob (Bob Lyons) Hughes, program director at one time of WONE-AM, Daytona, WYKX-AM. Cleveland.

and national program director of Group One Broadcasting. Bob suffered a stroke or a fall (it's not known which), and was taken to a hospital a year and a half ago, ending up in an Akron hospital in a coma. Frankly, folks don't even expect him to live after five months in a coma. However, he miraculously came out of it. He's now back in his hometown of Louisville, Ky., veterans hospital (thank the good Lord for VA or Bob would not be with us today). And now he is at home convalescing. And, I might add, doing very nicely. Bob is very much a part of his industry. He loves radio like no one I know. He can hardly wait to get back to his world of radio. He looks like he will be able to. But, according to an aunt of Bob's who is looking after him, he has chest therapy is news, friends, the industry, or anyone. He loves to know what's going on. So, I call on you guys like Thom Sanders (asks Dave Dayton, you would believe), Wayne Mno, Rick Stevens, Tom Campbell, and any of the other air guys who worked with Bob to write him or call if they can. Or send him tapes of what's going on in their markets (he loves aircheck of rock and MOR stations). He's had both cassette and reel-to-reel players and would be more grateful for anything anyone would send. Bob, you see, is both personally and professionally, for a kid from Ohio with his comfortable air name of Johnny Midnight (guess which shift or show). The kid went from WONE-AM to KSTT-AM to WOTD-AM to WSPD-AM and sales (where he makes a pretty good buck now and then). The kid thinks he owes a little bit to the guys who helped him, if not professionally, a good idea of what is it. Bob can be reached at: Bob Lyons, c/o Mrs. Betty Sue Nye, 208 Chalmers Dr., New Albany, Ind. 47150. Phone: 812-944-1158. And if any guys who know Bob are in the Louisville/New Albany area, he loves visitors. By the way, since Bob's financial situation is for being considered even better, a bunch of us have subscribed to Billboard and are sending it to him so that he can continue to keep up with the industry and so he can recover and, once again, become a vital part of it.

Bob Brown is leaving WYFY-FM in Chicago and is looking for a new job. You can reach him at 312-266-9852.... Bob Osborne, air personality at KNOC-AM, Austin, Tex., is leaving to join MCA Records in record promotion and will head up in New Orleans. Ron Lehman, who has major 10 market experience, is looking for air work. You can reach him via 314-645-4179.... Tom Watson, still ranked because a major market job he'd be expected to get didn't materialize. He is up in Montreal at CKGM-AM in the 9-o'clock slot and is happy. Ah, but wait until the new "beats":
CHICAGO—It's almost impossible to reduce a producer's success to a formula, a quack survey revealed. According to programmers questioned, it takes a combination of attention to charts, requests, radio play, judicious use of samples, cooperation with one-stop, popularity meters, knowledge of local concerts, and personal listening.

One programmer who finds rock and roll hard to program depends on the expert opinion of his two teenage daughters and their friends for some of his choices. Mike Anderson, Mickey Anderson Amusement Co., Erie, Pa., often takes records home over the weekend to hear their reaction. "It's hard to find rock that isn't country or pop, too. There is so much music out there, it's hard to tell which direction to take."

Anderson also respects the opinion of his wife, and he often goes on camping trips with his son to escape the summer noise and spend time comparing charts and discussing music.

Another help in programming, he feels, is keeping up with area concerts. Watkins Glen concert, 120 miles away, had an effect on jukebox play.

LE SOCCER
FRENCH CADILLAC OF FOOTBALL

Jukebox Meetings
SEPT. 16 - New York State Operators Guild, special meeting, Marita Wyckoff, Poplars Falls, N.Y.
SEPT. 27 - "Get Music in Motion," National Hobby Club, Lake George, N.Y., 11:00 a.m.
SEPT. 27 - Music Operators of Va., Hilton Inn, Virginia Beach.
SEPT. 28 - M. & W. Ohio Music Operators party, Imperial House, Friday.
SEPT. 28 - Coin Machine Council special meeting with executive program, Holiday Inn, Lake Geneva, Wis.
SEPT. 29 - M.T.A. (see above)
SEPT. 30 - M.T.A. (see above)
AUG. 1 - M.T.A. annual convention, Conrad Hilton, Chicago. Chicago Dance Professor served as master of ceremonies.
AUG. 2 - Music Operators of W. Va., Fairmont Toastmasters Club.

See Jukebox Boost With Games

BIG SKY, Mont.—Jukebox operators in this state see the effort to legalize gambling games as adding new jukebox locations and generally boosting the business. Pushing for a well-regulated and properly organized system of gaming was stressed by Alfred D. Dougherty, legal counsel and lobbyist for the Montana Coin Operators Assn. at a recent meeting (Billboard, Aug. 19.). Dougherty said coin-operated games are the best approach to legalized gambling.

"Such games provide a source of immediate income for the state, have broad public appeal, and possess few of the more sinister aspects of other forms of gambling."

Besides, the MCOA (Mont. counsel emphasized) coin machine operators are already structured organizationally to put the equipment in, service it and the playthings as worth any consideration in his programming.

Charts were the strongest single influence for programmers, with Janet Parker, Newport News Amusement Co., Va., concentrating on the numbers in the 30's and 40's for maximum success. Anderson found charts very helpful. Sekier balanced top hits with mid-chart positions, but once in a while would take a chance on an unknown record if the singer was popular.

Popularities were closely watched by programmers, with all stating that they would pull a record for any reason, with 20 being the dividing line between a successful disk and a doubtful one. "The more I'm deceived, though," Sekier noted, "because one record like Conway Twitty's 'You've Never' (Continued on page 24.)"

ROCK-OLA's Venezuela distributor's expanded operation was dedicated with a gala attended by Ed Doris, executive vice-president (second from left in left photo). Others from left: John Murdy, architect on the INGOZA site; facility in Maracay; Fred Drummer, president, General Electric Co., New York and Jose Benitez, executive vice-president, INGOZA. San Antonio Rock-Ola distributor Alcon Equipment celebrated its 5th anniversary with (from left) Doris, Dan Perotta, Alcon president; Malcolm Gildart, Alcon board chairman; and L.C. Rice, music division sales manager of Rock-Ola, flanking new Rock-Ola deluxe 450 console.

Douherty minimized the concern of some operators that certain manufacturers are seeking to corner the Montana gambling market by setting machines to bars, taverns, and other establishments with assurances of sustained technical back-up and service. Any attempt at monopoly, he stated, would be run into immediate federal intervention because gambling, if legalized, will be under continued and intensified scrutiny by both in friends and foes.

Vendors Set Show

CHICAGO—A number of programs of interest to jukebox operators and particularly useful are involved in vendigns and trade shows during the National Automatic Merchandising Assn. (NAMA) convention here at McCormick Place and the Sheraton-Chicago Hotel Oct. 11-21. Programs on Friday at the show include oral polygraph employee stress analysis, a security panel and a look at industry trends. Saturday sessions include security, consumerism, refunds and coinage with Sunday highlights including odd-cent pricing and cigarette vending trends. NAMA details are available from NAMA, 75 S. Dearborn, Chicago 60603.

Jukebox operators Mr. and Mrs. George Ellington, Shelby, Mont., chat with Music Operators of America president Harlan Wigrave (left) during recent Mont. meeting. Mont. Coin Operators Assn. officers (front) Zollie Kelman, American Music, Great Falls, director; Elmer Boyce, Mont. Music Rental, Missoula, president; Dorothy Christiansen, Christy's Music, Missoula, secretary; Tom Baker, Flynn & Baker Amusement Co., Havre, director (back) Mel Barber, Automatic Music & Vending, Billings, director; John Doyle, Western Vending, Missoula, director; Bob Beasley, Libby, director; John Stockdale, D&R Music, Bozeman, director. Banquet guests (from left) branch manager Garth and Ada Brown, Rows, Salt Lake City; Phil Glover, Denver Rowe manager; Roberta and Chuck Dudley, D&R Music & Vending, Bozeman; Beverly Glover, Mrs. Harlan Wigrave (top right) chats with Wigrave's Ralph Grangr, Jeannie and Mel Barber.
How could anyone resist reaching for change?


The 160 selection Rock-Ola 450 is all new on the outside.

Red hot! With a new design breakthrough we call Animotion®. The rear of the picture panel is a lenticular surface that makes the design shimmer in motion as you approach.

The 450 throbs at you. Beckons you to play.

And it's never been easier. Because this year we put every player convenience on the sightline program deck. A sightline view of the program. The 10-key numbers-in-line selection system. The Compute-A-Flash Record Now Playing indicator. And the coin slot. They're all as close to hand as they'll ever be.

And underneath all the excitement, the same dependable Rock-Ola works you've come to know and respect. Swing out components.


We promised you The Works. Now come and get it. At your Rock-Ola distributor.

The Works is where a player and his change change hands.
Plans Vary

---Continued from page 22---

been this far before can take play away from other good records.

Samples

Samples are usually listened to, and if put on the boxes, they are carefully watched for play through meter reading. Anderson adds color strips to draw attention to them, since air play can be negligible.

Requests are always considered, especially if four or five are received for the same record. Sevier credits requests on his successful use of Jean Seely's "Can I Sleep in Your Arms?"

"It's impossible to find a format that will be successful. I tried it, but it didn't work," Box needs personal attention," Anderson concluded.

Coin Machine World

MONT. ASSN. PAYS WALKER TRIBUTE

BIG SKY, Mont.-The Mont. Coin Machine Operators Assn.'s recent business season here started with a minute of silent tribute to Bob Walker, treasurer of MCOA and Music Operators of America, the national group. Walker, who lived in the same town and was elected MOA president, was here with Harlan Wingren, MOA president. Walker served on the MCOA board of directors on two different occasions, served as a member of the board, and was elected national director shortly before his death.

A highlight of the annual banquet Saturday night was a long awaited drawing which saw Evelyn Kelman, wife of Zolle Kelman, American Music Company, Great Falls, winner of a $2,000 14-day vacation trip for two to Tahiti. The top prize, plus cash and merchandise awards to all other participants, was given by the Wurlitzer Co. through its representative, the B & W Distributing Co., of Minnesota. Drawing the numbers was PAPOO president and on hand to make the award to Mrs. Kelman was Ron Weidman of the B & W firm. An interested observer from the audience was Ralph R. Cranger of Dallas, Texas, western region sales manager for the Wurlitzer Company.

Speaking briefly at the Saturday night banquet was Montana State Senator Paul Boylan who reported to Gallatin and Park Counties at the now-annual sessions at Helena. Boylan was introduced by A.D. Dougherty, MCOA lobbyist and legal counsel.

Convention chairman for the three-day session at Big Sky was John Stockdale of Bozeman. The convention next year will be held, beginning July 20, at Oregon Hot Springs located between Butte and Anaconda.

Ken Fitzgerald

Jukebox Programming

What's Playing?

A weekly survey of recent purchases and current and older titles getting top play.

ARRIV. DROM. "HOT 100" PURCHASES

EMPIRE, N.Y.-"HOT 100" PURCHASES

Eliot, W.Va.-1541

ERIE, Pa.-"HOT 100" PURCHASES

FRED "CHAP" SMITH, Deerfield, III.

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General News

N. Carolina Appeals Court Upholds Injunction Order

CHARLOTTE, N.C.—Four major record companies, Columbia, Capitol, MCA and United Artists, have been supported by a North Carolina Court of Appeals in their fight to have a permanent injunction and compensatory damages against a number of alleged illegal music duplication firms.

Defendants in the case are Eternate Tape Corp., G & G Sales, Inc., Super Hits, Inc., and J.H. Putnam, the owner of the three companies.

The decision upheld by the Appeals Court was handed down in summary judgment last October by Judge Frank Snepp, in Superior Court of Mecklenburg County against the defendants. It permanently enjoined the three companies and Putnam, from duplicating sound recordings made by the plaintiffs.

Judge Snepp had also ordered that a referee be appointed to determine the amount of monetary damages that should be recovered by the plaintiffs.

The defendants appealed Judge Snepp’s decision to the N.C. Court of Appeals. They charged that the common law rights in the sound recordings which they held to have appropriated did not constitute an act of piracy on their part since these rights had been expressly abrogated or repealed by (1) a state statute, (2) that the allegedly abrogated musical performances are in the public domain, (3) that the plaintiff companies constituted a monopoly in violation of state constitution, (4) that record companies, by embodying a number of performances in an album and reusing them, were guilty of piracy.

The appeals court reversed Judge Snepp’s decision, holding that the common law rights in sound recordings of the type involved in the case were abrogated by state statutes and were not subject to piracy.

Record Hunter Is Sold—Revitalization Pledged

Continued from page 1

tion at that time. Both stores, which were recently closed by Maggig some weeks ago) Under the plan, King Carol stocked the two stores on a consignment basis, with Record Hunter paying Carol daily on a straight percentage basis on items sold.

The other part of the plan included an agreement that permitted pay records to have a period of time. To establish faith, the Record Hunter shareholders deposited their shares in escrow. Both aspects of the plan kindled new hope but failed because of lack of new financing and the shortage of stock. A bulk sale, with the knowledge and approval of creditors, was held on Sept. 11, when Jaybob took control of the store. Taxes accrued by Record Hunter will be paid by Maggig from the purchase price, the remainder of the monies to be divided among the major creditors, the source stated.

Jay Sonin, president of Jaybob, is a veteran retailer. He said that his company will embark on a broad revitalization program for the store, which will include a bolstered selection of Record Hunter’s mail-order operation, to re-establish the outlet as the one-class and prestigious store it has been since its inception.” He stated that he is preparing a giant advertising campaign to kick off the store’s new ownership and its product.

Wherehouse to Open 36th Unit

LOS ANGELES—The Wherehouse is set to open its 36th store, a 5,000-square foot outlet in Hollywood here, by Oct. 1. The outlet will be part of a shopping center and is being built by In- tegrity Entertainment Corp., doing business as the Wherehouse. Fox Reality, a wholly-owned subsidiary of Twentieth Century-Fox Film Corp. is slated to purchase center upon completion.

Williams’ Death

Continued from page 25

suffered, we who were moved by the spark that Paul Williams provided when engaged in his natural habitat, the performance of his art, suffered. And with the death of this performer and dispenser of soul, we are all at a loss.
Thejq. Continued from page 21
Production, P.O. Box 1084, Louisville, Ky. 40201. It is available for a sample. I don’t know any-thing about the show, but it’s a good idea to see if there’s a name on the Clark must be good (I’d have to right). John Mayall’s "The Blues in My Saddle," looking for a show or for a country air personality position. He’s hitting the western states. Jeff Maraboli served as an air personality the other day for Helen Meline, air personality with KZAP-FM, Sacramento, in the middle.

Art Laboe, west coast oldies king and air personality, was here Friday and Saturday nights on KRTH-FM, Los Angeles, for looking for new music, for records that were big in the ‘50s and ’60s to stop by and be interviewed. Paul Politi, his manager, at 218-851-2300. Gary R. Dunn, program director of WOFE, Rockwood, Tenn., recommended his client Lee Arkle. Location at WOFE now includes Dunn 6:6 a.m., music director. Peter E. Beckett, the new director, 1:30 p.m. until Oct. 1 when he goes back to Los Angeles, 7:30 a.m. to 7:45 p.m. signoff. . . . Brillinger Wheeler air personality and music director for WYES-FM, New Orleans, has been transferred to WAYS-AM, Charlotte, as assistant program director and music director. Thus WATE-AM is now looking for a 4:30 a.m. personality. Send tapes and resumes to the program director.

Gary Stevens, general manager of KRGK-AM, recently appointed a corporate vice president to add to his title . . . KPNM-AM, Casa Grande, Ariz., is being sold, Stan Barrell until 1:30 p.m., president, Dean Weatherly as general manager, Jack Jayques as assistant manager and program director, morning air personality, program director Scott Allen in the afternoon, and Bobby Hausman has been named promotion manager . . . Harv Moore, program director of WPBC-AM-FM in Washington, is compiling a list of all record labels about the battle between WRK-AM and WEAM-AM and "don’t even mention WRK-WFRC-FM. The rest of the industry knows what’s going on here. What happened to Billboard? Better re- evaluate your spasms!" Well, to tell the truth, Harv, my spies tell me WMAL-AM is not doing well and has been for a long time.

Letters to the Editor

Classical Need

Dear Sir:

I was very interested in the Classical Music Report in your July 25th issue and took particular note of the WCLV listing of the nation’s classical stations. I regret, however, that we did not know of the effort to assemble this list beforehand, since it would have been very helpful to have our station appeared at some point.

WDBS is a 3,000-watt FM-stereo facility serving the Durham-Raleigh-Chapel Hill Triangle area of North Carolina. Our listener audience includes the students of Duke University, the University of North Carolina (Chapel Hill), North Carolina State, and North Carolina Central.

Last November we began programming classical music on a regular-basis—albeit—six days a week for a total of six hours each week. Even on this limited basis, the response from our listeners has been overwhelmingly positive, to say the least.

We would very much like to extend our classical broadcasts and at the present time we are severely hampered by our relatively small record collection and by the fact that we receive service from only two classical stations.

Since ours is the only FM classical broadcast program in this area—a sizable market to boot—we’re a bit hampered by the unavailability of effective classical service despite our attempt to contact local classical distributors. Our collection urgently needs new additions and I certainly encourage any audible distributors to forward any and all recent releases, as well as older releases that might be available.

C. Douglas Lovett  
Classical Programming Director  
WDBS-FM  
Durham, N.C.
Anderson: Man With Causes

NASHVILLE—MCA artist Bill Anderson, in different appearances, helped further the cause of country music and helped the war on muscular dystrophy as well.

Appearing first in Toronto for Country Music Day, the former Country Music Association director, Anderson told an audience that this music had “come a long way in the last few years.”

He noted that a survey by the Country Music Association showed that the educational and economic levels of country music fans had upgraded sharply. “75 percent of the fans have at least a high school education,” he said. “Eighty percent of them make $10,000 a year or better, 84 percent own one or more cars, and 12 percent are executives, managers or operate their own business.”

Anderson spoke on behalf of CMA at activities centered around a show featuring Canadian artists Diana Leigh, John Allan Cameron and John Arpin, with Gary Buck as master of ceremonies. The show was co-ordinated by Harold Moon of BMI, Canada, in conjunction with Gary Buck, owner of the Canadian Broadcast Executives Society.

Following this appearance, Anderson took his group to Oklahoma City to meet Conway Twitty and his wife in a benefit small game, with all proceeds going to the Muscular Dystrophy telethon. Twitty and Anderson also were instrumental in getting Oklahoma City stations to carry the telethon. The game (won by Twitty’s team, 16-4) raised several thousands dollars.

Finally, Anderson took his entire group to Pleasant Hope, Mo., to help honor Jimmy Gately, a member of his organization for the special “Jimmy Gately Day” at the local high school.

With that telethon now performing, all money raised was used to raise money for new uniforms for the high school band.

Jackie Ward has severed his ties with Mega. He notified the recently-sold firm of his intentions, and was given his release. Freddy Weller, under new management, plans to do considerable television work. Cap- tain Ken Fritz is now handling him. Attendance records for Dickens, at the Darby, S.C., 500 Beauty Pageant. More than 6,000 showed up. Congratulations, Walt, belongs to Larry Baus- nech, who received the award for top national promotion and sales for the country product at Billboard’s Sixth Annual Radio Programming Forum. Larry is highly regarded by everyone in the country fields.

R.M. Stone, president of Stone- way Records in Houston, has closed deal with Harry Evans to release his catalog on Boot Records Ltd. in Canada. Scheduled for immediate release are two LPs by Chet Wray and one by Kayton Roberts. Dis- andyland this year will host KLAS’s Third Anniversary celebration of country music, next Saturday. On hand will be Donna Fargo, Freddy Weller, Tom T. Hall, Tanya Tucker, Doug Kershaw, Stony Edwards, Don Gibson, Bruce Arbor, Doc Bowman, Marshall Hall, Buzz Martin and the Larry Boot Band.

Susan St. Marie, niece of Don’s Tom T. Hall in the heart of CMF’s Doris Lynch, makes her country debut on Cinnamon with a June 15 date. At one time, former beauty queen has done some singing in the pop field, but now is “coming home” to country. In a recent game between Bill Anderson and his softball team with KOWT-FM, in friendly play, Bill’s boys won. So did Eagle Grove, Iowa, scene of a disastrous explo- sion. All of the money raised went to the people of that town. Mel Tilly has done a series of barbecue commercials, talking, no less. The outs-takes in the videotapes were so funny that they included them as a comedy segment of his show. Pam Miller and Jon Sweney, Mercury Records, are negotiating for new contracts.

Charlie Louvin is not one to forget an old friend. Recently, at a Memphis signing, a few years ago Hill suffered a stroke, and has been partially immobilized. Recently, Charlie took Hill on a tour with him, got him on stage in his wheel chair, and he delighted old crowds. The new Bait label has a family tie. It contains the voices of the Cline McBean, which the owners are very appreciative. Despite the loss of McBean, there is still hope for a return to glory.

Louis Latta set another record, this one with rg at the county fair in Elma, N.Y.

“I believe that the man in the Texas prison is really James Mullins, who has used the ”Jimmy Velvet” name for years, and also has recorded as ”James Satin” and ”James Bell.” A country singer, his best known re- lease was ”He Ain’t Country.”

The Nashville-based Jimmy Vel- et, who now records for Music City Records, his own label, produced identification cards (including draft card and social security number) which Prist was the real Jimmy Velvet, and the man in a Texas prison is the impos- tor.

Velvet (Nashville) said he owns Velvet-Tone Industries in Missouri, and Music City Amusement Company, a jukebox firm in Nashville. He also is touring the road as part of the Jimmy Velvet and Kathy Scott Revue. Velvet was most recent owner of the Glass Menag- erie, a trouble-plagued nightclub in Nashville, which burned to the ground.

SPECIAL NOTICE

“THE LAST DAYS OF CHILDHOOD”

River 

SAM DURRENCE

on RIVER RECORDS

is distributed by NATIONALWIDE SOUND

1805 Hayst St.

Wichita, Kan.

(312) 327-3771

P.O. Box 1100

Westminster, Cali.

Phone (714) 893-0329

CONTACT

CURTIS RUCKER

REAL ESTATE INVESTMENTS, INC.

230 Center, 20th Floor

P.O. Box 1100

Phone (714) 893-0329

(Continued on page 34)

“The Ballad of Ben Gay” Featuring Ben Gay & The Silly Savages A Blockbuster on #E-103

ELM Records

THE BALLAD OF BEN GAY

featuring Ben Gay & The Silly Savages

A Blockbuster on #E-103

ELM Records

P.O. Box 1100

Westminster, Cali.

Phone (714) 893-0329

Sam Durren on River Records is distributed by Nationalwide Sound
Country Music

Promoter Drops Pop for Country

* Continued from page 1

bank's executive assistant, said the firm decided to drop rock promotions because of the many problems which had arisen over the past five years. In contrast, he said, Concert Express had found no such difficulties, like security, missing dates and ballooning prices, in the country field.

Working with Top Billing, a Nashville firm, the Express intends to work at least 92 concerts with Wagoner in 1974. Eubanks said the concerts will use special staging materials and backdrops. Each concert will be preceded by a press conference and a security-maintained autograph party will follow each concert. Entertainers will be equipped with special no-accord sound equipment to allow greater freedom of movement. Concert Express has guaranteed both Wagoner and Haggard at least $1 million in personal appearances.

Aronowitz's NYC Shows

* Continued from page 3

used. "But we now have a country station in Manhattan, WNY-AM, which is running a lot of successful promotions such as picnics and plane trips to Native," he said. He also added that he feels there will be a large audience for country music in the counties surrounding New York City as well as in the city and added that "I believe there is a fuzzy line between folk and country which may help as that a lot of younger people. The problem is that nobody has really tried to reach the potential country fan here."

Hank Buck Owens

Aronowitz said there will be "a series of concerts and I have booked the Forum for more than one show," but did not say how many shows he has set. He said he is negotiating with acts, but other sources report that Buck Owens is set to headline the first show. Ticket prices have not been set, but Aronowitz said he will try to keep them "as low as possible."

As for the kind of acts Aronowitz will be booking, he said, "We will not be booking in the so-called vaper acts, because they would be hard to afford when you've got 4,000 seats. But we've got to get acts that have a wide appeal and that all facets of the CE will also book outdoor dates for its artists, with fair and rodeo dates already set. Eubanks said his first concert promotion firm, Concert Associates, located here, in 1969 to Fillmores. He remained out of promoting until early 1972, when he formed CE.

In-Store Film

Push on Cadd

LOS ANGELES--Chelsea Records completed a two-week project with Tower Records here involving a continuous loop film promoting vocalist Brian Cadd.

The five-minute color film is the first in-store project developed by Chelsea's Ed Walker, director of merchandising and sales. Atlantic tried a similar visual approach to preview its product in the same retail outlet three months ago.

The 16mm film of the Australian vocalist was converted to a continuous loop cartridge for utilization on a Fairfield projection system. On the film, shot in Australia, Cadd performs two tunes at the cash register.

SOUNDS OF THE SOUTH, a label/product agreement between MCA Records and record producer/artist Al Kooper was officially unveiled at Richards, an Atlanta rock club, recently with 500 guests attending from all over the U.S. From Left: Bill Lowrey, president of the National Association of Recording Arts and Sciences and a well-known Atlanta music publishing and record executive; Al Kooper, president of Sounds of the South; MCA Records vice president Artie Mogull and Rick Fri, and MCA Records president J.K. (Mike) Mattland.

Rich's "Closed Doors"

Top $1 Million Sales

NASHVILLE— Epic's Charlie Rich has probably become the first country artist this year to attain the $1 million mark in single record sales.

Rich's "Behind Closed Doors" went over that mark, according to CBS officials, and still is selling at the rate of some 20,000 units weekly.

The record has one thing in common with some other number one tunes in the country field this year, it was not programmed by some key country stations. (Others deleted from some top play lists included Conway Twitty's "I've Never Been This Far Before," and Kris Kristofferson's "Why Me, Lord,".)

Rich made a quick cross-country trip from county to the pop charts while still climbing toward the number one position in country.

Epic's promotion man, Bill Williams, took Rich on a wide-ranging promotional swing to coincide with the climb of the record.
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**Billboard Hot Country Singles**

- Week of September 22, 1973
- A STAFF PICK: Singles registering greatest proportion upward progress title week

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Billy "Crash" Craddock's fastest moving record ever!

"TIL THE WATER STOPS RUNNING"

ABC 11379

Mr. Billy Crash Craddock - Country Rock

The hit single 'Til the Water Stops Running' included in 'Crash's' latest album to be released Sept. 20

exclusively on ABC Records
Say hey RCA, this is the
fall we go all the way.

With the most important product release in our recent history. The star-packed lineup includes fresh new albums from Chet Atkins, Floyd Cramer, Matthew Fisher, The Hues Corporation, Ronnie Milsap, Ted Neeley, The New Birth, Wilson Pickett, Charley Pride, Lou Reed, B. W. Stevenson, Johnny Whitaker and many more. And for line-backers, some really strong advertising and promotion. That's why this RCA team that takes to the field can't be beat. Especially with a strategy that means sales.
Country Music

Nashville Scene

Continued from page 17
age, Alaska. They were hospitalized at the Elmendorf Air Force Hospital. Benny Thompson, a member of the group, was seriously hurt and was moved to the Providence Hospital in Anchorage.

Billy Walker performed to a crowd of 8,000 in Lucasville, Ohio, where fair officials were expecting 3,000... Jerry Wallace broke attendance records at the Bethany, Mo, fair... Bob Young reports from Memphis that country artists are descending on that city of rock and R&B. In the midst of the city, the host Joe Stampa, Lynn Anderson, Charley Pride, Mac Davis, the Statler Brothers and Hank Thompson... Roy Clark, who first brought Pat Roberts to the attention of Dot Records, joins his protege in coordinating a concert next week at the Oregon College of Education in McMinnville... Crystal Gayle, little sister of Loretta Lynn, is negotiating a new record contract... The Stomponas are playing the Adams Rib Club in Toronto... Jim Ed Brown's show is sold out for the balance of the year.

Johnny Western is playing the fair and rodeo circuit in the Dakotas, Montana, Wyoming and Colorado for Hop Poodles. After that, he'll go back for two more weeks at the Ponderosa in Reno... Jerry Lee Lewis showed up for a Nashville concert with a broken nose, which he admitted came in a fight at a previous show.

Language Gets Friedman Fired

DALLAS—Kinky Friedman and his group were cancelled after the first show at the Western Plaza, a local country nightclub, last weekend.

Originally slated for a three-day run, two shows a night, owner Vern Geist and Friedman's dialogue was "too foul." "I paid him off and he has left town," Geist said the following day. "There were young girls in the audience with their families... but that's not the point we just don't tolerate that kind of language in our place."

Later, in Houston, Friedman said he would have been glad to "tone down" the language in his show if he had been asked. "Instead, the owner demanded that we leave, and he strick me in the chest. If it hadn't been for that, everything could have been worked out.

BILDBOARD'S 1972 Country Songwriter of the Year... Jerry Chesnut, signs a new long term writer agreement with BMI's vice president Frances Pigos... Looking on is Roger Sovine, director, BMI writer administration.
Moeller Resigns From MTA To Start His Own Agency

By BILL WILLIAMS

NASHVILLE—Larry Moeller, long-time vice president of the Moeller Talent Agency, has resigned from the firm owned by his father and started his own agency, as yet unnamed.

It also was learned that Larry Moeller has signed three artists for booking: Willie Nelson, Sammi Smith and Waylon Jennings, the latter through an arrangement worked out in New York with Neal Reshin.

Moeller will have his offices in suburban Hendersonville.

Jack Andrews, another vice president of the Moeller Agency, said Larry Moeller will not be replaced.

The Moeller agency also is moving from its present location back to Music Row where it operated since it originally was the Denny-Moeller Agency, one of the first in the field here.

CASH BOX #11* BILLBOARD #10* RECORD WORLD #11*
The Sheriff's Shootin' For Another #1

"JUST WHAT HAD IN MIND"

Faron Young

Mercury @73401

From his next #1 Album 
"Just What I had in Mind"

Personal Bookings:
Billy Deaton Talent Agency
1314 Pine Street
Nashville, Tenn. 37203
(615) 264-4259

Produced by:
Jerry Kennedy

Promotion:
Little Richie Johnson

Written by:
Ben Peters

Exclusively on: Phonogram-Mercury Records

Country Music

Parjo's La Redd Gets Flick Part

HOUSTON — Ramona Redd, Parjo artist, has cut the country song "I'll Make It Through the Night" (on the soundtrack of the motion picture "Spirit.

The track, cut in Nashville at the Bradley Barn, will be part of an otherwise all-Texas production. The cut was Miss Redd's next release on Parjo, with the song being heard over some of the scenes in the movie, "Spirit" will premiere here in late September.

Greene, Sandberg & O'Neal Establish Firm

NASHVILLE—MCA recording artist Jack Greene is a principal in a new multi-faceted music organization here known as S.R.O., Inc. (Standing Room Only).

President of the firm is John O'Neal and vice president is Carl Sandberg. The company will be involved with public relations, advertising, talent promotion, and record and song production.

O'Neal, who most recently worked with John Bodin and Sandberg, was with A&M Records, both formerly were with Southern Productions and Country Music Unlimited. Sandberg also was with Music Unlimited. They dealt primarily with public relations, booking and promoting country music.

Friends Get Beck Freed

NASHVILLE—Music promoter John Calvin Beck, who had been released from federal prison after only 3 weeks due to congressional intervention, Beck, as Anthony, had been arrested for parole violation after he failed to return to prison after a furlough. FBI agents picked him up after he had become involved in many areas of music. When arrested, he owed more than $50,000 to Nashville banks and additional thousands to other individuals in the industry by his own admission.

After being held for three weeks here, he was taken to the federal prison at Texarkana, Tex., and then released just three weeks later. It was learned that, because he had worked diligently during his year in this city, certain individuals and institutions asked area Congressmen to seek his release. Letters were sent, and Beck now has returned here where he has voiced intentions to return to the music industry and repay his debts.

Film on Cadd

Continued from page 20

from his first American LP, which Chelsea has just released.

Chelsea is talking of a national tour for Cadd later this fall, noted Don Graham, the company's vice president of national promotion.
Trends Forecast

Musical Popular

GAMBLE-SKOGMO, Inc. group manager D.G. Dreiblath (left) said customers are buying more and buying better merchandise. "Of three special models of components, the 'play and

MINNEAPOLIS-The Gamble-Skogmo, Inc. chain involving over 3,200 U.S. and Canadian outlets, many of them in
playback entertainment, is moving into new areas of retailing all the time," said D.G. Dreiblath, group manager, in a recent

A new store concept this year, which affects the sale of

electronics, is "the Home Centers," which is described as a "deliberate step away from the 'general store' ap-
pearance that has characterized most existing Gamble-Skos." The
Home Products Centers are designed for "store within a
store" merchandising of seven major product categories: hard-
ware and home improvement merchandise, automotive ac-
supplies, appliances, paint and wallcoverings, electronic equip-
ment, housewares and sporting goods.

"Key to the changing product combination is a shift away
from some private label to more brand-name merchandise, in

The 1972 fiscal year was Gamble's most successful ever,
with both sales and earnings at an all-time high and electron-
ics play a greater role in the company's overall business. Total
sales for the company reached $5.1 billion, a 26 percent increase over last year; after-tax earnings were $27,928,000. Company officials point out that there was an extraordinary profit involved, due to the sale of
the company's interest in Claude Neon Advertising Ltd., a Cana-
dian outdoor advertising company. Without this extra-
dordinary item, earnings still amounted to $22,371,000, a 17 per-
cent increase.

Electronics playback equipment is pegged at between third
and fourth in dollar volume for the individual stores in
the Gamble's family, depending upon location and size of the
store, as well as the emphasis the owner or Gamble manage-
ment decides on.

Touled, there are more than 3,500 company-owned and
franchised stores in the 48-year-old firm's chain. Eight fran-
chised dealer stores are still being operated by individuals who
opened them in 1933, and several are second or third gener-
at ion ownership by the same family. The Gamble's banner flies
over a variety of operations: food and drug (Red Owl super-
markets and Sanders drug stores), mass merchandising (Tempo
and Buckeye Mart); upholstering and specialty (Gamblies,
Gamble House of Fabrics, Gamble department stores); J.M.
McDonald, Modo O'Day, Racso, Skogmo; catalog stores (Ali-
den, Canadian merchandising (MacLoeds and Svedman's);
insurance and financial services (banking, insurance, leasing
and real estate development).

RACSO-164 franchised; and the company's Alden catalog sales
division.

Canada has 164 company-owned stores and 415 franchised
dealers.

Grocery, drug, appliance and fabric stores do not become in-
volved in electronics, except to a limited extent: the Red Owl
supermarkets have record racks, plus radios and small record
players.

Racso has multiple responsibilities—merchandising for
the smaller Gamble stores on the through the Tempo dis-
count stores, TV in a separate department. "We decide what
and how," Dreiblath explains. "When something comes from a
merchandising standpoint, the imperatives are the same, both
must be demonstrated."

TO BE CONTINUED
Aiko America Mass Buyer Aim

By INGRID HANNIGAN

CHICAGO—Aiko America Corp., here, new U.S. arm of Japan's Aiko Co. Ltd, takes advantage of mass merchandisers' increasing emphasis on selling primarily brand name lines. "The most efficient method of promoting a brand name is through mass merchants, those stores which can afford local advertising and who draw in the greatest number of shoppers," said new president Albert Cohen.

"We think once the shopper tests our product, and hears for himself the difference of our electrical and sonic superiority, he will immediately forget that Aiko products are one of the lowest priced. He will only be concerned with the unit's sound capabilities and reliability.

"Aiko, which specializes in cassette recording mechanisms has already entered the European and South American markets, governed by the Tokyo office, with excellent consumer acceptance.

"Aiko's founder, Mutsuo Ikegi was formerly affiliated with Awa International. During that period, Nik Milovic represented Awa in the U.S. on an exclusive basis. When Awa was purchased by Sony in 1969, Milovic began producing his own line of electronic systems and home appliances. Although Sanyo and Milovic and Aiko America both were for a short time under Nik Milovic's management his relationship with the Milovic firm is now under liquidation.

"The same time, December 1972, Aiko America was set up here to begin a U.S. marketing push, consolidating all activities under one main office that constantly consults with the Japanese main office and keeps an eye on sales patterns.

"Cohen expressed no worries about the spiraling labor and material costs in Japan, even though Aiko has no plans to relocate its factories outside of Japan.

"The Aiko line is not in the premium cost group," he said, "only premium quality. If it should happen that Aiko must increase the prices of its units, then that is what must be done. There will always be buyers who are more concerned with quality than price.

"He concluded that the only result of lower price manufacturing in Taiwan or Korea would be a corresponding lower quality product. "If a company can compromise its standards, then it can consider relocating.

"Aiko America, through sales reps located in large population areas, sells to Team, Central Music, Zayre, Dart Drug, and other department, Stereo City, Playback, and large companies desiring premium plan merchandise."

"Not interested" in private label business, Cohen viewed the switch (Continued on page 43)

New Sanyo Camera

LOS ANGELES—Sanyo Electric, Inc. here has added the model VC-1155 videocassette to its line of video products.

The unit is designed for use in CCTV and Line Tape VTR applications. The camera features a 3-inch separate mesh vidicon, externally adjustable, on external, color, switch-selected internal crystal controlled interface or external EIA drive and ALC detection. Price for the unit is $340.

Study Quality Push

Continued from page 37

bumps and in addition an off-center label. Instrumental in bringing PRS into the picture has been C. E. Bedford, audio systems and components engineer general manager, GE's December, Hill plant, and P.2 chairman Orlando Taraborrelli, Philips- Ford, who stated the deck report as first on the agenda here.

Open Reel Format Alive and Growing

By ELIOT TIEGEL

LOS ANGELES—Before you send out that open reel tape for cleaning the demise of the open reel music medium, you had better visit the product staffed offices of Herb Dale.

He spends 10 hours each day surrounded by open reel audiotapes and a high-fi rig at Stereophonic, the music division of Magtec in North Hollywood, California.

Usually, the high-fi unit is on and the telephone is ringing. Dale, marketing vice president of Stereophonic can be found talking, promoting, pitching and merchandising dealers of one concept, both in disk and tape.

Dale agrees, but insists that most

Do you just stock phonograph needles?

Or, do you merchandise them?

There's quite a difference—the difference between hoop-de-hoop, dead inventory and fast-moving, top profit merchandise that turn the corner and make you happy.

A major reason Fiditone need

dealers smile when they talk about needle sales, is their Fiditone Distributor. Your Fiditone Distributor is a trained needle specialist who

> fast, personalized service
> extensive back-up stock including special items
> world's best, most complete needle replacement guide
> inventory management system
> powerful merchandising program

Your Fiditone Distributor is a needle merchandising specialist who can only be satisfied when his dealers make substantial new profits on Fiditone needle.

If your business is just buying phonograph needles, you may be missing profit opportunities.

If your business is selling phonograph needles, contact your Fiditone Distributor.

SEPTEMBER 22, 1973, BILLBOARD

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ALLISON AUDIO'S ALL NEW, ULTRA-MODERN TAPE DUPLICATING PLANT

DESIGNED FOR PRE-RECORDED MUSIC, EDUCATIONAL AND ALL CUSTOM DUPLICATING NEEDS.

Tape/Audio/Video Rep Rap

L.J. McTaggart Associates, recently appointed to represent CBS Magnetics in upstate N.Y., is boasting about the three awards received by its personnel, L.J. McTaggart wowed by Elektra Records for 187 percent increase in sales, Gene Devonis was nominated for the highest percent increase in record accessory sales by Walter and Bill Berger was named to the Rep Council by Carroll Publicity. The company, with headquarters at 1900 White Haven Rd., Colonie, N.Y. (718-733-8222) and a branch at 19 Windom St., Ballston Lake, N.Y. (518-877-5800) also represents Arista, Island, Elektra, Don't, Thermo, Bonjour, Midland, Club, Repco and V.M.

Mike Fenske, in the Lomax, Kansas, office of BEAMS, Inc., is enthused about the potential afforded by 4-channel, especially so 7EWA's announcement to release CD-4 disks at the country's top stores. BEAMS, Inc., with offices also in Des Moines and St. Louis, has been appointed to represent the Glennburn/McDonald line of record changers.

Audio Rep Corp. received Rep of the Year award in Baltimore recently from University Security Electronics for 87 percent increase in sales. Larry Fittes and Forrest Roberts accepted the award for the Southfield, Mich. firm.

Dave Marshall has joined Conley, Boyd & Abert, Natick, Mass., as rep and will work out of the Waterbury, Conn. office, servicing Conn., N. Mass., and Vt. He was formerly with the industrial division of Arrow Electronics.

H & K Sales Inc., 3232 Haven Avenue, Mentor Park, Calif., has been named National Record Cap Dist., reps for n. Calif. and n. Nev. Principals James S. Heath and Charles H. Kreyer, with sales manager Paul Dumbegut and salesmen, James Hunton Jr., Carl Natekoids and Bill Aston, currently call on over 400 dealers, including hi-fi accounts, warranty stations, audio visual dealers, mass merchandisers and drug chains.

Audio Rep Associates' Room 20 is being expanded to include Ga., Ala., Miss., and Tenn., as well as N.C. and S.C. Dave Evans, managing director, reports all sales up and projections excellent for the firm which also reps APL, Acoustic Research, and Quistinet Group. Terry Shook has joined Audio Rep as salesmen. The company is headquartered at 211-H Northpoint Ave., High Point, N.C. (319-888-3282).

With popular area 200 miles apart, J.E. Hall finds his own place in his Utah, Idaho, Utah and Miss. area to be the most efficient way to serve his accounts. The J.E. Hall Co., 1461 S Main St., Salt Lake City, Utah (801-461-6900), with salesmen Paul McCurr, James Aspex, JBL, Plane Linear, Remus, Remus Microphones, Sound West, Walk Sound and AMCO. On 4-channel potential, Hall reports, 2-gun channel has every indication of being a very aggressive market this fall. Dealers who are pushing 4-channel now are reporting as high as 70 percent sales as compared to 40. At a market average, 4-channel sales are about 20 percent. Almost all of the sales in the Midtown-JBL category are still stereo.

TDK Plant

NEW YORK—TDK California Inc, has officially opened its 30,000 square foot plant at Irvine, Calif. The facility designed to produce up to three million cassettes a month was the first of its kind ever built in this country by a Japanese manufacturer.

The opening reception which included an authentic Japanese Shinto ceremony, was attended by TDK customers and suppliers, representatives of the local business and banking communities, members of the local government, civic organizations, and other firms of TDK.

Also attending the ceremonies were Fukujiro Sonoda, president, TDK Electronics Co., Ltd., Tokyo; S. Okuyama, general manager TDK's Magnetic Tape Division; and Y. Ohkubo, general manager, corporate planning office, TDK, Tokyo.

According to K. Yoshida, president of TDK California Inc. the plant which will employ about 60 people, is among the most modern, highly automated cassette assembly facility in this country. It utilizes the most sophisticated plastic molding cassette assembly and packaging machinery available.

Now we can offer even better engineering services, speedier deliveries and professional quality duplicating at the industry's most competitive prices. When it comes to your 8-track and cassette needs for the music industry ... educational aids ... and tape assisted sales programs, you can count on Allison Audio to get it all together for you.

ALLISON AUDIO'S ALL NEW, ULTRA-MODERN TAPE DUPLICATING PLANT

DESIGNED FOR PRE-RECORDED MUSIC, EDUCATIONAL AND ALL CUSTOM DUPLICATING NEEDS.

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H & K Sales Inc., 3232 Haven Avenue, Mentor Park, Calif., has been named New-
Cost Factor Stirs Talk on Recreational Vehicles

CHICAGO—The decrease in sales of recreational vehicles was apparently a factor in only two stereo manufacturers for RV systems exhibiting at the All Industry Suppliers Show here at McCormick Place, September 12-14.

While Automatic Radio and Motorola, exhibitors at the show, claimed that the soft market has not affected their business, J.L. Corporation of America, which cancelled its booth due to technical problems, acknowledged that the sales of stereo to recreational vehicle manufacturers had decreased considerably.

by ANNE DUSTON

Motorola, one of the biggest players in the market, has announced the availability of a new line of cassette players and receivers, designed specifically for RV use. The new line includes both monaural and stereo models, with prices ranging from $200 to $500.

A representative from Motorola stated that the company has been working on this line for several years, and has finally arrived at a product that meets the needs of RV owners. The new line includes features such as built-in power supplies, weatherproofing, and a variety of mounting options.

The new line of cassette players and receivers is expected to be well received by RV owners, who have long been frustrated by the lack of good audio options for their vehicles. The new line is also expected to open up new opportunities for the RV market, as more and more people are looking for ways to upgrade their vehicles with better audio systems.

In the meantime, other manufacturers continue to offer a variety of options for RV owners, including rear-view cameras, GPS units, and satellite radio. However, with the new Motorola line, the market is likely to see a shift towards more high-end options for RV audio.

In other news, Automatic Radio has announced the expansion of its line of cassette players and receivers, with new models featuring improved sound quality and more advanced features.

These new models include a variety of sizes and prices, with prices starting at $150 and going up to $500. The new line also includes models with advanced features such as built-in speakers, FM/AM radios, and auxiliary inputs for connecting other devices.

Automatic Radio has long been a major player in the RV audio market, and the expansion of its line is likely to further cement its position as a leader in the industry. With the new models, Automatic Radio is poised to take on its competitors and provide RV owners with the best possible audio experience.

Overall, the RV audio market remains strong, with manufacturers continuing to invest in new and improved options for RV owners. With the new Motorola line and the expansion of Automatic Radio's line, the market is likely to see continued growth and innovation in the coming years.
A one-step high speed tape duplicator, developed by Kenny Womack, 7777 Palomar Ave., Sunnyvale, Calif., and demonstrated at the recent Audio Engineering Society's Convention in Los Angeles by president Dr. Lester Lee, is now in production, according to program manager William F. Lawless.

Cost savings are offered over the conventional multi-step high speed duplicating and loading processes, by combining both processes in one equipment. In addition, the AES, Dr. Lee described the slave/loader combination which overcomes the normal drawbacks of slow start/stop capability in slave transports and lack of speed accuracy for stutter-free recordings from tape loaders.

"The design features a constant tension reel drive which provides constant hold back tension regardless of tape speed or pack radius. Tape speed in the loader is maintained constant by regulating power to the take-up motor using a signal derived from a digital tachometer."

A capstan drive added to the loader insures flutter-free operation. Constant tape tension is achieved by a vacuum chamber that forces the tape to form a loop. The position of the tape in the chamber determines whether the motor advances or withdraws tape. When an equilibrium condition exists, the tension in the tape drive can be maintained at a constant level.

Pat Kenny has joined Tapette Corp, in the sales department. He was formerly with BASF as western regional manager. Kenny said the firm is now offering custom length cassettes to duplicators as well as duplicating on its own. The company offers loaded blank cassettes at one minute increments, ranging from C-1's to C-90's. Jim Heigl is president of the company and Glenn Cardon is technical engineer at Tapette, which is located at 18410 Burnside Circle, Pacific Industrial Park in Fountain Valley, Calif., a relatively new facility for the company.

Shortages of materials and price increases are threatening the tape duplicating industry. Jeff Pustolove, national sales manager, Dubbings Electronics, Inc., 1505 S. Strong Ave., Coppaige, L.L., N.Y., reported, "We are in a holding pattern at the present, but the shortage of tape, cardboard, plastic, polyethylene, paper, ink, and all petrochemical products push price increases on all soft goods which eventually in price increases in tape duplicating products, and depending on how drastic the situation becomes, may well force some companies out of business," he predicted. Dubbings chief product is cassette parts.

Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanide, N.Y., is experiencing an upsurge in blank reel-to-reel orders. Rudy Schwartz, general manager, said, "We attributed the revival to faulty cassettes and cartridges, and the advantage reel-to-reel offers of being able to splice broken tape. "I couldn't keep up with the orders this summer," he said. Burlington Audio Tapes was formed by Schwartz and his wife two years ago, after he sold his previous company, Cassette Magazines. His present company is involved in tape duplication of reel-to-reel, mostly in the low end voice product, and in the manufacture of low end hardware for home use.

Robert Schultz has joined Ampex Music Distribution as eastern region custom tape duplicating sales manager according to William L. Shaver, Ampex vice president and general manager of AMD. Prior to joining Ampex, Schultz was an account executive for Viewlex Custom Services in New York. Schultz will be working under Don Joyson, assistant marketing manager, at the Hackensack, N.J. offices.
Aiko America Mass Buyer Aim

Continued from page 38

by many large chains away from private label as the wave of the future. "Massive private label goods were of poor quality. The large stores are now tired of taking the blame for the products. They want a brand name, that people will begin to recognize, and that will take charge of its own servicing."

Many of Cohen's merchants will at times feature "loss leaders" as promotion gimmicks. The store will advertise a product at or below cost to draw crowds, and make his satisfied customers more disposed to purchasing other goods, averaging out to a profit. Aiko suggests list prices, but "since it can't be enforced," said Cohen, "it is really up to the individual store's needs and marketing plans to set the price."

In the 10 months since Aiko America's birth, Cohen reported that automobile AM/FM/cassette units have never been warehoused. "They leave the warehouse within a few days after arrival, and are never left on the stores after a short while. We are continuing back-ordered on the entire line. It only takes a few days to ship from Japan by vessel, and five days by air, but we have never had the units on hand long."

The growing brand name popularity of American electronic products in Japan is no myth, offered Cohen, when asked about Motorola and RCA's entering that market. "In Japan the standard of living is different. It is prohibitive for a westerner to live there. It is for the Japanese too, but many executives can write off essentials to business expenses. For the average customer, however, Japanese electronic products cost more comparatively than they do here. American products, in very high demand, are a second choice, so it is the same thinking that makes a Mercedes more desirable in this country than a Cadillac."

Explaining Aiko's new service plan, Cohen said the new staff of technicians will be trained monthly by the service manager, Mr. Ohisa, who came to Chicago in September. "We will then repair all defects from this location. Until all staff has been fully trained, our warranty consists of a full refund, or a new product issued."

Canadian Blank Tape Mkt Bid

Continued from page 37

has begun, we will repair the units for resale as reconditioned merchandise." A one-year guarantee covers all units.

The firm will relocate to new quarters before the end of Cohen. "Because Milovac Co. will no longer exist, we can lessen the square footage of warehouse and offices, while still increasing the allotment for Aiko."

Albert Cohen, former vice president of Trans-America Corp., joined Milovac International, and later served as Aiko America's executive vice president until Nick Milovace's death last July. At the same time, Jim Oshiro was named vice president-controller.

Canadian Merchant trade magazine

New Products

ADIMIRAL's CTR998 operates AC/DC, has slide rule tuned AM/FM and lists at $79.95.

AUDIOVOX's Stow-A-Way cabinet holds up to 52 cassettes and lists at $9.95.

MODEL 704A AM/FM stereo receiver from Altec has brushed gold control panel and walnut cabinet. Listing at $249, receiver features 25 watts per channel. Push buttons control tape monitor, FM muting, and volume control.

COLUMBUS II series (from right) are Nina, Pinta, and Santa Maria. Manufactured by Radio Canada of Speecan. Prices range from $85 to $180.

FOUR-CHANNEL DECODER, Model EVK-44 decodes any currently available matrixed records, tapes, or FM broadcasts. The Electro Voice system, retailing at $99.95, can be used with regular hi-fi equipment which includes four channels and speakers.

RMS ELECTRONICS Inc. introduced the Model 1505 cassette storage cabinet in wood-grained finish. Unit accommodates 24 cassette tapes.

MODEL 801US Berrwyn B-track deck retails at Panasonic's minimum list of $49.95.

GENERAL ELECTRIC's AM/FM stereo receiver, Model RA200, lists at $189.95.

CATALOG from Planthiel includes replacement cartridges for thousands of phonographs, making it possible to identify cartridge without knowing make or model number.

ALBREM'S C-4000C Tonearm is available in gold or silver list. Base includes perfecting system, turntable w/105 gram headshell.

APOLLO series three-piece stereo radio/Garrard turntable/B-track player is offered by Morse Electro Products for $389.95 retail. Two floor-standing speakers and dust cover are included.
Tape, Disk, Film Contend in Video Systems Discussion

NEW YORK—Demonstrations of at least six videocassette systems, displays and demonstrations of an assortment of video programs, and workshops and seminars that will zero in on the development and growth of the video industry worldwide, will highlight the Video Publishing exhibition Year IV, conference, and exposition scheduled to get underway Tuesday (18) at the Commodore Hotel.

According to Eliot Minsky, publisher of Knowledge Industry Publications Inc. and conference coordinator, videocassette hardware manufacturers demonstrating their wares at the exposition will include RCA, Sony, Panasonic, JVC Eastman Kodak and EVR Systems.


The three-day conference will address itself to such subjects as the growth of the video industry in Canada, Japan, Europe and the U.S.; consumer programming for videodisk, videocassette, Pay TV and cable; the state of delivery of systems and educational materials and video: hardware and software; the transition from print to video; the social/legal environment; medical markets and corporate communications training and marketing.

Also scheduled is a three-day mini-course in videocassette programming which will be conducted by Jack Barwick and Stuart Kantz, past employees of the Videorecord Corp. of America, and authors of a soon to be published book called the "Complete Videocassette Programming Guide." The course will be called from the contents of the book, advance copies of which will also be on display at the exposition.

The roster of speakers that will address the conference include, Larry Hilford, former president, Cartridge Rental Network; Bruce Paine, vice president, Time-Life Films; Gunnar Bergsall, secretary general, Nord Vide, Renning Hirdsten, director of marketing, Ulstein AV; Roland Dorphain, president du directoire, Videogrammes de France; Taichiro Takahashi, vice president, video package division, Tokyo Broadcasting Systems; Henry Geller of the Rand Corp.; and Paul Caravatt and Harlan Kleinman, Caravatt-Kleinman Inc.

Open Reel Format Alive and Growing

Open reel is: "Don't worry about your own open reel marketing abilities, but don't forget it. Turn your open reel licensing over to tape specialists.

Ampex, like Stereotape, has launched major campaigns built around quadrasonic open reel titles. It has combined new tape formulations with Dolby processing to reduce noise levels in open reel product, and introduced 4-channel classes in a budget line.

Plus Business

"We view the 4-channel open reel market as an additional sales avenue for music rather than taking the place of standard stereo titles," Dale said. "Each system has its own consumer application."

The so-called stepchild of prerecorded tape—open reel—is enjoying a resurgence, not only from stepped up efforts by equipment manufacturers, but because tape companies are rushing hard," he believes.

Most industry spokesmen living in the world of open reel insist the key word is quality. At Ampex, this has meant closer attention to mechanical adjustments and to signal and biasing levels on the duplicating line.

Stereotape maintains a policy of following precise tolerances with respect to mechanical and signal performance. Several tapes from each production run are monitored from beginning to end to verify their compliance with those standards.

To spur additional sales and increase dealer interest in quadrasonic open reel product, Stereotape is introducing a series of dealer promotions, merchandisers and displays.

"The future of reels is excellent," Dale feels. "They will outperform other tape systems in music reproduction, namely fidelity and durability.

"Until the discriminating, demanding buyer loses his taste for quality, or until something better comes along, reels will have their place in the consumer market."

"Reels still deliver optimum performance," Dale said, "and the buyer who is intrigued by the potential of four-channel sound will also be looking for quality."

VidExpo Panel Tells CTV Trends

started talking up the software programming and realized its importance to them in selling the sets.

Mass market hardware price undiscriminated, Reiss noted the $1,500 for a 25-in CTV system was "not far off" what people would pay and that repaired-reconditioned sets at $1,200 (with BW camera) sold exceptionally well. But Thompson, noting Donnelly's strong advocacy of film (Billboard, Sept. 15) said: "If we want to learn from film it is that manufacturers were willing to come down on the price of hardware.

Store credit plans critical factor. Reiss said around four times as many sets were sold as cleared through credit. Dealers also has to be flexible in renting prerecorded programs, some offering discounts on multiple rentals, other when the customer returned the rented cartridge (pickup by stores can be troublesome)."

"Standardization" slow process. "Anyone who waits for standardization may have no security at all," said Neretin. "You can't freeze the state of the art," said Finley, pointing to the "American principle" of desiring a "better monster" and offering that the EIAJ Film standard and wide use of Sony 4A makes this standardization already.

Video, TV discs and film all contend. Disks were seen as advantageous because of possible low price but disadvantageous because of nonexistent feature and shorter program space. Also, Reiss noted tape can "picky back" off broadcast, i.e., people recording their own entertainment, their own "home movies," though Donnelly said film offers these features too.

Repetition no negative factor. Reiss said recordings of landmarks musical and sports performances would be treasured (he watched Secretariat win the Belmont 23 times) but that he proposed a plan whereby consumers would be encouraged to erase prerecorded programs and utilize the resulting blank tape.

Three very handy display units display one very complete line: Craig's.
WEA Canada Fete for Alice Cooper LP Awards

TORONTO—WEA Music of Canada hosted a reception at the new Hyatt House this week to present an LP of Alice Cooper with four platinum albums. It is the first time that any act distributed by the label has sold in excess of 10,000 copies on each of four albums.

The LPs which have gone platinum include “Love to Die To,” “Elwood” and “School’s Out.” Cooper and the group were on hand to accept the awards personally, accompanied by manager Shep Gordon. Gordon revealed that the Alice Cooper album, to be re-released by Warner Bros. Nov. 15, is “Muse of Love.”

Alice has spent the past two weeks rehearsing “Muse of Love” in the studio in preparation to fly to Los Angeles Sunday (9) to begin the recording. The album will be produced by Jack Bechick, in the presence of co-owner, David Erzin, is filled with virus prematurely.

Van-Los Redesigns VLM; New Artist Disks

VANCOUVER—Van-Los Music Inc. has redesigned its VLM label and is releasing product by a batch of new artists.

First release under the new banner is a single if “You’re Under- standing” by John West and the Extremum. Franco and Rita and a new album by Mike Taylor, “Bruce Force With Mike Taylor & Co.”

VLM vice president Don Marsch recently announced that Van-Los Music Inc. has been awarded a license to record in Manitoba through Saskatchewan, Alberta and British Columbia. “Bruce Force With Mike Taylor & Co.” is released for the record label under a new banner.

The trip was most successful in that the four new groups all had gramophones, the company’s recording studio.

Selz also plans to record Donna Woodward, Dave Paul, Deep Creek and Kathleen Payne. Most of its production work is done at Stoney Production studios.

Van-Los Redesigns VLM; New Artist Disks

WEA’s Blue Thumb’s Pointer Sisters made a highly aus- picious debut here this week with a four platinum albums. It was the group’s first ever head- lining performance. Promoted by Martin Quem of Encourage- ments, the concert was sold out several days before the date.

Quality management of Blue Thumb in Canada, started in a room by a couple of agents in a room, with a group of Canadian music scene since the last list.

John Mahoney plans to reopen the Rock Pile as a venue for big band dance, and he has some great plans for the club when the group hits town, accompanied by his manager David Ru- bin.

While in Toronto, the group appeared on the Elwood Glover CBC daily TV talk show, and several press and radio interviews.

From the Music Capitals of the World

TORONTO—While here this week, Alice Cooper’s manager, Shep Gordon of Alive Enterprises, announced that his company has signed Anne Murray for personal representation—she had previously been handled by Nick Scialom and, last month, has been closely connected with the Canadian music scene since the last list.

John Mahoney plans to reopen the Rock Pile for a venue for big band dance. The group will have some great plans for the club when the group hits town, accompanied by his manager David Rubin.

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CBS France Sets Up Joint Budget Venture, Forms Club

From the Music Capitals of the World

VITTEL, France—A joint venture with a major budget company to sell record bands in France and the major countries of Western Europe, the last line of the American Columbia club in conjunction with a leading French record publisher were two major projects announced by president Jacques Souplet at the CBS annual convention here Aug. 31 to Sept. 2.

On the same day the convention Souplet said that although the record market in France was still expanding, the rate of growth had slowed since February this year.

Turnover for the CBS France group in the first 46 percent of the DP distribution, said Souplet, were for the musical instrument division this year compared with only 5 percent last year.

Much of this growth had been due to the major promotion for in-car entertainment launched last spring in conjunction with the new CBS Radio and Radio Europe No. 1. This initiative had achieved a 181 percent increase in tape sales.

Souplet noted as two problems facing France, that France was lagging behind other European countries in LP sales and that the industry had failed to make the added tax—53 percent—of any country in the world.

On the retail side, Souplet said that France was pretty well in line with other European countries although the industry seemed to be divided in respect of the price of singles, with some companies recommending 9 francs and others 9.50 francs.

He said that an indication of the strength of the market was provided by the fact that 65 percent of the turnover of CBS Disques in 1972/73 was singles and only 35 percent LPs.

With pre-recorded tape now accounting for 32 percent of the division's turnover, the balance was made up of 76 percent cassettes and 10 percent LPs.

Souplet said that 1972/73 had seen a growth in the importance of rock jobs and wholesalers in France. Traditional outlets were now accounting for 36 percent of turnover, while 14 percent was going to record jackets 18 percent.

With the CBS and DPI had reaffirmed the strength of their repertoire with signal chart successes in France like “Joe” by Reinhard, Michel Fugain, Jos Dassin, Marcel Amont, Gilbert Monguigot, Alain Souchon, etc.

Dealing with musical instrument sales, Souplet said the CBS Master 650 was the best seller this year, with 65 percent of the French market in musical accessories and small instruments. The industry was now servicing 1,300 sales outlets, including 90 percent of French department stores.

Announcing a project for the CBS audio visual division, CBS Image & Sound said would be experimenting with audio visual techniques for in-store promotion early next year. The division is now working with the French Mutual French company and also negotiating with a major French electronics company with the aim of building a CBS audio visual production company.

In addition to presenting international projects, Souplet said that ideally the convention also previewed a new product on Epic France and Epic International and several film labels Harmonia Mundi, Vox, United Artists, Calliope, Cavalier, etc. which is a brand new signed a new film, which is a film in the production company.

Announcing a new catalog, Souplet said that the catalog will to tie in with the all-industry Jazz Power revolution in October (October 30).

Godard Liebenberg, president of the CBS-Columbia Records Group, France, and Warner Records International's new French label which was recently presented to Decca's board, said that in France the new division will set up a new film, which is a film in the production company.

Adele in France, with a new single, "My Way," was released and has acquired worldwide rights.

Teddy Cannon's "Down Your Name," which was released from the catalogue to tie in with the all-industry Jazz Power movement in October (October 30).

Footprints To Get Gold

MILAN—Italian group Le Orme (The Footprints) will be presented with a gold disk by their record company, RCA, for sales in Italy of 300,000 albums and 200,000 singles.

The group were signed to RCA in 1969 and it was said in Italy in November that the group was to be presented with their gold disk.

The Footprints are a leading group in Italy and have been regularly performing on radio and television.

their hit song, "Le Orme," has been a huge success in Italy and has been covered by many other groups in the country.

The Footprints are a popular group in Italy and have been regularly performing on radio and television.

The group have released several albums and singles, including "Le Orme," which has been covered by many other groups in the country.

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Lal to Write Film Score

MUNICH—Franz Lai has been signed by the Lisa Film Co. to write the music for the new film of Arthur Schnitzler’s “Reigen.”

This will be the third movie to be made of Schnitzler’s controversial play. The music for the first film version was written by Oscar Strauss, and its “Reigen” theme became world famous.

Directing will be Otto Schenk, the Olympic producer who has directed underlying the Metropolitan Opera in New York, the Scala in Milan and the State Opera House in Vienna. The film will star Helmut Berger, Maria Schneider, Senta Berger and Sidney Jiim, and will have its premiere in October in Rome. Paris and Munich.

Almost worldwide for Lai’s score will be held by Edition 23, a sister company of Hans R. Behrens’ Montania publishing house.

French Set All Industry Campaign For Jazz LPS

PARIS—Jazz recordings in France are to get their biggest-ever boost when an all-industry promotion campaign Jazz Power 74 gets underway next month. October will be jazz month in France with CBS, Decca, Columbia, Philips, Polydor, Phonogram, RCA, United Artists, Wea and Pathé-Marconi all combining in a promotion campaign that will involve jazz concerts, jazz broadcasts on radio and television, jazz posters and a special program of jazz releases.

Celebrated jazz producer and writer Charles Delaunay of Vogue records told Billboard: “Jazz sales in France have not been what they should be. It will be especially now that the pop boom seems to be leveling out. Yet nothing can be done with the same scope of jazz workers to promote jazz. This is a most well-omened initiative.”

Devaux said that 18 percent of Vogue’s record production was jazz material and other French companies included the 2nd Grand Casset Festival that “rhythm is our business too.”

The hardware manufacturer demonstrated its “Rhythmic Cassette” album at the exhibition show, which was held in France from Sept. 5 to 9.

The Marouani (Mida) trading house will market three of the “Fisher” 50 Series of speaker systems in this country soon.

Crown Radio, no longer the Chrysler Radio, has advertised its name on the 2nd Grand Casset Festival that “rhythm is our business too.”

The hardware manufacturer demonstrated its “Rhythmic Cassette” album at the exhibition show, which was held in France from Sept. 5 to 9.

The tape cassette tape industry is planning to do different rhythms are being offered to aspiring musicians as accompaniment at 3,800 a year or about $144 a year.

The Victor Company of Japan’s Yamato record pressing plant is offering a 3-D Q-Fondrac to each of 100 lucky readers of “FM Weekly” who have purchased home stereo systems within the past three months. The offer closes Oct. 30.

Although only 7,200 tickets were available, the concerts scheduled for Oct. 25 in Osaka by Herbert von Karajan and the Berlin Philharmonic Orches
ta; Oct. 26 in Tokyo, sponsored by the Nippon Hoso Koyuki (NHK); and Oct. 27 in Osaka by Herbert von Karajan and the Berlin Philharmonic Orchestra; Oct. 28 in Tokyo, sponsored by the Nippon Hoso Koyuki (NHK).

The Government-backed Japanese broadcasting authority sponsoring the tour … Nippon Television Network Corp. (NTV), the first private commercial TV sta
tion to be established in Japan, celebrated its 20th anniversary on Aug. 28 with a party in Studio … This music capital of the world mountef the Aug. 26 edition of Shigeru Aki
dor, president of Nichidai and as
ter to the Tokyo Broadcasting System (TBS), and Tetsu Kusanagi.
Scandinavia Sonet Into Several Deals

STOCKHOLM—The Sonet Group of Scandinavia, comprising Sonet Grammofon AB, Sweden, Sonet-Danke, Denmark, Anke Bendtsen A/S, Norway, and Scandia Musikki Oy, Finland, has recently clinched several new licensing distribution and recording deals.

Effective from Aug. 1, is a licensing agreement with A&M Records which has already yielded in strong releases such as the Kris Kristofferson-Rita Coolidge package "Kris & Rita Fall Moon." "Of the Seventies" by Walde de Los Rios, and "Los Melamps Ofthem" by Nino Chong. Another recent American tie-up for Sonet is with the Blue Note label of Columbia Records featuring Dan Hicks and his Hot Licks, the Pointer Sisters, the Crusaders. All of these will be re-released on Sonet LPs. The new Sonet LP will be "St. Paul de Vence in connection with the 1974 Midem." Sonet will also release "Samba d'Amor" on the market, a new LP by Brazil's Boz Scaggs.

Bill Haley's "Jett Rock & Roll Music" and "A Joplin, Bouquet—Scott Joplin Rags" by Ann Charaters, Tatra will release an album by Swedish ick singer Peggs called "The Week Peps Came to Chicago." Arifio is issuing folk group Skagenmandsaget's "Sau, Mas Och Bravman," and A&M has taken rights for the Toots Thiamanen-Sved Svanman jazz album "Toots And Svend."

The annual meeting of the Sonet Group of Scandinavia was held this year at Spastand, Norway, from Sept. 6 through 8. Attending in addition to the Sonet executives were: Inland Records international director Tom Hayes and European director Peter Zamagi and A&M European promotion director Michel de May. The next Sonet meeting will be held at St. Paul de Vence in connection with the 1974 Midem.

International News

Kanata Deal With Quality

By RITCHIE YORKE

TORONTO—Kanata Records, a key independent label, has signed a distribution deal with Quality Records Limited.

Kanata, which is owned by the writer Gene Lees, has been with London for the past two years. It has not been a good month for London—the label he has lost its two largest indy, rendents; much went to A&M last week.

Kanata's greatest sales success to date was the hit single "Bondi Junction" by Peter Fiddy. It was released in the U.S. by Playboy Records.

The first joint venture of the new association is a single, "Mama's Song" by Jude, a Vancouver brother and sister duo who recently completed their television series "Operation Moon." National promotion manager Joe Owen arranged for the printing of a special jacket for the single, which the Jude single was shipped.

From the Music Capitals of the World

FRANCE: CEDOSLAK (201)

A key is an accordionist from Clonger Cog, Co. Louth, who now lives in Sweden. The album includes material from France, Italy, Spain, Scotland and Ireland. The artist will play at the National Stadium on Oct. 21. With him on the bill will be Bobby Buro, Dottie West, Jim Ed Brown, and Danny Davis and the Nashville Brass. Rte Television's new "Talk About Pop" will go out next month hosted by Tony Joverton and with Danny Hughes having a regular weekly spot. The show will feature interviews with artists as well as music and in its producer, Bill Keaning, is also currently working on several other television specials with singer such as Candy Dulfer, Rose Tynan and Ann Budge. . . . Jim McGinn is featured in a new RTE Television six-week series.

COLOGNE: Electrola has announced that in September Diana Ross will give concerts in Germany... At the Berlin International Radio Exhibition Electrola has its own information stand in the "Schweizer Hof." The firm will fly the three new taxa into Berlin... Metronome's new artist Erik Silvester who recently left Electrola will appear in the charts with his single "Venga Tico." WOLFGANG SPAHR

From the Music Capitals of the World

PARIS
Josephine Baker made her first appearance in several years at a gala put on at the Grande Halle de la Ville de France... Suzy Distel will leave for New York on Sept. 14 for a television show with Sammy Davis Jr. . . . Johnny Hallyday has decided to write his memoirs, although he is only 30. He will recount the first 15 years of his career... Jacques Tati is to produce a Music Hall program for the French TV network... The Victoria studios in Nice have been acquired by a Swiss group headed by Charles Trenet who has announced completion of 36 new numbers for his appearance at the Olympia Music Hall next March... Milko Theodorakis has signed a long-term contract with Pathé-Marconi EMI which gives the company distribution rights throughout the world except Greece. Pathé will issue an album in September entitled "Les Chansons de la Patrie." . . . One of the principal boulevards in Aix-en-Provence, Corsica, has been named Boulevard Tino Rossi. This is probably the first time a street has been named after a popular singer.

HENRY KAHN

STOCKHOLM
(The Moody Blues opened their worldwide tour in Scandinavia with concerts in Copenhagen (Sept. 4), Gothenburg (5), and two shows in the Concert House in this city (6), which were sold out a week before the date... the Rolling Stones are set for a concert in Gothenburg's Scandinavium arena on Oct. 6, and the same venue will present Slade on Oct. 10 and the Osmonds (20) . . . Ray Charles with his band and the Jassettes will play two Stockholm concerts on Oct. 2, and the Count Basie orchestra and the Oscar Peterson trio are also to appear here in dates fixed by Norman Granz and Sonet Concert bureau.

Diana Ross visited Sweden in connection with the premiere here of "Lady Sings The Blues," starring in one concert in Stockholm on Sept. 10 and another in Gothenburg (12) . . . Polydor pop/rock superstars The Pointer Sisters will tour Japan in October . . . Sonet's Sylvia Hannum in Germany making a record for that market, and her latest Swedish territory hit "Viva España" will be released in England.

LEIF SCHULMAN
Workshops, Spots, and Singles to Boost Label

LOS ANGELES—Though several simulcasting artists, workshops, and singles to boost label

The tour is set to run from Oct. 21 through the end of the year. The five-city tour will include New York, New York, Boston, Cleveland, Washington, Los Angeles, and San Francisco. The tour will be headlined by Michael Brown, with support from Marion Brown, Al Davis, and John Klemmer and Michael White.

IAR Plans Workshop

NEW YORK—The Institute of Audio Research will present a four-day workshop exploring topics of importance and interest to producers and engineers from Nov. 15-18.

The workshop will cover audio recording and technology, and panelists will discuss automation and reproduction of sound and influence of students.

Also slated for discussion are such subjects as studio technology, monitoring, session preparation, signal processing, control room noise control, stereo tape recording, magnetic tapes, and microphones.

The discussion on microphones will explore the characteristics, applications and techniques of recording, vinyl, and studio equipment.

One day of the workshop will be spent at Ultra-Sonic Recording Studios, a 16-track facility located in New York City.

The workshop will be held in a conference room.

Tape Raid Grabs

A five percent fine will be applied to a defendant if found guilty.

Watson said the tapes were covered with dust and included material by Marley, Haugard, Zeppelin, Frank Frank, and Lonetta Lynn. All tapes and equipment are being held as evidence by Fremont police.

Watson said the police were not notified at the time of the seizure and no warrant has yet been issued. Watson said that "exact charges are pending" and added that this is the second similar warrant served on Boston within the past six months. A federal investigation of the raid is also underway.

Problems Pressing Plants

probably the biggest independent pressing facility to do so, pointed out that the increase was probably the first major one in over a decade. While both the demand and the advent of stereo which has increased the price of a manufactured LP to almost $3.00 and LP sales have increased by 30% during the past six months. Labor costs have also mounted, he said. Plant executives disclosed that the cost of processing returns had gone from $3 to $4 per hour in the past six months, which is part of an overall increase of 75% over the past six months. A total of 4 LPs have been destroyed, he said. Plant executives disclosed that the cost of processing returns had gone from $3 to $4 per hour in the past six months, which is part of an overall increase of 75% over the past six months. Labor costs have also mounted, he said. Plant executives disclosed that the cost of processing returns had gone from $3 to $4 per hour in the past six months, which is part of an overall increase of 75% over the past six months.
ROCKING STONES—Guth Hert Snap, Rolling Stones Records CRC 59101 (Atlantic)—The group many people feel is the greatest rock band in history have put together a release that characterizes them as always by a series of fine lines. Rock cuts from Mick Jagger and Keith Richards and superb guitar work from Mick Taylor. This is a fine set, however, as the three ballads, “Angel,” “Winter” and “Coming Down Again,” which rock so well from a band associated with the raunchiest brand of rock. Jagger’s words are refreshingly simple and the harmonies of rock are excellent as always. The whole is more than their best effort, with fewer horns, but for a superior mixing job. The horns that are heard are beautifully woven in with songs by both keys and Joss Isom standing out. At usual, credit goes to the group in its usual distillation, of course, especially on “Star Star” and “Who You.”  
Best cuts: “Coming Down Again,” “Angel,” “Who You,” “Star Star”  
Stars: Stones are the sure group of rock. Display as stylishly as possible.

JACKSON FIVE—Get It Together, Motown M 75971. First time it’s the Grammys that are won by a group of children. The seven songs all through the LP, we find the 15 expecting acts of their own issued on this LP. One sample of “Horn A Long and Dance” with its fighting, driving, electronic instrument blues and the pounding beat of the drums, the “heavy” repetitious phrases, the complex vocal work under and over the soaring, and you come away with the first impression of the group那s power, speed, and aggressiveness. The opening track of “Get It Together” is standard 15 fun fare. “Reflections” is a good mature tune while “Mama I Gotta Brand New Thing (Don’t Say No)” is another outstanding sonic experience. This LP is a major break for the boys, with more of the mature story songs about life and really which other groups are propagating. The reason is Norman Whitfield’s arrangement of the group. James Jamison has produced beautiful arrangements which bring the brothers to a thrilling situation. The LP is a fine explosion-tension chamber package. wow.

LIGHTHOUSE—Can You Feel It, Polydor P 3056 (UQC). There’s less jazz and more vocal dominance from the Canadian powerhouse band. Things are more pop-oriented than their rock material. Fine work by the boys.  
Best cuts: “Sunny,” “Brandy,” “Can You Feel It.”  
Bucks: None.

RAY CONNIF—Harmony, Columbia KC 32553. Happiness promises this version of orchestral and choral endeavors, with Dallaire added for “Say Hello Anytime Bess My Sweet Gypsy Rose.” There is a good audience for the leader’s works which for a dozen years have consisted of stylistic alternating other pop songs. The formula remains the same here for this top pick hits package. Best cuts: “Yesterday More,” “Harmony,” “Playground In My Mind.”

TOMPALL GLASER—Charlie, MGM 4519. The only thing this record has an abundance of is provocative of its own and others. Otherwise, it offers a great deal of variety, from message songs to good ballads to a Gospel medley. Joining Tompall in his production are Wylor Jennings, Kirby Friedman, Homer, Ken Manfield and Wally Gold. His first album as a single is extremely successful, it shows depth and planning. 
Best cuts: “Cowboy And Diamonds,” “Let It Be Prity.”

Mари EMDON—Paper Roses, MGM/Alvis 4916. For a young tenor of her ten year, her voice has strength and clarity, and the Oscar James production gets the right touch. The girl nicely of the Tampa and has some fairly difficult material, and acquires herself well. With the flip of her head she flips, she shows dominantly in the album, weaving all tracks in her admirably. 
Best cuts: “Too Many Rivers,” “You’re The Only World I Know.”

WILLIE NUTTER—Fully Expected, Motown M7843. Composer guitarist, Nutter excels at the electric guitar, his material is varied and combined by lots of energetic cuts, backup singers and some driving rhythm patterns for the nine tunes which fill the LP. Nutter is the solo artist here. He sounds at times like Sam Cooke and sometimes like he’s a kick to see when. There is no theme to the LP, it’s just a few afternoon writings by Willie, most of which are destined for psychedelic pop. Nonetheless, the overall production is fine and the music flows nicely and Willie songs with ass which is centering. All the pieces from the various recording sessions are expertly mixed together to create a cohesive, cohesive production. There is lots of hits and smiles, with Willie lying down a statement, starting repeating it, some solo instrument playing a desired vamp which, if It Be There, is a good example.


IRA THOMAS—In Between Years, Fusco FG 21530 (ABC). Set done with veteran songwriters. His cuts: “In Between the Tears,” “Who Needs Worldy Care.”

MILES DAVIS—Basie Miles, Columbia C 32055. For those listeners who remember the beautiful sounds which Miles made before his current period of free space music, this LP will have great significance. If you represent that, perhaps you should check out this LP. It’s afine deal for the fans who love Miles’s ballads.  
Best cuts: “Monochromatic Strings,” “Miles Ahead,” “Stella by Starlight.”

Soul also recommended

GENTRY—You Don’t Love Me Like You Used To, Sunset B 2435. A fine new album of the group’s signature style. Fresh and lively.  

Soul Jazz also recommended

RAMPUS—Golden Hits, Columbia KC 32624. This is the pianist’s best of package. The best of his hits during his 1960s when he broke through the 50s on the jukebox charts and is back with a new LP. He’s a great player. He’s a great performer. He’s a great soul singer.  

JOHNNY HARPNESS—The Best Of, Perception PPL 41. The veteran ballad singer has this double album and he has made it a double hit. With songs by the greatest songwriters, he has some of the finest vocals of his career. It’s a great album.  
Best cuts: “I’ll Never Be The Same,” “I’ll Never Be The Same.”

Willie Nutter has some ready material for his film scoring. Check in slow vocals.

RORY C. MCFERRIN—see Soul, Mercury, SIM 470 (Phonogram). Ray Ham...
Introducing the New York Dolls

Their debut album. Already on the Billboard charts.

ON RECORD

DATE
7/28/73
8/3/73
8/7/73
8/14-16/73
8/22-27/73
8/29-9/2/73
9/4-6/73
9/7-8/73
9/9/73
9/20/73
9/21/73
9/22/73
9/24-25/73

PLACE
Tiger Stadium
Felt Forum
Alpine Arena
My Father’s Place
Max’s Kansas City
Whiskey A Go Go
Matrix
Commodore Ballroom
Commodore Ballroom
Stratfield Hotel Ballroom
Music Hall
Michigan Palace
Teddy’s

CITY
Massillon, Ohio
New York, New York
Wilkinsburg, Pennsylvania
Roslyn, Long Island
New York, New York
Los Angeles, California
San Francisco, California
Vancouver, British Columbia
Bellingham, Washington
Bridgeport, Connecticut
Memphis, Tennessee
Detroit, Michigan
Milwaukee, Wisconsin

IN PERSON

Mercury SRM-1-875 8-Track MCB-1-875
Musicassette MCR6-1-875
Produced by Todd Rundgren
**Religious Picks**

**THERE'S A NEW DIMENSION—A New Dimension, Peaceful P.L.P. 187 (ABC)**. This is one of those rare albums that manages to capture a free gospel flavor while also incorporating strong traces of soul that can move the LP into other areas besides the somewhat limited gospel field. Clarks McDowall is a standup lead singer who can appeal to all layers of markets, while the rest of the group does a more than ad-


**Quadrasonic**

**The San Sebastian Strings—Summer, Warner Bros. 454 270 (CD) Quadrasonic**. This album, featuring poems written and narrated by Bob Dylan, seems to be a natural for quadrasonic because the poems are here amplified with not only the music of Andy Warhol but a wide variety of sound effects. The Spanish Hills' "example" of a classical piece is the next step in the process of moving from the LP to the quad.; the use of sound effects in this album is also a result of the same trend. The album is best not only for the amount of music, but also for the variety of different uses to which sound effects can be put; they can be environmental or they can be used as an integral part of the music.

**John Keating Conducting the London Symphony Orchestra—256 Years of Music, Warner Brothers 454 270 (Quad) Quadrasonic**. This album and Keating's "Space Equation" (see other review) are quadrasonic-only albums; Columbia Records did not issue stereo versions. And, in this particular album, they are unique because their quadrasonic techniques were so vastly different. This album, for instance, was produced in the "concert hall" technique, which is valid, but limited in scope. The "concert hall" method of quadrophonic re-creation and reflected sound effects is an old type of effect specially well illustrated acoustically on "A Clockwork Orange" in the racing tach of sound loss. Tunes include "Rhapsody in Blue" and "The Music Lovers", all well done, but the listener gets bored after a time of facing forward in order to participate in more reflected sounds.

**Bubbling Under The Top LP's**

**208—CANNONBALL ADDICTION QUINTET, inside Straight, Fantasy 9435**
**209—JOHNNY WINTER, Austin Texas, United Artists UA 133 F**
**210—BETTY DAVIS, Just Sunshine, 5 (Famous)**

**Also recommended**

**The O'NEAL TROUBADORS—Best of The O'Neal Troupers, Peaceful P.L.P. 187 (ABC).** Extremely well arranged material from the singing twins. Material is primarily on the quireboard, but this does not take away from the excellent harmonies and fine musicianship. New cut — "Throw Out The Life Line." "Sweat."
What the hell are these people talking about?

"If I see an ad for a record, I learn of a new release..."
—Radio Station Operations Manager

"I read the ad and listened to the record."
—Radio Station Air Personality

"...the ad provoked my interest..."
—Radio Station Music Director

"I saw the ad in Billboard."
—Radio Station General Manager

They're talking about record industry trade paper advertising, that's what!

Billboard recently commissioned the research division of Hagen Communications, Inc., to conduct in-depth research to disclose—for the first time—how advertising in trade publications influences air play.

The researchers probed beyond trade paper editorial content to find out exactly what provable effect trade paper advertising had on radio station programmers.

The findings were impressive.

Fifty-two of the 87 interviewees recalled listening to a specific release for the first time after reading a trade paper advertisement. Thirty-four of the 87 interviewees recalled listening to a specific release again after reading a trade paper advertisement.*

Forty-seven of the 87 interviewees remembered asking manufacturers or distributors' promotion men or station librarian to provide a copy of the release after reading the trade paper advertisement.*

Twenty of the 87 interviewees recalled playing the release on the air after reading a trade paper advertisement. These same 20 interviewees admitted listening to the record and discarding it prior to seeing the trade paper advertisement.

However, the ad prompted them to give the release a second chance.*

Obviously, these people knew exactly what they were talking about!

Maybe that accounts for the many advertisers who are not only sold on Billboard, but are sold in Billboard.

Billboard. We take your advertising one step further.

For your own private videocassette screening of Billboard's radio influence, call:

Peter Heine, Director of Sales, Los Angeles
213/273-7040

or

Mike Eisenkraft, Eastern Sales Manager, New York 212/764.7348

It could well be the most informative 15 minutes you've spent this year.

*Statistics compiled from independent research conducted by Hagen Communications, Inc., and is available for examination on request.

Billboard. We take your advertising one step further.
also recommended


MAUREEN McGOVERN—I Won't Last a Day Without You (3:16); producer: Carl Wayne; writers: Paul Williams, Roger Nichols; publisher: Akins. ASCAP. 20th Century 2051.

WHIZ KIDS—Sadie (2:39); producer: Danny Randell; writers: Gaye, Gaye, Hardin; publisher: Fifth Floor, ASCAP. Discreet 11176 (Warner Bros.).

JIMMY CLIFF—Born to Be Free (2:47); producer: Jimmy Cliff; writer: Jimmy Cliff; publisher: FVR, BMI. Rapture 1117 (Warner Bros.).

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

also recommended

Joe TESI—You've Seen Enough (3:05); producer: Buddy Miller; writer: J. Tesi; publisher: Time, BMI. Dial 1024.

THE FATBACK BAND—R-U-A (Rita) Walk (Street Walk) (3:29); producer: Fatback Records; writer: Carlin, King Williams, Flippin, Dasher; publisher: CIA, Patrick Bradley, BMI. Perception 419.


TERRY COLLINS—I LADE.Y. Y.O.D.H. (3:18); producers: Stan Nelson, Bobby Ek; writers: Stan Nelson, Bobby Ek; publishers: Michel Stone, Friday, BMI. Hanna 7129 (Warner Bros.). (Strong, soul effort with overtones of Four Tops sound. Artist blends well with his backup voices for well-balanced, commercial song.)

First Time Around Picks

(These are new artists deserving airplay and sales consideration)

CLARA LEWIS—Needin' You (2:01); producers: Chuck Jackson, Marvin Yancy; writers: Chuck Jackson, Marvin Yancy; publisher: Butler, ASCAP. Wand 11267 (Clydeco). (Soul-flavored vocalist who has put together an excellent ballad which could go pop, MOR or soul. Listen while it's still new.)

Country Picks


DONNA FARGO—Little Girl Gone (2:28): producer: Stan Silver; writer: Donna Fargo, Prima Donna (BMI); Del 17416. With a fine arrangement behind her. Miss Fargo performs in familiar tempos with an outstanding lyric. She consistently turns out top material. Flip: no info available.

JERRY LEWIS—Sometimes a Memory Ain't Enough (2:51); producer: Stan Kesler, writer: Sam Kesler; Metrite/Jerry Lee Lewis Music (BMI); Mercury 73253.

Fresh from his album of the same title, this one has Kesler's Memphis touch and a good Carl Mullins arrangement. Of, and course, it has Lewis. Flip: "I Think I Need a Fool." producer: same. writers: B. Taylor, D. Melk, C. Harrison; Jerry Lee Lewis Music (BMI).

DOYLE HOLLEY—Lilh (2:42); producer: Ken Masfield; writer: Bob Wilzig, Dobbs (BMI); Bamby 5277 (MGM). Holly sings sadly of a young lady, and he does it with feeling, expression, and good production.

also recommended

JIMMY DEAN—You're Sweet Love Keeps Me Homeward Bound (2:19): producer: Jerry Goldstein; writer: Jerry Goldstein; Blue Jane (BMI); Columbia 4 43931.

TOMMY LE CLARK—Starting All Over Again (2:19); producer: Dave Malotte; writer: Philip Mitchell; Muscle Mass Sound (BMI); Sandy 1042.

RED SEGALL—The Fabulous Miss (2:49); producer: Lee Allison; writer: Red Segall; Palo Duro (BMI). Capitol 3774.

MELODY ALLIN—Goodbye for the Last Time Again (2:56); producer: Jerry Kennedy, writer: N. Romann; Music City (ASCAP): Mercury 73479.

BOB YARBROUGH—Before I Know Love Was Here (2:22); producer: Vance Balla; writer: J. H. Montecak, Deckard/16611 (BMI); Sugar Hill 824.

BOBBY LEE TRAMMELL—Lone (Don't Let Me Down) (2:29); producer: Bill Rice; writer: Jerry Foster, Bill Rice, Jack and Bill Music (ASCAP); Capitol 3718.

PEGGY SUE—Oh It's A Thing (2:31); producer: Owen Bradley; writer: Shirl Silverstein; Eart Lp (BMI); RCA 41225.

KENNETH SMITH—Everyday Woman (2:20); producer: Owen Bradley; writer: Bob Morris; Music City (ASCAP); Mercury 73479.
NATRA,
You're so good to me
I love you
Always,
ARETHA
Best Female Vocalist, 1973

P.S. Did you find yourself an angel?  (smile)
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<th>ARTIST</th>
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Sheet music publishers listed are confirmed to piano-sheet music publishers and do not purport to represent mixed publications distribution. MX = Big Bear; B = Big Tree~Publ.; CB = Chappell Music; CD = Clapp Music; DB = Danilo Music; HAN = Hanneford; HAN = RCA Music; MCA = MCA Music; MX = North American/Mexico; PLY = Plymouth Music; PSM = Peer-Southwest Publ.; SRC = Screen Gems/Columbia; WBR = Warner Bros. Music; WCD = West Coast Pub.
You're looking at the hottest numbers in town.

(And singles too.)

Always were. Always will be.
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**FOR WEEK ENDING SEPTEMBER 22, 1973**

**TOP LP's & TAPE**

**ARTIST**

**SUGGESTED LIST PRICE**

**# / TRACKS**

**CASSETTE**

**REEL TO REEL**

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**STAR PERFORMER**

- **LP's**
- **4-TRACK**
- **CASSETTE**
- **REEL TO REEL**

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**TOP LP's & TAPE**

**ARTIST**

**SUGGESTED LIST PRICE**

**# / TRACKS**

**CASSETTE**

**REEL TO REEL**

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**FOR WEEK ENDING SEPTEMBER 22, 1973**
ASSUREDLY ANOTHER NO. 1 SINGLE FOR JIM CROCE

“I GOT A NAME”

ABC-11389

MAIN TITLE SONG FROM THE 20th CENTURY-FOX MOTION PICTURE "LAST AMERICAN HERO" SUNG BY JIM CROCE; WRITTEN BY NORMAN GIMBEL & CHARLES FOX

PUBLISHED BY FOX-FANFARE MUSIC PRODUCED BY CASHMAN & WEST EXCLUSIVELY ON abc RECORDS®
A GRAPHIC EXAMPLE OF JUST HOW EXTENSIVELY BILLBOARD COVERS THE MUSIC INDUSTRY

GRAPHICS
It's an industry within an industry. Within the music business, graphics shape and reflect the musical philosophy of all the companies. Because of the importance of graphics in the marketing of recorded product, it is one aspect of the music industry that deserves to be explored in depth.

Coming in Billboard's October 20 issue you'll get a first hand report on the major role graphics play in the music industry.

You'll get an up-close look at the "easel riders" of the recording industry, the artists who create album covers and promotional materials. And Billboard's "The Look of Music" issue will also focus on the photographers and photographic houses that develop LP covers and ads for the various record labels.

Included in Billboard's "The Look of Music" are interviews with leading photographers working in the record field and the labels' art directors who are responsible for hiring freelance artists.

Billboard's "The Look of Music" provides the record industry an opportunity to see how an important aspect of the music business functions. Not only will the "Look of Music" be an education, but it will also be a worthwhile advertising vehicle for anyone in the industry who draws on the talents of graphics artists.

"The Look of Music" will also feature stories on: PRINTING, PACKAGING, SHRINK WrAPPING, IN-STORE DISPLAY FIXTURES, MERCHANDISING AIDS.

Billboard's "The Look of Music" is coming in the October 20 issue. Now is the time to plan your dynamite ad for "The Look of Music" because we draw the line on final art on October 5.

Ad Deadline: October 12
Issue Date: October 27

For further information, contact a Billboard sales representative at any of the following locations:

LOS ANGELES:
Bill Moran
9000 Sunset Blvd.
L.A., Calif. 90069
(213) 273-7440

NEW YORK:
Mike Eisenkraft
7 Astor Plage
New York, N.Y. 10006
(212) 794-7760

NASHVILLE:
John McCracken
1719 West End Ave
Nashville, Tenn. 37203
(615) 529-3023

CHICAGO:
Jill Hartwig
530 N. Wacker Dr.
Chicago, Ill. 60606
(312) 556-5614

www.americanradiohistory.com
**Late News**

**Inside Track**

**Louis Braille Fund for Blind Musicians in Drive**

NEW YORK — The Louis Braille Foundation for Blind Musicians launched its 1973-74 “Public Awareness” radio campaign by mailing public service spots to AM and FM stations across the country. Artists featured in the promotional spots include Beverly Sills, Tony Bennett, Charley Pride, Kirk Kirkwood, Rick McGonigal, Bing Crosby, Herb Alpert, Issie Siegel, Andre Kostelanetz, and Eddie、“Ivy” Anderson.

“Those spots were created to inform both the blind and the sighted about the varied services offered by the Foundation and available free, to any blind person in the U.S.” said Shel Fried, producer of the spots.

The Foundation for Blind Musicians is a national, non-profit organization working to promote the interests of the blind in the field of music.

It provides the blind musical artist with grants for the payment of union dues for newscasts, scholarships, aid paid engineering services, and the transcription of music into braille, musical instruments and equipment, and also helps promote special compositions for blind composers.

**Frain Maps MGM’s Future**

Continued from page 1

In the record business that has been called upon to reconstruct a label, in 1966 while with EMI, he went to South Africa to organize EMI’s company there. He spent five months on that assignment. And in January 1967 he returned to EMI by Polygram to reorganize Polydor in London.

Frain plans going to MGM’s mobile office upon his return to the U.S. to meet with those people.

Under Curt’s direction the label had stored clear of undesired rock acts, relying instead on building a strong roster of middle-of-the-road acts with a clear-cut name power. MGM will make a strong push for progressive rock acts (see separate story).

**Garfulk in Personal Pitch**

NEW YORK — Columbia Records artist Art Garfulk, taking a personal leave of absence from the company’s campaign, has recently hosted a number of record executives throughout the U.S.

Coordinated by Steve Popovitch, vice president of promotions, the Garfulk receptions were held in Chicago, Boston, New York, Atlanta, Houston, San Francisco, and Los Angeles.

Tying in with the Garfulk receptions, Columbia’s local promotion managers also hosted a number of press receptions for local retail managers and distributors. Markets covered by the field force included Chicago, Cleveland, Cincinnati, Miami, Atlanta, Washington, Dallas, Fort Worth, St. Louis, Denver, New Orleans and Seattle.

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**When Answering...**

**Say You Saw It in Billboard**

**September 22, 1973, BILLBOARD**
Billboard's "The World of Country Music"... All over the country, all over the world.

For its eleventh consecutive year, Billboard's "The World of Country Music" coming with the October 20 issue will provide accurate up-to-the-minute coverage of the rapidly changing country music industry. And this valuable Billboard x 11 Edition is rooted deeply into the country music scene because of its easy readability, factual reliability, and honest retentivity.

As usual, this year's "The World of Country Music" will provide the latest country music information, the most respected country journal in the music industry.

Record Companies • Publishers • Booking Agents • Personal Managers. These are the same people; by the way, who use "The World of Country Music" to see what you're up to. That's why it's important that you, too, are a part of Billboard's "The World of Country Music".

World of Country Music • Audition Rooms • Amusement Parks • College Campuses. Not to mention, an extra special bonus that only Billboard can provide. Plus, you get a healthy bonus distribution to key talent buyers at some place in between. If you're in the world of country music — Nashville, Bakersfield, or wherever — "The World of Country Music" can provide.

Major Fairs • Audition Rooms • Amusement Parks • College Campuses. Not to mention, an extra special bonus distribution to everyone attending the country music conventions! So, if you have anything to do with the country music scene, Billboard is the "World of Country Music" you can count on. Call your Billboard representatives or any of the following offices.

Advertising Deadline: September 21

Los Angeles: 8200 Santa Monica Blvd
90069. (213) 394-0100

New York: 145 East 45th St
10017. (212) 758-1000

Chicago: 56 East Erie St
60611. (312) 943-0100

Nashville: 245 5th Avenue South
37203. (615) 244-7360

Los Angeles: 8200 Santa Monica Blvd
90069. (213) 394-0100

New York: 145 East 45th St
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Everybody's feeling it!
Joe Dowell
is singing it!
Those Darn Inflation Blues

Journey Records
JD413