Columbia in Give & Take: Seeks Hike In Disks Price & Mulls Tape—$ Cuts

By JIM MELANSON

NEW YORK—Columbia/Epic Records, as a result of a 10 to 20 percent increase in 8-track tape sales over the last 12 months, will "review" the $3.99 dealer price on a $6.98 tape, with the possibility of a dealer-price reduction, according to Rick Blackburn, national director, sales and distribution.

Blackburn stated that accepted ratio of tapes sold to 100 LPs sold was formulated some eight to nine years ago and that it was time to move away from the "math of a now incorrect ratio." He said that label catalog product ratio of tapes to LPs is no longer the accepted 20 tapes sold to 100 LPs sold (30-40 tapes sold to 100 LPs sold). "The ratio with our top country artists is as high as 60 to 100," said Blackburn.

With the dealer cost on a $5.98 album being $3.05, Blackburn also questioned whether the dealer should be "penalized" with a four to five point difference in margins in light of the increased 8-track sales. "The strong sales growth of 8-track product over the last 12 months is the consumer talking," continued Blackburn. He said that the label is extremely "bullish" on 8-track product and that a number of programs are being scheduled to further increase the sales potential of tape. One such program coincides with October being "Country Music Month."

Prize's '73 $4 Mil Tops Country Mark

By BILL WILLIAMS

WASHINGTON—Continuing an over-$3 million dollar income from record royalties and publishing interests, with perhaps the largest or summer take from the outdoor circuit, RCA's Charley Pride is destined to top $4 million for 1973 in revenue. This will make him probably the highest earning artist in the history of the country field.

Pride's Alabama bookings began Aug. 10 and ended Oct. 5. During that time, Pride played 45 shows in 28 days at 19 major fairs. The appearances were booked by Fair Producers, Inc. Counting all but the last four appearances, Pride brought a gross of $90,304 at nine major state fairs. These include record-breaking performances at the Midland Empire Fair, the DuQuoin Fair, and the Minnesota State Fair.

Price also played at two state fair rodeos and shattered records at...
"FAR OUT"

The John Denver Tour Is Coming.
October 12th – Albuquerque, N.M.
October 13th – Houston, Tex.
October 14th – Austin, Tex.
October 25th – Atlanta, Ga.
October 26th – Knoxville, Tenn.
October 27th – Athens, Ohio
October 28th – Louisville, Ky.
November 2nd – Cincinnati, Ohio
November 4th – Milwaukee, Wisc.

So make sure you have enough of his albums far in. After his fans see him in concert the first thing they’ll go looking for is his latest album, “Farewell Andromeda.” Stock up now.

RCA Records and Tapes
Calif. Attempt to Levy Sale-And-Use Tax on Masters to Be Argued

LOS ANGELES—The attempt by the California Board of Equalization to levy a 5-cent-per-unit tax on masters, which are leased or sold within the state with delivery in the state, will be considered here in Pasadena or in Sacramento before the end of the year. The state tax, returns to 6 percent next April.

At a public hearing four elected members of the state board and state controller Houston Fluorowyn will hear arguments regarding the validity of an audit already made on an unidentified record company.

By JOHN SIPPEL

(Continued on page 5b)

Country 8-track Sales Approaching Disk Pace

LOS ANGELES—8-track cartridge business may be more than anyone has ever realized, according to Rick Fric, vice president of marketing for MCA Records. Proof? Country music tape cartridges are far out-selling pop music

Brazil Facing PVC Shortage; Action Set

By HENRY JOHNSTON

RIO DE JANEIRO—The growth of Brazil's recording industry is being hampered by the shortage of PVC raw material, causing the Brazilian Association of Phonographic Producers to ask the government to reduce the customs tariff on PVC, which was raised from 30 to 50 percent to protect domestic manufacturers.

Tape Pirate Fined 10G's

LOS ANGELES—A sentence of a $500 fine for each of 20 counts of violating the copyright law (623H) and three years of summary probation was handed down to Arj Joseph Lacy, who pleaded nolo contendere to 20 of the 50 counts charged against him.

Los Angeles- was arrested Jan. 18, in a raid conducted simultaneously by local police and representatives of the city attorney's office and representatives of the FBI (Billboard, Feb. 3).

At the time of the raid, more than the price has tripled in three months from $300 a ton to $1,500 a ton. PVC is hard to get from the usual sources, the US and India. West Germany, West Germany, considered to be one of the main suppliers, and Poland were reported to have PVC available, but at the highest prices.

The producers are absorbing the costs for the time being. LP's still retail for $2.98 for a single and $7.98 for an imported records selling at $10.00. Price jumps seem certain with Christmas coming.

Engineers Form National Group

LOS ANGELES—The first meeting of the steering committee to form a National Council of Recording Engineers was held recently at the Burbank Studios. The 14-member group elected TBS engineer Elmer (Doc) Sigel to its rank.

The organization hopes to draw international membership from professionals in the audio engineering fields.

CTI Closes 5 Branches

LOS ANGELES—CTI closed its five California branches and one in Pennsylvania Thursday (4), in Atlanta, Detroit, and Savannah.

President John Rosich notified all the personnel by phone, with each employee told he would receive a letter of termination.

The plan plans to sign a major for its U.S. distribution. The economic pressures maintaining branch was the reason for the action. CTI had been the first independent jazz firm owning its own distribution operation, it started out last year with the Los Angeles branch.

There was no alternative to close, Rosica said. "The idea looked better on paper than it actually was, we went too fast."

In addition to its other branches, CTI had just opened offices in Boston and Washington, D.C.

This week skeleton crews will wind down the offices of the branch.

A spokesman for the board here explained that the tax bite on masters could be retroactive to the third quarter of '76, as there is a three-year statute of limitations on registered businesses.

An example of the kind of assessment which could be anticipated came last week when GRT revealed in its financial statement (Billboard, Oct. 6) that its levy was $87,000 for the Jan. 1, 1969, to Sept. 30, 1972 period.
Telecast Mktn. Joining TV Spot Record Derby; Pursuing $6.98 ‘Q’ 4-LP Kid Set

By INGRID HANNIGAN

MINNEAPOLIS—"Rocked" versions of hit television show tunes in 4-channel four-LP set will be sold for $6.98 in mass retailer chains nationwide beginning November 5th start of a TV ad campaign produced and arranged by Telecast Marketing Bureau, Inc.

Telecast head D.V. Dewey Roberts explained that the firm plans to saturate 12am to 2am sales spots for "Cook A Doodle Do and Mother Goose Too." The promotion will run eight weeks and the set was recorded in matrix quadrature.

Roberts was not convinced at first that quadrature was the secret to sales plus, but he quickly changed his opinion when the "Sam the Samuit people offered to buy 20,000 in one minute and then purchased the tape right.

Many special music effects such as moog, bells, and standard rock instruments sound great even on ordinary stereo," Roberts continued, "but they are not as important in this field.

The firm, one arm of Carlson Companies, specializes in premium products, is taking its entire music records on the campaign. "Merchandising with our other household products for parents, family friends, and even younger-styles themselves may open doors and expand in this field," suggested Roberts.

Telecast assigned artist Bob Piper to create interesting illustrated Brownstaff, Booking Agency, Is Formed

NEW YORK—Brownstaff Talent Productions, a new booking agency, has been formed.

The company, a division of Brownstaff Records, a New England distributed label, will emphasize booking acts throughout the Northeast, according to the firm's创始人s, Dave Bon and Barry Wright.

Eiseman Engineering Songs for Film Tracks

By CLAUDE HALL

LOS ANGELES—Movies are still one of the greatest exposure mediums in the world for music copyrights, but Eiseman says it is an awfully lot of work.

Herb Eiseman, president of 20th Century Fox Records, which recently performed something akin to the triple somersault on a trampoline, both released a new album, a new LP, and a new single.

The new tune is for a reissued old movie, which in that case is the 20th Century-Fox's making new prints of the film, "MASH." The new theme for the movie has been written by Erich Storm.

The original tune in the movie was by Mervyn Lang, but the original version was free to the music." The new version is called "MASH." But the song didn't come easy. It all started because of a phone call from a 20th Century-Fox executive who got enthusiastic response to the film when it was ran recently on a double bill with "The Dirty Dozen." It was the idea that the "MASH" TV series had built up a following for rerun. The film also was making heavy promtion and newspaper-TV advertising tie-in which needed help to the reissue. They came to Eiseman, who immediately turned to his counterpart with 20th Century Records, president Russ Regan. Regan didn't like the original record. He was quite dejected at the deal. He'd release the instrumental preludes of "classic" tunes. The producer and arranger, Edward Chay, whom usually back up commercials, were allowed to contribute to the ar- rangements.

Several singles will be released about this time. They will sell for under $1. Like the set, the singles will be sold througheous to mass market.

All sets will be sold on 100 percent return, with TM paying off to 1% per tune to theartist. Telecast will receive 25 percent of purchase price for merely selling the set. All TV spots will be paid for by Telecast and featuring retailer's names.

The TV spot shows a group of small children, almost spontaneously to the song excerpts on the soundtrack. "We decided on a London Deal On Axe Disk

NEW YORK—London Records has acquired worldwide distribution rights to "You Could Ever Love Me Again," a single by Gary and Dave initially released in Canada on Axe Records, Toronto-based label. The single last week reached No. 1 on the Canadian chart in Billboard.

The agreement, completed by Malt Magazine, vice president of pop, promises considerable exposure for Gary and Dave. The single, representing Axe, also gives London rights to all future product from the duo. Distribution of Axe Records will be world-wide with the exception of Germany, Austria, Switzerland, the Netherlands, Australia, New Zealand and Canada, where Axe retains distribution rights.

The duo, Gary Weeks and Dave Beckett, are on a 25-city tour of Western Canada with the Stampeders.

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OCTOBER 13, 1973, BILLBOARD
When a record will soon be on the charts longer than any other in history; when it is approaching one million copies in sales; when it is still climbing the charts six months after its release; you ought to know that record:

**Kris Kristofferson’s**

**“Why Me”**

“Why Me” is from Kris’ album “Jesus Was a Capricorn,” his first album with Rita Coolidge.

His three previous albums, “Me and Bobby McGee,” “The Silver Tongued Devil and I,” and “Border Lord” have made Kris one of the most notable singer-songwriters anywhere in music.

Kris Kristofferson is on Monument Records, where records break records.

Distributed by Columbia Records.
Justice Dept Asks Highest Court To Rule on CATV Copyright Fees

WASHINGTON—The Justice Department has asked the Supreme Court to provide a final decision on whether or not Cable TV systems should receive copyright fees for the programs imported from distant stations under the present 1990 Copyright Act. The Department's amicus brief, filed in the CBS-Billboard TelePromter court battle, urges the court to overturn lower courts in the matter of "great practical significance" to the industries involved, and to provide a prompt settlement to the long awaited solution by way of copyright legislative revision appearing "unwarranted" in Justice Department's view.

In the long court battle between copyright owners and CATV interests, a Supreme Court decision in the case of Fortnightly vs. United Artists in 1965 ruled that "CATV systems' pickups of local TV stations could not be considered "performance" of the work as required by the Copyright Act" and were therefore not liable to copyright fees. However, in March of this year, a U.S. Court of Appeals for the 2nd Circuit in the CBS-Billboard TelePromter taps, that distant imports by cable TV systems constituted a "performance" of the program, and so were liable for copyright fees. TelePromter has asked the Supreme Court for a review of this decision.

The Justice Department brief, submitted by Solicitor General Robert H. Bork, is hesitant to rely on the prospect that the trial court judgment and the competitive standoff and balance the many competing interests involved. "Efforts towards a legislative resolution of the problem, which have been undertaken under consideration since 1965. But because the process of reviewing the matter and public interest is complicated and difficult, it is uncertain when or whether legislation will be forthcoming."

Decision Needed

In the meantime, TelePromter points out, "the several economic interests involved and the public are entitled to know where we stand in the existing law, so that the development of CATV and in relation to the broadcasting industry can be accomplished to present detriment or the possibility of a new decision.

The department does not take sides, but urges the high court to give guidance in the matter of CATV. In that rather narrow decision, the high court strongly implied that Congress should settle all of the many facets of the Cable TV copyright problem by legislation. Passage of the copyright revision by May 18 is not expected until late in 1974.

R&B Archives Get Writer Interviews

NEW YORK—Stanley Adams, ASCAP president, Alfred Knopf of Anchorage Books and Thor Wood, chairman of the research division of the Performing Arts Research Center of Lincoln Center, jointly held a reception Oct. 2, when author Max Bill was presented to the Rodgers and Hammerstein Archives of Recorded Sound's set of 44 taped interviews with major American songwriters and musical theatre figures.

A number of the composers and lyricists featured in the book's new book, "We're Playing Our Song" were honored at the reception held in the Lincoln Center Library's Van Ault Caruso.
SATURDAY NIGHT'S ALRIGHT FOR ROCKIN' ON DON KIRSHNER'S SECOND ROCK CONCERT SATURDAY NIGHT IN MACON, GA. WITH THE ALLMAN BROTHERS BAND ALSO STARRING THE MARSHALL TUCKER BAND WET WILLIE AND MARTIN MULL An All-Capricorn Records Show.

CHECK LOCAL LISTINGS FOR DAY, TIME AND CHANNEL
**PHILIPS NV,** Holland, expect an earnings this year of 8 to 10 percent," said F.J. Phillips, chairman. The company increased earnings in the second quarter by 15 percent to $13 million, compared with $11 million in the first quarter. Sales were $145 million and profits rose about 15 percent to $13 million, the company said. Philips Electrohome Ltd., Toronto, expects 1972 results to be better than in 1971, says D.S. Daken, vice chairman. He feels this year's results will depend largely on what happens in the first quarter of 1973. Sony Corp. expects sales and earnings to be up more than 20 percent during the current fiscal year.

**M*M*M**

**MEMOREX CORP.,** Santa Clara, Calif., and Control Data Corp., Minneapolis, have had 14 talks over a take-over of Memorex operations by Control Data. In turn, Memorex and its creditors have reached a financial agreement with the Bank of America and other lenders agreeing to reorganize the company's debt and provide additional credit.

The agreement re-arranges the terms of debt owed by Memorex and its subsidiary, H.C. Perishers Leasing Corp., to a group of other lenders. Memorex owes the bank of America and other lenders more than $11 million. The new agreement re-arranges Memorex additional credit.

Memorex expects its operating cash inflow to be greater than its cash outflow, beginning this month. The new agreement will allow Memorex to carry out a projected operating plan for the year.

**VIEWLEX INC.,** Roch-rout, N.Y., reported a loss of about $146 million in the year ended May 31, compared to an operating income of $300,679, or 6 cents a share, in the same period a year ago.

In the company's first quarter (fiscal 1974), ended Aug. 31, it had a net income of about $50 million, compared with earnings of $42 million, or 9 cents a share, in the same period a year ago.

**SCHAAK ELECTRONICS INC.,** St. Paul, reported sales for the year ending May 31 of $8,944,999, compared to $7,844,799 in the previous year, an increase of 27 percent. The company reported a profit of $490,757, or 97 cents a share, compared to sales of $2,476,202 and earnings of $185,210, or 30 cents a share, in the previous year.

The company plans to open six new stores in the next two months, bringing the total to 21. Richard L. Schaad, president, said that all six stores opened in fiscal year "are operating profitably."

**KOS CORP.,** Milwaukee, is establishing a manufacturing and marketing operation in Canada, and will enter the Eu East market in the future, said John C. Koss, chairman and chief executive officer.

The company reported a fourth consecutive year of new records in sales and income. For the year ended June 30, earnings were $1,023,435, or 60 cents a share, compared to $1,074,555, or 61 cents a share, in the prior year. Shipments were $10,788,883, up from last year's $7,465,433.

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**SONY Reports Total Surge**

LOS ANGELES—Sony Corp., Tokyo, reported sales gains in all product lines in 1972, a 22 percent increase in consolidated earnings and a 30 percent sales gain in the third fiscal quarter, ended July 31, compared to the same period last year.

Consolidated net increased to $24.7 million from $20.2 million, or 37 cents an American Depositary Receipt, or 19 cents an ADR (American Depositary Receipts) from 31 cents an ADR. Consolidated sales rose in the quarter to $573.4 million from $229 million.

For nine months, earnings increased to $76.4 million, or $1.16 an ADR, from $58.9 million, or 93 cents an ADR. Consolidated sales in the nine months rose to $885.1 million from $662.1 million.

Sony officials said the Japanese market accounted for most of Sony's sales gains in the third quarter, accounting for $164.6 million while exports boosted volume only 18 percent. For nine months, audio equipment and video tape recorder sales increased 34 percent to $49.5 million; radio and tape recorder volume gained 33 percent to $84.5 million; television sales rose 25 percent to $121.3 million; and other products gained 35 percent to $471.0 million.
PAUL ANKA who habitually sings hit songs

RICK HALL who habitually produces hit records

FLASHBACK' their first habit forming single together

distributed by United Artists Records
Frank's Ballad LP Return Should Ignite MOR Blaze

Continued from page 1

Atlantic Film
Wins a Medal

NEW YORK—The film “History of Atlantic Records” won a silver medal at the Atlantic International Film Festival this last month. The medal was awarded for the documentary sales division in the festival category.

Produced by Atlantic advertising and public relations chief Bob Rosen, and filmed by California-based Braverman Productions, the film debuted at Atlantic’s 25th Anniversary Convention held in Palt Rail April. Since then, it has been screened in 12 foreign countries, including Japan, United Kingdom, Germany, Australia, and Holland.

Most recently, the film was taken by the U.S. Information Agency for screenings in several South American countries. It is also being shown on educational film networks throughout the U.S.

Promo Exec Sues
Budget President

LOS ANGELES—Sherman Somers a.k.a. Jeff Clark, a veteran promotional executive, recently instituted a legal suit against Atlantic after the company allegedly fired him on “The September of My Years” LP release in the mid-1960’s.


Clark claims his phrase becomes one of the songs after he makes them, there is a smooth strength in his voice which enables him to carry a song he once did not believe he would be able to. There is ample mellowness in the love notes he sings, which lends itself well to his voice to make things singable.

The song is simple works which fit perfectly in the theme of the LP. It is one of the few things that the writer Joe Raposo in the spotlight since he is represented by four tunes.

“You Will Be My Music,” the opening cut, sets the mood for the power of the orchestra and Sinatra’s voice. The lyrics are obscure, his sections work on melody, the strings acting as gosamer support, glowing along gently and then making for the reeds and brass to state their open warm participations.

“Send in the Clowns” is the most telling work and Sinatra’s best read. He uses wisely minor tunes, songs for reflection and for reprimand.

Raposo’s lyrics, like those of Kris Kristofferson (with some tune), marry well with Jenkins’ sweeping sound.

“Nash” is the only tune using a chorus and the song has a contemporary kick at the end. It is full of symbolism pointing to how one lives in today’s world.

The man called “The Voice” in the papers are singing, Sunday singing, without the choir, soaring with the eagle, singing with the nightingale. The “ark,” like the world, is getting crowded.

Raposo’s “There Used to Be A Ballpark” is a sad reflection of time whirled away.

“Let Me Try Again” enables Sinatra to reach out and touch the listener. The symbolism—or message of a key phrase been caressed upon the story of Sinatra, the inexpressible man of music: “Think of all we had before, but at least we have music.”

On a historical note, Sinatra’s last public appearance was at a concert in New York’s Carnegie Hall in 1971. On Sunday (30), he returned to that same Pavillon stage to perform at another black tie benefit.

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OCTOBER 13, 1973, BILLBOARD
BELIEVERS

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These days, it takes more time and work to launch a hit record. "Together (Body & Soulin')" already has a following, coast-to-coast. And more believers every day.

Bill Gavin's personal pick
"A striking new hit!" from "Wolfman Jack's Thundering Thirty"
Together Body and Soulin' by The Mission. Featuring Dorothy Lerner.

"Together (Body & Soulin')" by The Mission. PA 0213

Famous Music Corporation
A Gulf + Western Company

www.americanradiohistory.com

Copyrighted material
Kristofferson Song, Blackwoods & Oak Ridge Boys Sweep Dove Wins

By BILL WILLIAMS

Photograph by DONALD LEGG. Kristofferson has won an award for his photo on an album by the Oak Ridge Boys. And the Florida Boys again have pulled syndicated show. Sid Hughes of WODM-AM in Chattanooga, was named gospel music jockey of the year. An 18-piece orchestra, conducted by Rick Powell, performed the nominated songs.

In the living category of the award, the category of "King of Fame," LeRoy Abernathy was named a winner, while Darrell Crammer was elected to the deceased category. Inducted formally were other Hall of Famers: E.M. Bartlett, J.R. Baxter Jr., Don Daniel, Edgar Puse, Homer Rodebecher, J.G. Bryant, Frank Stamps, W.B. Walbert, and R.F. Winsett.

For the Dove awards, the opening events of the six-day National Convention got under way, as a result of the competition, most of the industry-related businesses sponsored various events. They include, among others, the Produce Music, Word, Blackwood Family, and the Gospel Music Association.

UA Creative Departs. Traverse New Arenas For Spoken Sets

By BOB KIRSCHE

LOS ANGELES--New and in some cases unexplored means of promotion will be used by United Artists for its five-record spoken word series, "Words Art," with the publicity, sales and artists relations department sharing the responsibility with the promotion department.

The LPs are set for strong promotion in various situations where UA executives feel a spoken word disk stands a better chance of becoming an airplay hit, through progressive FM stations, mailings to retailers and one stops clearly identifying the material as complementary and the offering's use, in book stores, in neighborhood retail outlets such as barber and beauty shops in the case of certain ethnic LPs and through ads in specialized magazines.

Alan Douglas, producer of "Hunter's Convention," a single disk on a fictitious convention bringing together 3,500 of America's fast talkers or "con men," offered some views on marketing strategies for "Words Art.

"First of all," said Douglas, "we brought in Warner Laper Enter- tainment's Maple Syrup organization to help us. What we have with this LP is an example of street art in the broadest sense. We also have background music by groups such as Kool and the Gang, which we quite like, and the spoken word music LP. We like to consider it almost a soundtrack.

For Session 2

"One of the means of promotion," Douglas added, "is to get street people who are in the downtown areas. We will give this disk to barbershops, beauty parlors, pool rooms and any other places where people hang out and music is played. With this type of material, word-of-mouth is often the best advertising. We are also doing a mailing of 3,000 LPs to black one stops and record charts, as well as to college-stations. And we will make sure the product is stocked in record stores near college campuses. We do not use the black disc jockey as an art form. For example, the University of Michigan has started a new music course for black students.

Another LP in the series is the three disk box set, "John Neithardt--Plum Creek," will also sell at $11.98 and includes the stories of Neithardt, the author of "Song of the Brakia." Neithardt, age 93, is an American Indian who talks of his memories. Our program is suitable for religious visions. The set features a poster and pictures on each of the three inner sleeves.

Book Tie-In

Barbara Scott, associate of Lloyd Lewis in publicity and artists relations, offered some marketing methods for the set. We will have a tie-in with "The Ed Sullivan Show" and another disk with "Black Elk Speaks." and we submit for marketing purposes.

(Continued on page 45)

Famous, Tara Distrib Tie

NEW YORK--XERA Music Corp. and the Tara Record Co., a newly formed European label, have signed an agreement whereby Famous will distribute Tara records exclusively in North America.

An offshoot of Tara International, the label's parent company, Tara specializes in leasing singles from a number of European artists, including the group Mental Models, the German band Mar- low, Austrian singer Ben Thomas, Canadian singer Joshua and Irish singer-guitarist Deirdra. Negotiations for the pact were handled by Famous Music president Tony Martell and Tara International president Dick Broderick.

MULTI-MIL TRAVEL: Complex Logistics Bog Tour Planning

By JOHN SIPEL

(Los Angeles--When the 40 to 50-person entourage accompanying Alice Cooper travel, the air is only the way. As in the case of the group's road manager, and Eddie Kilroy, who recently left Jerry Lee Lewis as his road producer. He found, the performers must go quickly from town to town, conserving the few precarious hours they get for sleeping and relaxing. Both Lewis and Cooper, coincidentally, use Leo Logan, who has consistently purchased larger and larger planes over the past five years, was once asked when he bought his latest what he capacity was. "It will always be a couple short," he quickly said.

Libert said the Cooper plane normally carried 130 pieces of personal baggage and the tour once had a 12-foot truck, two limousines, two station wagons and a bus the entire group, their tour equip- ment, and personal luggage. "We are always flying nonstop," he said.

The plane's crew was three with two stewardesses, a de- ploy and a engine mechanic. There was a man who is a press office, the latter usually shuf- fering from one city to another with the luggage to the baggage area and, in the case of the airport baggage entrance about the same time the plane landed. Cooper and his wife, Florence Logan, is a costume maker and Magic Tooth. Usually there was at least one standard- level artist. Cooper is a Magician and his equipment on tour with Cooper.

Ample Marging

Libert had to check these playing some- sites. The electrical equipment used by Cooper requires 600 amps, with 900 amps even better. Some facilities could not supply this minimum.

The tour had to be booked way out ahead. Camp overnight spots are hard to come by because of prentification requests have been accepted for consideration, the Richard Rogers, Harold Arlen, and Joe Louis regulations, a '30-day' clock begins for firms which submit prentification requests. The IRS, if the Council has not acted, does not delay, modify, suspend or defer the prentification deadline. Within 30 days, the price boost can automatically be put into effect. In general, firms making $100 million or more in sales annually, must most often increase price increases under Phase IV of the administration's Economic Stabilization program.

Economist's Dept. 22 issue stated that CBS had received government sanction for an increase in prices of record albums which information was received from a CBS source. Governmentally C. CBS, has not been given an official notice of action, and a CBS spokesperson simply notified a number of its customers of the pending increases.

R & H Archives files

Writer Interviews

(Continued from page 6)

Attending the reception were Richard Rogers, Harold Arlen, and Joseph Louis, among others. R & H Archives files

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General News

TOBBER OCTOBER 13, 1973, BILLBOARD

The color will be used in paper streams, hanging flag-flags, lanterns, and bandannas, with the same motto for some retail attend- aces.

According to Norm Wienerstock, vice president, MIA in St. Louis, the promotion will encompass the entire 25 counties in which the areas served by the St. Louis and Kansas City stations.

Also tied in with the "Monster Mash" push is the Disneyland attraction "A Country of A Haunted House," which, according to Wienerstock, has become a tradition- Halloween attract-
MCA Attempts LP Price Upgrading With Deluxe LP's

LOS ANGELES—MCA Records has launched a wave of double LP packages, both in new product and in older "twisters" as a means of elevating the price status of music. Rick Frio, vice president of marketing for MCA Records, said that most of the new product were double LPs because of the "nature of the product...the artists wrote the music that way."

This includes a heralded "Quadraphonia" by the Who that is being shipped with a 41-page booklet. Like the group's enormous hit of "Tommy," this is a concept LP. It's the first LP in two years by the British group.

The Elton John album set "Yellow Brick Road" is already shipping and both gold and branch and dealer orders "are our biggest initial orders to date," Frio said. "We've had orders on top of orders before the LP could even be shipped.

Both of these LP sets are suggested retail prices of $11.98, the other six double LP sets of the total of 13 albums just released have $9.98 suggested list prices. The only product to feature prices higher than $11.98 in recent times was "Jesus Christ Superstar," a double LP set, that retailed for $12.98.

Logic Explained

Reason for the higher prices? "Our competitors have had no problem with selling double LP sets at a suggested list of $11.98. The recent Leon Russell set went to No. 1 at that price. An Elton John LP usually sells a million units in both tape cartridges and albums."

Other double LP sets featured Blue Project, Sonny & Cher, and Bill Cosby.

Among two-fers, MCA just released 49 different sets and the product ranges from "The Bill Anderson Story" to "Louis Armstrong at the Crescendo" and "The Best of Peggy Lee." These are retailing for $6.98 albums and $7.98 tape cartridges. Most of these are "Best of" series or "Story" series.

Indie Mfrs. & Distrs. at '73 NAIRD Meet

GEORGE HOCKETT, National Association of Independent Record Distributors' president, Rare Records, Pasadena, Calif., second from the left, at pre-convention session, flanked by Mrs. Ellen Thomas, Tant Enterprises, Northville, Mich., recording secretary, left; and Charlie Mitchell and Jon Monday, Tacoma Dist., Santa Monica, Calif. and Billy Thomas of Tant.

SIDNEY WAKEFIELD, president of Wakefield Mfg., Co., Phoenix, Ariz., addressed the convention on the impending scarcity of raw materials and its possible effects on the industry.

JACK KALL, left, Stimson Records, Granada Hills, Calif., takes Bob Koester, Delmark records president and Chicago vintage jazz and Blues retailer, through his exhibit material.

EUGENE FINCH of Select-O-Rox, Minneapolis distributor, chats with Arnie Kaplan, Biograph Records president.

(pictures by John Eispell)

20th's Regan Signs First Foreign Deal

LOS ANGELES—Celebrating the first anniversary of the label with three gold singles and a gold album, Russ Regan, president, just signed a production deal with the Dick James organization, England, to give Regan 20th Century's first foreign product.

The label started a year ago with a close-to-the-vest approach. Regan felt that the best way to break down the barriers of the light playlist on Top 40 radio was to release "cross overs" records that would start either on soul radio and go Top 40 or in MOR radio and go Top 40. "I Love Jones," by Barry White were both soul records that later became pop hits. Regan also performed the same trick with "The Morning After" by Maureen McGovern, which started on MOR format radio stations. White's "Pee Wee So Much To Give" became a gold LP.

The Dick James organization will produce Philip Goodhand hit for 20th Century under an agreement just concluded. It was the team of Regan and James that created Elton John a superstar in the U.S. (Regan was with MCA Records then.)

The label, which started out primarily as a soul label, currently has a bubblegum hit with the DeFranco Family and is getting deeper involved in MOR music with the signing of John Davidson, co-star on the television series "The Girl With Something Extra."

BLUE THUMB'S BAG PROMOTION

LOS ANGELES—Blue Thumb Records is giving half a million plastic record album bags to retailers nationwide as a promotional device.

The orange bags show the label's blue thumbprint being scanned by a magnifying glass and the slogan, "I love Blue Thumb." Rear of the bag lists every artist on the Blue Thumb roster.

Elroy Adding 3 Units on Long Island

NEW YORK—Elroy Enterprises, Inc., Oceanside, plans to open three new units in time for the Christmas season, bringing to 13 the total discount and free-standing stores serviced by them, according to Roy Imber, president of the company. Elroy opened a record/tape department on Oct. 1 in the new Times Square Store in the Huntington Mall in Melville, N.Y.

The other two units will be operated under the name Record World, said Imber, and will be located in the Masters Shopping Plaza in Commack, N.Y., and in the Northport Shopping Mall in Holbrook, N.Y. Both Record World stores will carry a complete line of audio equipment and all three locations will sell the company's full catalog of records and tapes.

DEEP PURPLE GOLD

NEW YORK—"Smoke on the Water," a single by Deep Purple, has earned a gold record certification from the RIAA. The group records for Warner Bros. Records.

Caryn F. Haggerty, Folio Legacy Records, Sharon, Pa. left and Mike Courte of Philo Records, N. Ferrisburg, Vt., discuss the small label problems.

OCTOBER 13, 1973, BILLBOARD
Changing Tastes, Spur Music Display

NEW YORK—Broadening audience tastes, the resurgence of the theatrical stage shows and shifting venues for new acts have led Howard Stein, head of Howard Stein Enterprises, Inc., here, and a promoter whose activities in this and other major markets have focused on rock, to diversify his promotions for the coming year. Stein's move, which will find him promoting to classical audiences in urban and suburban locations, stems from the promoter's conviction that growth in today's market is contingent on tapping diversified audience needs.

Highlighting Stein's upcoming schedule is the projected opening of the Westchester Premier Theater (Billboard, Oct. 6), which will embody Stein's new approach by offering a wide range of shows that cover rock, pop, MOR, classical and children's audiences.

While awaiting completion of that facility, slated to open next fall, Stein has structured his promotions for the '73-'74 concert season around both his former strong suit, rock promotion, and shows which attract audience tastes as his upcoming promotions of Josephine Baker in St. Louis (St. Louis County Gardens, Oct. 28), Philadelphia (Academy of Music, Nov. 15), Atlanta (Civic Auditorium, Nov. 19) Washington (JFK Concert Hall, Nov. 20), and New York (Carnegie Hall, Nov. 29).

Stein will also promote Mikis Theodorakis, appearing in Washing- ton (JFK Concert Hall, Oct. 8) and Philadelphia (Academy of Mu- sic, Oct. 29) and expects to add "a lot of concerts we never would have looked at before."

That more wide-open approach to potential bookings parallels Stein's move toward the suburban market, which he first tackled solely while promoting rock shows at the Capitol Thea- ter in Port Chester, N.Y. Stein has directed most of his acts at urban venues, but his return to the suburbs signals his changing param-

(Continued on page 13)

Two Fund-Raising Concerts Mark NAACP's 56th Year

NEW YORK—The NAACP cele- brates its 65th anniversary this year with its first concert series, comprising two concerts to be held at Phila- delphia February 2 and 3. The series is ex- pected to be an annual fund-raising event.

The initial concert, set for Dec. 16, features Roberta Peters and George Shirley in an afternoon recital, Sec- ond concert, set for March 31, 1974, will be an evening concert featuring pianist Andre Watts and The Sym- phony of the New World conducted by Paul Freeman. Watts is donating his services.

Chairmen of the benefit concert committee are Mrs. Ralph J. Benvenuti, president of the New York Philharmonic and John F. Smith, president of the na- tion's oldest civil rights organization, the Libe- racy agency, John F. Smith, Inc.

The series will benefit the NAACP's educational, cultural, and community programs nationally and in New York. Organization is being handled by the National Mid Man- hattan branch, which supports and operates Project Rebound, a tax-de- ductible educational program.

Tickets are being sold in subscrip- tions for both concerts in the series, with roughly half of the hall's 2,200 seats reserved for sale at benefit prices of $20, $25 and $100. Remaining sales will be at box office prices, from $8 to $20 for the series.

Benefit tickets are tax-deductible except for sales tax. Tickets are available for the series from the Concert Series office at 150 Sth Street, New York City. Tickets at regular box office prices will also be sold through the Philharmonic Hall box office.

Blossom Center In Full Blossom

NEW YORK—The Blossom Mu- sic Center in Cleveland has reported its highest summer attendance sea- son in six years for promotions there this summer. In all 58 events were held at the facility, with several top concert acts topping the figures.

Leading attendance figures were cited for the Sea & Crofts, Pink Floyd, Stephen Stills, the Carpenters, Sha Na Na and the Guess Who.

Tired of watching the studio clock? Try our daily rate of $300 plus tape Two day rate of $550 plus tape Three day rate of $800 plus tape Weekly rate of $1700 plus tape Includes 16 track recording on an Ampex MM-1000 and Stereo mixdown to a Studer A-80.

GILFOY SOUND STUDIOS, Inc. 500 Groveland Blvd. Bloomington, Indiana 47401 / 812-339-1341

P.S. We use 20 channels of DBX for the quietest tapes you have ever heard.

OCTOBER 13, 1973, BILLBOARD
NEIL YOUNG
GRAHAM NASH
The Rolling Stones
Neil Young is probably today's king of the laid-back school of "my music is my act," writer, singer, and performer. Though the Rolling Stones are so distinctive, they become a discipline of that Young's individual talents. So, in 1971, he formed the Rolling Stones and his band. Young's band, in fact, gained the Rolling Stones' original opening band, which was the Doors of the Rolling Stones. These are the same band that was dedicated to the Rolling Stones' rendition of the street for the ticket office open.

Switching between guitar and piano with his band, which includes bassist Rick Nielsen and drummer Dan Aykroyd, Young formed his band. But the band's name is not a giveaway about the band's new material. The band's name is "The Rolling Stones," and the band's members are known for their "Rolling Stones." The band formed in 1971, and they played this song on the show "The Rolling Stones." The song was "The Rolling Stones." The song was recorded in 1971, and in 1973, the song was released on the album "The Rolling Stones.

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service station: At Western Michigan U. Kalamazoo, WMU-FM’s progressive programming affiliate, known to us as “Crankease,” now has Tom Trench as its new program director. Formerly in New York, Trench has gone on to work with Gunther Hauzer at Atlantic Records in New York. . . . At WSSU-FM, U. of Wisconsin-Superior, new staff includes operations manager Jan Brown, who also manages the radio station; and music director Paul Swanson, who’ll share his duties with Brown. . . . In beautiful Lake Forest, Ill., the AM carrier operation at Lake Forest College once known as WDFK is no more. It’s now WMWM-FM, and main men George Tyler and Peter Peterson will be around to fulfill their promise. The music director’s slot for this year hasn’t been filled yet, so contact either of the above.

Hopefully, some astute campus folk caught news of the upcoming California Campus Radio Co-operative meet set for Oct. 27-28 at California Polytechnic State Univ. Pat Darr and a big coterie of California college broadcasters (“The Fourth Tower of Ivanhoe”), is at it again. This year’s event will be “Moon Over Morroco,” a stereo serial that again utilizes a variety of aural possibilities to explore your mind.

This year, however, ZBS is having its share of problems securing funding for the series. And, before they can finalize possible sponsorships, they need to find more secure audience figures. So, the series this year will cost stations some bread, and ZBS could use whatever interlibrary services and demographics on college radio in general they can find.

All good things come to an end, and college radio has a lot of listeners, but we’ve got to prove it before we get any significant response from the big advertisers.

Jane Records, the import record distribution operation located in South Plainfield, N. J., has begun mailing its newsletter to interested stations and friends of the industry. Jane Records’ new catalog of available titles are all product in the Trojan catalog: for those who might suspect that this implies unavory social position on the part of Jane is only a U. K. record label specializing in reggae.

More information available to interested stations from Wall O’Brien at Jane.

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ZBS Media, Inc., the programming production firm that last year offered an extensive radio series to college broadcasters (“The Fourth Tower of Ivanhoe”), is at it again. This year’s event will be “Moon Over Morocco,” a stereo serial that again utilizes a variety of aural possibilities to explore your mind.

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NEW YORK — Tico/Alegre Records, a division of Roulette Records, will present the Tico/ Alegre All-Stars in two concerts at Carnegie Hall here May 24, 1973, according to Joe Cain, general manager of Tico/Alegre.

Cain said that "the concerts are designed to signal the rebirth of the Alegre All-Stars, as well as to point out the strength of current Tico artists, and to create a better art exposure for all label acts. He said that plans call for the recording of a live-concert version of the concert and the creation of a major marketing and promotional campaign to back the event."

Scheduled to appear for the two performances are Tito Puente and his orchestra, Israel Rivera y sus Cambiaso, the Joe Cuba Sextet, La Lupe, Charlie Palmieri and his orchestra, with Victor Aviles, Veronica Vidal, Manny Rivera and his orchestra, with Julian Llanos, Yayo El Indio, and Javier Vazquez.

Cain stated that the concerts would be promoted with a number of radio spots on local Latin stations, and such a number of trade ads and advertising. He said that the label will also be working "very closely" with its local distributors for the promotion in the event and that in local retailers.

Changing Tastes

Continued from page 14

...artists in his intended goal of eventually offering such fare as 'Tito Field's one-hour show of Alice Cooper the next.'"

Rock Theater

At the same time, his rock promotions will be more elaborately produced than in the past, due, Stein notes, to an increased professionalism and theatricality from rock acts.

Indicative of that approach is a projected week-long run at the Labyrinth Theater, a Broadway venue, for 'Sha Na Na,' which would balance that act's 20's image against a "50's theme, that of a popular Broadway show of the times."

Stein is also promoting a Hallowe'en party and costume ball at the Waldorf-Astoria's grand ballroom, with the New York Dolls to perform. That Oct. 31 date marks the first invasion of a rock audience into that hall, and will be followed by yet another theatrical presentation on Nov. 7, when Stein presents Martin Mull at Avery Fisher Hall in Lincoln Center. The Mull show will expand on that artist's stage set by offering art-derivative figures, a full band, circus clowns and other Busby Berkeley touches.

Stein still feels rock is "the most viable medium for the concert promoter," but he notes that the music is changing as迅速地, and so are the means of exposure. Many vehicles for breaking new acts, notably smaller clubs, are overcrowded with established talent, and Stein points toward the "guy" club circuit here as a significant new test ground for talent, particularly in terms of more theatrical acts.

Stein's schedule will be rounded out by some 34 other dates in mar- kets from Chicago to Miami, Washington, Boston, West Palm Beach, Minneapolis, and Atlanta.

**Latin Scene **

NEW YORK

A number of Caytronics Records artists are currently involved in a roving "caravan theater" show

**Latin Music **

Tico/Alegre All-Stars in 2 Concerts

**In Chicago **

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**Peret **

**Ponme la mano caridad **

When Answering Ads . . . Say You Saw it in Billboard

**Producers Stage Meet **

**Fania Operation Set in Panama **

**Latin Records **

**Different Artists **

**Billboard Special Survey for Week Ending 10/13/73 **

**Caytronics **

**Los Reyes **

**Fania Records **

**Mugra Records **

**Velnato Records **

**Roulette Records **

**Sound Products **
Joe Walsh and Barnstorming Fire Tree The Rosy, Los Angeles

Combining fine singing abilities, excellent musicianship, and arrangements and a flair for showmanship is not easy, but Joe Walsh and Barnstorming Fire prove they can do just that. They've managed to blend their talents into something unique.

Joe Walsh, best known for his work with The Eagles, has a voice that is both soulful and powerful. His choice of songs is eclectic, ranging from classic rock to blues to soul. Barnstorming Fire's instrumentation is top-notch, with Walsh's guitar work taking center stage.

The band's live shows are legendary for their energy and intensity. Walsh's stage presence is electric, and the band's chemistry is palpable. They know how to engage the audience and keep them on the edge of their seats.

Walsh has said that he enjoys the challenge of working with different musicians, and Barnstorming Fire is no exception. Each member brings their own unique style to the mix, creating a sound that is both familiar and exciting.

Overall, Joe Walsh and Barnstorming Fire are a force to be reckoned with. Their music is a testament to their talent and dedication, and they continue to impress fans with their showmanship and musicianship.

---

RASPBERRIES STORIES

Carrie Heil, New York

Credit the gritty, pumpy vocals of lead singer Jack Alexander. Stories more than a mere competent rock `n' roll band. As in New York debut at Carnegie Hall, the five men easily coalesce to take off. Laid back, nudes from the width, harmonies are more on the edge than energetic showmanship and was good. Stor- ries have fine records and are the million selling "Brother Lion" a case in point, and to return to this the group is reformed. The band is bound to remain, more, more, and more.

Raspberries was something else—"Sister Louise's" song more than that same night back. Making no pretense to be anything more than what they are, the group recording group brought back an echo of music free of excess and full of experience. No messages with this group. Kicking off with a classic and the band, Raspberries made the direction of its music perfectly clear. Hits such as "One Way," "Wanted," "Tonight," are a case in '60s more and are quite fine.

Focus point of the group is Leon Carmichael, a McCarthys' impressive bass player who plays rhythm guitar, piano and is quite adept at playing up a crowd. The group's tight harmonies, shared lead vocals, varied instrumentation and feeling for the music of the band, makes for an evening of happy, if not heavy playing.

---

1 Mil-Seller

Continued from page 19

"I'll show business as long as it's lucrative," says Walsh. He'll also say his philosophy, which is: "A man must work hard to achieve whatever he wants to gain, materialistically and otherwise..."
Radio-TV Programming

Billboard's Country Music Charts

Bulwark 3-Hour Syndicated Watermark/Bowman Radio Series

LOS ANGELES—Watermark Inc. unveiled the first "American Country Countdown," a three-hour weekly countdown of the top-selling country singles as heard on its network, for the weekend of Oct. 6-7, according to Watermark president Tom Roundms.

The syndicated show is hosted by Don Bowman, a recording artist in his own right noted for his humor.

The show hit the air on at least 50 radio stations, Roundms said.

This is vastly different from the start of Watermark's "American Top 40," a three-hour show that got its start on July 4, 1970, on just seven radio stations. Today, this show is one of the most popular syndicated radio shows in the world. It is, based on Billboard chart information, supplied by knowledgeable disc jockeys, who track new shows and figure into subscribing radio stations. Casey Kasem is host of "American Top 40," which is produced by Don bastian.

The countdown went over the year-end countdown of the top 100 country records of the year for subscribing stations who take "American Country Countdown." The show will be sent to all stations to broadcast the weekends nearest Christmas and New Year's Eve.

Country's Future Elicits KFEQ-AM's FormaTurn

ST. JOSEPH, Mo.—KFEQ-AM, a 5,000-watt 24-hour station managed here by John H. Derby, has indicated the station may do a country music format. Program director is Ed Riley, who'd be at WONE, Bentonville, Ark. The station's signal gets into such cities as Omaha, Des Moines, Topeka, and Kansas City.

Part of the reason for the format change, which has been as basically as MSRI of St. Louis, is that the stations are aware of the interest and future in modern country music. Mr. Riley said, "We've heard of the 5,000-watt of broadcasting will attract more listeners both locally and regionally." The air also sounds itself as "Country Sunshine."

During the morning show is Riley, Bill Foster, a veteran in the market for 15 years, does 10 a.m.-2 p.m., followed by Jerry (Jerry Carson) Scherer from KXOM-AM in Warrensburg, Mo., in the 2 p.m.-7 p.m. slot; Phil Clinton, 7; and Don Robinson, 7 p.m.-11 p.m. Country music artists are invited to call Don Register on his show and talk, over the air. The number is 816-223-3800.

Management also indicated that another reason for the station going country was the advent of WHN-AM in New York, which is getting to country music a while back.

Chicago—An undetermined seriousness reflecting the pressures surrounding blacks in broadcasting ran through the gala testimonial dinner Sept. 26 for E. Rodney Jones, WYON-AM personality and president of the National Association of Recording Artists and Businessmen. The honor was extended to Jones, who was honored for his personal achievement in the industry probably cut down on expected support and attendance. The hotel was packed to its limits, almost empty a program that dragged at times as individuals and groups of representatives made testimonial presentations to Jones on his 25 years in the radio business.

Full accountability of the money will be made, said Spann. "Anyone who has run one of these needs to know it, that's what's going to be kept. Our books are open." He credited Kay Jones, Lucy lace and Hazel Irvin as three of the top staffers in putting the program together.

WYON-AM's involvement in community projects is well-known throughout the city. A letter signed by Bert Michigan, WYON-AM vice president, was passed paling a plan to send 4,000 children to the circus Oct. 4 and to donate funds to Provident Hospital on the South Side, Garfield Park and Bethany-Bethlehem hospitals on the West side, Southern Baptist Church and Urban Gateways and the WQN-AM scholarship fund.

"This is a long night," the Joe Jackson. "It was the longest presentation of a $2,000 check from Jones to Al Benjamins, WGN-AM general manager, and a telephone message from Stive Wonder, new recording artist on Capital, was being collected from the evening.

Rev. Jesse Jackson, president, Operation PUSH, who has spoken around the country in support of the anti-polluting and environmental organizations, said, "Any black person in a corporation is facing the same thing. But the black man contributed to the professional man, the big man. It's the only people you can say that to be of what you are doing with the Urban League Southern Christian Leadership Conference and PUSH, our relationship would have to start at some place else.

There's war going on around us and if that war is not stopped, corporations will have to be done. We have no more Motown, no more corporations."

Rev. Jackson's broadcasts were switched recently from WYON-AM to WKY-AM, since which Jones said came about because black sponsors wanted the show on black-owned stations (part of Johnson Publications).

WYON, owned by Globetrotter Communications and represented at dinner by Peter Palmer, was re-signed by John H. Derby, program director, president, Search for Truth, Inc., who paid tribute to WYON-AM, opening the program to the audience as much as possible for white folks, but your station has given me a voice," Mears said, adding, "I want you to be proud of your mind and has nothing to do with demographics." He described Jones as "just black enough," and said he would support WYON-AM "as long as it is loyal to the community."

Jackson, who had earlier said there were about a couple of people here who couldn't afford to be," he would have said, "That's right." He was supported by WYON-AM's president of the board of directors and the board of directors.

Chairman of the Board, said, "If he had not been for (Jones), you would not say 'Mr. Jones.' He also added the call to Mrs. Amanda Jones, who was recognized, that the station's strong standing of the evening.

Paul Johnson, then state board of directors, said that there was no "right to the exuberance of my own verity."

Townsend credited Jones with being first to play such big hits as "Your Love," and "I Can't Help Myself" to the stations on the show.

"It was the energy of my own verification," said Townsend, then cleared up the station's exuberance. "It was the station's own verification, that they want to make sure they're doing it right."

TM Productions Launching Stereo Commercials Packet

DALLAS—TM Productions has launched "The Producer," a total commercial production service for radio-TV-pool packages, including the "Radio Show" show chief operating officer of the giant broadcast services firm.

The "Radioshow" show is a 32-record, four more records are supplied on a bi-monthly basis. Stations receive 10 complete packages, including eight records of commercial images, eight records of commercial production music, six of

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New Premium LP for Radio

LOS ANGELES—Custom Fidelity's special products division has launched a new double-LP packet for radio stations.

The album of "24 Great Hits" includes master tracks by such artists as Elvis Presley, the Beach Boys and the Three Dog Night. The album is now ready and will be available on a regional basis.

City 21 to Peddle Start Year-Show

GATHERING BACKSTAGE to welcome Donald Byrd, Blue Note Records recording artist, to the Main, Philadelphia, is a byword of personal qualities. From left: Mill Johnson, WYON-AM, Byrd, Dave Rodio, WDDAS-AM, Tony Brown of WDDAS-AM, Jonathan Takiff of WMMR-AM and Larry Co-Heh, east coast promotion director for United Artists Records, which distributes Blue Note.

Atlanta Bistro Launches Free 'Live' Concert Tape Service

ATLANTA—Richards, a leading rock music club here, has launched a free concert tapes services to radio stations.

Michael Bone, director of promotion for the club, said that already 15 radio stations have signed up to broadcast the tapes of original concerts held at Richards'. The live shows are anywhere from 3 minutes, or up to an hour, to hours and include such artists as King Crimson, Terry Reid, Manfred Mann, Tower of Power, Buchman Turner, Overdrive, the New Cactus, Freddie King, El Rocho, Spirit, Warm, Robin Trower, Rory Gallagher and Sowmore Camel.

Richards' normally books acts Monday through Friday, bringing in artists weekly. The acts are taped by Sam's Tape Truck Service, Atlanta, and are given to radio stations free of any binding. Radio companies have been paying for line charges, themselves, to record and reproduce.

So far, the shows called "Live From Richard's" have been featured on such stations as WRAS-AM in Atlanta, (which takes a live feed), WYON-AM, Valdosta State College, WAGM-AM, WKBV-AM, WWIL-AM, Knoxville, WXDA-AM, Nashville, WJLN-AM, Birmingham, WHYY-AM, Philadelphia, WQWB-AM, New York, WSDQ-AM, Raleigh, N.C., and the like. Richards feels that broadcasts of such shows have helped sales by such artists as Mann and most stations report good initial response.

CKVM-AM Returns to Former CFUN-AM Name

VANCOUVER, Canada—CKVM-AM has changed its call letters back to CFUN-AM, the same call letters it held 1955-1963. The station originally went on the air in 1922 as CFCQ-AM, then became CKQ-AM in 1926 and CFUN in 1955. Format will still be directed toward an adult contemporary sound under program director Chuck McCoy. Staff includes Fred Latorre, John Rode, Daryl B. Ronald Graham is general manager.

Catapult CTV Promo Experiment

SAN FRANCISCO—Catapult Records is experimenting with on-air and TV music show on Viacom's CATV system here. Television Signal Carriers, Inc., now is being broadcast in a three- and a half-hour "Music Connection" music program. San Francisco's CATV, with no regular spot announcements equally with Record Factory, a local re-
Nader Moves More Into Television & Films

NEW YORK—Richard Nader, president of Music Production Consultants, Inc. and originator of the 1950's Rock and Roll Revivals, is entering the realm of television and film production. Plans which parallel the expansion of the Nader organization through his impatient staff increases, focus on the development of "musical documentaries," rather than traditional rock concert photographs.

Nader has signed with the William Morris Agency for exclusive representation in a television and film production. Tony Ford, creative services head for the agency, stated that programming chiefs at the major television networks were being approached for discussions on Nader's initial proposals.

Two of Nader's existing live concert projects, the British Rock Invasion and the 1976 Rock and Roll Revival, have already been brought to television via NBC-TV's "Midnight Special" late night rock series, with the Revival segment to be taped later this month. Commenting on his decision to avoid rock concerts for television, a concept he feels has been exhausted, Nader cited a possible "over saturation" of such programs as cause for industry caution. "In most cases, our biggest performers are being paid scale wages to perform before millions of homes on television," he continued. Adding that the record and music industry should re-evaluate television exposure in terms of its effect on concert bookings, gate receipts and record sales.

"I agree that we need exposure in other mediums and welcome it," said Nader, "but I still, at date, am warning away the most outstanding bands because there are artists that may not be reaping the benefits, but might be raped."

In assessing the potential commercial impact of his proposed combination of documentation with music, Nader felt that television could be the "medium for music" through the "human element" to both the performers and the industry itself. "The 'rockumentary' will make it more a matter of..."

An emphasis on the "emotional side" of both artist and music should be "potentially very lucid," he concluded.

Nader also stated that his ongoing acquisition of concert packages and promoter will continue, with an expanded schedule.

THE FORTIES ARE FREE
THE FORTIES ARE FREE

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WHY SHOULD ONLY—

Don Sanderson, Danny Kramer, Jim Tale, Hal Whitney, Bill Heywood, Mike George, Hargrave, Jr., Jimmy Howard, M. James, Phil Harper, Alton Saunders, Beverly Johnson, Mike Allen and Gary Cooper have brilliant comedy delivered right to their homes! See what it all about! For free sample write: Hype, Inc., Box 90318, Long Beach, Calif.

LAUGH at and with THE DON WADE STUDIO

13 weeks of the funnest far-out episodes for contemporary audiences—already major market success—and you can sell it!!

Free Demo... Call Collect (215) 922-0607

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New Spots, 45's W. Va. Topics

By EDWARD MORRIS

EDITOR'S NOTE: Dr. Robert James Buehnew, Univ. of Fla. marketing expert, offered an essay at the recent W. Va. Music & Vending Assn. new ideas for marketing (Billboard, Oct. 6) and Carl Dille, Royal Ditt., Cleveland, told of setting up arcade rooms in hotels and motels. The meeting was also highlighted by a talk on defective 45's.

CHARLESTON, Va.-Royal Ditt has a full-time researcher seeking new locations for jukeboxes and games, the W. Va. audience was told. 100 Motels According to Dille, over 100 motels, from Cleveland to Knoxville, have been set up through his company and that interest is still building. Operators in each area install and service the machines. Because customers are not the same from one day to the next, machines do not have to be replaced as often. A motel's take averages $40 to $100 a week, Dille said, and one particular successful monthly reporting is in weekly receipts of $2,000.

Glimmers used to lure customers into the game rooms include signs in the customers' rooms and "wooden nickles" worth a quarter of free play. Missionary in his enthusiasm, Dille said "we are willing to share our knowledge with anyone."

Carroll Brack delivered a speech based on issues raised at Billboard's Jukebox Programming Conference in May. Her basic subject was 45 records which are poor in quality or so long as to be profit cutting. Brack passed out 45's which had oval holes and which lacked labels as examples of what operators were finding themselves up against.

Tos Thin Specifically, 45's came under fire for being too thin, a condition which can cause a space, uneven dropping, and spillage for shipping on the turntable; for having labels (Continued on page 24)

Jukebox Programming

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Shortages Pinch 45 Quality Push

By EARL PAIGE

CHICAGO-Jukebox programmers and home phonograph manufacturers involved in the multifaceted efforts to improve the quality of 45's are watching carefully the shortage of raw materials (Billboard, Oct. 6). While attention is directed at the desert supply of benzene, the main compound from which polyvinyl chloride (PVC) is made and hence LP's, experts point to an even more critical shortage of polystyrene used for singles. A chief worry of jukebox people is that more of the single pressing will be farmed out as a result of the crunch on LP's, and such farm-outs have resulted in poorer quality 45's.

Byry Johnson, industrial manager of compounds, Tenneco Chemicals, Tuscaloosa, N.J., said, polystyrene "is drying up faster than PVC. This would make sense because it is low-end product and would be bought up faster." A N.J. pressing plant manager said he believes some problems with 45's stem from injection molding with polystyrene. "I don't even believe they should use styrene, but I suppose it's a cost factor again."

VOTE ON TOP JUKEBOX HITS


Jukebox Copyright Outlined in Va.

By RAY BRACK

VIRGINIA BEACH, Va.-Nicholas Allen of Music Operators of America told the Music Operators of Virginia meeting here recently that MOA is optimistic about proposed copyright legislation but that there are still dangers to be faced.

Allen said the outlook for the industry getting what it wants in the massive bundle of copyright legislation is bright. "Our $5 royalty seems fairly well settled," he said. He cautioned, though, that there is pressure for a "cost of living" factor to be worked into all fixed royalty rates, under a system that would add an additional annual fee based on the percentage of rise in the consumer price index.

"That's a very dangerous proposal from our industry viewpoint," Allen said. "That would increase our royalty fee for as much as 60 percent, and you can see what that would do to our comprehension. We are going to remind Congress, if need be, that our $5 is a compromise, and it remains our offer. I've told the committee members just that, and if there's any change they can expect a fight from the jukebox industry." Allen remarked, "You'd think that after 8 years something would have been acted on, but the bill cuts across a tremendous sweep of interests. Also, changes in technology—primarily CATV (Cable TV) and data processing have delayed finishing the bill."

He noted that the CATV issue that has hung up progress for years has been resolved, but parties involved and Congress are still not agreed on the right fees CATV users will pay.

Complex The industry's copyright allies, Allen reports, vary according to the issue. While the recording industry favors the recording arts fee (bitterly opposed by the jukebox industry) it joins MOA in opposing the cost-of-living increase since the recording industry already pays a mechanical fee.

Joining with the jukebox industry in opposing the $1 recording arts fee in the National Association of Broadcasters.

(Continued on page 24)

Copyrighted material
**King's One Stop Service for all Bulk Vending Machine Operators**

**Jukebox Performers**

**Vox Jox**
CLASSICAL MUSIC
Polydor Symphonies on Tape Marks Anniversary of DG

LONDON—Last month Polydor released its Symphony Edition—13 symphonies on tape to mark the 75th anniversary of Deutsche Grammophon. Tape marketing manager Laurie Adams said it was a mammoth project never attempted before. "It is the biggest classical series on tape released to date," he said.

The retail price of the set is more than $453.60. Each specially packed box contains six cassettes and a battery of details at $33.75. "It is not very often a company has such a prestigious release which is also 100 per cent saleable," Adams commented.

The Edition covers the symphonies by every major composer and to promote it in addition to heavy advertising Polydor is releasing a sampler cassette with Mozart's Symphony No. 41 (Jupiter) and Haydn's Symphony No. 94 (Surprise) retailing at $3. The 13 packs include symphonies by Mozart, Beethoven, Bruckner, Schubert, Mahler, Tchaikovsky, Dvorak, Sibelius, Mendelssohn and Schumann.

Adams said that although the set had been discussed over the last of opera available on tape, and Polydor planned to release three opera sets in October to help overcome this. The three books include Verdi's Rigoletto, Mozart's The Magic Flute and Rossini's The Barber of Seville, will retail at $19.20. At the same time two box sets containing two cassettes each and retailing at $20 will be released. They are Handel's six Brandenburg concerts and Verdi's Requiem.

CBS Sales Meet Is Shown Seven 3-LP Sets in U.K.

LONDON—New box set programs of classical recordings were presented to CBS sales force at the Stratford-on-Avon Hilton last weekend by classical promotion manager Robert Walker, a total of seven 3-LP sets to retail at £4.22 until next Feb. 28. All are available for Nov. 1 and will be supported by leaflet and window-display campaigns nationwide.

He greets George Szell and the Cleveland Orchestra playing all four symphonies of Brahms plus the Academic Festival and Tragic Overtures, organist E. Power Biggs with the London Philharmonic Orchestras and Sir Adrian Boult in Handel Organ Concertos, the complete piano music of Mozart Ravel by the late Robert Casadesus, and a Tchaikovsky group with Ormandy conducting the Philadelphia Orchestra and the Piano Concerto No. 1 with soloist Eugene Istomin, the Concertos Nos. 2 and 3 played by Gary Griffin, the Violin Concerto by David Oistrakh and the cello Rocco Variations by Leonard Rose.

Back into the catalog comes the complete performance of Kurt Weill's rarely-heard opera The Rise and Fall of the City of Mahagonny with the original performance as Jenney's of West End Lotta Lenya, Ormandy and the Philadelphia Plainfield, the recent-known Richard Strauss tone-poems on 75723 with Don Juan, Don Quixote. Also Sprach Zarathustra, Ein Heldenleben, Death and Transfiguration and Till Eulenspiegel.

And after John Ormandy is starred on 7735 in a total of 35 of his best-loved guitar recordings. He also announced for December a release of the recording of the popular Gustav Holst suite The Planets, with Leonard Bernstein conducting the New York Philharmonic Orchestra (77301) to retail at £2.50. Pre-Christmas, a new release of CBS classical single LPs and aimed at the market bound to result from exhibition in 1974 of the centenial of Beethoven's birth.

Montreux Winners Listed

MONTREUX—Recording world's most coveted prizes, the Grand Prix Mondial awarded the International jury of record critics at the Montreux Festival in Switzerland on last week's British recording companies and British-made issues.

Of the four awards and one special top prize of opera was given to the Phonogram's "Benvenuto Cellini" of Berlin, conducted by Colin Davis and produced by Erik Schmitt (Billboard Oct. 6), released here last February. Tyning was it was the Harmonia Mundi recording of Mussorgsky's opera 'Khovanschina,' recorded by the Sofia Opera of Bulgaria and not available here.

In the orchestral section the award went to the London Mozart Players under the Symphony No. 8 by the Chicago Symphony Orchestra conducted by Sir Georg Solti (SET), with soloists: Harriet Harper, Lucia Popp, Yvonne Minton, Helen Watts, Rene Kollo, John Shirley-Quirk and Murti Talvela, released here last October.

Solo instrumental prize was given to DGG's recording by former Warner Chaplin Prize winner Maurizio Pollini for his performance of the 24 Chopin Etudes brought out here last November. This year a special prize for a valuable historical recording was given to EMI's issue last year of 1952 monaural recording of Wagner's 'The Ring' conducted by Wilhelm Furtwangler on (1 LPs).

Montreux's "Diploma of Honor," always awarded a year in advance, is to go in 1974 to veteran conductor Kurt Edelhohm, who will be 80 next August and is still conducting regularly. The 1973 award, chosen last year, went to Arthur Rubinstein, who received it at the ceremonial presentation in the historic Chamonix Castle.

As well as awards to recordings, Montreux this year honored recording engineers Arthur Haddy of Decca and Horst Redlich of Telefunken, Berlin. Japan's JVC engineer Iosui and CBS's Benjamin Bauer, the two latter for their work in developing quadraphonic recording.

Judging this year included Britain's Edward Greenfield, music and concert manager of the Giuliano and U.S. High Fidelity editor Leonard Marcus.

October Is Gould Month At Columbia

NEW YORK—Columbia Masterworks, in conjunction with its designation as "Mozart Month" being Glenn Gould month, is releasing five new LPs from the Canadian pianist and offering a 15-minute radio special to classical stations, featuring conversations between Gould and Ken Harnum on Wagner transcriptions.

The new LP releases feature the works of Bach, Mozart and Beethoven.
**Country Music**

**Anticipated Peak Turnout Forces ‘Opry Week’ to Use Color-Coding**

NASHVILLE—The greatest influx of radio personnel is years is anticipated for this year's 48th "Grand Ole Opry" Birthday Celebration, according to the color-code plan for this year's event.

Registration officials have divided categories into colors, not only to determine in advance what groups are best represented, but to help in identity during the convention, Oct. 17-18-19-20.

Early indications are that (1) registration will run ahead of last year's total of 5,300; (2) the majority of those registering are in the radio-TV category and (3) the greatest number of foreign visitors, perhaps as many as 500, will attend this year.

As of this writing, there were 160 artists confirmed for appearances at the various shows. The figure may climb to 200 before it is finalized.

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**Tops Country**

Continued from page 1

Each. At the Kentucky State Fair Rodeo he grossed $136,000 and played to 55,000 persons in five performances. At a similar rodeo in New Mexico, he played to three sell-out performances, drawing more than 36,000.

The show is a complete, self-contained unit which includes Johnny Russell, Alex Houston, The Four Guys, and The Pioneers, Pride's band.

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**Top Acts’ Wives Star As Models For Fashion Show**

NASHVILLE — Top recording artists, radio personalities and others joined the wives of singers and musicians in this year's "Sounds and Styles" Show at the Grand Ole Opry House.

The event, sponsored by the Music City Chapter of American Business Women's Association, was headlined by the Jack Greene/ Jeanie Seely Show, featuring Justin Tubb and Goldie Hill. Miss Hill, wife of Carl Smith, had not appeared publicly in 15 years. Models for the fashion show wore Minnie, Johnny Duncan, Justin Tubb, Bill Anderson, Jim Ed Brown, Bobby Bare, Nat Stuckey, Lester Willburn and Rex Allen Jr.

Radio personalities such as Hope Hines, Tony George, Russ Spooner, Dave Deborah, Dick Kaiser and Casey Jenkins also took part in the show, wearing costumes of "Grand Ole Opry" entertainers since 1926. The priceless costumes were loaned by the artists.

Grant Turner, veteran of WSM, was master of ceremonies. All proceeds go to a scholarship fund, and for the first time an additional scholarship was awarded to a student entering college to earn a degree in music.

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**CMA Adding DJ Awards**

NASHVILLE—Reversing a trend of recent years, a new Country Music Association award has been established to be presented the first time this year.

Ted Harris, chairman of the membership committee of CMA, said that a special award to disk jockeys will be presented at the annual banquet here Oct. 19. It will not be awarded on the national television show.

The move to reduce categories was begun a few years ago in order to tighten the network presentation. Since the award this time circumvents television, the expansion is not in conflict with the earlier action. The disk jockey award will be

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**Waylon Jennings' "You Ask Me To"**

Specially re-recorded for radio airplay.

**He's shootin' up the charts again.**

---

**Cash Box**

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**Record World**

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**Billboard**

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**RCA Records and Tapes**

Includes: Old Five and Diners (Like Me) Help It All - Rodeo Down Easy You Ask Me To - Honky Tonk Heroes

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OCTOBER 13, 1973, BILLBOARD
Doyle Holly
2 hit singles in a row!

"Queen of the Silver Dollar"
(#B 5018)
followed by

"Lila"*
(#B 5027)

this week 72*
on Billboard’s
Hot Country Singles
Chart!

and now...
the album

#BR 15010)
Produced by Ken Mansfield
*published by Dobbins Music
1973 MGM Records, Inc.
Plain and Simple

“TWO MANY MEMORIES”

is a HIT!

Exclusively on MGM RECORDS

MG M-K14669

Bookings:

SONNY J. P. PRODUCTIONS
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ROB BLACKWOOD, President
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Hollywood, CA 90029

OCTOBER 13, 1973, BILLBOARD
The Original.

Tanya Tucker is one of those rare things that arrives on the music scene every few years and takes it by storm. She's an original.

At fourteen she had developed a singing style all her own... and a taste for a new type of earthy, true-to-life song.

Her first album included "Delta Dawn" and "The Jamestown Ferry." Songs that will continue to be covered for years to come.

Her second album has already given Tanya two Number-One country hits... "What's Your Mama's Name" and "Blood Red and Goin' Down."

Now, at fifteen, Tanya is on the verge of exploding nationally... As all true originals inevitably must.

Tanya Tucker
On Columbia Records® and Tapes

John Kelly, personal manager.
John Kelly & Associates
P.O. Box 14927
Las Vegas, Nevada 89114
Phone: (702) 451-1041
(702) 451-8081
Rice Records has made a distribution deal with Shirley Singleton's Plantation... Dorothy Hess, formerly with Buddy Lee Attractions, is now with the Roger Talent Enterprises... Marty Robbins had to call off his scheduled birthday party at WQSM because of hurtting his shoulder while working on his nearby farm. He also had to cancel some appearances.

Billy Walker, the MGM singer, is now produced by Bill Walker, the Australian who hit it big in Nashville... Dickey Lee and wife, Linda, are expecting their second baby sometime late in November... Nat Stuckey may be the most honored person around. Previously an honorary citizen of Lafayette, La., and a colonel on the staff of the Louisiana Governor, he now has been made an honorary citizen of Baton Rouge... Charlie Louvin is a believer in youth. On his road show, his entire band ranges in age from 19 to 21... Berry Jo Hunter is in Nevada for a tour of colleges.

Ronnie Prophet, ever expanding, has signed a new group to a personal management contract. The group is known as Blue Field. Two brothers in the group are named Scruggs, but are not related to Earl... Earl Owens has signed personal management contracts with Brian Shaw and Del Delamont. He also is handling Charlie Louvin and Jesse Brown.

Bill Woods, a pioneer in music in Bakerfield, is trying with the idea of making a run for sheriff of Kern County... Composer Rick Segall has been signed out of Nashville to an exclusive contract by the music division of Columbia Pictures Industries. The division will acquire his catalog of some 50 songs... Jim Wagger of Concert Express has acquired the Osborne Brothers and Don Bowman with an exclusive tour with the Merle Haggard show this fall. It closes Dec. 1 in Omaha.

Mac Wiseman set them on their ears in England. As the only featured performer on the bill, he sold out in advance for most of the eight concerts he performed for Mervyn Conn in the United Kingdom. Mac also did a series of BBC radio and television shows... Jack Reno is staying busy away from WUBA-AM in Cincinnati. He's all over the place doing personal appearances... Ural Alberts, who has a hit record on Tompall & the Glaser truck ahead of him, is currently on tour doing phone book appearances on the road daily.

A couple of weeks ago, a group calling itself the Lynn Anderson Fan Club sent out a survey sheet on the great CBS artist. Now, it develops, she doesn't even have a fan club. Somebody's kidding someone... More than 10,000 showed up to see Roy Clark at the Municipal, N.Y. face track. Buck Owens will do the show next week. All this was pioneered by the Eastern States Country Music, Inc., with Mickey Barbour doing the bulk of the work... The group is celebrating its 10th anniversary in the field of country music.

Tommy Cash and his band are off on the longest continuous tour of Tommy's career, covering 27 consecutive dates in Europe... Ronnie Sosnowski and Patty Tiernay have affiliated with Nashville's Top Billing agency for personal appearances... Look for a duet single with Bud Logan and Wilma Burgess... Accentum Music writer Jimmie Peters has signed a recording contract with RCA... Arlene Harden really flew to a Shorty Lavender-booked date in Ranchos, Calif. She flew part of the way on commercial airlines, switched to a private aircraft, and made his final lap in a helicopter... Earl Strickland and Bobby Stanley have signed contracts with Evinrude Records, and will have their own records this fall. The Sellers Brothers and Blue Grass Experience have just cut their first recordings for the Wilmington, N.C. label... Great producer Ken Mansfield, who now is totally concentrating his efforts after his previous successes, is finishing an LP on Johnny Holly. He also is producing Waylon Jennings, Tonnell Geaser, Connie Eaton, the Hagens, and a new group known simply as Country.

ABC's Johnny Carver will headline the "Toys for Tots" December campaign in his hometown of Jackson, Mississippi... Dolly Parton, Del Reeves and Jerry Clower will be featured in a show on an upcoming national March of Dimes radio spot campaign... MCA's Jimmie Pruett helped open the Hamilton Hall in Hamilton, Ont., when she appeared in a show with a host of current Canadian music. She shared the spotlight with singer Ferlin Husky, pop artist Tony Bennett, and comedian musician Vicente Borges.
FREDDIE HART
and the HEARTBEATS
HAVE DONE IT AGAIN! *If you can't feel it (it ain't there)*
CAPITOL #3730

BE SURE TO SEE FREDDIE ON CBS-TV,
OCTOBER 15TH ON THE CMA AWARDS
SHOW LIVE FROM NASHVILLE
Tape/Audio/Video

Pacific Stereo’s HiFi Weekend
Wet, Exciting

By EARL PAGE

ARLINGTON HEIGHTS, Ill.—Heavy rains that soaked the outdoor rock concert part of Pacific Stereo’s promotion at the racetrack here failed to dull what was regarded as one of the most exciting hi-fi events ever held in the market. Dick Selzman, merchandising manager of the chain with six outlets locally, put the expenditure for the Sept. 28-30 event and one scheduled for Oct. 5-7 at San Francisco’s Cow Palace at between $250,000-$300,000. Mixed reaction was reported from reps and manufacturers with some complaining about poor acoustics and others moaning over the poor turnout midway through the three days.

(Continued on page 37)

Car Stereo Push in Premiums

CHICAGO—More audio equipment manufacturers are focusing on the mushrooms $4 billion a year premium market with Lloyds Electronics, Mann and Craig among first-timers at the National Promax Show here last week. Stereo compactes continue as a leading item for premium users with quadraphonic still not being pushed as a standout item. Completely new however, is automotive stereo.

A main reason for new involvement by firms such as Craig is the steady maturity of hardware manufacturers, who can now offer continuity of a line and delivery guarantees, two key factors, said Craig’s Jack Wester. Yet another key factor is the trend toward more domestic manufacturing and assembling, as mentioned by Shelly Rudin of Lloyds, a firm that has stepped up domestic assembly via three U.S. plants.

Of course, many hardware manufacturers have pursued the premium business, pointed out Robert Shiff of Tothiba. It is not the easy field it appears at first and long-range planning is involved, several said.

(Continued on page 36)

Eye Tape$ (Story on page 1)

Le-Bo Expands Case Mfg.

By RADCLIFFE JOE

NEW YORK—Le-Bo Products Co. Inc. has acquired the assets of the Brooklyn-based Amber Leather Case Co., for a figure reported to be in the vicinity of $1 million. The agreement, in principle, was reached between Leslie Boker and Leslie Dame, president and sales manager, respectively, of Le-Bo, and Adam Buxton, president of Amber Leather Case.

According to Boker, the acquisition of the tape and recording case manufacturer, will not only give Le-Bo the facilities it needs to expand and remain competitive, but will also play a major role in helping it to cement the major wood shortage that is now affecting the industry.

Boker said that the acquisition of Amber Leather Case, while helping to increase Le-Bo’s strength in the market place, will also ensure the maintenance of the company’s price structure established in 1970, and unchanged since then.

He added, “Additional advantages include the maintenance of prompt delivery schedules for which we have developed a reputation, better warehousing facilities, and direct from factory shipments.”

With the acquisition of Amber Leather Case, Le-Bo plans to make heavy into the mass merchandise market, which it had serviced on a limited scale for some time. The company will also beef up its private label division, and negotiations are already underway with prospective clients.

According to Boker, operations at Amber Leather Case will be placed in Le-Bo’s hands, high gear with some 80 employees.

(Continued on page 35)

Independent Dealer Takes on Shopping Center Giants

By GRIFF LOWRY

TOPEKA, Kan.—Free-standing, independently-owned record-tape centers in shopping centers against big chains have their work cut out for them and matching prices with the chains and their buying power can pose a challenging dilemma. “But this type of competitive situation can be weathered,” claimed Joe Henry, who operates Joe Henry’s Records, White Lakes Shopping Center here. “What you do is fill in missing links and provide individual and customer service program. You may not be able to stay even with him on big-gun promotions but you look around and find inexpensive ideas for pushing sales.”

And, he said, “You work to build a name for specializing one or two types of music and pull in people who don’t shop where the price is lowest but where they stock their music and have knowledge of it. One chain in our shopping center is killing us right now pricing 8-track tape $1.95 under us for the same numbers.”

Henry said, “This has cut our tape business but we know it is only a temporary slowdown because over the long haul all those good things we have going for us will gradually get that business back.” “All those good things” have been a strong influence in keeping the volume always above $1,400 weekly and at a peak of $3,000 a week. The shop was opened only last May.

The impressive aspect is that it’s done with a $26,000 (retail) inventory packed into only 320 square feet of space. The inventory breaks down in about 16 percent 8-track tapes, 3 percent cassette, 16 percent 45’s, about 6 percent in accessories and cleaning equipment and the remainder in LP’s.

The two-by-four space limitation creates a dilemma but every inch is made to work. The space includes a 5-foot tabletop display case for cassettes and two custom-bilt 8-foot high-rise glass-protected cabinets for a stock of about 700 8-track tapes. Both units are located at the front of the layout. The 8-track cabinet features the conveyer line which transports tape from front to display case. An overhead display canopy carrying cases, $1.77 to $7.95, with a $6.95 case with a capacity of 10 eight-track tapes selling well because its big and bulky and holds a lot of tapes. Henry likes the 45 percent profit margin on accessories with the 25 percent margin on tapes and records.

Impulse trade in other accessories—guitar strings, picks, tape cleaning heads and related items—are brisk as a result of a 4-foot pegboard display at the back of the front cashier’s station where shrinkage is minimal.

Henry’s background includes managing two J.L. Lacklulluck company stores in Colorado Springs and Topeka. He nurtured long-range aims to open a full-service record store because the capital outlay wasn’t too bad. Not a musical sharpie, he says, his knowledge of retailing this product was derived. But he did to a minimum that problem by hiring Kathy Seymour, who had managed the music department at Penney’s in the shopping center.

The shop has built a quick reputation for selling hard rock and soul music. Rock contributes about 50 percent of the volume and soul about 25 percent. The dominant buying group is composed of 15 to 25 year-olds. A seller in both record and 8-track was the Allman Brothers, “Brothers and Sisters.”

(Continued on page 37)
Every possible way your customer can imagine to enjoy car stereo. Panasonic has all the sounds. AM and FM. 8-track. Cassette. 4-channel. In all sizes and shapes. In every listening combination and price range.

In car radios we've 8 different models. AMs. FM/AMs. And FM/AM/FM stereo models. Along with customized radios for all '73 Chevrolet model cars and trucks. It's the widest choice on wheels. Matched by the widest selection of features. Pushbutton or manual tuning. Variable tone control. AFC on FM. Adjustable shafts for easy installation. And much more. It all adds up to the highest fidelity, sensitivity and selectivity on the highway.

In 8-track we've 9 models in all. From an economy compact that can fit in the glove compartment...to one that's teamed with an FM/AM/FM stereo radio. There's even a 4-channel player. So your customer can enjoy the latest dimension in audio entertainment. Both in his car and at home. Simply slide the unit out of its lock-tight bracket...slide it into an optional home cabinet.

And we have five dynamite cassette players. One's a luxury console that bolts onto the floor. Another's an under-the-dash model with FM/AM/FM. There's also an ultra compact player that fits in the glove compartment. Your customer's sure to find the right styling and combination of features he's looking for.

8 car radios. 9 eight-tracks. 5 cassette players. 22 for the road from Panasonic. Ready to help you on the road to sales success.

Panasonic just slightly ahead of our time

Twenty-two for the road.

www.americanradiohistory.com
N.Y. Fair Trade Bills

NEW YORK—The present status of Fair Trade in this state hangs in the balance once more with the reintroduction of two bills to repeal the controversial law, to the State's legislature.

One bill, designed to repeal the non-signer clause, has been sponsored by Senator Bernard Gordon, and Assemblyman Milton Jonas. If passed, it would have the effect of rendering fair trade in this state virtually ineffective.

The second bill, designed to repeal Lloyd's N.E. Dist.

MANCHESTER, N.H.—Lloyd's Electronics has appointed R.S.L. Distributors, Inc., as its sole distributor for the states of Maine, New Hampshire and Vermont, according to Ed Stravitzi, sales manager of Lloyd's.

R.S.L. will distribute Lloyd's entire line of 4-channel and stereo sound equipment, as well as cassette and 8-track recorders, table and clock radios and calculators.

Berlin Show Bows 'Q' Units & TV Systems

BERLIN—Philips signed a contract for standardization of their VCR systems with Hitachi during the International Video Exhibition (Billboard, Oct. 6).

In other areas of the exhibition, a more controversial system called TRW by General Electric was exhibited. The German experts say the UMS system has a good chance. Other novelty items were the Berlin-made color video macro pictures by Sony which will be introduced in 1974 and a green quartzite memory Vision, said to be the first in the world.

Warner Bros. 'Q' Tape Success

Continued from page 32

the Mystic Moods' "Clear Light" and several others.

Dennis said he has already had several recordings from his branches on the initial release. "This is a good sign to us because it signifies to us that the retail account is taking on more from the branches.

Q Choice Selective

"We're trying to get new product, such as the New York city," Dennis continued, "because much of this is recorded in 4-channel. But we are also taking away all existing product which is suitable for remaking into quadraphonic. The suitability is very important to us and we also have the approval of our engineering department and the producer involved. We refuse to remaster it's nothing more than sound coming from four speakers."

Dennis said that ads for the quadraphonic material are running in several cities and that efforts have been made available concerning 4-channel. The ads cover disk and tapes.

"We are attempting to move both at the same time," Dennis said. "We're not really pushing one over the other because it's our goal to promote the 4-channel mode, not just tape or just disk.

The artwork on the 4-channel tape remains the same as on the stereo tape, but the slip case is a different color. The cover comes in a gray case and "Quadrophonic" is listed across the top several times. The list price of $7.97 is price coded on the spine with a separate prefix indicating the type of release.

Q Buyer Demographics

There is one unique point about the quadraphonic tape releases. It is not Warner Bros. policy to release every LP in tape format, but in the quadraphonic mode, every disk issued in 4-channel format will also be made available in 8-track tape form. "Probably the main reason for this," Dennis explained, "is that we are being extremely selective with what we release in 4-channel. We will have established product or new product by established artists. And we will also offer material from time to time which is basically sound oriented, such as "Sounds of the Southern Railroad Steam Engine".

Dennis offered another reason for offering a broad variety of music in the initial quadraphonic releases. Besides the fact that we want to appeal to all buyers, we also want to find out what is going to sell best in the 4-channel configuration," Dennis said. "There is really no way to discovery this unless we mix up the kind of music in the initial releases."

Talking about the current and upcoming releases, Dennis said he is excited about the response from the branches "because this means they are recording material that has already gone out to the retail account. It doesn't mean that the branches are being loaded. We're also looking forward to the two and a half month period before Christmas, since this is traditionally the time that hardware as well as software sells well. For example, cassette hardware sales always pick up well during that time and the software follows suit. We will be interested to see if there is a comparison in the 4-channel field. In other words the equipment sales pick up, it is quite possible the software sales will be bigger than ever."

Warner has issued a special order form covering quadraphonic tapes and disks for retail buyers and retailers.

Magnavox Adds Units

NEW YORK—The Magnavox Co. has released an expanded line of tape recorder equipment with its 1974 catalog of product. The move, according to Magnavox officials, was geared to more rapidly changing consumer requirements.

The cassette player/recorder line features push-button left and right channel control, automatic eject, automatic level controls, solid-state engineering, and, in some units, AM/FM radio. Among the featured models is the TD 3301, a portable cassette recorder/player with built-in mike and jacks for optional earphone and microphone.

The TD 3301 features a pop-up AM/FM radio in a compact cassette player/recorder system. It also features a 40:1 channel separation, and volume and tone controls, as well as a battery meter and built-in mike. Other features include jacks for optional auxiliary microphone and AC auto adapter, phonograph and earphone.

Magnavox has also added three new 8-track units to its existing line. The decks, according to Magnavox officials, can easily be added to existing component systems.

Top of this line is the model 3302, an 8-track recorder/player that features push-button left and right channel control records, push button fast forward, program select and eject, three-position slide control for replay, repeat and auto-eject; and slide control for stereo/monaural and automatic level control. Model 3302 is a player only system with many of the features of the 3200, and model 3301 is a companion to 3302 with a budget price tag.

Also featured in the Magnavox 1974 catalog are a number of 8-track modular music systems. Among them is the model 3000 which features AM/FM radio, left and right channel volume controls, jacks for additional optional tape recorder equipment, and optional phonograph and headphone. The main unit and its speakers are finished in grained walnut.

Model ED 1900 also incorporates AM/FM radio in a 1-track player system, and many of the features of the ED 100. Model ED 1900 is another 1-track system in the same modular family. It features an automatic cassette recorder/player system, and one of the features of the ED 1900 is that it includes 12 hours of non-stop music, and can also record to a side of 12 cassettes automatically.

The unit is also complete with the system. A full line of speaker systems has also been released to complete the new line of audio components.
**Tape/Audio/Video**

Dr. Franklin W. Glichiel, president, ATJ (Aptitude Testing for Industry), will discuss psychological testing at an upcoming meeting of the Electronic Representation Association (ERA) at its forthcoming general management conference in Madrid Jan. 27-Feb. 3. Well-versed author in the field of evaluating employees through aptitude testing, he will touch on 1) how nature dictates for a sales manager to go wrong in using a prescriptive employer, 2) the need for sales training being a systematic teaching of the sales skills of a good salesman: 3) how to extract truth from reference; 4) why aptitude testing is a necessary tool in action (and to avoid pitfalls in testing); 5) sales experience in sales aptitude. A follow-up study of 97 sales agents ten years ago will be presented. ERA at 223 E. Chicago, Cleveland 16, has a brochure outlining the entire program in Madrid.

ERA management conference begins this week in San Francisco at the Hyatt Embourro Hotel (12) and will continue in Chicago (Oct. 19), Washington, Mass. Oct. 26-27, and Nov. 14-16.

Featurized for the six-hour ERA "Manager-By-Objective" conference in San Francisco is Dr. Gunther Klaus, managing director and senior associate of the Institute of Advanced Planning.

Dr. Klaus will present highly successful techniques in establishing objectives for both the individual salesmen and the company. He demonstrates how to help each individual become committed to his own personal sales goals, how to encourage creative approaches for reaching those objectives, and how to monitor the group's progress and keep the organization enthusiastic and headed in the right direction.

Dr. Klaus, an internationally known business economist and management consultant, received his doctorate in business economics from Federer-Alexander University, Ettlingen-Nurnberg, Germany. He has been an instructor in management and marketing at the University of California and the University of Southern California, as well as a consultant to American, Mexican, and European firms. He is on the board of directors of a number of corporations, including an electronic representative firm and a fast-growing chain of hi-fi component stores. For the conference, $10 for ERA members, $15 for non-members.

Casio Precision Marketed

By John E. Lank, 328 Commercial Ave., Northbrook, Ill. (312) 329-7777, is now handling the Craig line in the premium field (separate story on National Premium Show and new emphasis on car stereo). Linh Phu-Phuc, director of advertising, Nomura G. Robinson, is looking for reps in the premium field. Linds is located at 5 Paul Kommer Place, Elmhurst, I11. (708) 812-8000.

Pacific Stove's "Shanty Extravaganza" (see separate story) recently found dozens of New A/V Intl Chief

ZURICH—Rudolf Wendorff, manager of the Berthewann Publishing Group, has been appointed president of the International Publishers Audiovisual Association (IPPA) here. He succeeds Dr. Teulings of the Vereenigde Nederlandse Uitgevers Bedrijven NV, Holland.

The other members of the IPPA, founded in February 1971, are G. Mondadori, general manager of Mondadori, Italy; Ettore Bontietli Audio Visual of Sweden; Eijiro Hachette, France; and the Thomson Organization, U.S. General secretary is Herbert Winter.

**Le-Bo Expands**

*Continued from page 12*

on the payroll, will be accelerated in the upcoming months, with the present staff being doubled.

The Amber Leather Case plant covers an estimated 30,000 square feet of space. Its acquisition brings Le-Bo's operating facilities to over 100,000 square feet.

Le-Bo Products Co. is one of the country's major accessories producers. The major percentage of its business is in carry and storage cases for tapes and records.

**NEW! NEW! NEW! NEW!**

**DISTRIBUTOR PRICES AVAILABLE**

on Quantity Orders (500 pcs & up) upon written request

All Cassette and Tape Track cases are covered in handwoven Alligator Vinyl. Velvet-like inside.

We also manufacture 45 and LP Record Jackets.

Also Tape Sleeves, printed or plain, or Paper Bags for retailers. These can be printed with music or your special logo.

**LHUL-8 HOME OR OFFICE UNIT FOR**

B-Track Tapes

50 up $3.00 each
100 up 2.75 each
250 up 2.50 each

**#94 HOLDS 24 B-TRACK TAPES**

50 up $2.75 each
100 up 2.50 each
250 up 2.40 each

**#HOLD 30 CASSETTE TAPES**

50 up $3.00 each
100 up 2.75 each
250 up 2.50 each

**@94 HOLDS 24 B-TRACK TAPES**

50 up $2.75 each
100 up 2.50 each
250 up 2.40 each

**#12 HOLDS 12 B-TRACK TAPES**

50 up $2.65 each
100 up 2.45 each
250 up 2.35 each

**#18 HOLDS 18 B-TRACK TAPES**

50 up $2.65 each
100 up 2.45 each
250 up 2.35 each

**#5 OLDS 48 B-TRACK TAPES**

50 up $2.65 each
100 up 2.45 each
250 up 2.35 each

**#14 HOLDS 45 R.P.M. RECORDS**

50 up $1.95 each
100 up 1.85 each
250 up 1.70 each

**#5B LARGE SUSAN-HOLDS 48 B-TRACK TAPES**

50 up $3.25 each
100 up 3.00 each
250 up 2.85 each

**#5B LARGE SUSAN-HOLDS 48 B-TRACK TAPES**

50 up $3.25 each
100 up 3.00 each
250 up 2.85 each

**Representatives Wanted.**

**Custom Case Mfg. Co., Inc.**

6232 Bragg Blvd., P.O. Box 5625, Fayetteville, N.C. 28303

Phone: Area Code 919-867-6111

We do Private Label.
CBS Offer

NEW YORK—In a move designed to convince the consumer that Columbia Magnetics blank tapes are among the best available on the market, the company is offering a polybag special promotion that allows the customer to buy either blank loaded cassettes or 8-track cartridges and get a prerecorded tape of his choice free.

According to Ted Cohen, manager of consumer sales for Columbia Magnetics, the offer applies to the firm's line of low noise products, and allows the consumer to choose a prerecorded tape from a random selection of rock, classical, jazz or country music each time he purchases a polybag of three C-60 cassettes or three 8-minute 8-tracks at a list of $6.98.

Columbia Magnetics is also offering a three-pack polybag of its Soundcraft product for 99 cents, a saving of $2.01 on the regular list price of the product.

Cohen said that although there were many three-pack offers on the market today, Columbia Magnetics' offer was unique in that it offered slip sheets, steel pins, hub locks and solid windows on both the budget-priced Soundcraft and the high-end Columbia line.

The offer is being backed by special packaging, and eye-catching point-of-purchase displays.

Special Offer Assortment of 34 Different Types of Stereo Headphone Cables, Patch Cords, Y Connectors, Shielded Adapters and Speaker Cords Now From PFANSTIEHL!

$175 Retail Value introductory assortment for only $75 with 100% exchange privileges will put you into the cable and connector business with a steady flow of repeat sales for extra profit. Write for complete details or send check for $75 and this assortment will be sent prepaid.

Pfanstiehl

3300 WASHINGTON ST. / BOX 498
WAUKESHA, ILL. 60085

Special Offer Assortment of 34 Different Types of Stereo Headphone Cables, Patch Cords, Y Connectors, Shielded Adapters and Speaker Cords Now From PFANSTIEHL!

Pfanstiehl

New Products

SONY MOVE INTO NETWORK TV FOR FALL PROMOTION

NEW YORK—The Sony Corp. of America will use the facilities of network TV for the first time this fall to promote its line of consumer electronics products, according to Dan Gallagher, the firm's national advertising manager.

The facilities of both ABC and NBC will be utilized by the campaign scheduled for launching Oct. 13, with a series of 30 second spots to be aired during the World Series.

The ads, prepared by Doyle Dane Bernbach will be aired in 12 different programs every week for the duration of the campaign. Spots will also be made available for Sony dealers to use in their local areas.

The extensive ad campaign will also utilize the facilities of the print media via one and two page full color insertions in about 20 major magazines. Newspaper ads will be used for the company's co-op advertising program because, according to Gallagher, they pinpoint dealers on the local level.

A variety of point-of-purchase displays will help round out the program.

Two Sony 8-tracks

LOS ANGELES—Supercircle, Inc. has bowed two 8-track playback decks from Sony.

Models are the TC-208, a stereo unit, and the TC-251, a 2-channel/4-channel version. Both units include a repeat button, fast forward and automatic programming switching. The TC-251 also features automatic 2-channel to 4-channel switching.

The TC-208 retails for $89.95 while the TC-258 carries a tag of $119.95. Both units are AC-powered.

PREMIUM PUSH

* Continued from page 32

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Pfanstiehl

3300 WASHINGTON ST. / BOX 498
WAUKESHA, ILL. 60085

LOOK WHAT WE STARTED

You may not recognize our name. But, you'll certainly recognize our product. We're AVSCO. We make Lear Jet Stereo Cartridges.

Working closely with Bill Lear, we developed the original 8-track cartridge and we were the first company to manufacture them.

It says "Lear Jet,"...we make it. If you want Lear Jet quality—you get it from us. We're AVSCO.

It's hard for us to know our name as well as the product we make.
Berlin Show

set to give suspended animation at the push of a button. An ultra-lightweight, ear-less telephone for TV sets called Solar-Phon was introduced by Nordmende, West Germany, and Braun of West Germany demonstrated Studio 162, a high fidelity quadrasonic system.

Meanwhile, a new system for reproducing stereophonic sound, called Panorns, has been developed by three scientists with the Heinrich Hertz Institute in Berlin. It enables the reproduction of two, four or even more channels using just one channel of recorded information. The system is discrete, in that it reproduces precisely the inlay originally recorded. Experts regard the system as a genuine alternative to quadrasonic.

Pacific Stereo Weekend

Schram explained that booth modules were imported from California and assembled so that the interior would carry the Pacific Stereo store image. It was hoped the wooden construction would aid acoustic, but one exhibitor said, "They forgot about the ceiling. It's like we are all in the same room blasting away at each other. It seems to have created the wide open atmosphere of the open jackets.

The chain generally held to its program throughout the rock acts clearly drawing the predominantly young suburban audience (films "Fillmore" and "Yellow Submarine" were also shown). Acts included the Nitty Gritty Dirt Band, Fred de Frey, It's a Beautiful Day, Mike Bloomfield, Joe 25, and Bonnie Raitt. Phases, some spacey attended, included B.J.-Viera speakers, Phase Linear (high-powered amplifier), JBL (speaker design), Shure (microphone and trackability), and TEC (tape recording techniques) with some repeats twice. Sansui 4-channel seminars were also held.

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**RCA's national sales co-ordinator Pat McQuade arranged an alternate tracking system right across the country. Bill Gale, traffic manager for Quality Records, said his company might have been using a similar strike.**

**WEA plant manager, Dave Sturgeon, reported use of air freight, which continued for more than a week after the strike ended.** AAM had added haste—a shortage of cardboard for album covers which created a slow in delivery of records. AAM was another company to use air freight methods during the rail strike, which generally slowed business by up to a week.

**Wayne, who operated the Nepenthe clubs in Toronto and then Acapulco, was approached by the owner of the Constellation, George Kalmer, to bring a tourist-like flavor to the contemporary nightclub in Toronto.**

**Wayne said, “We want to make it the foremost nightclub in Canada. We have been the first club in Canada to be open the week end, and we are working on it now.”**

**The Constellation's owner, George Kalmer, recently completed the purchase of Montreal's Sonesta Hotel, long ago providing an “intimate” atmosphere in that city.**

**Wayne said that after completion of The Telephone Call, he will invest in the purchase of a similar entertainment centre on the roof of the Sonesta.**

**The club has a capacity of 350 persons and development costs have been $1,200 per seat, as opposed to the usual ceiling of $300. Total development costs are $50,000.**

**The Telephone Call will be heavily oriented towards recording artists, as well as the official press-artist entertainers,” Wayne told Billboard.**

**“We want to be more related to the music—more concerned with what the public is buying on record.”**

**WOHA's press release announces several firmer changes in its promotion department.**

**Paul Richards has been named as the new Ontario promotion representative for WOHA and he is moving back into head office. Elliot is taking over Mike Reid’s position of production of regional Toronto promotion services. As announced earlier, Reid is now looking after artist relations. Barry Morris has been named Western district promotion manager for MCA Records (Canada).**

**The board of directors of Pickwick International Inc., Toronto, has appointed John Leatham as vice president and general manager of Pickwick Records of Canada Limited. Leatham has been with the company for several years, mainly as sales representative and being appointed general manager in 1971.**
Videodisk Penetration, Potential Giving Vidca New Importance

CANNES—The first real evidence of the potential market for the Videodisk for both home and institutional use have combined to make this year’s International Market for Videocasette and Videodisk programmes and equipment the most significant to date. As Bernard Chevy, organizer of Vidca, himself said in his opening address on Friday, the previous two Videodisks have been mainly confined to exhibitions of prototype hardware and demonstrations for the video cassette and videodisk and how the market will develop.

"The first two Videodisks left a certain disappointment in some people’s minds," he said, "but now we see video did not become the overnight phenomenon they expected." This year, the atmosphere is very different with a record 1,200 plus participants this year representing 500 different companies, the theme of Vidca ’73 at the Palais des Festivals is far more oriented toward the future. For Vidca knows that the event of the market for Videodisk has been changed this year. There are in fact parallel sessions in the programme, an inaugural session on Friday which comprised market reports from Europe, Japan and America, and a plenary session which will close the conference on Wednesday. The rest of the six-day event is being taken up with a series of study sessions in which Video programmes produced for a particular market are shown and then discussed and analyzed by a panel of international experts.

But it was in the inaugural conference session that delegates heard the first real evidence of the penetration of the new video systems.

Progress Report

Reporting on video’s progress in Europe, John Chisholm, industrial film correspondent of the Financial Times, said the EVR and the Philips VCRs would be the only tapes produced in Europe which had made any real commercial headway. Of these two, the VCR had made some significant inroads in the market leader at the moment. Philips claims, he went on, that it has delivered 35,000 VCR units in Europe to date and that this will rise to 30,000 units by the end of the year. Although Philips would not give him a sales breakdown country by country, he said the company had told him that around 14,500 units had been sold to institutional and industrial organizations in the U.K. such as Chrysler, Barclays British Rail and the Central Electricity Generating Board. The progress of the EVR in parallel with Philips appears inevitably less impressive, Chisholm continued, as there are only around 3,000 EVR VCRs available at the moment, of which about 1,500 are in Japan.

"One thing that is very interesting," he added, "is the fact that there is a very high level of interest in the latest technology and the medium is restricted to essentially take over from disk as the most popular sound carrier while in the video field, many experts believe the exact opposite is going to happen. When the Telefunken-Deka videodisk was announced, not much notice was taken of it. However, the system has been creating a lot of interest here this week and will be commercially launched in Germany early next year.

Demonstration

In addition, there was a very impressive demonstration of the Philips LP videodisk on Saturday, which will have a worldwide launch mid-1975. The Philips Disco Video System, which has almost stolen the show at the Videodisk exhibition this week with not a prototype unit to be seen on MCA’s stand, is being tipped by many as the dark horse in the video market, particularly in view of the wealth of programming material MCA has access to through pictures

There are also the RCA and Zenith videodisk systems, an unnamed British one and a Japanese one rumored.

Pfannschmidt reiterated the widely held view that software costs are critical and with the Videodisk having such a cost advantage over all other systems, the disk must eventually emerge as the market leader on the consumer side and also possibly in the educational and industrial markets as well, despite the fact that it is a playback-only system. He predicted that by 1977, sales of video disk hardware will have passed VCR’s and film equipment, building up to around 123,000 units per year in 1980.

On the consumer side, he estimated that sales of videodisks in all formats will be running at around 250,000 units per year rising to four and half million units by 1980. There were also signs at Video this year that the Philips and MCA systems might be competitive when they both come to the marketplace, which would be a welcome ray of light in the current jungle of over rival and incompatible systems.

Philips, MCA Talk

Although both Philips and MCA are reluctant to commit themselves, the two companies each said they were still discussing the matter. It was not clear whether the two systems were fundamentally technically the same, the possibility of playing Philips tapes on an MCA player and vice versa was not out of the question. As MCA’s executive remarked, such a tie-up would be logical for both companies as MCA has traditionally always been a software company while Philips is basically a hardware manufacturer.

From the Music Capitals of the World

"Let the Good Times Roll," starring Chuck Berry, Little Richard, Fats Domino, Chubby Checker, Bo Diddley, Satins, the Shirelles, the Coasters, Danzy & the Juniors and special guest star Bill Hailey & the Comets opened late Sept. 29 at the New Taba Cinema 1. The Metro Media Producers Corp. feature film production was released here by Capitol

Singles Hike in Germany Is 'Accepted'

"We have no negative reaction. Apparently, today, rising prices are a new thing that our customers showed hardly any reaction, contrary to our fears." The last price increase on singles was in 1968.

Phonogram has announced a 16 percent increase in business in the first six months of this year. Other firms, such as EMI-Electronic, Telefunken, Arista-Eurodisc and Metronome, are also satisfied. At Phonogram a spokesman said: "If you consider 16 percent as an average rate of growth for us, the repertoire, groups, classic and German pop was about 32 percent on average scale.

Your acceptance of our entire catalog of English, Spanish and Filipino compositions for representation in the U.S.A. and Canada is the most significant event ever to happen in the history of the Philippine music industry. Not only us, but also forty million Filipinos, are so grateful and elated indeed for this heartwarming acceptance.

Maraming Salamat, to Warner Bros. Music

The Philippines Leading and Largest Music Publisher

A Member of the Vicor Group of Companies

A Very Thank You and Smarter Way of Saying "Thank You Very Much" in the Filipino Language

Copyrights 1973 Billboard
PVC Shorts Hits Brazil; Tariff Reduction Is Sought

Continued from page 3

Other measures suggested were reducing LPs to 10 inches and eliminating compacts. One industry consultant remembered that cumbuca was used in the past for making 78 revolution records, is a native Brazilian product from palm trees. However, it is considered going back to 78s. Catalogs have been dropped.

CAL, which prescribes prices for a number of other firms including CBS, Ferma, Equipe, Editora Abril and Editora Bloch, imports about 60 percent of its needs. Record makers complain about the quality of Brazilian-made PVC which fails to meet the demand by far. However, Brazil’s PVC plants are under way but suffer from the rising price of crude petroleum. Brazil imports about two-thirds of its crude-oil mostly from the Near East.

Camero of Tapecars, which makes tapes for most recording companies, reports a larger than usual increase in orders.

Continued from page 39

Precision of Laser tape hardware.

John Mair, manager for A&M, announced the launch of the Portrait series—middle-of-the-road product selling at $48.84 and DM 15. The series is the introduction of $2.48 cassettes and cartridges and the distribution by

K-Tel ‘Testing’ in Germany

HAMBURG—K-Tel has now been operating in Germany for some weeks, testing sales methods which are new to the German market. The firm is taking current hits from the repertoires of the Deutsche Grammophon, CBS and Bellaphon and incorporating them into albums as they have been done in the U.S. Canada, Argentina, Japan and Great Britain. The albums are being presented using an extensive advertising campaign on radio and TV.

The firm began its test program regionally in Germany and then extended its advertising to cover the broadcasting areas of Rhinelander-Pfalz and Baden-Wurttemberg. A further extension has been carried out and other extensions are planned. Both dealers and department stores are reserved for taking part in the experiment in order to ascertain what success can be achieved with this new sales method.

With costs of over 30 percent it is hardly possible that dealers and department stores will be ready to continue this procedure for a long period.

However, the margin guaranteed by K-Tel International is seen more as a commission which makes normal sales prices above service and general margin.

In Earnest conversation at the celebration party are, L. Dr. Hans-Werner Staniszewski, former technical director of Deutsche Grammophon and conductor Karl Bohm. In the background is vice president Dick van Amstel.

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President meets president. Polydor International president Dr. Werner Voegeli (right) chats with West German President Dr. Gustav Heinemann who was a special guest at the DGG event. Next to Heinemann is his wife, Hilde.

From the Music Capitals of the World

Pyr Volume Up 100% for Period

MAJORCA—Pyrex increased turnover by more than 100 per cent in the first six months of the current financial year and Pyrex distributed product showed a 50 per cent increase. This was the news delivered by managing director, Louis Benjamins, to the Pyrex sales conference in Majorca.

Benjamins reported that in our last financial year, which ended in March, our results were the best second in the history of the company. This is a massive achievement considering increased overheads and reduced profit margins.

He said that it was obvious from the first six months of this year that sales are growing at a rate which sets new benchmarks for the future. In a year, sales are forecast to reach 1.5 million units.

Continued from page 42

DGG Marks 75th Anniversary

PETER USITINOV was the opening speaker on the occasion of the DGG 75th anniversary celebrations at the Congress Center, Hamburg on Sept. 18.

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Monday for a month with targets graded according to localities. The two representatives scoring the highest monthly performance will get a free trip to Warner Bros. in Burbank, California, in November. In his address, Baer also said that more chart action was required than had been the case during the first six months of this year, and that the new promotion plans will be fully detailed. (Singer and Bourgoin were the catalog and special promotions, and chart success have not been good.)

"We must make greater sales concentration and effort to get singles into the Top Ten, and sales managers for higher initial orders, and we're arranging an extensive telephone sales campaign with a new pop catalog and top of our car stock of hot singles for representatives," Baer said.

Used for Hit Singles
Atlantic general manager Phil Carson reiterated the need for hit singles, and at a dealer's meeting presented a dealer incentive scheme beginning this Monday for a month. Any dealer who sells six new albums from right across the catalog will be supplied with a dispenser bin, two stereo microphones, and a selection of 200 full-color posters to give away to customers. He also introduced Stuart Young of MCA Records, who spoke about the new Emerson, Lake and Palmer LP and outlined promotional plans for it.

William Young, president of Philips, reviewed details of the first quadruple releases this month. The releases will come in disc and cartridge form, with the quadruple disc containing 56 records, priced at $6.50 and the quad cartridge identified by a K9 prefix and costing $5.76. The discs will be backed by trade advertising, and there will be point of sale material in the form of a new advert leading WEA Quadratics Come Of Age with album details followed by "Singing for the Future," the official record of the National Association for the Education of the Handicapped.

"We have been busy this month, and we are looking forward to the success of Oscar, our new release," Baer said. "They are written by the songwriting team of Alvin Parton and the Olsen brothers, and have been recorded by the Andrews Sisters, the Dixie Cups, and the Seekers.

New product highlighted by Brown included albums by Neil Young, Tish Hinojosa, and Anthony Newley and Yvonne Sansowitz (making a LP comeback after two years with "Of Blue Eyes Is Black,"

Buck Doer, Alice Cooper, America, and new signings Oisibas and Badfinger.

"We are collaborating with our dealers and our public relations department to make sure that we get the most exposure for our new product," Baer said. "We are working on a new national advertising campaign, which will be a major factor in the success of our new releases." He also introduced a new promotion scheme which began this month.

Pathe-Marconi Exec Changes
PARIS—With the move of Pierre Bourdin into the audio-visual field at France Televisions, Pathe-Marconi, which owns the Pathe-Marconi business in the United States, has appointed Michel Poulat to succeed him as artistic manager of "Terre et mer," the French television network.

Poulat is working with Bourdin and will be responsible for the network from Jan. 1. Another new appointment is that of Albert Emsala to the position of director of the Pathe-Marconi Promotion Service. Poulat, who has been a programmer and producer since 1968, has been with *Les Copains* for four years and also worked as artistic manager for singer Claude Francois for three years.

Emsala came to Pathe from the promotion department of Disques Vogue and has been with the EMI company for five years.

**International News**

**Changes** Theme Sparks WEA Sales Conference in London

LONDON—The theme of the WEA sales conference held at the Sandbanks Hotel, Maidenhead, last week was "International Opportunities." There was also a serious intent attached to the theme, which is good and are getting even better, and to counteract any rumour and speculation, Andrew Baer, WEA's marketing director, by the departure of Electra from the group and the new division of operations.

In his address, WEA managing director Richard Robinson explained the changes that were taking place, and stressed that they would not alter or affect the sales force and field promotion in any way. "There was to be more concentration on promotion and advertising to also more effect and result from the separate labels." With this in mind, "we can take greater advantage of our fantastic artist roster to strengthen our international position and extend the value of both the LP and singles charts," he concluded.

David Smith announced the Warner Bros. label presentation, and further emphasized the "very intensive promotion" that had been going on for the past six months, including U.K. tours. "Our dependence on new talent, and we've acquired some exciting new talent," he said. "We'll continue and extend our policy of putting our full promotional weight behind each artist because we don't believe that we've reached the limit of our potential yet."

The new promotion scheme was announced as being the result of a series of national market research surveys, and included the selection of 200 full-color posters to give away to customers. He also introduced Stuart Young of MCA Records, who spoke about the new Emerson, Lake and Palmer LP and outlined promotional plans for it. William Young, president of Philips, reviewed details of the first quadruple releases this month. The releases will come in disc and cartridge form, with the quadruple disc containing 56 records, priced at $6.50 and the quad cartridge identified by a K9 prefix and costing $5.76. The discs will be backed by trade advertising, and there will be point of sale material in the form of a new advert leading WEA Quadratics Come Of Age with album details followed by "Singing for the Future," the official record of the National Association for the Education of the Handicapped.

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**BELGIUM**
(Diary of Heaven)

**BRITAIN**
(Courtesy of Music Week)

**Bulgaria**

**FRANCE**
(Courtesy of Melody Maker)

**Greece**

**JAPAN**
(Kansai Modem)

**Netherlands**

**SWEDEN**
(Courtesy of Melody Maker)

**SWITZERLAND**

**FRANCE**

**MEXICO**

**SOUTH AFRICA**
(Courtesy of Spin magazine)

**GERMANY**

**SWITZERLAND**
(Diary of Heaven)

**UK**
(Courtesy of Music Week)

**USA**

**BELGIUM**

1 **WILLIAM HARTS** — "Some other day"
2 **ROTE ROSEND-Black Book** (BAP)
3 **DURANT** — "How can you say" (Philips)
4 **PAPA LION** — "I'm as big as a house" (ATV)
5 **S. PEPPERSCOT** — "The Broomstick" (EMI)
6 **DON DAVIS** — "One for the road" (Decca)
7 **MEDIEVAL BUTCHERS** — "Just as I said" (EMI)
8 **J.Christian** (Berlin)

**BRITAIN**

1 **SAY NOBODY SEEN** (London)
2 **MANNIE»** — "Show me the way" (ATV)
3 **THE PIANO KIDS** — "I'm free" (EMI)
4 **THE SEAN & THE J.C. St." (St. Louis)
5 **S. LAWSON** — "Tommy" (Herbert)
6 **CAHILL** — "Take me to your heart" (EMI)
7 **Luther** (Rockwell) (EMI)
8 **THE TREES** — "I'm free" (EMI)
9 **BEATLES** — "Let me go" (EMI)
10 **LA LETTRE** — "Days (Barclays)"

**BELGIUM**

1 **EYE LEVEL** — "Sineas Park Orchestra" (Columbia)
2 **BOMBAY** — "Glow in the Dark" (RCA-Victor)
3 **MONSTER MASH** — "Boots" (Atlantic)
4 **MURPHY'S** — "Mrs. Brown" (MCA)
5 **MATT WILSON** — "Every little thing" (Columbia)
6 **TONY JONES** — "Back in the saddle again" (EMI)
7 **THOMAS** — "I'm free" (EMI)
8 **THE TIGERS** — "I'm free" (EMI)
9 **THE SISTERS** — "I'm free" (EMI)
10 **THE JUNIORS** — "I'm free" (EMI)

**BRITAIN**

1 **JOY BRIMNER** — "Married Men" (Columbia)
2 **BLUEBIRD** — "My heart (Columbia)
3 **BECK** — "My heart (EMI)
4 **G. JEFFREY** — "My heart (EMI)
5 **GARY VIC** — "My heart (EMI)
6 **GARY BARTHOLOMEW** — "My heart (EMI)
7 **GORDON SMITH** — "My heart (EMI)
8 **BROOKLYN** — "My heart (EMI)
9 **BROOKLYN** — "My heart (EMI)
10 **BROOKLYN** — "My heart (EMI)"

**BELGIUM**

1 **WINTER'S SONG** — "Wintertide" (EMI)
2 **LET'S GET IT ON** — "Wintertide" (EMI)
3 **THE PICTURES** — "Wintertide" (EMI)
4 **THE IDIOTS** — "Wintertide" (EMI)
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10 **THE IDIOTS** — "Wintertide" (EMI)

**BRITAIN**

1 **DOJO** — "Negro Gospel" (EMI)
2 **BIG BROTHER** — "Negro Gospel" (EMI)
3 **THE PICTURES** — "Negro Gospel" (EMI)
4 **THE IDIOTS** — "Negro Gospel" (EMI)
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**BRITAIN**

1 **DOJO** — "Negro Gospel" (EMI)
2 **BIG BROTHER** — "Negro Gospel" (EMI)
3 **THE PICTURES** — "Negro Gospel" (EMI)
4 **THE IDIOTS** — "Negro Gospel" (EMI)
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**BELGIUM**

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2 **LET'S GET IT ON** — "Wintertide" (EMI)
3 **THE PICTURES** — "Wintertide" (EMI)
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Columbua to Review Price Of Tapes to the Dealers

Continued from page 1

The increase in 8-track sales over the last 2 months are "all the more impressive when one considers the obstacles placed on tape sales," continued Blackman. "We're not going to jump from behind the glass, the non-standardization of packaging for tapes; the tendency to under-promote tape product; and the lack of discount policies.

Pirate Problem

One major reason for the label increase in tape sales, according to Blackman, is that "the obstacles are at the pirate problem." He said that the pirate problem is still "very serious," but that all of the major record companies and industry associations have worked hard to help clean up the market.

One of RIAA's gold certifications still strongly affect tape sales is Columbia, said Blackman. He stated that the label's geographical breakdown of tapes sold shows that tapes are an existing problem. The universal ratio of 8-track tapes sold on the West Coast is 40 percent, while the Southeast has a ratio of 30 percent tape to 22 percent LPs; and the Midwest has a ratio of 24 percent tape to 34 percent LPs; and each percentage is based on a 100 percent total sales figure for the U.S.

The South is included in tapes that are easily our market bestsellers, said Blackman. Best selling were "The Rocky Horror Picture Show," "Charlie Rich," "Lincoln's Dream," and "Tanya Tucker."

And, in another schedule campaign, Columbia is offering Andy Warhol and "The Who" tapes for free on 100 LPs and five for free on 100 8-tracks.

The Columbia mail order catalog includes eight $5.98 selections from Williams catalog.

Avenues for Spoken Sets

Continued from page 12

Gold for Stories

NEW YORK—Stories has earned RIAA's gold certification for the single "Brother Louie" on Buddah Records. Tune was cut on the record's current chart album, "About CD.

COLUMBIA, 13, 1975, BILLBOARD
ELTON JOHN—Goodbye Yellow Brick Road, MCA 20010. A superb set from the British artist who has never been overlooked. Elton’s keyboard playing is superb, and his vocals are warm and honest. The album is a fine example of the late 1970s rock he has been producing, filled with extremely pretty ballad material. LP seems far too many ways in which previous offerings have stood strong with guitar work from Danny Elezola and excellent background vocals from the entire lineup. John is able to sing with equal strength anywhere from rock to country to Jamaican flavoured tunes, and the double disc exposes this every. Few fine words from Brian May.

Best cuts: “Goodbye Yellow Brick Road,” “Dreams,” “She Got It,” “That’s What You Get Now.”

DAVID CASIS’—Dreams Are Not Nothing More Than Wolves, Bell 1112. The “Wolves” album is a fine example of what can be done with the right ideas—here, trying to elevate older Chris-Cassidy performances. The band sounds like a home recording, but with more polish, Michael Buble’s vocals are right on target, and the overall production is top-notch. The result is a fine new entry in the pop-rock genre, with a strong potential for future success. The album is also recommended.


CHRISTOPHER—A Soul In The Land, Dunhill 4401. Christopher is a soul artist who has never been overlooked, having packed his last time in this form. Best cuts: “Soul In The Land,” “Shine.”

PNOCOLHANUM—Dealers: Best of the Best, Mercury 71-0197. This is a fine album from the group, featuring some of their best material from the past few years. The album is well-produced and has a strong potential for future success. The group is also recommended.

Best cuts: “Soul In The Land,” “Shine.”

COBB—The wandering soul, ABC 32070. This is a fine album from the group, featuring some of their best material from the past few years. The album is well-produced and has a strong potential for future success. The group is also recommended.

Best cuts: “Soul In The Land,” “Shine.”

THE HOLLIES—The Hollies Greatest Hits, Epic 2911. A fine collection from the Hollies, including some of their best material from the past few years. The album is well-produced and has a strong potential for future success. The group is also recommended.

Best cuts: “I Can’t Stand It,” “This Is Our Music,” “Don’t You Remember.”

—Recommended.

Also recommended:

CHRISTOPHER CLOUD—Blow Away, Decca BEL 1034. This is an entertaining, offbeat group with a taste for humor running through its music. There is a fine example of the group’s musical style, with Christopher CLOUD’s vocals and music making great use of the group’s unique sound and style. The album is a fine example of the group’s musical style, with Christopher CLOUD’s vocals and music making great use of the group’s unique sound and style. The album is also recommended.


LEROY JENKINS—The wandering soul, ABC 32270. This is a fine album from the group, featuring some of their best material from the past few years. The album is well-produced and has a strong potential for future success. The group is also recommended.

Best cuts: “I Can’t Stand It,” “This Is Our Music,” “Don’t You Remember.”

Also recommended:

THE MAIN INGREDIENT—Greatest Hits, RCA APL 10104. These three gentle soul groups are absolute favorites within the current framework of modern soul music which means easy-going vocals. In addition to their obvious vocal approach, these groups also excel in their ability to create a smooth, high-sounding groove that is captivating and easy on the ears. The album is a fine example of the group’s musical style, with The Main Ingredient’s vocals and music making great use of the group’s unique sound and style. The album is also recommended.

Best cuts: “No Woman, No Cry,” “The Harder They Come,” “One Fine Day.”

Soul

PAUL SIMON—Graceland, Warner Bros. 258. The album is a fine example of the group’s musical style, with Paul Simon’s vocals and music making great use of the group’s unique sound and style. The album is a fine example of the group’s musical style, with Paul Simon’s vocals and music making great use of the group’s unique sound and style. The album is also recommended.


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Best cuts: “No Woman, No Cry,” “The Harder They Come,” “One Fine Day.”
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 27 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 27 issue. Now is the time to plan your dynamic 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 6001 Sunset Blvd. L.A., Calif. 90028 (213) 273-3740

NEW YORK:  Mike Eisenkraft 1 Astor Plaza New York, N.Y. 10026 (212) 784-7300

NASHVILLE:  John McCleney 1716 West End Ave. Nashville, Tenn. 37203 (615) 329-3929

CHICAGO:  Jill Hartwig 150 N. Wacker Drive Chicago, Ill. 60606 (312) 943-6916

“THE LOOK OF MUSIC” IS COMING IN THE OCTOBER 27 ISSUE OF BILLBOARD
Jazz

Trinity Church and Philharmonic Hall, both in Manhattan, the music focuses on several prominent works by Harry Gregor. Russell J. Cusack and the composer conduct-

sor-designate himself. The music combines all the beauty and agility, anger and frutration of everyday life. This could almost be called a fortunenotes between the artist and society. It is simple, gentle, serene and few notes.

Best cuts: "I'm Goin' Out", "Somerset 1."

Dyna-cut: Excellent and well executed compact arranger. He hasn't been too

active on folks lately, so the LP should be dispensed around your jazz section.

ROHAN KENNYATA-Terry Mann, Atlantic SD 1654. What a go to find a jazz LP

which makes the genre come alive in a very legitimate manner. Much of this LP

was cut in Atlanta, Georgia, and the opening cut, "Templeton Treatment Of My

Girlfriend" (All About Her), sets the mood for a LP that simply defies description.

Best cuts: "Joe "Blues", "Something For

You."

Dyna-cut: dining out for jazz fans, this LP is an interesting choice for those

who really hope that the powers of Atlantic will take the time to bring this LP to people's

attention. The marriage of jazz techniques with the Jamaican rhythm is perfect.

Country Picks

Best cuts: "The West of Johnnie, "Sweat Dreams."

Dyna-cut: a picture of one of the pickers, including Chester R., on the

cover, with identity on the back.

JOHN RUSSELL-Kentucky, Capitol ST 8156. Outstanding! this LP

is extremely well done, is a LP of special interest to the LP

music collector, and is an LP that all LP listeners should have on their

shelves. It is a LP that will grow on you over the years and should be

kept on your shelf for a long time.

Best cuts: "Morning, "Run A Top."

Dyna-cut: Most of the cuts here are only a few years old, or less, so they should

be familiar.

Religious

Best cuts: "The West of Johnnie, "Sweat Dreams."

Dyna-cut: a picture of one of the pickers, including Chester R., on the

cover, with identity on the back.

DYN EES--Great Moments With, RCA SAP 1,333. People spread out of their

limits trying to find these old RCA cuts for their collections, and here it is, all

nicely packaged in one bag. Long since departed, it will land always be one of

the greatest. So, this is an opportunity to get your RCA records all together, and

enjoy really some great moments.


Dyna-cut: a montage of LP's on your shelf should help call attention to the

enjoyments.

CONNIE SMITH--Great Hits, Volume I, RCA KPL 1,975. Once again, as part of

the general release series of RCA LP's, this has packaged some of the hits of a leading

artist, and it becomes a sensation. The sound of Bob Fosse produces his Connie

clone with this label, and each is clearly recognizable. This shows, perhaps better than anything, her maturity as a singer over the years, but even if

she is not, it is a LP of quality.

Best cuts: "Once A Day, "Ribbon Of Darkness."

Dyna-cut: Good concept, with all of her hits on gold in the front.

Spoken Word

The characters in the cast provide excellent display. Leave a copy open for con-

sumers to browse through. Also, this is the launching of USA's spoken word series, so

expect a push.

DICK GREGORY--Caught In The Act, PP 10723 (Jewish). This is the comedy

frontier's performance as he switches his efforts entirely to college appearances

(200 campus appearances each year). This LP is brilliant presentation of

Gregory's style evolution as stand-up artist during the past decade. Much of

the material is his wide range of commentary on Maharage. Audience is convulsive

during the show, and Gregory's personal style is literally larger than life.

Dyna-cut: for a college audience, it might be too much material in a single LP.

KENDREW LASCCELLES--Earth蹒跚 and the Staff of Stars, United Artists LP 356. If this spoken-word album has a chance to be covered, it is this

straightforward and persuasive set by the author of this anti-war album, "The Box," which still won mixture of anger at everything.

Best cuts: "The Box," "Junction.

Quasisounding

Quasisounding, sometimes, in spite of the quality and group of the LP's, the

quasisounding cut can be a disappointment ....... it must be, because

there is no LP in the world that can satisfy all expectations. The LP

is the case with "Diamond Girl." However, the remix engineer redeemed himself with "Start Me Up" and "Well, I'm Doin' Something" which

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best cuts, and the LP should be dispensed around your jazz section.

Dyna-cut: Excellent and well executed compact arranger. He hasn't been too

active on folks lately, so the LP should be dispensed around your jazz section.

BOB TEMPLETON--Great Moments With Me, "Tena Nova," "Touch," "Ling Shakedown."

Kerry COMBS--Spectrum, Atlantic SD 2766. Spectacular is a more apt way
to describe the music here. This music is heard at the Miles Davis freak-the call

of the wild. Davis has used the "human organism" as wings of a soaring spirit

the unparalleled energy of a rising staff. This LP is both jazz and contemporary rock

with class. Cheekly in a previous LP, he used the "human organism" as wings of a

soaring spirit, and presents us with a LP that is an LP of unusual energy.


Country Picks

Best cuts: "Belle's Of St. Mary's, "Sweet Dreams."

Dyna-cut: a picture of one of the pickers, including Chester R., on the

cover, with identity on the back.

JIM EMMONS--Great Moments With The BMG, KPL 1,333. People spread out of their

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ALBUQUERQUE: KRST-FM, Jay Burns
ATHENS: WUGW-FM, Don Sylvester
ATLANTA: WRAS-FM, John W. Smith
BABYLON, N.Y.: WYAB-FM
Kathy Cunningham
Baltimore: WZTK-FM, Joe Burcher
DALLAS: KAFM-FM, Loretha Angelene
DENVER: KRUP-FM, KFPR-FM
DENVER: KCFR-FM, Jeff Pollock
JAN AKERMAN: "Provincial," Sweden: KFPR-FM
KEVIN AYERS: "Bambooz," Canada: WYAB-FM
MARTY BALIN, "Believe In Me," Canada: WYAB-FM, WYAB-FM
GATO BARDINI, "Silvia," Flying Dutchman: WYAB-FM
EDMIE BIRDSONG, "Supernatural," Polydor: WYAB-FM
BLUE, RO: WYAB-FM
BROTHERS: "Rainy Riders," Columbia: WYAB-FM
Buckingham/Nicks: Polydor: WYAB-FM
TIM BUCKLEY: "Selafina," Disc Rite: KAFM-FM, KSJO-FM
STEPHEN COHN, Mowsage: WYAB-FM
DENNIS COULL: "Duck," Columbia: WYAB-FM
ESPERANTO: "Rock orchestra," A&M: KFPR-FM
BILLY DIBRY, "Barbra," Kalamazoo: KFPR-FM
THE FOUR TOPS, "Motown Shout," Dunhill: WYAB-FM
MILLY FRANCES, "Bump," Columbia: WYAB-FM
DAVID GATES, "First," Elektra: WYAB-FM, KSJO-FM
GERESIS, "Thee," Ode: WYAB-FM, WYAB-FM
GOOD SEED, "Abide," World Recordings: WYAB-FM
GRATEFUL DEAD, "Wake Of The Flood," Grateful Dead: KFPR-FM, KSJO-FM
HARSON: "Have Your Brain," Matchless: WYAB-FM
JIM HINNICKS: "Mumps," Epic: WYAB-FM
EUGENE: "KMF-FM," Jack Whitaker
ITHACA: WYAB-FM, Ric Browde & Dan Boyle
NEW YORK: WBGO, KCMR, WYAB-FM
NORFOLK: "WYAB-FM, Larry Ginger
ORLANDO: WOUL-FM, Mike Lynn
PHILADELPHIA: "Living Holiday," Polydor: WYAB-FM
PHILADELPHIA: "WMMR-FM, Dennis Wren
PONTIAC: "WYAB-FM, Steve Kirskey
RACINE: "WYAB-FM, Joey Sands
CHIEF JASPER, " starts," KFPR-FM, WYAB-FM, WYAB-FM
ELTON JOHN, "Good Bye Yellow Brick Road," MCA: CHUM-FM, KSJO-FM, KFPR-FM, WYAB-FM
MARTY LYNCH, "Taking It Easy," Moster: WYAB-FM, WYAB-FM
BETH, "I'm Just So Very Good," WYAB-FM, WYAB-FM
JOHN LAMBERT, "Intently," Impulse: WYAB-FM, WYAB-FM
KASHIDA, "Jack's Paradise," Bearsville: WYAB-FM
LINDA LEE: "Say No More," Reprise: WYAB-FM
LUCY, "You Can Feel It," Polydor: WYAB-FM
DONNIE LUNDER, Elektra: WYAB-FM
LOVE UNITED, "Under The Bridge," 20th Century: WYAB-FM
SIMM MCBRIDGE, "Child," Adolph: KFPR-FM
JIMMY MACDONALD, "Just Outside Of Town," Polydor: WYAB-FM, WYAB-FM
GILBERT OSBORN, "I'm A Writer, Not A Fighter," MCA: WYAB-FM
PUSHKIN: "Lee Loeb's," RCA: WYAB-FM, KFPR-FM

ROCHESTER: WYAB-FM, Berni Kimball
SEATTLE: WNEW-FM, WNEW-FM, WNEW-FM, WNEW-FM
ST. LOUIS: KSHE-FM, Shelley Graham
TALLAHASSEE: WOLF-FM, Daryl Steward
TUCSON: KFPR-FM, Mary Ranch
UTICA, N.Y.: WYAB-FM, Tony Yorke & John F. S. Waterman
VALDOSTA: GA: WYAB-FM, Bill Tullis
CARRIE RUFFERT: "Can I Have My Money Back," Blue Thumb: KFPR-FM
SCURLBURN CONE: "Round One," RCA: KSJO-FM
SEGAL SCHWANDER: "993 West," WYAB-FM, KFPR-FM, WYAB-FM, WYAB-FM
SOPHIE CAMEL: "The Incredible Hump Returns From The Moon," Reprise: KFPR-FM, KFPR-FM
RINGO STARR: "Photograph," Apple: CHUM-FM
LIVINGSTON TAYLOR: "Over The Rainbow," Capitol: WYAB-FM
RED TAYLOR, Anywhol: WYAB-FM
IM THOMAS, James: WYAB-FM, KFPR-FM
THREE DOG NIGHT, "Eyes," Atlantic: WYAB-FM
JOHN LESTER, Mercury: WYAB-FM
WYAB-FM: KFPR-FM, KFPR-FM, WYAB-FM, KFPR-FM
JESSIE COLON JORDAN, "Sing For Me," Warner Bros.: WYAB-FM, WYAB-FM, WYAB-FM
WYAB-FM, KFPR-FM
WYAB-FM, KFPR-FM, KFPR-FM, WYAB-FM

Executive Turntable
-
-Continued from page 3

cassek, N.J., Urmann will be responsible for the firm’s entire custom duplicating sales forces. Officials of the new Grateful Dead label (see separate story) are Ron Radok, pr.sident; Andy Leonard, Joshua Brown and Steve Brown, advertising and promotion; and Bruce Selander. Joseph P. Scott, head appointed pro-
grammer for Polygram Corp. He will perform computer systems services for all Polygram operating companies, MGM Records, Phonogram Records, Polydor Records, and Chappell Music, for the first time. Alistair, appointed staff vice president and counsel for RCA Corporation.

Norman Gardner appointed East Coast regional promotion manager for Crossrover Records. Gardner was most recently New York promotion man for Skyline Distributors. . . . Steve Baker named director of a&r for Miami-based Earth Records and World Productions. Baker recently left MCA Records where he was a Florida promotion man.

OCTOBER 13, 1973, BILLBOARD
AMRA Sues Decca Over $37.5G Unpaid Royalties

NEW YORK—The American Mechanical Rights Association (AMRA) has brought a breach of licensing-agreement suit against Decca Records, in U.S. District Court here, in an attempt to recoup an alleged $37,500 in unpaid royalties owed to it by the defendant.

According to lawyers for the AMRA, an audit was conducted on the defendant's books and records in July last year for the period Jan. 1, 1965 to Dec. 31, 1968, and it was allegedly disclosed that the defendant, in breach of its licensing agreement with plaintiff, failed to report, account for, and pay all the royalties due plaintiff on behalf of its members, during the period covered by the audit.

The suit further argues that more than 30 days have elapsed since plaintiff demanded from defendant, in writing, the full amount of royalties attributable to the audit period, and that to date no portion has been paid.

AMRA also argues that upon information and belief the defendant wrongfully and intentionally concealed from the plaintiff the true and correct amounts of royalty payments due by rendering accounts which were false and which substantially understated the actual amounts due.

In addition to seeking recovery of the amount of royalties allegedly due, the plaintiff is also seeking an additional $12,487.97 in exemplary damages; as well as interests, costs, counsel fees and other further relief which the court may deem just and proper.

When Answering Ads . . . Say You Saw It in Billboard

OCTOBER 13, 1973, BILLBOARD
FACT: Record industry trade papers are the most effective means of influencing radio programmers.

And Billboard is the most effective of the record industry trade papers … We can prove it.

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

Various record manufacturers designated St. Louis, Missouri as a typical music market, prompting the research team to conduct in-depth interviews with individuals at 20 of the 21 St. Louis stations that program music. Here’s what they found:

Of the top ten sources of information used by radio programmers, trade publications lead the field with a decisive 83.7% per cent margin.*

Most of the individuals interviewed in St. Louis admitted being influenced, in various ways, by trade paper advertising.*

After determining that trade paper advertising does, indeed, influence radio programmers, the researchers wanted to know how the different record industry trade papers compared against one another.

Within the St. Louis Market, 92% of the key programming sources read Billboard.*

More time was spent reading Billboard than almost the combined time spent reading the other two publications.

As you can see, trade paper advertising does, in fact, influence radio influencers who program a station’s music and expose it to the record-buying public. And Billboard has proven to be the number one source used by radio programmers to learn about and evaluate new releases through its news, reviews, charts and advertising. Projecting all this one step further, you could say that trade advertising in Billboard indirectly communicates to, and sells to, the all-important consumer.

Billboard. We take your advertising one step further.

For your own private videocassette screening of Billboard’s radio influence, call: Peter Heins, Director of Sales, Los Angeles, 213/273-7040 (oc)
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.
<table>
<thead>
<tr>
<th>Title/Artist</th>
<th>Record Label</th>
<th>Contribution</th>
<th>Week</th>
<th>Chart Position</th>
</tr>
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<tbody>
<tr>
<td>EASY-M</td>
<td>Chrysalis</td>
<td>45</td>
<td>10</td>
<td>2</td>
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<tr>
<td>YOU'VE A SPECIAL PART</td>
<td>Polydor</td>
<td>45</td>
<td>10</td>
<td>2</td>
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<tr>
<td>LET ME IN</td>
<td>Bell Records</td>
<td>36</td>
<td>8</td>
<td>16</td>
</tr>
<tr>
<td>CELESTRA</td>
<td>Stax</td>
<td>37</td>
<td>19</td>
<td>12</td>
</tr>
<tr>
<td>I CAN'T HELP IT</td>
<td>Bell</td>
<td>38</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>THAT LADY</td>
<td>Bell</td>
<td>39</td>
<td>33</td>
<td>13</td>
</tr>
<tr>
<td>HEARTS LIKE A ROCK</td>
<td>Bell</td>
<td>41</td>
<td>27</td>
<td>13</td>
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<tr>
<td>MIDNIGHT TRAIN</td>
<td>Stax</td>
<td>42</td>
<td>4</td>
<td>11</td>
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<tr>
<td>WE'RE AN AMERICAN BAND</td>
<td>Capitol</td>
<td>44</td>
<td>47</td>
<td>6</td>
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<tr>
<td>I'M SORRY</td>
<td>Stax</td>
<td>45</td>
<td>43</td>
<td>11</td>
</tr>
<tr>
<td>HEARTBEAT</td>
<td>Bell</td>
<td>46</td>
<td>46</td>
<td>4</td>
</tr>
<tr>
<td>PAPER ROSES</td>
<td>Bell</td>
<td>47</td>
<td>32</td>
<td>16</td>
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<td>FREE BIRD</td>
<td>Bell</td>
<td>48</td>
<td>48</td>
<td>9</td>
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<td>CHINA GROOVE</td>
<td>Bell</td>
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<td>MY WAY</td>
<td>Bell</td>
<td>50</td>
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<td>5</td>
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<td>DELTA DELTA</td>
<td>Bell</td>
<td>51</td>
<td>58</td>
<td>5</td>
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<td>KNOCK ON DOOR</td>
<td>Bell</td>
<td>52</td>
<td>37</td>
<td>11</td>
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<tr>
<td>SAY, HAS ANYBODY SEEN MY</td>
<td>Bell</td>
<td>53</td>
<td>58</td>
<td>5</td>
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<tr>
<td>BABY GYPSY</td>
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<td>58</td>
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<td>BROER LUIJDE</td>
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<td>55</td>
<td>62</td>
<td>5</td>
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<tr>
<td>DON'T YOU NEVER</td>
<td>Bell</td>
<td>56</td>
<td>50</td>
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<td>TOUCH ME IN THE MORNING</td>
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<td>57</td>
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<td>7</td>
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<td>SPRING</td>
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<td>74</td>
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<tr>
<td>I'M SORRY</td>
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<td>64</td>
<td>5</td>
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<td>FUNNY STUFF</td>
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<td>1</td>
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<tr>
<td>SUMMER</td>
<td>Bell</td>
<td>61</td>
<td>71</td>
<td>4</td>
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<tr>
<td>ALL TIME</td>
<td>Bell</td>
<td>62</td>
<td>64</td>
<td>5</td>
</tr>
<tr>
<td>HURTS SO BAD</td>
<td>Bell</td>
<td>63</td>
<td>51</td>
<td>5</td>
</tr>
<tr>
<td>IN THE MIGHTY HOUSE</td>
<td>Bell</td>
<td>64</td>
<td>49</td>
<td>5</td>
</tr>
<tr>
<td>WE MAY NEVER PASS THIS WAY</td>
<td>Bell</td>
<td>65</td>
<td>72</td>
<td>3</td>
</tr>
</tbody>
</table>

A reflection of National Sales and programming activity by selected dealers, and radio stations as compiled by the Chart's Department of Billboard.
PICK HIT

BONFA'

JACARANDA

...now the edited version of the most-requested album cut... "APACHE TALK" ...an exciting new single!
Arranged and Conducted by EUMIR DEODATO

BONFA'S TIME IS NOW... AND THE CRITICS AGREE!

JACARANDA—Bonfa—Ranwood R 8112
What we're talking about here is the continuation of the new birth of progressive pop-jazz. Deodato did much to further that cause with his smash hit. "Also Sprach Zarathustra" and others have followed suit, but Bonfa's style is somewhat different here. With Deodato arranging and conducting, Bonfa runs through ten solid tracks of that progressive pop-jazz, the highlights of which appear on "Apache Talk," "Don Quixote," and "Danse V." In attendance to assist are the likes of some very fine musicians, including Airto, Ray Barretto, Mark Drury and Stanley Clark. All add to the overall effectiveness, but this is Bonfa's baby and a beautiful one it is.

CASH BOX MAGAZINE

LUÍZ BONFA—JACARANDA—Ranwood R 8112: Apache Talk; Jacaranda; Gentle Rain; You or Not to Be; Strange Message; Don Quixote; Song Thoughts; Danse V; Empty Room; Sun Flower.
Personnel: Stanley Clarke, electric bass; Mark Drury, bass (tracks 1, 2, 6); Airto, percussion; Ray Barretto, conga; Idris Muhammad, drums; Richard O'Connell, drums (track 1); John Tropea, electric guitar; John Wood, electric piano (tracks 2, 3); Sonny Boyar, tenor; Phil Bodner, flute; Bonfa, 12 and 6 string acoustic guitars; Sonia Burnier and Maria Toledo, vocals.
Rating: ****

This album contains some heavy Brazilian soul and a touch of Latin funk.

DOWNBEAT MAGAZINE

LUÍZ BONFA—JACARANDA—Ranwood R 8112. Not too much has been heard from lately from the Brazilian Latin school. Master guitarist Bonfa can change all that. This LP captures all the gentle beauty of South America, the changing tides and ebbing breezes, the rolling effects of chords and progressions emerging from his 6 and 12 string acoustic guitar. Eumir Deodato arranged and conducted the orchestra which gives Bonfa the finest of support. There is much pop easy listening appeal to this album, for Bonfa is a gentle force in music. Ray Barretto and Airto are a dynamic duo on Latin percussion, with Phil Bodner's flute and Sonny Boyar's tenor sax infusing spice. Best cuts: "Apache Talk," "Strange Message," "Danse V" (an unusually gutsy guitar performance).

Dealers: stock in jazz and Latin. Bonfa's recognized for this bossa nova work.

BILLBOARD MAGAZINE
Snuff Garrett

—When You Can Count On A Logo

Our Newest Singles Produced by Snuff Garrett...

"GOOD NEWS, BAD NEWS"
recorded by Wayne Parker
on Bell #45,397

"POPPA'S SIDE OF THE BED"
recorded by Jan Rado
on Bell #45,394

Both Records Produced by Snuff Garrett For GARRETT MUSIC ENTERPRISES

BELLE RECORDS - A Division of Columbia Pictures Industries, Inc.
LIVE THE GOOD LIFE.

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

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

American Airlines Luxury Liners.

*Most have it, soon all will have it.*
Country 8-track Sales Approaching Disk Pace

Recent artists and the per-
cent of tape sales to albums were released were
by Steve Goodman, junior, 19 on the
another, Jerry Wallace 99, Ronnie Dove 37, The
Perry Como 24, Neil Diamond 21, Bill Sim-
musicians Williams 46, Cal Smith 67, Bill
Anderson 64, Dobie Gray 39, Marty Robbins 58, Elton John 17, Cher 38, Rick Nelson 39, El Chico 23, Why
30, "Jews Christian Superstar" 14, Bert
Kasen 20, Bill Cosby 21, Jerry Jeff
Walker 15.
Atlanta, incidentally, often
sell, 33 percent as compared to albums when
it comes to country music, Eric said.

Approaching UJA fund half son.

UJA Music Fete Rolling

Set to attend so far are: Sam
Clark, Jerry Wester, Mill Rockindull, Al
Master, Harold Linick, Dave
Kap, Art Talmadge, Archer Beyer.
Al Bey, Gil Lee, Clarence Avant, Flo-
twort, Tony Orlando, John/or-
all, Allen Klein, Art Kass, Neil
Bogor, Jack Lay, Jerry Schabe-
bar, Dan Hersh, Marty Robbins,
Sko, Elliott Blaine will represent his
late father, David Goldner, under
n Records, Linda Goldner, daughter of
E/Gone singer, George Goldner and Irene
ver, widow of Bert Berns, Bang/Show
founder, also have accepted the
dates.

Use Tax to Be Argued

He noted that proposed clarification of
the regulation is being considered currently.

He explained that dependent
upon the terms of purchase or leave of
the master tape by a company, the
responsibility for the payment of ac-
tual taxes changes. The state also
holds that the tax would apply when sep-
ate deals are made with sepa-
rate parties for exclusive tape and record
manufacturing rights, he said.

Senate Ratifies Treaty

The Treaty does not require mem-
ber countries to agree to any recording made before
the contracting nation became a formal
member of the International Conven-
tion. In outlining treaty terms to the
Senate Banking Committee, Sen. Mike
Massey (D-Mich.) pointed out that
this would not preclude mem-
bers of the Senate from negotiating
retroactive protection if they wished. How-
ever, Copyright Office spokes-
man Howard Schacht said the interna-
tional copyright agreements, most countries prefer to use the
closing date in the registration
as the effective date for agreements
involving copyright goes to go into force.

Exceptions may occur in instances of
infringement. Under the convention,
other countries, such one-to-one agreements
would not be nullified in any way by membership in
the new
naire treaty, according to the
terms of the Phonogram Conven-
tion.

is there a settlement near in the CBS. Inc lawsuit against former
CBS Records president Clive Davis?

Is there a settlement near in the CBS. Inc lawsuit against former
CBS Records president Clive Davis?

Spokesmen for both parties have told Billboard that the
chance of a settlement between the two parties has not been
agreed yet the talk of such a settlement persists.

Davis, who had been chairman of CBS Records since
1985, and Anne Carlson, Davis' former business manager,
returns to the U.S. Oct. 25 and leaves for a Japanese tour
Nov. 2. "Dan Kirsch's Rock Concert" adds seven new
tracks to the Rolling Stones catalog. The</comma>
Billboard's Spotlight on Oklahoma

is "sooner" than you think

That's right. Billboard is moving into the Oklahoma territory and we're loaded for bear. What's more, you'll be able to read about the phenomenal growth of the Oklahoma music industry in Billboard's November 3 issue. So you don't have much time to get yourself into Billboard's special Oklahoma spotlight. Not with the ad deadline just around the corner, October 19 to be exact.

And Billboard's "Spotlight on Oklahoma" is going to be one special you won't want to miss. Included in the Oklahoma spotlight are in-depth stories on:
- the country and pop music scene
- religious music
- recording studios
- radio and television stations
- radio and television syndication
- live concerts
- music publishers
- artist management companies

Like we said, Billboard's "Spotlight on Oklahoma" is "sooner" than you think and already the excitement is peaking from Tulsa to the Oklahoma panhandle. The "Spotlight on Oklahoma" is your chance to show the entire music industry what Oklahoma has to be proud of.

Don't miss Billboard's "Spotlight on Oklahoma." It's coming in the November 3 issue. And the ad deadline is sooner than you think: October 19.

Ad Deadline: October 19
Issue Date: November 3

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

**LOS ANGELES:**
Bill Moran
9000 Sunset Blvd.
L.A., Calif. 90069
(213) 273-7040

**CHICAGO:**
Jill Hartwig
150 N. Wacker Drive
Chicago, Ill. 60606
(312) 764-9500

**NEW YORK:**
Mike Eisenkraft
1 Astor Plaza
New York, N.Y. 10036
(212) 764-7300

**NASHVILLE:**
John McCartney
1719 West End Ave.
Nashville, Tenn. 37203
(615) 329-3925

www.americanradiohistory.com
A Two-Record Set
(includes "Saturday Night's Alright for Fighting")

Produced by Gus Dudgeon
Elton John with Davey Johnstone, Dee Murray and Nigel Olsson
Music by Elton John
Lyrics by Bernie Taupin

MCA2-10005
MCA Records