Yule Retail Registers Ringing

Sales Surge & Crunch Hit Stock in U.K.

By GRAHAM PUNTER
Music Week Staff Member

LONDON—Strong demand for product has plunged record companies into the worst pre-Christmas stock shortages in many years. Pressure on pressing plants and raw material, and board shortages, coupled with high consumer demand, has resulted in low completion rates in many categories of records and tapes. Energetics are being put into surmounting this to the detriment of new artists and special projects in an overall refining of working catalog.

CBS's general sales manager, Jack Florey, said the industry's general stock situation is "the worst I've ever known it." He said his company's own situation is "not good" despite its Aylesbury factory working around the clock seven days a week. Florey estimated the industry's sales are 15 percent up on the same period last year. The tape situation is particularly

Tape Sales Jump In Step-Up of Law

By JIM MELANSON

PITTSBURGH—Stricter enforcement of Pennsylvania's anti piracy statute, as well as a crackdown by local authorities against stolen goods operations, has resulted in a 60 percent increase in 8-track tape sales for National Record Mart, according to Sam Shapiro, president of the 37-store retail chain. He stated that sales have increased during the last six to nine months and have recently hit their peak during the Christmas buying season (see separate story).

Shapiro, who has long complained about the influx of both stolen 8-track product and bootlegged product in the local market (Billboard, Feb. 10), said that it seems that the corner has been turned, in that the power of the state law, as well as various local laws, is "no longer being ignored."

Nine months ago, Shapiro continued, the local market was flooded with stolen, bootlegged and pirated product, which often resulted in 20 to 40 percent sales losses for National and other reputable local retailers.

He stated that, although there were enough laws on the books to combat the problem, there was just not the enforcement to curtail the "almost runaway situation."

But now, according to Shapiro, things have changed. He said that more people are aware of the consequences of violating Pennsylvania's stock laws.

Chappell Breakthrough Via Sales Agency Deal

By ROBERT SOBEL

NEW YORK—In a dramatic sales arrangement to enlarge its songbook market, Chappell Music has signed a contract with Optimium Book Marketing Co., a national sales agency, whereby Chappell songbooks will be sold in the U.S. by the agency to its 3,000 book outlets. In addition, Chappell is lining up deals to act as songbook trade distributor for medium-sized folks publishing houses.

(Continued on page 55)

LOS ANGELES—For the unprecedented consecutive year, chain store record retailers look for new holiday sales highs. This year's guesstimates range from 10 to 30 percent, almost 100 percent ahead of 1972 Yule estimates. The combined surveys (see page 104) covered chains, composed of over 1,500 retail outlets in the U.S.

Chain operators base their optimism on what they consider a firmer ground; greater spread of pop his product, more expanded chances in advertising, more sharply honed store administration, an increasing jazz and classical Christmas trade and the continuous climb of tape sales.

Only one chain noted any business lag caused by the recent vinyl shortage, while another single chain chief noted that a hit LP order was cut by two-thirds. All hinted that early warning of the imminent PVC scarcity probably hastened much of the improvement in inventory control and better buying habits.

A great percentage of those contacted said more positive than negatives to the vinyl crisis. Many pointed up the gas shortage's effect in keeping public at home, where they would want records and tape for entertainment (Billboard, Dec. 8).

WEA Labels Ask Council OK for 9.96% Price Hike

BY MILDRED HALL

WASHINGTON—Warner Communications, Inc., owners of the Warner-Elsewood-Atlantic (WEA) labels, notified the Cost of Living Council on Dec. 4 of a proposed price rise of 4.96 percent on phonograph records and prerecorded tapes. The raise would increase the over-all revenue of the firm 4.27 percent.

If no action is taken by the C.C.L. to amend or delay the application, within 30 days of the filing date, the price rise can automatically go into effect. All firms making $100 million or more are required to present the council of proposed price raises, which are presumably based on increased costs to the manufacturer.

(Continued on page 4)

MCA Curtains Leasing Rights

BY CLAUDE HALL

LOS ANGELES—MCA Records last week announced an extremely "conservative" policy in regards to all special market use of materials. Lou Cook, vice president of administration, has taken over all special market activities and Bill Davis has been assigned to administer all projects under Cook's supervision.

Although MCA Records will not abandon the special market field, it seems unlikely to ease at least in the short-term the view of many in the industry that there will be little investment in new plants while the vinyl shortage lasts. Consequently, news of the rise makes the successful outcome of the British Phonographic Industry's negotiations with Customs and the duty payable on imported records even more welcome.

In contrast, LPs of singles in the second quarter fell from

(Continued on page 56)

LP Imports Advance Sharply in U.K.; Singles Declining

BY RICHARD ROBSON
Music Week Staff Member

LONDON—Imports of LP's rose dramatically during the second quarter of this year to a high of 3,250,000 records, according to latest statistics released by the Department of Trade and Industry. During the first quarter of 1973, 2,250,000 albums were imported.

The sharp rise underlines the continuing manufacturing problems facing British record companies, necessitating the pressing of an increasing amount of product abroad.

Pressing problems in the U.K.
ELEVEN NEW KUTS TO SATISFY THE KRAVINGS OF THE EVER-GROWING KINK KULT.

NO MORE LOYAL LEGION OF LISTENERS EVER LIVED THAN THE COMMITTED CLAN OF THE KINK KULT. WITH THE COMING OF EVERY NEW KINKS ALBUM, THEIR NUMBER INCREASES THEY APPEAR LIKE THE HUNGRY HOARDS OF ATtila TO RAPE YOUR RECORD RACKS WITH THE RELENTLESS ABANDON OF ANIMALS STARVED FOR NOURISHMENT. NOW, PURPOSELY HELD UNTIL THE KULT'S COLLECTIVE CRAVINGS COULD BE CONTROLLED NO MORE. THE KINKS MOST WELL-RECEIVED EFFORT TO DATE, "PRESERVATION ACT 1," IS READY FOR CONSUMPTION. WHAT BEGAN AS A KULT HAS TURNED INTO A KINGDOM. SO GET THE KINKS OUT.
LOS ANGELES—The hit Christmas song continues a thing of the past. Specialty Christmas product is at best mediocre. The minor source of extra income. This pattern was revealed by a special Billboard

Charts Dept. survey of 1973 Xmas product activity, with data received from two-thirds of the markets regularly reporting the product. What our sample sellers seem to do is put up an extra display rack or simply shift some shelf space to a selection of 50 to 500 Christmas items. Depending on the special nature of the clientele, even larger displays will be utilized. There will also be displayed singles, tape cartridges, children’s sets or short music books.

No stores reported returning any merchandise prior to the holidays, although the few who answered a query about how many units they sold indicated that they had not only sold half of their stock. Oversupply by too-aggressive wholesalers was not a problem. One source in Baltimore complained of not being able to get all the specialty product ordered.

Re-releases of older product makes up the bulk of Christmas specialty titles. Several stores reported that they concentrate exclusively on cut-out and cut-out Christmas product.

The only new Christmas record which has survived the past six weeks is the album is Elton John’s “Stepping Into Christmas,” No. 1 on the Billboard Christmas chart, for the past three weeks. But indications are this will remain a seasonal title, as is Leon Russell’s “Silent Night.”

Los Angeles—This Business of Music, the seminar on commercial music set by NARAS and Billboard for the University of California, Los Angeles for Tuesday evenings, 7-30-10:00 from Jan. 8 to Feb. 26 has added a number of speakers and changed locations (Billboard, Dec. 3)

As a result of increased enrollment, the course has been moved to the Grand Ballroom/Ackerman Student Union on the Campus.

In addition, several new speakers are scheduled, including Ted Silvestri, president of Warner Bros. Music. To talk on songwriting, Linda Lauretta, writer of “Ruby Red Dress,” also to talk on songwriting, Sal Candelora, executive vice president of SESAC, to talk on licensing, and Harry Diamond, executivedent of Telecor.

Records for the seminar is $33. Checks may be sent to Box 24901, Dept. K, UCLA Extension, Los Angeles, Ca. 90024.

By ELY PAIGE

CHICAGO—One of the most exhaustive and first of its kind tests for phonograph record wear has been developed at the RCA Laboratories and Richard Cowan, major supplier of new record monomer polymers to serv-

See Energy Crisis—Both Bane, Boon to Jukebox Operations

Chicago—Deaf as much as one could be, if the energy crisis hits, new record sales, possibly problems with recycled styrene disks along with new opportunities as a leisure activity, seeking Americans turn to bars and cafes as new social centers were positives and negatives associated with the energy crisis discussed here at the first Midwest jukebox convention.

In his first talk as president of Music Operators of America (MOA), Hyodock, Mass. businessman Russel Mawdsley said brownouts are common (color television turns B&W from 4-8 p.m. in his area) and heating oil allowances are off 30 percent. He suggests changing윗he standard recording and thus programming of new recordings) going from weekly two to two

“strengthens the label's already strong reputation in the country field.”

Jimmie Edwards has left the label and former MCA production company with Mike Curb, former president of the label. Known as Curb/Enterprises, the firm will be headquartered here, although the production company will continue to base its operations on the West Coast. It will be an independent company, with the possibility for the label to produce major artists for MCA, including Hank Williams Jr., and others.

As for the label itself, Don Owens, director of country music, with a Los Angeles board for St. Morries, senior vice president, creat-

(Continued on page 29)

Phonograph Ups $4.96 LP's $1

CHICAGO—Phonograph Industries, the manufacturer of phonograph records, has announced a $4.96 price for the first time on the use of styrene for LPs, and moreover, on injection molding of the disk was released in Billboard (July 10), the company has been receiving daily inquiries, but despite the fact that advertising and public relations at the firm's Polymin systems division and corporate headquarters in suburban Plainfield, Ill.,

(Continued on page 29)

MCA Cuts '74 LP Sked

LOS ANGELES—MCA Records had an above-average track record with 74 percent of its new albums hitting the pop or country charts and five releasing gold disks for a selling of a million copies. Artie Mogull, vice president of A&R, said that album releases of pop product have increased substantially in 1974. Industry chart average is 37 to 40 percent (Billboard, Nov. 3).

The label has added 50 pop albums in 1973 and is planning to release only 50 in 1974. The number of albums that will be released in the country music field isn't known; the label is extremely strong in country production. A number of albums, which may be determined by the number of hit sin-

(Continued on page 29)

Styrene Firm Develops New 45 Wear Test

CHRISTIE Project 3

The new company and will dominate on during this next year is breaking Tony Christie, a British artist who's very

(Continued on page 29)

MGM Shifts Producer Role; Aims to Beef Country Wing

NASHVILLE—MGM has gone to an all-independent production staff here as part of its move to

A&M Raises New Albums to $6.98

LOS ANGELES—A&M Records has increased its price of new album releases to $6.98 starting January 1. Tape list price remains at 50 percent cut of list price, remain at present price level. A company statement of reasons for the price hike will be issued next week. A&M is the first label to confirm a general industry price rumor.

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(Continued on page 29)
N. Calif. Trio Optimistic in 6-30% Hopes

By PAUL JAUDE

SAN FRANCISCO—The Retail Record business in Northern California for the Christmas season is reportedly not going to be at running at levels anywhere from 6 to 30 percent ahead of last year for the chain merchandising in this market. This increase is being attributed to a variety of factors, including advertising and promotion, increased store traffic and a variety of other factors.

The Western Division of the 25-store Budget Record & Tape chain ranging from Washington through South Dakota, with record breaking business, is the leader in this market, with 8 percent over last year. Detroit, Kansas City, and C. L. Fadon product as custom-groomers. Introduction of broad jazz and classical product has also helped increase trade, he said.

Steve Chotin and Brent Fleet of the 25-store Almar chain feel their second holiday season may well double the first. Both feel that in-store merchandising helped build the business, with the two-state five-record David chain, based in Huntington, W. Va., noted good business in the Midwest. The Carpenters and Rundgren LPs were their leaders. He finds eight weeks of promotion, he said, will make sure we are all sold on this product. Second only have been used and the second hit, he commented. That the scarcity of the limited edition holiday LPs had aided his own sale of Christmas albums.

Dave Burke of the Cleveland-based Recordco says that sales are topping heartland records, predicting a 25 percent increase for his five-year-old chain. He had a refurnished replacement program, now semi-auto-
mated, helped his pre-buying. He felt that most modern LPs were especially strong. Ron Haring, operator of the five-store Record, Heat, Ninth, 9th, 8th, and 20th percent tape increase for his 10 percent over last year. He said that he had a consistent 10 percent over last year. He said that he had a consistent 10 percent over last year. He said that he had a consistent 10 percent over last year. He said that he had a consistent 10 percent over last year. He said that he had a consistent 10 percent over last year. He said that he had a consistent 10 percent over last year. He said that he had a consistent 10 percent over last year.

Midwest Increases

‘Q’ & Specialty Promos

By EARL PAIGE & ANNE DUSTON

CHICAGO—Increases up to 25 percent over 1972 Christmas volume in 1973 are expected on the major chains here with some promotions heavily in quadratics and specialty areas such as children’s product. Downward figures, especially by ear stereo outlets, would bring into the market an average of 20 percent over last year.

All Geyser purchased by Montgomery Ward, said business at the chain’s 300 stores selling records and tapes will be 25 percent over last year’s with 8-track pre-recorded tapes up 15 percent.

Wards has constructed headers with the Billboard logo in its actual color and is stocking with the pre-recorded tapes.

Playback with all but nine of its 54 outlets selling tapes and software had a 1.31 percent increase in over 1972 for the 50 stores that sell records and software.

Western Division of the 25-store Detroit chain, new head and 20 percent over last year.

Playback is placing unprecedented emphasis on quadratics (see separate story in Tape/Audio/Video), its stores fixed from a stock of 8,500 at retail value.

Tape Disc

Software is down to 12

For Sam’s, a chain of stores, however, the Christmas buying season has seen a slow start, with sales climbing sharply in parable 1972 figures for November, only to dip 8 percent below the 72 level this far in December.

While George Levy of the Goody store chain was unable to account for the fall, the sale was not unusually in tapes, as well, with both 8-track and cassette configurations approaching LPs in sales activity.

Sales Show Up to 30% Increase

By PHIL GEORDINE & RALPH COLLINS

NEW YORK—Increases in holiday record sales ranging up to a solid 30 percent over last year were reported by record chains headquartered in New York, Ohio and Pennsyl-
vania in a survey last week.

Among those contacted, only one experienced a sales decline.

The survey also disclosed conflicting consumer reaction to recent promotion, with some chains reporting strong and little immediate concern over the effect of vinyl shortages on the retail market.

Stark Service

At the Ohio-based Stark Record Service chain, the survey was enthusiastic about sales for Stark’s Camellia Records record chain. The eight-state chain reports that it is pre-

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Barbra Streisand and "The Way We Were."

For a lot of people, it's already the hit of the year.

Barbra scores big with the title single from her smash film, "The Way We Were," (the No. 1 movie across the nation—Variety, 11-28, 12-5).

Bill Gavin, in an almost unprecedented move, front-paged "The Way We Were" three times in three weeks, starting as Record to Watch (11/23), zooming up to Sleeper of the Week (11/30; "Pulling increasingly heavy sales and requests.") and topping off on 12/7 as Smash of the Week ("Should be a shoo-in for an Academy Award.

And—major-market stations coast to coast and everywhere in between are making "The Way We Were" into the way it is. On Columbia Records."

www.americanradiohistory.com
BOOK REVIEW
New Shapiro Book Solid

NEW YORK—Volume 6 of Nat Shapiro’s Popular Music: 1965-1969 is another welcome addition to this fascinating series covering 50 years of musical culture.

A true phenomenon for winning the award and staying in work, writer, artist, and for anyone else interested in currency and the story of New York music, records, data on adaptations from foreign, folk and classical music, Nat Shapiro’s essay on the popular music of the latter half of the 1960’s. Dotted with a book of noteworthy material, compiled neatly and accurately with painstaking attention to each aspect of Americana, Publisher is Adrian Press, and it sells for $18.50.

ANATOMY OF HIT: Col/Philly Cooperation Bolsters Blue Notes’ Hit

LOS ANGELES—Last week’s opening installment of the Col/Pineapplehit series “The Love I Lost” being cut at Philadelphia’s International Studios, produced by Ken Gamble, Leon Huff and their house rhythm section.

During a two-day rehearsal period on the song at Gamble-Huff’s Philadelphia International offices, “Love I Lost” had changed from a slow ballad, like the Blue Notes’ last hit, “It’s Just Like Your Love,” to a “Love Me Now.” Instead, it turned into an uptempo number.

Phil Gamble, producer. Earl Young added a new shuffling pattern he had put on a few album cuts previously recorded, a catchy beat, with its strutting effect, proved to set off the entire piece and made it a one that is rapidly more important, back-to-backing market. Sparked by East Coast disc jockeys, it has been getting instrumental counter-rhythms have been scoring hit after hit. Again, as Atlantic Records had the Temptations’ “Papa Was a Rolling Stone” and Mana D’Ongos’ “Soul Music”

“Love I Lost” ended up as a 6:24 album cut. For its single version, it will be released as a 3:30 continuous and against such extremely strong new releases as Art Garfunkel’s “All I Know,” “Lost” won’t be too much of a problem.

Said Logan Westbrooks, Columbia special marketing director, “We’re very close to getting a record at the convention. Everybody kept requesting it at the hospitalities and we were always asking when it would be released. You could see the response when it came out, people asked to hear it around the hotel. This was just a fine record, upbeat, danceable. It must have been a Calgary hit.”

The single was released in September and its “Black and Blue” album a month later. Harry Crim, operations director for the entire Gamble-Huff and Thon Bell network of companies, had written our new album by Billy Paul and the O’Jays in the same release as the Blue Notes, but because Columbia had “the strongest possible promotion shot, we held off. The two hits were placed on top of the chart.”

For the record was Columbia’s designation of October as “Philadelphia International Month.” The new Gamble-Huff release, “Love I Lost” was prominently featured in a wide-ranging campaign, which included a page of print advertising, billboards and radio time.

Producers in both Colombia and Philadelphia International worked the Blue Notes single. As stated in the previous “Anatomy Of A Hit” installment, “Love I Lost” was immediately picked up

(Continued on page 10)

CBS TV Fee Battle in Wind-Up; Cramer, Witness

BY ROBERT SOBEL

NEW YORK—The CBS-TV suit bidding for a per use type of performance compensation, owned by the BMI was due to wind up Dec. 14, with Ed Cramer, head of BMI, one of the key witnesses in the matter, testifying on Dec. 11 that a blanket license is in the public interest.

“Broadcasters have to perform what is in the public interest, convenience and necessity, not the cheapest product. They have an obligation to program in the public interest,” he said. An ASCAP-CASP and BMI there is more product coming out.

The main source of economic stimulation for the broadcasters is the enlisting and a great deal of it from the networks, he stated. “What is the real sense does it is to say to the guy putting on the program you select whatever music you want, this is the public interest and you think the public wants,” this is a major factor in the selection of music.”

Peter O. Steiner, chairman of the Economics department at Michigan State University, was called to testify on a blanket fee or per use basis. "This is a violation of the Sherman Act.

DECEMBER 22, 1973, BILLBOARD
Livin' For You.*
The new album by Al Green.

Oooh, baby.

Produced by Willie Mitchell and Al Green.
*Includes the current hit Al Green single #2257.
JERVIS, Luke Success, N.Y., parent company of JBL and Harmon-Kardon, disclosed in its annual report that dividend payable Jan. 25 to shareholders of record on Dec. 21. The last payment was a 5 percent stock dividend in January.

According to the company, Hi-fi sales (JBL, Harmon-Kardon, Rubicon) accounted for more than 37 percent of last year's gross at JBL. In the company's first quarter of this year, it earned a record $1,415,000 on sales of $23,936,000.

Dr. Sidney Harman, president of Jervis, expects fiscal 1974 to be a positive year, particularly at JBL, which is the fastest growing subsidiary at Jervis.

Stockholders voted to change the company's name from Jervis Corp. to Harman International Industries Inc.

**BASE A.G. increased its prices and closed down some of its plastics production facilities.**

**NEW CONCEPT REPLACING ROCK CONCERT OPPORTUNITIES FOR BIG PROFITS—LOW COSTS**

Once every few years, perhaps only once in a decade, something truly new and revolutionary comes along, as it did in 1973, after two years and $600,000 of CIN-A-ROCK was created. Our knowledge of the markets associated with our original Live Rock Musical: The CIN-A-ROCK show were two, and only two, which is why we created a $600,000 show that cannot be duplicated in the same market.

It should be noted that the CIN-A-ROCK show show itself includes its own movie, for mass bookings in your market. Certain states still need to be filled in for hire. This is why we've created CIN-A-ROCK.

The International Music-Tape Newsweekly

**Billboard**

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December 22, 1973, BILLBOARD
The Music Industry's First Exposition for the Consumer at Madison Square Garden, New York City

MADISON SQUARE GARDEN CENTER HOSTS THIS INDUSTRY-WIDE TRADE SHOW. IT OFFERS EXCELLENT EXHIBIT AND PRODUCTION FACILITIES, CONVENIENT MASS TRANSPORTATION AND IS LOCATED IN THE CENTER OF THE BIGGEST CONSUMER MARKET IN THE WORLD.

The Felt Forum — 4400 potential customers can see and hear your artists in one of the finest concert settings in New York. The unobstructed view, comfortable seating, outstanding theatrical lighting, sound and production facilities combine to provide an excellent showcase for future stars.

The Cinema — with 16mm and 35mm capabilities is the seminar and open forum area. Filmed presentations can tell the story of the music industry and its individual companies.

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**General News**

**Canadian BMI Director's Testimonial Dinner**

HAROLD MOON, Pioneer Founder and longtime President of BMI, Canada, was honored recently at a testimonial dinner in his honor in Nashville, Moons wife and his wife are seen here with various groups. (Picture 1) left to right, Mr. and Mrs. Moon, Chet Atkins and Minnie Pearl. (Picture 2) left to right, Mr. and Mrs. Clyde Moon, head of BMI, Montreal; Irving Waugh, WSM, Inc.; Moon; and Jack Stapp, Tree Music. (Picture 3) left to right, Mrs. Moon; Owen Bradley, MCA Records; Mr. Moon; and Joyce Bush of Tree Music with her husband. (Picture 4) left to right, Bob Jennings, 4-Star Music; Mrs. Gree Walker; The Moons and Cindy Waugh.

**Spurt in Tape-Laws Crackdown Aftermath**

- **Continued from page 1**
- **Takin' Care of Business, as Usual.**

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Quotes excerpted from 110 page survey conducted by Hagen Communications, Inc., and available for examination.

**Pre-Yule Optimist Mounds**

- **Continued from page 4**

brook Mall in Wayne, said business has been "excellent." All of the 8 stores in operation last year appear to be heading for a 10 to 15 percent increase over last December's take. And for the first time in over two years, not one of the 8 stores did not have more than 10 percent more sales than the previous period. The only store that had a decrease was a discount store that had a major price cut.

About the vinyl shortage, both of these record chain retailers feel that this situation will get better as the industry begins to turn around. Among the basic problems that they have to deal with are the increased awareness of the industry to the problem, along with lobbying to pass an Ohio antitrust law, and stricter enforcement of any local laws that might help to alleviate the situation.

**1st Arrest Made For Violation of La. Tape Statute**

**Blue Notes' Hit**

- **Continued from page 6**

by all key soul stations across the country and was Billboard's soul chart no. 1 single Now and Dec. 1. Having established its popularity, the song was released to "cross over" began to work for "Love Lost." With Top 40 rock playlists at their tightest state in history, AM programmers have increasingly looked for records that are already high on the soul, country, easy listening charts. "The Love Lost" apparently peaked at no. 7 on the Hot 100 chart Dec. 1 and is now down to 17.

**DECEMBER 22, 1973, BILLBOARD**
One million people are waiting for the most popular S.O.B. in the history of music.

“Switched-On Bach II” is the long-awaited sequel to the album that’s been on the classical charts since its release five years ago. “Switched-On Bach I”—the classical album that went Top 10 on Billboard’s pop charts, earned a gold record, and is about to claim 1,000,000 LP units.

Now, “Switched-On Bach II” is Walter Carlos’ brilliant new album, and you can switch on Walter Carlos’ other heralded albums—like “The Well-Tempered Synthesizer,” Carlos’ performance of more baroque composers; “Sonic Seasonings,” his composition that brilliantly evokes the many moods of the seasons; and “Clockwork Orange,” the musical realization of Stanley Kubrick’s film.

“Switched-On Bach II.” Walter Carlos is Bach again.
On Columbia Records

Arena, Concert Hall Ops: No Crunch Effect

NEW YORK—While talent agents and promoters continue to review tour schedules to adjust to new travel restrictions incurred by the energy crisis, major arena operators and concert hall operators are preparing for a small dip in overall box office business.

At the same time, promoters continue to develop innovative ticketing packages. Major music music–gates–festivals–are forecasting serious obstacles to their business.

As reported in Billboard (Dec. 8), the major issue concerning agents and promoters is the effect of fuel shortages on Sunday travel and concert attendance. Bans on Sunday gasoline sales have already caused agents to reschedule routes for bands that previously traveled between dates on Sundays but will now need extra time.

The gasoline sales restriction was also expected to result in a large increase in traveling to major arenas to hear artists, particularly in non-urban areas, who draw audiences in numbers from relatively small towns. In addition, travel times will now cut into the audience at the major arena due to travel times.

 Ritually within a few gallons of gas for the majority of their audience. Although promoters admit this trend is not inevitable, it will force increasing numbers of artists to travel further for longer periods of time to reach audiences who will not be able to travel for other major concerts. This in turn will force promoters to cut back on the use of the “free ticket” policy as a means of increasing attendance.

1992 was a banner year for major arena attendance and the concert business. Acts that were projected to sell out major arenas were often split into “first” and “second” weekend tickets, and in some cases, the tickets were split between two separate shows. This year’s competition will also be fierce. Logan Westbrook, director of special projects for the label, said that concert bills will feature both CBA acts and artists from CBS custom labels, including Sly & the Family Stone, the Isley Brothers, the O’Jays (Philadelphian), and Maxine Weldon (Motown).

He stated that CBS does not plan to record the concert, but is considering filming it for promotional purposes. Westbrook added that CBS will back the performance with an advertising campaign, including radio spots and consumer print advertising.

Last year’s concert tribute to King, also on the Omni, was reported by RCA Records, who sponsored the concert and later released proceeds from the resulting LP for the King Center.

The Social Change is now directed by King's widow, Mrs. Coetta Scott King.

Blues, Jazz, Dates at BAM

NEW YORK—The Brooklyn Academy of Music, long a prime venue for classical and legitimate packages, will be hosting jazz artists and gospel acts as part of its upcoming Blues and Jazz series, being produced by Ed Bland.

Initial booking for Sunday (16), when Emma Creamer and the Emma Creamer Gospel Singers are featured. In January, the series will offer Otis Redding (23) and the Elvis Jones Quintet (27), while February concerts will feature Big Mama Thornton and Screaming Jay Hawkins. Ticket prices will range from $10 to $30 sold through the BAM ticket office, Ticketron, Anibal & Strats department store and shake. Younger concert-goers (under 22) and senior citizens will be able to purchase tickets at $5.

ESP Disk ‘Comet’ Date

NEW YORK—ESP Disk will bid for audiences fascinated by the approach of the comet Kohoutek on Dec. 22, when the phenomenon is presented at Town Hall here as “The Celebration for the Comet Kohoutek.”

Acts will include Sun Ra, Randy Burns, Don Garrett, Susan Fass, Amaud, Malaia, Plateau, Chach Shaw and Paul Thomson. These artists will offer a mix of material ranging from avant garde jazz to rock and singing finches, with Densel Paller to provide film and slide presentations of the comet. Also expected are videotape projections, to tie in with the November 2nd opening of the Andy Warhol Video Cookbook.

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Jazz for Krupa Fund

NEW YORK—A talent roster sparked by veteran jazz stars will provide the draw for a special all-star jazz and big band benefit concert slated for Radio City Music Hall on Jan. 17. The event is being promoted by Art Trefzero of Steady Records and Peter Mallon of Counterparts, who will proceed to the Gene Krupa Fund for Retired Children.

Show will be hosted by Bob Newhart for a television special and eventual release as a double LP package for release to raise money for the Krupa Fund through Columbia House.

The artists performing will include Bessie Smith, James, Pearl Bailey, Billy Eckstine, Roy Eldridge, Anita O’Day, Helen Ward, Billie Holiday, Max Kaminsky, Zoot Sims, Jo Jones, Mulligan and Lionel Hampton.

Rock Promoter Drops Date For Concert in Las Vegas

LAS VEGAS—For the second time in as many weeks, a rock promoter has cancelled a planned rock concert date for a rock concert at the Las Vegas Convention Center.

Director of operations George Stephens told a Convention Authority meeting Tuesday that Will-Don, Inc., doing business as Garden Productions, requested a Jan. 23 date previously booked but vacated because of financial problems.

A Nov. 24 concert headlining United Artists rock band was cancelled earlier this month by Garden Productions, concert promoters for the date, due to an auto accident which had seriously injured the wife of a promoter.

Put-Up Productions co-promoted the last regular rock concert at the Center last April 27, in conjunction with Gana’s Nana Productions. That date was the disastrous Deep Purple concert which resulted in over $4,000 in damages to the facility when the group failed to appear. That incident also set off a flurry of heated encounters between the Convention Center and area promoters which had, until recently, stalled further rock bookings here.

The next scheduled rock concert at the Center is now March 27, 1974, to be promoted by Powerful Productions. Other promoters and dates will include shows by Pearl Productions (April 9, Gary Nased/Gana Productions (April 23) and United Concerts (May 2).

Talent in Action

J. GEILS BAND

BROWNSTONE STATION

Madison Square Garden, New York

The band will play a variety of its own original music and cover some rock ‘n roll’ and from themselves with a band that includes a three-piece horn section. The band is led by Peter Wolf, who sings and plays harmonica, and is joined by his first wife at Madison Square Garden. The band is opening for the first time ever, and the Garden wanted to have a band of the same caliber that is a support act.

The Garden wanted to have a band that could play off the strengths of the Garden and not just be a support act.

New on the Charts

GARY & DAVE (92)—‘Could You Ever Love Me Again’

London—This week, Gomer Pyle Billboard has been featuring in New on the Charts this year, Gary & Dave’s new album has been on the market. The album is a departure from the group’s previous work. The group is currently touring the UK and is expected to release a second LP in the near future.

The band has received critical acclaim for its debut album, which was released in 1972. The album was recorded in the UK and features the group’s signature sound, which is a combination of rock and roll with a touch of country.

Columbia Records is releasing the album, which will be distributed through the company’s network of distributors. The album is expected to be a commercial success and is likely to chart in the UK and elsewhere.

COLUMBIA RECORDS’ HORRIBLE Hanon

The band is set to perform at Father’s Place, Roslyn, N.Y., the three-day engagement represented his only New York appearance this year.

December 22, 1973, Billboard
WHEN TWO RECORD COMPANIES GET TOGETHER AND, FOR THE FIRST TIME IN INDUSTRY HISTORY, JOINTLY DISTRIBUTE ONE ALBUM ON A WORLD-WIDE BASIS, YOU KNOW THE ALBUM'S GOT TO BE A HISTORY MAKER.

Phonogram, Inc. (Mercury) and Warner Bros. have captured all the excitement of Rod Stewart and The Faces' electrifying live performance, including all their hits and some never-before-recorded songs.

The album is distributed by Mercury SRM-1-697

The tapes are distributed by Warner Bros.—6-Track M-8-2752, Musicassette M-5-2752.
Ronnie Aldrich.

The man who has reached millions with his twin piano magic.


Hempstead, N.Y.: Ultra-Sonic Recording Studios are just now celebrating their second anniversary with WLIR-FM's weekly stereo rock concert series. Recent concerts have included Jackson Browne and Jesse Colin Young.

At Coordinated Sound Systems, a 16-track in New York, April Wine have been in, recording with producer Ralph Murphy. Also in was producer Donny Rubin, working with former Messiahs Jeff Fedotish. Also in was Artie Kosenfeld, producing Bob Ingram for CBS; and Freddy Scott, working on his sessions.

This month saw the opening of Praise Recording Company in Baltimore. That room, the only Black-owned and-operated facility in the Baltimore metropolitan area, has kicked off as a four-track room, but eight-track operation is scheduled to begin in mid-June.

Plans call for the development of an in-house production arm, with a focus on the Gospel market and utilizing Baltimore-Washington area acts.

Carroll Johnson Jr., heads the company, which also has its own staff band.

In Largo, Fla., Picelles Music (BMI) has reorganized and recently completed construction of an eight-tracker in the home of Ron Hitchcock. Hitchcock returned to Florida following engineering gigs at Record World in L.A., where he has worked with Bones, the Lettermen, C. Smith and Liberace, and the mangling of George Harrison's most recent Apple LP.

The new Largo facility will be geared to new artist development and writing activity.

Gary Kellgren, co-owner of the L. A. Record Plant, is set to fly to London for mixing on the next LP from Dire Straits and the Faces, with many of those basic tracks coming from L.A. sessions at the Plant.

Also in at the Walsh and Rainstorm, working on their next one with producer Bill Szymczyk.

Meanwhile, in Sausalito, the Record Plant there is hosting the irreplaceable Bonnie Raitt.

The Institute of Audio Research in New York is opening its winter term for 1974 with a studio technology and practice class that will offer 60 hours of study.

Meanwhile, IAR has also formed its own alumni association, now being organized by alumni Kenneth R. Burr, that plan will aim at keeping those folk abreast of one another and of continuing developments in the studio field.

At Atlantic's New York studio, legendary session guitarist Cornell Dupree has been stepping out as leader for dates that will form his first Atlantic solo album. Michael Burch has produced. Atlantic's Dr. John Jr. is also just about finished with his next Atco LP, this time produced in New Orleans by Allen Toussaint at Soul-Stained Studio, and as the sessions kick off earlier this fall.

And Jackie De Shannon, another Atlantic artist, has been dividing her time between sessions at Atlantic's studios and at Regent Sound in New York.

DECEMBER 22, 1973, BILLBOARD
Motown for Stevie Wonder  "Innervisions"
Warner Brothers for America  "Hat Trick"
Columbia for Buddy Miles  "Booger Bear"
Warner Brothers for Fleetwood Mac  "Mystery To Me"
MCA for Rick Nelson  "Windfall"
Warner Brothers for Livingston Taylor  "Over The Rainbow"
Columbia for Isley Bros.  "What It Comes Down To"
Warner Brothers for Rod McKuen  "Odyssey"
ABC/Dunhill for Emitt Rhodes  "Farewell to Paradise"
Warner Brothers for Richard Greene  "The Zone"
Bell for Nana Mouskouri  "An American Album"
Stanyan for Cleo Laine  "Day By Day"
Columbia for Bola Sete  "Goin' To Rio"
Warner Brothers for San Sebastian Strings  "Seasons"
Buddah for Rod McKuen  "Cycles"
Stanyan for Jo Stafford  "Look At Me Now"

fall releases mastered by KENT DUNCAN
From page 12:

BOBBY SHORT

Compositions

HAWKSWIND

Natural text:
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THE ALLMAN BROTHERS BAND 
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THE MARSHALL TUCKER BAND

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Campus News

Brandis Accents Trends & Activity

WALTHAM, Mass.-Renewed regional activity and potentially significant shifts in programming trends sparked the New England College Radio Conference held here Dec. 8 by Brandeis University station WBRB-FM. The conference, which ranged from sexism in broadcasting to the emergence of campus radio stations as an alternative to mainstream commercialization of jazz, 130 students from 40 campuses displayed new enthusiasm for the format in its ability to provide new opportunities for non-commercial colleges.

In recent years, however, several prime campus stations, who had established competitive audiences during the infancy of college radio, had largely diversified themselves from college radio as a cohesive medium, preferring to compete directly with commercial stations. At the same time, smaller, younger stations were overshadowed by increased activity in other areas of the country.

The Brandis event pointed up shifts in attitudes, however, marking the only major inter-state conference thus far this year. NEC, which recently met to form an intrastate radio alliance, as reported in Billboard, earlier this year, is a result of student participation and industry recognition, the Brandeis conference was chaired by Larry Blume, WBCN, WOR, WBUR, WBZ.

Record company participation was marked by sessions with music promoters, majors and smaller specialized independents who are now looking to college stations to break artists and records unheard to the lighting restrictions of commercial programming.


The program committee, headed by Rick Veno, Bridgewater State College, reported that, as a result of the conference, some four major programming areas, each handled in six-hour sessions, were covered. These areas included: "Leadership Issues," "Leadership Development, Management and Governance," "Leadership and Effective Communication," and "Leadership and Legal Alternatives and Concerns." Alger included were 16 on-hour sessions on topics ranging from the Third World and films and video to security, management training, publicity and other programming areas.

During the three-day meeting, three nights were devoted to showcasing some 20 acts. Showcasing and exhibiting was coordinated by Randi Reh Rambler and Rick Reh from WBCN, Cambridge, Mass. Acts included Edwards & Curly, Outside Band, Chris Rein, Brian Grey, Z. Z. Top, Dube & The Drivers, Mason Williams, John Joseph, Chris Rhoades, Exile, Blues and Rackete, among others.

NEC unit coordinators M. Kevin Fahey (U. of Hartford, Conn.), Ted Donahue (Sixth Street, Copenhagen, Mass.) and Kathy Allen (Plymouth State College, Upper Saddle River, N. J.) had directed the booking activities, with some 50 dates booked at the conference and plans for a much larger number by conferring with the booking coordinators.

Major blocks included 20 dates for Edwards & Curly, 15 dates for the Poet's Drum String Band and six dates each for Bateau and the Chix Rhoades Band.


During the programming and music conferences, more than 20 broadcasters again displayed their collective programming trends dominating commercial radio programming. What is notable about both of these conferences is the apparent growing career rock and top 40 music remained predominant, collecting together bands which were eager to enjoy the relatively relaxed pressures of non-commercial radio, or audiences to the more relaxed audiences—outlets—largely free from the current trend toward tighter programming and more rigid programming.

Particularly evident was the continued attention in the industry which has enjoyed a dramatically increased profile on campus stations for some time now. The specialization of smaller jazz labels at this meet reflected that growth, which still somewhat upsets jazz sales, and much of the discussion at various sessions was devoted to problems of programming and record service.

A quick show about bands and surveys also supported the unusual consistency of this trend. While campus stations traditionally vary widely in terms of individual taste, nearly all the talkers were capable about the music, all the stations poll were regularly including jazz players on programming, with one station devoted to the music. The events of the conference was an integrated, all-inclusive, de-scriptive, and more important, an encroachment of the mix, by trying to mix styles.

Service: General Awareness

We have not yet left this world, and we have been disproportionately dominated by station record service problems and promotions. These stations have some development in the relative attractiveness of programmers present. Concerned with the future and the success of their programs and companies and promotional personnel were involved, mainly, through the music. The future and the success of their programs and companies and promotional personnel were involved, mainly, through the music. The conference talked about the future and the success of their programs and companies and promotional personnel were involved, mainly, through the music.

Particularly encouraging to industry personnel present was the increased awareness in student radio of the concept between campus airplay and record buying. Several students present explained their efforts to work with local record outlets, including extensive "trucking" of specific titles receiving listener response. The talk shifted away from local radio play to a promotional program to address the marketplace.

The conference talked about the future and the success of their programs and companies and promotional personnel were involved, mainly, through the music. The conference talked about the future and the success of their programs and companies and promotional personnel were involved, mainly, through the music.

Edwards & Curly, Outside Band, Chris Rein, Brian Grey, Z. Z. Top, Dube & The Drivers, Mason Williams, John Joseph, Chris Rhoades, Exile, Blues and Rackete, among others.

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DECEMBER 22, 1973, BILLBOARD
NEW YORK
Larry Harlow is currently in the midst of a two-week tour of Puerto Rico. He is leading a group of benefit concerts in conjunction with club dates. Also, his Ham Petal LP is declared eligible for a Grammy nomination. Harlow joins Tijuca 73 and Ray Barretto in a new group, eligible for possible nominations. If any one of the three are actually nominated, the chances are that Harlow could mark a significant breakthrough for Latin recordings in the U.S.

Joe Cayre, president of Caytronics Corp., reports that vinyl shortage has eased up a bit for the film. "The situation still isn’t too bad," says Cayre, "and we are keeping a very watchful eye." Even with the vinyl situation not being too bad, the situation is much the same for Caytronics, who recently returned from a two-week break in Mexico City. He reports that the station, which has an all-Spanish, Chican-American format, is looking for a disk jockey. Addresses queries to the station.

Also at KBUY, Juan Patiño, weekend disk jockey, recently landed a show in town to fill the late-mix-morning slot left by Donnie Madrigal’s resignation. Patiño, who has been disk jockey for the station, has been a regular on the show, which has an all-Spanish, Chican-American format, for a disk jockey. Addresses queries to the station.

Latin Music

LATIN SCENE

Talent in Action

-Continued from page 16-

in the past—his only exceptions. With the right side of pop, Rhythm, currently on Peruvian radio, now recording in New York, is being marketed by his agency.

PHIL GOLDBERG

JUNE CASSIDY

Rodney Bingenheimer’s, Los Angeles.
At one end of the spectrum, rock’n’roll born-again convert Rodney Bingenheimer has told his sobbed to fame of this week, heard by the saddest dreams of machoism at the machine. And it’s hard to imagine a better way to dispel the image of a rock shock than that David Cassidy’s kid brother.

Sein is definitely more of an Iggy Casy than a David Partridge Cassidy. No bubblegum for him, it’s glitter rock all the way, wearing only silver sequins and bow ties above the waist, and prancing around the microphone with rocker cocktails. His band, The Partridge Family, has been around your average high-school hip-snap. But boy, does Cassidy have style!

NAT FREEDLAND

PETE WILCOX

Speakerly, Los Angeles.
Petes Petes, a/k/a Pete Wilcox, is one of the rare breed of true rock entertainers. His act consists of a combination of talent, wit, charisma, with art commentary, the high points of which are: a 73-piece orchestra, never missing a gesture, a turn on drumming in creating something like 50 hit songs into a music hit. He was also one of the largest and most influential influences, such as an easy-going type of manic, and just another version of his song's original rite of passage. And his hits are recorded on his own record label, "Pete Wilcox Records," which has been selling as various L.A. clubs in recent months. His current situation is the Speakerly, an elegant place to fill in the gap, now enough to allow games guests by the general public.

DECEMBER 22, 1973, BILLBOARD
Nelson Explores Keys WIRE-AM No. 1 Slot

EDITOR'S NOTE: This is the latest in a series of in-depth interviews with the most outstanding radio men of our time. Here, Don Nelson, general manager of WIRE-AM, the most successful country music station in the nation as far as gathering audience is concerned, tells us how he got into radio—relates radio history to radio editor Claude Hall his philosophy on radio in general and country music radio in particular.

NELSON: One of the criteria about being a great air talent is the ability to take a commercial load, even a heavy commercial load and weave them so well that his listeners never know it. Because the commercial is an integral part of a radio station. You can't run a radio station without them. So you might as well do them well.

HAL: Harvey Glasscock, when he was general manager of WNEW-AM in New York, used to tell me that when William B. Williams, Jim Lowe and Ted Brown were our salesmen, the best salesman he had.

NELSON: I think that's very true about good air personalities. But, by having come first with product, then with sales, then with better product because we had sales and then better sales because we had better product, it had enabled us to involve ourselves in areas that we wouldn't have even thought of a few years ago. We have now seven salesmen at WIRE-AM. We only had thre when I came there. By the same token, we now have seven men on our news staff and we only had three when I took over at the station. It's our sales success that allows a guy assigned full time to public affairs. That allows a man to devote a 100-man hours to a project that it put on the air and zip, it's gone. But, boy, was it good while it was there!

HAL: Do you think, Don, that other stations in other markets could become number one? With a country music format?

NELSON: I don't know why you can't be number one in any market with any format... if you ran a good radio station. Because there are so many radio stations that aren't good... that you can't do it. They don't relate to their listeners... they talk to them and not with them. Even some of the great wattage stations in America are cold. Physically cold. You can listen to them for an hour and almost get a tremor down your back. Because it's Big Joe Announcer and "Here I am, you lucky people! Speaking to you!"

HAL: That's not just this country, that's all around the world in radio.

NELSON: Right. And the other area that we haven't discussed yet—a very important area to us with our adult format is the area of sports. We are originating now Indiana University football and basketball on a statewide basis... football on 52 radio stations and basketball network is up to 34 stations. Indiana University is the biggest university in the state and there are 40,000 alumni living in Indianapolis alone. So, we have a terrific built-in audience. And you might be interested in this: We have just re-signed with NBC network radio and WIRE-AM, just signed with NBC in 1933. We were an NBC affiliate until 1965, at which time we had a disagreement over the value of "Monitor." And I just signed last month a reaffiliation contract with NBC.

HAL: Why did you go back?

NELSON: Because I like what NBC is doing. They have a new blood. I think they've become very responsive to the needs of their affiliates. They've cut back the time on their newscasts. They're going to a 24-hour news service. They've added some features. And there's great values in some of the features that we don't care what your format is, when you have things like they are in the Middle East... when you have the summer that we've had with Washington. I don't care how your local news staff is, you're going to need a break work. And it was nice to have the World Series back on WIRE-AM after the end of the war. But I think you're going to see in the next few years a resurgence of major radio stations getting back into major radio. No. I am not working for a

(Continued on page 21)

Robert Thomas, air personality at WDIA-AM in Memphis, congratulates some of the nation's leading record artists after their performances at the annual WDIA-AM Goodwill Revue to benefit such local charities as Collins Chapel Hospital and the Goodwill Boys' Home. From left: Eddie Floyd, Rance Allen, Thomas, Johnnie Taylor, and Rufus Thomas.

Morris Goes Mobile Promo Route

SEATTLE—Jerry Morris, veteran record promotion executive, last week began expansion of his independent promotional service via a motor home. Morris has formed a new partnership with record producer Brad Miller and bought a deluxe motor home. Miller, a quasi-rassic advocate, is installing $4 million radio equipment in the bus. Morris has been demonstrating quadricron in his own home in Seattle (Billboard, Dec. 8).

Last week, however, with ordinary stereo equipment, the duo were visiting cities on the West Coast, where a record promotion man is seldom seen. "I'm doing promotion..." I've had someone doing promotion for me, but I'm the one Steamboat and all the time I'm having to control the record labels to get on the record themselves and support it. Not Elsewhere.

"There are many technologies that are happening in Seattle and not elsewhere. Of course, there are a lot of reasons why a music director reacts to a record and another won't. But basically, a lot means getting that second market. That's our challenge.

"In truth, there's no such thing as a territory anymore. I feel that there should be some kind of concentration right down the West Coast. And that's why Brad Miller and I formed a corporation. We'll call it T.H.E. Bus for the time being... whatever. But the motor home will be our office as well as a promotion in itself. We have all of the equipment for hearing music in it. We can pull right up in front of the radio station and invite the program director and general manager over to lunch or dinner... on the bus.

"It's unfortunate, but I think many program directors and music directors today don't trust their ears... some don't even like music. There's no such thing as: 'I like that song.' Record promotion should be a creative business because we're dealing in a creative commodity. The only good promotion man is the one who does a service to the artist.

"Well, with a few exceptions it's more and more difficult to get records broken in the bigger cities, so we're going to offer a service to key secondary radio stations that are currently being overlooked. We'll also use the bus for some artist tours... it's getting paid for itself eventually."

Secondary Service

"In any case, we'll be providing these secondary stations on the West Coast a service. They can hear our new releases right in the comfort of the motor home while having a drink. And these secondary radio stations do deserve better attention. Look at KYW-AM in Medford, Ore. There's truly a creative radio station. Every week, they make a promotion tape of the new singles they're going to be playing during the week. Man, that program director there is inventive as hell. They write whole scripts for the station.

"But if you go to a major market, more than likely all you'll hear is time and temperature."

Morris said that he would also be expanding his contemporarily issued record promotion sheet which presently goes to about 200 radio stations and record labels as far away as Billings, Mont.

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Vox Jox

By Claude Hall
Radio-TV Editor

So, last week at press time, the world renowned John Rock took over where Buzz Bennett left off as national programming director of the Heilman radio chain. As was reported, flew off somewhere to meditate... and down in Florida at Cypress Gardens was a scene so wild there's no word to describe it. And back on broadcast time to only 19 hours a day because of the energy crisis. So no more first full board award-winning air personality, re- ported from WIRE-AM, Pomona, Calif. He'd been at WIRE-AM, San Francisco.

Before I forget, I want to wish all of you guys who put up with my constant nonsense a very Merry Christmas. May each of you have a Crust in his stocking. The year was a de- cent one for me and mine. I didn't get all of the things I wanted nor achieve the personal goals I had set; but, obviously, I was aiming in the wrong directions. I intend to rectify that little misconception in trust this next year and devote myself to an even higher goal. I hope you that achieved your own personal goals this past year, that Santa will be good to you, and that you, too, are considering new goals. I've enormous faith in myself—call it confidence or ego or merely good judgment. And I've enormous faith in you and in radio. Merry Christmas.

(Continued on page 21)

Tom Allen of WMEX-AM in Boston talks with pretty Marie Osmond just prior to an Osmonds concert at the Boston Garden. Ms. Osmond sang her hit "Paper Roses" for the overflow audience.
Vox Jox

Sheehy has left KUAM-FM, Houston, where he did the morning show. Wants to come to Connecticut and find a new job. You can reach him at 713-795-4770... By the way, Phonograph Record Monthly magazine and a B.A. degree, both distributed via radio stations, has just added KAUM-FM, Houston, to its many listings and locations are now distributing the newspaper. KUAM-FM is making the monthly newspaper available at more than 40 locations in the city, including the Evolution Records & Tapes retail chain... Alex P. Young has been named operations manager of WCFL-AM, Chicago... Tapes of the show also include the "Taxi" theme song... KRLA-AM broadcasting just called Don (Johnny Rabbit) Pietro has been doing the 6:00 midnights on KOST-AM, Los Angeles, and a week ago also did the Monday night show on MOR-formatted KGIL-AM... In the city. There aren’t too many people around in radio with that much scope—being able to move through all the stations well... Under the name of Johnny Rabbit, Don once had all of the evening numbers at KXLA-AM, Los Angeles, and once also ruled the evening in Phoenix at KRIZ-AM during the tenure of show director Pat McMahon. And I bet you haven’t heard the name of Pat McMahon around here much... Some guys in radio probably won’t even remember who I’m talking about. But Pat was one of the most creative Top 40 program directors in radio outside of a few legends such as Pat O’Day at KJR-AM in Seattle... and... there must have been another one... George Wilson, Jeff Kaye, Jim Hillard... these were great creative programmers. Awh, where did creativity go?... Buddy King writes that he’s leaving KOWH-AM-FM, Omaha, Neb., after three and a half years. He was operations and marketing director for the station through the end of December, so talk to him there if you hear of an opening for the position... KWL-AM, modern (extremely modern) country music station in St. Louis, a week ago fired the Herberts at No. 4 with "Top of the World.” Jim Greer at No. 13 with "I Got a Girl," and the Carpenters at No. 23 with "Time in a Bottle." and Ringo Starr at No. 31 with "Photograph." Lord, how country music is changing!... Whatever happened to Kitty Wells, Ernest Tubb and Vernon Dalhart?... The firm of Abrams/Fox, Suite 2205, 1660 N. LaSalle, Chicago, Ill. 60614, is offering the following new programs:... Nelson Dissects Success

network, just feel it’s going to happen... HALL: More and more rock acts... such as Leon Russell... are getting interested in country music and even recording country. I wonder if country music will be a club music... He’s paid tribute to them by playing their records. NIELSEN: I don’t think at this point, that they’re contributing to the country music industry... that, in turn, will be contributing to them. However, if and when a rock act comes out with a recording that relates to the country all sound and to the country music industry, we should be the first on it. Good example... is the close-knit social structure in Nashville and the music trends go in cycles. We went through the cycle where every record had vocals on it and was super lush. And we followed that with the four-letter-word cycle. They were real bad four-letter words, but somehow threw one out the doors were open. Even KRLA-AM Granted To Western Bcasting.

WASHINGTON—Los Angeles station KRLA has at last long been given to a new owner, after more than a year of being under the thumb of a number of different organizations in the state. The Federal Communications Commission has received a final grant to Western Bcasting Corp., whose owners include Bob Hope, John R. Gann and others. KRLA, the former Teen-Ften broadcasting outlet, lost its license in 1962, and has been managed by the nonprofit Oak Knoll Broadcasting Corporation, in the interim... December 22, 1962, BILLBOARD... Radio TV Programming

Radio TV Programming

KUTE-FM air personality Larry Williams receives a visit from Harold Melvin, standing, who with the Blue Notes has a hit called "The Love I Lost" on Philadelphia International Records. KUTE-FM is located in Los Angeles.

Randal Revives Computer-Based Disk Prediction

LOS ANGELES—Randal Enterprises Inc. is launching a new computer service that will predict "not only whether a record is going to be a hit or not within—generally—a week of its release, but also be able to tell the peak potential of any record, that is, how high it will go on the chart." Randal, who launched one of the first computerized inside record information, said that even a "hyper filter" has been programmed into the computer effectively. Al Allen, noted for producing not only records but commercials, and Randal came up with the idea late in 1967 and several years ago and serviced such clients as Ken Palmer, Ron Jacobs, Frank Muraca and Jack Thayer—all radio program directors and general managers. "But we’re not quite sure of the computer, then, we did a statistical success but a technical failure... And Randal said that the computer system, which he and Allen have New Bloomington FM Targets Young Adult... BLOOMINGTON, Ill.—WBNF-FM is slated to hit the air any day with a contemporary format aimed at 16-34 age demographics. Dave Woffendin is general manager. Jerry Holtz is program director and production manager is Doug Blake. The station was searching for a couple of more air personalities last week.

W. Ns. Station Switches Format

MERRILL, Wis.—WKMT-AM-FM are the new call letters of the old WKMT-AM-FM here and the new station has new format and contemporary music. The previous format was country music. Wayne H. Bureau is the general manager and the station now includes Steve Richarch in the morning, Jim Roberts in the afternoon and Jim Holmes in the evening, along with news director Gary Pawlinski.

PERSONALITY DISCO JOCKEYS

(Quotes from the Select Winners)

Treat Yourself to a Happy New Year!

Your rug is pleasant. I hope you guys are happy with the movement your dog. If you have one, KRFV, KDFC, KDFC, KDFC,... With your material I’m not sure I’d ever want to go back to the old format, which had an audience of people from places far as Germany, Australia, Singapore and Canada, and the station was doing well. If you’re interested, write him at P.O. Box 1513, Chicago, Ill. 60690. Can’t wrong with Hider... Nancy Trabish of Drake-Chicago has placed over the disc at KQFQ-FM, Los Angeles, a radio station being... Continued from page 42

More Radio-TV Programming See Page 42

FANTASTIC Cross-Country Airplay and Telephone Response. A ROCK & ROLL RyME. Santa’s Little Helper... The Most Fabulous of All... CHRISTMAS IS FOR KIDS... Call or Write Christmas IS FOR KIDS P.O. Box 3580 Holland, Ohio 43528 (216) 767-0450

Merry X-Mas your year! For free samples write: Suite A 280 Service Drive A Key Biscayne, Florida 33149

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**Jukebox Programming**

**Energy Shortage**

Both Bane, Boon For Jukebox Co.

- Continued from page 3: three-week cycle and service calls more and more being held over until the next day as route people face gasoline cutbacks.

Both Earl Paige, Billboard jukebox programming editor, and William Adair, president, Seeburg Sales Corp., warned of the effect of the petroleum shortage regarding disks. Paige in his talk said, "We're facing more and earlier releases, but without result." He predicted that 50-cent play for games is fast-arriving.

About 140 people attended the event, sponsored by Coin-Operated Industries of Nebraska, which elected local Lieberman one-stop-shop operator Evelyn Dalrymple as its new president.

**Christmas Releases Still Late: Few Top Names Add to Apathy**

CHICAGO—People who play jukeboxes at Christmas time want the Christmas spirit, and any record will do so long as one label representative contacted in a spot check. "It's the spirit he wants to indulge in, whether the song is new, or has a crisp, contemporary sound to it."

The source reported having seen Christmas songs lasting more and earlier releases, but without result. "Jukebox operators across the country, familiar with Billboard's efforts to prod record companies for better and earlier releases, report some progress, but not enough. The consensus was: no strong artists (except Elton John's late release, "Stupid Love," Nov. 28), only 20 new selections—eight in Germany, and a gain of merely days in release time from last year."

**Title Strip**

"The Elton John, "Step Into Christmas," is a hit if released earlier," said Star Title Strip's sales manager, Norman Morgan. Chicago programmer Betty Reck, who conceived the idea, said, "An artist is born to hit a Christmas record right now. But for the most part, it takes several seasons for a holiday record to break through. It's difficult to get into the public's popularity of the Christmas music orders declined this year as well as new releases. They make their releases in record stores. We want to make a profit from the old records before taking on a new title."

Star Title's sales staff currently cross Christmas selections. Morgan explained that these releases are added each year, otherwise the list remains the same. "That's why we're based solely on the popularity of the previous year's records."

"In only way we know of a Christmas record is for one of our regular one-stops to request it. It may be that many more holiday records were released, but had little promotional support behind them and no one knew of them," Morgan offered.

**Radio Play**

Operators in New Orleans, Kansas, New Hampshire, New York, Indiana, Oregon and Chicago united when music critics said, "Radio play is slackening off."

By the second week in December, Christmas tunes were rarely heard. After a spot check to radio stations, it seems that MOR and country stations play music other than Christmas music than rock stations.

One program director said "off the record," "Christmas programs this year is typical—that is, nothing at all wrenched from the broadcast schedules. Music is reported to have been held off, and only featured have been studio selections that are usually presented by the director."

Music critics reported that music "fit into the station's format as to be included, but not extensive."

Another music director of a leading rock station, when asked why the station had no music other than Christmas music was reported: "It's the desire of the people."

Music directors of jukebox operators covered Marjeice Sales of Red Sales, Delphi, Ill., to complain that "he knew that no sales were only a little more on time than last year—which came in January."

Caught, "The new TAC in New Orleans, Gied to unfair practices by distributors about lack of Christmas releases. They kill Christmas records. Distributors must think if a record won't sell a new release, they won't waste their time promoting it or giving samples."

He added that even though the "Christmas music is not a good city for Christmas music, he would like to hear new releases, for some reason..."

**What's Playing?**

A weekly survey of recent purchases and current and old selections getting top pay.

<table>
<thead>
<tr>
<th>Chicago: &quot;HOT 100&quot; Purchases</th>
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<td>Delphi: &quot;HOT 100&quot; Purchases</td>
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<td>Emporia, Kan: &quot;HOT 100&quot; Purchases</td>
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<td>Fairbanks, Alaska: &quot;HOT 100&quot; Purchases</td>
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<tr>
<td>New Orleans: SOUL Purchases</td>
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<td>Phoenix: Country &amp; Western</td>
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**Awards**

- Chicago: "Hot 100" Purchases
- Delphi: "Hot 100" Purchases
- Emporia, Kan: "Hot 100" Purchases
- Fairbanks, Alaska: "Hot 100" Purchases
- New Orleans: Soul Purchases
- Phoenix: Country & Western

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**FULL SCHEDULE**

**Chicago**

- **Walk Like Me:** Grand Funk Railroad, Capitol 3760
- **One More River:** Spinners
- **Let Me Be There:** Olivia Newton John, Atlantic 6171
- **If You're Ready Come Go With Me:** "Rockin' Roll Ruby"

**Dayton, Ohio**

- **Let's Do It Again:** Fifth Dimension, Bell 45435
- **I'm All Right:** Funkadelic, Cotillion 42900
- **Let Me Do It Again:** Ike & Tina Turner, Motown 42584
- **Stop the World:** The Jacksons, Motown 42584

**Fairbanks, Alaska**

- **Spiders and Snakes:** Jeff Simmons, MGM 1418
- **Tell Her She's Lovely:** Sheila Jackson, ABC 62
- **What Time Is It?** Love Unlimited, Warner Bros. 4172
- **Take Him Home:** The Smithereens, Epic 4172

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**Copy**

- **Walk Like Me:** Grand Funk Railroad, Capitol 3760
- **One More River:** Spinners
- **Let Me Be There:** Olivia Newton John, Atlantic 6171
- **If You're Ready Come Go With Me:** "Rockin' Roll Ruby"

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**Portland, Ore.**

- **Love Me:** "Kitten"
- **If We Make It Through December:** "Airplane"
- **Let Me Be Your**

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**Manchester, N.H.**

- **Believe in Santa Claus:** Frankie Hannon, 20th Century 45192
- **Happy Christmas (War is Over)**: Lennon & Ono, Apple 4022
- **Santa Claus is Comin' to Town**: Carmina, Epic 40104
- **Mistletoe and Wine:** Bobby Vee, Mercury 40104

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**Rochester, N.Y.**

- **Christmas Story:** Dennis Miller, RCA 40103
- **Christmas Music: Andrew Lloyd Webber, RCA 40103
- **Rockin' Around the Christmas Tree:** Brenda Lee, RCA 40103

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The Rock-Ola 454. It's impossible for any other jukebox to do everything this one can.

It does three things better than any jukebox that's ever been. Including ours.

It makes more money. It makes better music. And it makes life a lot easier.

Outside, the 454 starts making money for you. It's designed to look more like a visitor from the future than a jukebox. Brilliant, colorful, illuminated glass panels beckon the customer. The cantilevered program dome seems to float in space, inviting play. Yet we've made the attractive eye-level, human-engineered controls extremely simple to operate. The 454 combines beauty and durability, because we've covered the sides with stuff-resistant grained leather-laminates and added the protection of hand-polished chrome castings.

Inside, the 454 makes the biggest music you've ever heard. A whole new Rock-Ola amplification system roars with 100 watts of music power—twice the power of any previous Rock-Ola. Naturally, we've kept the famous Rock-Ola Revolving Record Magazine, the envy of the industry.

Both inside and outside, the 454 has totally new features to make life easier. We've added electronic protection against overheating and overloading. If trouble develops, it will simply shut itself off. We've also fitted the 454 with 100% solid-state circuitry for dependability. We've created an extraordinary new rear vent cooling system that keeps the mechanism and records clean and trouble-free for years. And if service is ever needed, we've made that easier, too.

The whole amplifier is modularized. Each channel gives enough power to keep the machine and auxiliary speakers operating in case of one channel failure.

Ask your Rock-Ola distributor to show you everything the brand-new 454 can do. Ask the impossible.

The 454. One of the impossible machines from Rock-Ola.
MGM Goes Indie Route; Shakes Up Exec Roster

DeGeorge Tops Nashville AFM

JOHNNY DEGEORGE, secretary-treasurer of AFM Local 257 in Nashville, goes over contracts with students of the GRAMMY Institute class from Peabody College. The union has been working in close cooperation with the institute in its educational ventures. DeGeorge is standing.

TRUE/FALSE

THE WORLD IS FLAT.
ALL ASPIRIN ARE ALIKE.

LINDA RONSTADT IS NOT A COUNTRY SINGER.

Answer

Album
Don't Cry Now
Asylum/SD 5084

Single
Love Has No Pride
Asylum/11026
Tom T. Hall's "I LOVE" MERCURY 73436
IS A SONG FOR ALL SEASONS

and his new album is

"For the People in the Last Hard Town"

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NashvilleScene

BY BILL WILLIAMS

Johnny Bond and Tex Ritter have recorded together after all these years. With special permission from Capitol, the two cut a couple of sides at Hilltop Studios, and apparently it will be released on MGM. It’s a comedy thing, and the two performed it for the first time on the “Grand Ole Opry.” . . . Making his first appearance on the “Opry” was Stuart Hamblen, after all these years. . . . The Cates Sisters, to the surprise of everyone, have cut a single, with the old standard, “Uncle Pet,” for MCA. It’s due soon.

Grandpa Jones ordered a new bus long before the energy crisis, and its delivery date was Dec. 15. He said he might have to park it in back and turn it into a house now . . . Charlie Walker’s first release on Capitol, produced by Bill Collie, is set for a Christmas Eve release . . . KCRA-AM in Sacramento has sent its news department to Nashville for a series of shows on country music. Terry Richard was the latest to do some filming.

The first show at the new Opry House is to be opening “Opry” program will be aHereford show, with cattle and entertainment provided by Jimbo Mathus. . . . It’s a girl for Connie Smith, her first after two boys. Everyone is doing well. . . . Jimbo Mathus will take her entire group to Visalia, Cali., next July to help celebrate the county’s 4th centennial . . . The Osborne Brothers have 70 dates with Merle Haggard next year, booked by Bob Furland, and will play some college dates for the first time. They also are considering an offer to become a regular on a syndicated television show . . . Charlie Louvin is working the Hugh L. Lewis club in Printer’s Alley for the balance of the holidays . . . Money is still pouring into the late Stringbean’s estate, both from the musician’s union and from recent dates he played.

Buddy Lee Affiliates With Don Romeo’s Omaha Agency to Serve Midwest Area

OMAHA—The concept of decentralizing agency work to “take the art to the people of a given area” is working, according to Don Romeo.

Romeo, who heads his own packaging agency here, recently affiliated with Buddy Lee Attractions of Nashville to cover a seven-state mid- west area.

“It gives us a closer liaison with the people of this part of the country,” Romeo explained. “We can get the talent lined up more quickly and serve the entire countryside,” he said. “We are working with all size markets, but most of the calls are coming from communities of from 1,500 to 5,000 people, and we can give them a quick answer. We’re way ahead of where we used to be.”

Romeo said it is better to be based here rather than in Nashville because of the proximity of the office.

Thomas & Perry Link: Form Multi-Facet Co.

NASHVILLE—Formation of a new production company has been announced here by Arthur Thomas, singer-writer, and Paul Perry, former manager of Connie Cline. The two have formed Magnum Gold Productions, with offices on Music Row. The company will promote and produce custom recording sessions for new artists, and provide complete recording services and guidance.

Thomas has written songs recorded by Kay Starr, Ferlin Husky, George Jones, Connie Francis, Faron Young and others. The company also will act as agent and manager for several new artists.

McCoy Records ‘74 Yule LP in 1973

NASHVILLE—Charlie McCoy of McCoy Records had his Christmas album for next year already ready. McCoy said he had several reasons for cutting it now. The musicians are in the proper mood, there is plenty of time to get it in the hands of distributors and the expense cards haven’t come in from the last Christmas sessions yet.

Christmas music, McCoy says, is never dated.

TWO BIG RECORDS ON GLEN RECORDS "TILL I CAN'T TAKE IT ANYMORE" BY JESSE ROBERTS "I'M STILL A MAN" BY DAVID LYNN

D.J.'s NEEDING COPIES WRITE LITTLE RICH JOHNSON BOX 3 BELIN, NEW MEXICO 87702

NashvilleScene

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Hey, Loretta, you've done it again! Another hit single from country's greatest lady, also available on her latest album, "Love Is The Foundation" (MCA-355).

"Hey, Loretta"
(MCA-40150)
Soul Sound
Blacks
Wait for Yule Yield

By LERoy ROBINSON

LOS ANGELES—Since Christmas is upon us, and it being a period of good spirits, gifts of song and gifts of spirit, has anyone even thought seriously about what Christmas means to black people, or why anyone hasn't composed a piece of music like "I'm Dreaming Of A Black Christmas?"

Thinking of such a possibility, the thought immediately takes on the possibilities of facetiousness. Some careful thought, and investigation, however, would reveal Christmas, to be peculiar to the lifestyles of almost all Americans since it is overwhelmingly European in character. In addition, Christmas is nearing the 2000 year mark, which certainly limits the interest of black people who have only known freedom for 100 years.

Therefore, black music and its talented composers and musicians have, will it seem, been reusing in bringing anymore to the outside world of participation, and a little soul.

Looking back, we might direct our attention to the velvet and meaningful renditions of the late Nat King Cole of "The Christmas Song." With Cole's inherent handling of the lyrics, it became a song of brotherhood, something we all seem to take on whenever Christmas rolls around. It also served to involve black people in the Christmas spirit of things.

Many years passed before there was any involvement by black musicians in Christmas. Gone was "Merry Christmas Baby" was the first. Notably, the now-famous albums of Ramsey Lewis, "Sounds of Christmas" and "More Sounds of Christmas." The former album introduced a feeling of... a lucky feeling..." said one young lady, to standard Christmas songs that prior to Lewis' pianistic dealings, who employed his black music background and forms of the blues, jazz, rhythm and blues, no one had given black people a reason to get into the season.

It was certainly a new way of spreading the cheer, even though a little "kink" had to be included. And it became a part that other black recording artists could get involved. Later, Kenny Barrile, a brilliant guitar star of warmth and sensitivity, used... the old studied musical festivals, as did Lou Rawls, the Jackson Five, James Brown, and many other participants, who have made meaningful offerings of Christmas.

As to how far black music involvement will go in bringing forth the feelings of black people to the outside side is anyones guess. And we doubt BJ there will be a penning of "I'm Dreaming Of A Black Christmas" anytime soon, because it may not be needed. However, however, is the feeling of brotherhood by all men all through the year. And with that thought in mind, this pillar, and in humble writer, extend a cordial Happy Holidays to all its readers.
MORE "DE FRANCO FEVER"

DE FRANCO FAMILY
"ABRA-CA-DABRA"
FROM THE ALBUM, "HEARTBEAT, IT'S A LOVEBEAT"
Featuring TONY DeFRANCO

FROM A RED HOT ALBUM

Produced by
WALT MESKELL
for Mike Post Productions

www.americanradiohistory.com
THERE HAS TO BE AN IDOL!!!

No one can spell out the certain mysterious quality that makes kids' hearts beat a little faster. Sinatra has it...so does it...and there have been a series of young singers recently who stirred up the kind of excitement we're talking about. Namely Bobby Sherman, David Cassidy, and Donny Osmond. The truth is...there HAS to be an idol.

When there is...RECORD SALES ZOOM and the WHOLE RECORDING INDUSTRY PROSPERS. We're glad to report things look brighter than bright.

Here's TONY DeFRANCO
Once, every so often, a musical group emerges so fresh and exciting words simply can't do them justice. Their faces and voices tell the story. The fact is they are for real ... a real family with real talent.

Tony De Franco would rather play hockey than sing; Nino De Franco can't wait to open his own music store; Marisa and Merlina secretly want to meet a special boy, fall in love, and get married. But Benny De Franco is the oldest and he wants them all to be the singing De Franco family, and what Benny says goes.

It's always been that way. Ever since Benny took up the guitar when he was 8-year-old, the whole De Franco clan just fell into line and followed his lead. Nino was next with the guitar; then Marisa took up the cordovox; Merlina the drums; and Tony the trombone.

Encouraged by their parents, Antonio and Marisela, the De Franco Family spent most of their free time working on a musical act. Soon they were in demand for appearances in and around their home town of Welland, Ontario.

Though the group sang along with their music while practicing, they never performed vocally in public. They'd always thought of themselves as a musical group and not as singers.

This all changed about two years ago when Mrs. De Franco, who knew her son Tony had a fine singing voice, asked Tony if he would sing a song along with the group for a large banquet in Toronto. Tony at first refused, but when Mrs. De Franco offered to pay him five dollars to sing, he reconsidered.

Once up on stage, Tony belted out: "Hey Jude" with backing by his brothers and sisters and brought down the house. From this time on, the De Franco Family became the singing De Franchos and Tony took his five bucks and spent it all on chocolate candy and ice cream. He still can down a pound of chocolate at a sitting.

With singing added to their act, The De Franchos became more popular than ever in their local region of the Niagara Peninsula in Canada. Their faces soon began popping up in various newspaper features around the country and one of these came to the attention of Charles Lauffer.

Lauffer, publisher of Tiger Beat, FaVe and Tiger Beat Spectacular magazines, phoned the De Franchos in Canada and invited them to come to Hollywood for a week. The had a 'LOOK' that Lauffer felt would appeal to his readers.

Once in Hollywood, the Lauffer editors did a series of interviews and photographs of the De Franchos which were published in their various magazines. Mail response to these articles convinced Lauffer that the De Franco talent was something special. Mrs. De Franco and the five young De Franchos moved temporarily to Hollywood where they would be readily available to pursue a recording career. Mr. De Franco, employed as a custodian at the International Nickel Company in Fort Colborne, remained in Canada.

Lauffer hired Mike Post and Walt Meskell to produce the De Franchos' first three sides for his Lauffer Entertainment Group record arm. Post and Meskell knew immediately that they were working with a group who had tremendous possibilities. Their talents, though untried, were unique and Meskell searched for many weeks in order to come up with the right material for the group. He wanted their first efforts to be something more than the kind of music industry people label 'bubble gum.' Meskell succeeded.

Russ Regan heard the De Franchos just once and knew they were going to be a giant act. He liked their sound, he liked their looks and he immediately made a deal to distribute the L.F.G.-De Franco recordings via 20th Century Records. Regan, noted for his insight in the music world, didn't make a mistake.

"Heartbeat—It's a Lovebeat" was released by 20th Century Records in June of 1973. Dick Clark put the De Franchos on his "American Bandstand" on July 14, 1973 and they created more viewer response than any other Bandstand attraction. To date the single has sold 1,750,000 records and as Regan puts it, "It just won't die!"

The album, "Heartbeat—It's a Lovebeat" is also enjoying sizzling sales and should be Gold before the end of the year.

Now, what does all this mean to five clean cut kids from Canada? First, it means work and lots of it, but don't expect to see a De Franco oversaturation. Dan Cleary of CMA, the group's agent, explains it this way: "The kids have already had offers to do concerts all over the country and they'll do them. But right now, we're going to take our time and set some directions.

"Their first prime time national TV show will be Jack Benny's Second Farewell Special, on NBC-TV at 8 P.M. on Thursday, January 24. I don't think a group could get a better TV send off than this. Before this they'll play Disneyland the week after Christmas, and then finish recording their second album.

Cleary's excited about the group's future and puts down the critics who say a 'bubble gum' act has a two year life span. "I don't think the De Franco Family will appeal only to teenage girls. They have a much wider audience than this and they'll continued to develop in other areas as time goes on."

Their music is largely in the hands of Walt Meskell who personally selects their material and produces them. Meskell believes Tony's a tremendously talented singer, but since he's only 14, certain song lyrics are out for him. But this doesn't mean that he'll be singing 'bubble gum' tunes.

"The songs for the De Franchos will be chosen so that everyone can enjoy them. The first album had a variety of material ... everything from upbeat novelty tunes to serious love songs. The next album will be pretty much the same."

So far the De Franchos haven't recorded any of the songs they've written. Benny is the composer in the family, but he likes singing other people's material. "Sure," Benny admits, "we plan to sing some of our own songs, but I don't think we'll ever do an entire album just of our material. I like a variety of music from lots of different composers. I think it gives lots more life to an album."

Now that the De Franco Family is on its way to a long and successful career, Mr. De Franco has quit his job in Canada and joined his wife and children on a permanent basis.

The warmth and togetherness of the De Franco family radiates when they perform together and even when they're just spending a simple day at home. They love one another and it shows up in their music. Once you meet them, you want to be with them, and have fun with them. It's like wanting to be a part of their family.

That same feeling seems to be catching on with record buyers all over the world.
LAUFER ENTERTAINMENT GROUP IS AN ARM OF THE LAUFER COMPANY, PUBLISHERS OF:

- **Tiger Beat Spectacular**
- **Tiger Beat**
- **Fave**
- **Right On!**
- **Rona Barrett’s Hollywood**
- **Rona Barrett’s Gossip**

*L.E.G. was established in 1972 as a musical production company to develop new talent in the recording field. Relying on its experience of successfully spotting and giving editorial exposure to entertainers in the youth market, The Laufer Company began to apply its expertise to its newly signed group, THE DE FRANCO FAMILY. “Heartbeat—It’s a Lovebeat,” the group’s initial release was backed by thorough editorial coverage in all of the Laufer Publications. The outstanding success of L.E.G.’s very first group has been extremely encouraging and additional artists are presently being developed, plying the same technique.*
IT TAKES A WINNING TEAM TO KEEP THE “MAGIC” GOING!

THE DE FRANCO FAMILY
“ABRA-CA-CA-DABRA”
Featuring TONY DE FRANCO

Written by TIM MARTIN • WALT MESKELL

20TH CENTURY MUSIC CORP.
FOX FANFARE MUSIC, INC.
CAKEWALK MUSIC

HOLLYWOOD NEW YORK NASHVILLE

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PRESIDENT
IT'S ALL IN THE FAMILY!

CONGRATULATIONS ON THE START OF A SHINING CAREER

YOU'VE MADE ALL OF US AT MIKE POST PRODUCTIONS VERY HAPPY!

JOEY AUERBACK
JOHN BOYD
WALT MESKELL
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WHERE OUR FRIENDS ARE!

DISTRIBUTORS

ATLANTA, GEORGIA
Gadwin Distributors
1270 Tacoma Drive N.W.
Atlanta, Ga. 30318

BOSTON, MASS.
Music Merchants of New England
52-54 Cummings Park
Woburn, Mass. 01801

BUFFALO, NEW YORK
Best Records
1800 Main Street
Buffalo, New York 14209

CHARLOTTE, N. CAROLINA
Bib Distributors
124 W. Moreland
Charlotte, N.C. 28201

CHICAGO
Summit Distributors
7447 N. Linder Ave.
Skokie, III. 60076

CINCINNATI, OHIO
Supreme Distributors
1000 Broadway at Court
Cincinnati, Ohio 45202

CLEVELAND, OHIO
Progress Records
653 Alpha Dr., Suite 41
Highland Heights, Ohio 44143

DALLAS/OKLAHOMA CITY
Big State
1337 Chemical St.
Dallas, Texas 75207

DENVER, COLORADO
Central Music Distributors
4821 E. 38th Ave.
Denver, Colorado 80207

DETROIT, MICHIGAN
Ami Distributors
17337 Lahser
Detroit, Mich., 48219
E. HARTFORD, CONN.
Seaboard Distributors
275 Park Ave.
E. Hartford, Conn. 06108

HONOLULU, HAWAII
K & A Distributors
2220 A So. King St.
Honolulu, Hawaii

HOUSTON, TEXAS
H. W. Daily
216 E. 11th Street
Houston, Texas

LOS ANGELES/SAN FRANCISCO, CALIF.
Record Merchandising
1525 So. Berendo
Los Angeles, Calif. 90006

MEMPHIS/LITTLE ROCK
Record Sales
3000 Fleetwood Dr.
Memphis, Tenn. 38116

MIAMI, FLORIDA
Tone Distributors
495 SE 10th Court
Hialeah, Florida 33010

MILWAUKEE, WISC.
Taylor Electric
1000 W. Donges Bay Rd.
Mequon, Wisc.

MINNEAPOLIS, MINN.
Heilicher Brothers
7600 Wayzata Blvd.
Minneapolis, Minn. 55426

NASHVILLE, TENN.
Music City Records
25 Lincoln St.
Nashville, Tenn. 37202

NEW JERSEY
Apex-Martin Record Sales
467 Mundet Place
Hillside, New Jersey 07205

NEW ORLEANS, LA.
All South Distributors
1924 La Fayette St.
New Orleans, La. 70112

NEW YORK
Beta Distributors
599 10th Ave.
New York, New York 10036

PHILADELPHIA, PA.
Universal Record Distributors
919 N. Broad St.
Philadelphia, Pa. 19123

PHOENIX, ARIZONA
Alpha Distributors
2950 W. Catalina Dr.
Phoenix, Ariz. 85017

SEATTLE, WASH.
ABC Record & Tape Sales
729 So. Fidalgo
Seattle, Wash. 98108

ST. LOUIS/KANSAS CITY
Commercial Music
1401 N. Price Rd.
St. Louis, Mo. 63132

INTERNATIONAL
Stem's Records
728 Texas St.
Shreveport, La. 71120

FOREIGN LICENSEES

ARGENTINA
Microfan Argentina S.R.L.

AUSTRALIA
Festival House Pty. Ltd.

BRAZIL
Companhia Industrial De Discos

CANADA
GRT of Canada, Ltd.

ENGLAND
Pye Records Ltd.

FRANCE
Disc AZ

JAMAICA
Record Distributors Limited

JAPAN
King Record Co., Ltd.

MEXICO
Gamma, S.A.

AUSTRIA, BELGIUM, DENMARK,
FINLAND, GERMANY, GREECE,
HOLLAND, ITALY, LUXEMBOURG,
NORWAY, SWEDEN,
SWITZERLAND
Fonogram International B.V.

PHILIPPINES
Home Industries Development Corp.

SOUTH AFRICA
Galile Africa Limited

SPAIN
Discos Movieland

VENEZUELA
Suramericana del Disco
Talent
Creative Trends
Pro Voice in 6' Method

WARREN BARIGAN

ment in my voice.” At Brown’s recent Roxy Theater engagement, his voice was a fine instrument, clear and smooth and entirely capable of putting across his complex lyrics. Elektra’s Patti Dhahlanot is another But the most recent of the artists making vocal improvement can be traced through two albums. She just released her mentor a postcard stating that her voice is holding up on a strenuous club tour through the slow-burn and temperatures and blackouts currently raging the Midwest.

Barigan’s secret is physical stress. He believes that everybody has a fine natural vocal capability and excellent pitch. But everyday tensions of living build up over the years and force our bodies into subconsciously-maintained positions of awkward strain which reflect in the voice.

His theory is that the body can be programmed to return permanently to a more relaxed nerve-muscle pattern, by a series of exercises which break up the years of bad habits.

How It Works
Specifically, Barigan sits down his students and places their bodies into various awkward stances, meanwhile getting them to compress their breaths and make small happy

Del No "Runaway"
From Music Work

LOS ANGELES—From 1961 through 1966, Del Shannon ran up a string of 16 chart singles. Then he apparently vanished from the record scene, save for an LP now and then. Now, however, Shannon is back with a look at LP from England as well as a single cut in Nashville and several sides co-written and co-produced with Jeff Lynne of the Electric Light Orchestra.

“Shannon has reported a group called Smith, worked with them for five months and then turned them over to ABC/Dunhill, where they were a hit act till they broke up. Then worked with Brian Hyland, who decided upon a walk of mine for years, and produced “Gypsy Woman” for him, which eventually went to number one. After that I sort of went into hibernation for a bit.”

In 1970, I went on a tour of England came. He has returned half a dozen times since, and now planning to tour the states of the next year, at least for colleges as well as a few revivals. “I've only done a few revivals,” Shannon says, indicating the audience toward them is changing. At first I didn't want to go back and do my old hits. But then I thought, what is entertainment. And the answer was, making people happy. So if my old material makes them happy, then I'm glad to do it.”

How did Shannon manage to have so many consecutive hits during a time when there was an abundance of one-hit wonders? “I found a formula and stuck with it,” he says. “Everyone was doing majors and I didn't minor.” And I used a few new instruments.

As for current plans, Shannon says he is writing and recording commercially. Concerning his work with Jeff Lynne, he adds, “I read an interview with him and was one of his favorite singers. I had already heard his stuff and been knocked out and then I got to England I called him and asked if he wanted to get together. So we cut three sides with his band panhandle.” As for a record deal, Shannon says he is currently talking to one label. 

“I've paid my dues,” Shannon says, “and I don't have to or don't, plan to start all over again. But I'm willing to work. I'm going to England, Australia and Singapore next year as well as touring the states. And I hope the new record will be out around the first of the year.”

ELTON JOHN is one rock star who really likes rock parties. Here, during a recent whitewash visit to Los Angeles. At top he's been congratulating Barry White at his Troubadour debut, and below chatting with Rolling Stone Bill Wyman at opening of Hollywood offices for Elton's Rocket Records label.

DECEMBER 22, 1973. BILLBOARD
Classical Music

Statuette to Promote Sutherland Pkg. on London

A national advertising and promotion campaign will include ads featuring the promotional statuette and a "Joan Sutherland Week" on several important FM stations, which will include specially recorded interviews with Miss Sutherland. Miss Sutherland is currently singing at the Metropolitan Opera in New York City. She sings all four soprano roles in a new production of Offenbach's "The Tales of Hoffman," mounted especially for her. The cast also includes Placido Domingo, Huguette Tourangeau, and conductor Richard Bonynge, all of whom are featured in London's recording of the opera released last year. This recording was awarded a "Grand Prix du Disque" last year.

Nonesuch—the Best-Selling Classical Label at the Best-Selling Price—

$2.98 List!

The album has been designed as a musical biography and is subtitled "Highlights of Miss Sutherland's Triumphant Career." The 24-page booklet is a biographical record of Miss Sutherland's career in words and pictures, while each hand of the record documents one of her debuts in the great opera houses of the world. Album promotion via the statuettes will concentrate on record store buyers and radio station personnel.

LONDON RECORDS has made copies of the statuettes and will distribute them in a novel promotion for Miss Sutherland's latest release, a three-record set, "The Voice of the Century," featuring highlights from the prima donna's career.

RCA's Film Score Sales

Now 106,500

NEW YORK—Total sales thus far of the five film score albums released on RCA Records Red Seal have reached approximately 106,500 according to a company market analysis report of Nov. 29. A breakdown of the album sales in round figures revealed the following: "The Sea Hawk," released in November 1972, has thus far sold 38,000; "Captain From Castile," released in August 1972, has sold 25,000; "Classic Film Scores for Better Davis" released in September: 17,190; "The New Voyager," issued in May 1972, has sold 10,900; and "Elizabeth & Essex," has sold 9,500, after an October release.

If you haven't seen "The Nonesuch Gallery," our 8-page merchandising flyer, clip the coupon and we'll send you a sample. It lists the entire incredible Nonesuch catalogue—pathbreaking, award-winning albums in all categories: Medieval & Renaissance, Baroque, Romantic, Classical, Twentieth Century, Ethnic, Avant-Garde. It's all there—on Nonesuch.

Nonesuch started the Revolution and the evolution of the medium-priced classical record. Ten years later, it's still the leader in repertory, packaging, and merchandising.
Ampex Expands--Key Blank Tape Promo, Delivery

By BOB KIRCH

LOS ANGELES--The Ampex magnetic tape division has expanded through the appointment of a full-time program manager as well as a national accounts manager, and has taken over all aspects of product delivery to customers during the current shortage of raw materials.

In addition, Ampex is now offering a special promotion for each product line, combining non-technical terms with technical language in consumer ads, planning a series of premium programs for the Spring and aiming at a broad range of outlets never before.

According to national sales manager for consumer products, Bill Helmstetter, “We now have a full-time program manager in Richard Taylor and a full-time national accounts manager. We expect Taylor to be responsible for all basic mechanical functions, while Helmstetter will direct the purchase of advertising as well as promoting every facet of each product line. We also have a national accounts manager to concentrate on major accounts, be they for the use of the Ampex or private label manufactured by us.”

Ampex is also doing its best to make sure customers orders come in and out of the steady supply of tape despite shortages and the energy crisis which is making air transport to many areas of the country difficult.

Stampede: “One thing we are doing,” Helmstetter said, “is stock larger quantities of best selling merchandise at our seven major warehouses in Glendale and San Francisco on the West Coast, Dallas, Chicago and New Jersey, Marshall and Atlanta on the East Coast. We are filling up as much as possible whenever we can.”

Price Hikes For Players Loom in 74

By RALDIEE JOE

NEW YORK--Dealers would be well advised to alert customers in rising prices early next year, according to a spot check with representatives of several firms.

The Cost of Living Council granted limited price rises in Dec. 73 to cover increases in costs, but already there is the feeling within the company that another

(Continued on page 46)

Q’ Software With Players--Playback Chain’s Promo

By EARL PAUGE

CHICAGO--Playback is launching an unprecedented push in quadrants throughout 21 stores in Illinois and four in Michigan with plans to extend to the company’s 54 outlets with the major thrust laying to tying hardware and software, said Bob Stewands, buyer.

Whereas Playback has generally been using 150 to 300 line newspaper advertisements only allowing for software, this fall’s effort includes all prices and the first time software received equal space.

Features were open reale (regularly 59.99 at 58.99) and special packages regularly 199.99 at $19.49) and disk (Regularly $24.99 at $22.99).

As of press time, Stewands said the ad could very well be made in both the San Times and Tribune. He said that also for the first time, he will buy print ads in four Mich. markets (Saginaw, E. Lansing, Benton Harbor, and Grand Rapids) because, “We receive significantly more in a single source.”

With software inventories from $1500 to 4000 at retail value, Playback has pioneered records and tapes in all but nine outlets, typically ranging where a store faces too much competition. An example in the store market in Champaign, II., where the college coop store handles software.

Stewands said the confusion over discrete and matrix disks and the growing confusion in the stereo because of many matrix players which either do not take tape disks or tape has built quadrangular. Also, artwork for ads featuring quadrangular software is slowly lacking, he said.

Playback’s all out push to the quadrangular center is a hopeful step in correcting consumer confusion. He also wants to see more seminars held for consumers.

(Continued on page 46)

ITA Conference Eyes Copyright

NEW YORK--The International Tape Association (ITA) has secured the services of Eddie Nurnberg, Seymour Bricker, and Pasquale Cheche, believed to be among the nation’s outstanding experts on copyright law, to form a panel on the “Do’s and Don’ts of Copyright and Use of Music.” The panel will be presented as part of ITA’s Fourth Annual Conference scheduled for Feb. 24-27 in Tucson.

The conference will also feature a session covering an introduction to audio, video, and “crossing over” into to how and to do it better.” These will come under the subject titled “ITV Audio—Visual Update 1974.” According to Larry Finley, executive director of the ITA, both are in the field, appear as panelists in workshops concerning a complete involvement with attendees who want to know in stereo microphones in a two-hour session and answer period.

Finley explained that this session will seek to cover everything from inception to end use at both audio and video. He added that the ITA membership with its knowledge of the expertise of its successful end users will enlighten well known industry individuals to participate. Audio and video will be staged to be able to attend the conference among registrants.

According to Finley, another important session will be titled “The User Meets the Supplier.” He said that at this session producers/programmers will occupy the stage and the audience will put them on the spot about consumer industries and services.

The audience will also be free to suggest to the program managers what they may be doing right or wrong, tell them what they (the audience) would like to have, and how the program managers could best serve their needs.

Audience Participation

In the session dealing with the “Do’s and Don’ts of Copyright,” Larry Finley will conduct an informal workshop which will include both audio and video, and will allow the audience a 75 minute question and answer period.

So far more than 40 ITA members companies have agreed to participate in the event. A full track will be held in conjunction with the conference at the Tucson Convention Center Exhibition Hall.

To date, speakers for the conference have been announced. An introductory session will deliver the keynote address, Ms. Virginia H. Kraver, special assistant to the President of Consumer Affairs; Oscar Kusisto, chairman of the board of ITA, and president of Monster Audio Products; and Daniel Denham, president of the ITA, and vice president of the Research Materials Group of the 3M Co.

Education Key To Soviet Fair

BY VADIM YURCHENKO

MOSCOW--The growth of tape equipment in consumer sales is being boosted by growing nation's increased use of audio and visual machines in the educational field, according to several international manufacturers exhibiting at the nine-day school equipment "73 recently held in Moscow.

Unheard of 10 years ago in Soviet education, tape recorders are regarded as more and more essential as prospects that the nation's 184,000 schools will all be equipped in a few years, exhibitors said.

Firms here for the USSR Chamber of Commerce sponsored event

(Continued on page 45)

TV System Imports Up Dramatically

NEW YORK--The imports of video equipment into this country during the 1973 fiscal year, showed an amazing 63.2 percent rise over the same period last year, according to figures released by the Electronic Industries Association (EIA).

Also showing a healthy jump were reel-to-reel recorders which were up 113.8 percent in the same period, and automotive tape equipment which was up by 32.6 percent.

Manual record players and turntables sold rose by 28.2 percent, transistors by 35.5 percent and automatic record changers and turntables by 49.4 percent.

However, the imports of cassette and cartridge recorders dropped remarkably, in the period from more than 13 percent during the same period. Cassette and cartridge recorders were also down 4.2 percent.

Music at Home

The overall import market rally of radio/ video equipment indicated that there may be some evidence to the industry that the war in energy has more people will be spending time at home with their music while the energy crisis becomes an energy crisis.

The figures, as provided by the EIA are video equipment imports, 261,780 units during the first 10 months of 1973, as compared with 35,367 units during the same period last year.

(Continued on page 47)

Philady Audio: Chains, Independents Flourish

By MAURIE MORSESKER

PHILADELPHIA--Listening booths, with two center city locations and a third local store on the University of Pennsylvania campus, continues to expand its chain of discount record stores with the opening of a 13th "Booth" in Hazleton, Pa., in the new Laurel Mall shopping center, continuing a policy of placing all the stores in major metropolitan areas. All stores feature records, prerecorded tapes and brand name stereo equipment.

The Milrose Magnavox Home Entertainment Center, also opened an ultramodern store in the Laurel Mall, with manager Lew Debellis offering stereo, components, stereo systems, radios and televisions, and a full-time factory trained staff.

AMONG the dealers attending A & L Distributors 13th anniversary get-together were: Marvin Belsch, Zounds; Karl Kadzacky, Penn Jersey Auto Stores; and Larry Rosen, Wee Three Records. Held at Palm-Aire, Pompano Beach, Fla., the meeting was supported by Hitachi Sales, Wolfenstein-MKI, TDK Electronics, Pioneer Electronics, Memores, and Columbia Magnetics.

(Continued on page 45)

DECEMBER 22, 1973, BILLBOARD
The Electronic Representatives Association, the industry’s annual trade show and "Listen Available" information at the Winter Consumer Electronic Show Jan. 9-12, at the Conrad Hilton Chicago and McCormick Center booth. The service will be available to non-members at the show who apply for membership with a $25 due deposit. The Conrad Center will also offer details on ERA’s marketing services for manufacturers, manufacturer benefits and insurance trust programs, and information on the 1974 international marketing conference "Interface 4 Interactive Marketing," to be held in Madrid, Spain, Jan. 27-30. ERA is an 23 E. Erie, Chicago, 60611.

(* * *)

Reps and their wives dined and danced at the Indiana-Kentucky ERA Chapter’s annual Christmas party, held this year at the Holiday Inn Airport in Indianapolis. Guest rooms were provided for those celebrities who completed with too much enthusiasm. Charles Scheflin, 1133 Nashotah Trail, Indianapolis, reports.

(* * *)

Howard Smith is looking for a fourth saleswoman to help handle the new-fold increase in volume in last year, in the Ohio, W. Pa. and W. Va. territories. He has recently added Synergistics Research Corp., and Touch-A-Cat to his line of Maxell, Brother International business products division, Cipat, Fantasia Products (optical lamps), Korea Industries (cigarette lighters, and radios, etc., in calculators); Howard Smith Bou-keage is located at 2717 N. Marshfield Rd., Pittsburgh, Pa. 15212 (412) 241-4321.

The Chicagoan Chapter, ERA now has directories available offering a "Dial-A-Rep" service. The 152-page directory lists all member directories, including those of the N. Ill. and E. Wis. areas, with lines repped, as well as a list of manufacturers according to generic name product. ERA member information is included. An institution is extended in the book to manufacturers who wish to make 10-minute lines available presentations at the association meetings. Through the Dial-A-Rep phone number, 312-726-7800, engineers and purchasing agents or other interested persons can obtain information on products or products in the electronic industry. Howard Lein, Chicagoan Chapter manager, notes that directories will be available at the CES, or through his office, 100 Waukegan Rd., Glenview, Ill. 60026.

(* * *)

A two-week swing through N. Mex., Ariz., and Tex., by Bob McKee, R.E. McKee & Associates, revealed that sales for retailers are down by 30 percent this Christmas, with only low end product moving, where high end product would normally be selling. Many stores are advertising 1974 handmade orders, he said. One factor, he noted, is that books are turning down credits on sales contracts. Also, the lower income consumer is buying less and more frail. He quoted one retailer in downtown San Diego saying that there are so few costumers in stock, he may as well close up. McKee reps Plainsfield and Display Media in E. Tex. Ariz., N. Mex., and El Paso office at P.O. Box 86, San City, Ariz. 88351 (602) 931-2782.

(* * *)


Beams, Boh ECS Engineering & Marketing, represents Denon, Arcos, Koss, SKOs, recently became reps for B&W Systems Inc., and Quantum Audio Labs, in territory 28, 24, and 32. President Carl J. Boh ECS reported that surprisingly enough the most ex-

Soviet Fair Focuses on Tape Units, TV Systems, Duplicating for Schools

Included those offering all types of consumer audio equipment, tape duplicating machines and video systems.

Visitors were particularly intrigued by a mass production video recorder shown for educational applications by Abakum, a Polish import/export firm, inasmuch as video systems are still almost unheard of here and in Eastern European countries.

Video

Russian interest in video is high, according to Vassili Paloomov, director general, Melodya, who was in America recently, where he saw demonstrations of various systems (Billboard, Nov. 7).

Typical of the broad assortment of equipment shown at the school fair was the exhibit of Standberg Radiotechnik A/S, the Norwegian firm, which showed monaural and stereo open reel decks and recorders, cassette decks, amplifiers, speakers, microphones and accessories—all general consumer items now being directed at the educational field.

Marc Wood, Society, Chateau, France, a distributor, had audio/video-re
duction, language training, laboratory, duplicating equipment, microcomputers, tape recorders, and many other items.

Pentagon's duplicating devices, particularly a desk-mounted cassette duplicator, was a highlight of the fair. Hungary's Elektroimex introduced a tape equipped desk for teachers under the BEAG trademark becoming a wide known brand with musicians, singers and industrial people and one of the most widely-used audio amplifier units throughout Russia.

The Russian exhibit included a stand by NITSHO, the research and scientific institute for school education, where a foreign language program was featured with Russian-made audio equipment.

A new open reel machine from G. Meheb, Novoshek, is also being introduced and audio items under the KOMETA-214 brand are being marketed. A Voson brand cassette unit has also bowed on the local market.

10-15 STORES

Lafayette West Coast Facilities

NEW YORK—Lafayette Radio will establish a major warehouse, and an estimated $15 million in sales for the Los Angeles area within its next fiscal year, in a move designed to re-

rate their annual meeting in sales through 1974 owned and 370 franchised stores around the country, and hopes to have almost all of its pro-

jected 20 new outlets in 1973, opened before the end of the year.

Emphasizing the importance of the company's west coast expansion, Lafayette officials are closely studying marketing and merchandising plans that will dovetail into west coast buying attitudes.

Tape/Audio/Video

RepRap

DECEMBER 22, 1973, BILLBOARD

Copyright 1973 by Billboard
NEW YORK--Recent charges of price fixing brought by some Radio Shack franchise holders against parent company, the Tandy Corp. of Ft. Worth, Tex., does not seem to have affected expansion program of the company.

In November alone the firm opened 43 new shops in key locations across the nation, bringing to more than 2,000 the number of outlets now operating across the nation. The suit filed last month in U.S. District Court in Boston, charged Tandy with price fixing in violation of the Sherman Act. It claimed that plaintiffs were forced to maintain Tandy-established prices through their agreements with Tandy, especially provisions regarding consumer list advertising through catalogs and newspaper advertisements offering the "same low prices coast to coast."

In a countersuit, Tandy charged that the plaintiffs in the price fixing suit had been harassing and intimidating, in a persistent move to compel Tandy to accede to what Tandy called their unlawful demands.

Tandy, however, admitted that it owns the merchandisers in its joint venture and specialty manager stores, and that it determines the selling price of the merchandise. It denied any form of price fixing.

Tandy Holds Allied

Tandy has also had other problems within recent times, the biggest of which was the January 1972 court order (reported in Billboard) that the firm stop selling Allied Radio stores.

With just over a month left on the court deadline, the firm still holds the chain, claiming it has been unable to find a suitable buyer.

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**European Tape Assn.**

LONDON--The new European Tape Industry Association, formerly the British Tape Industry, is expected to have its membership boosted by 12 European members. This follows applications from tape companies in Finland, Denmark, Sweden, Norway and Switzerland to join the association, which began its move into Europe at a meeting in Copenhagen in September.

ETIA spokesman Walter Woyda said the association was planning to recruit members from other European countries and a meeting was being planned with this aim early next year.

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**Styrene LP Undergoes Unique Test**

- **Continued from page 3**

R-600 project believes the formula provides twice the wear resistance of present compositions and as well characteristics equal to polystyrene-polyvinylchloride (PVC), the product most in short supply.

Because most inquiries funnel in here, Cyprint has kept to explaining that (1) the plastics shortage has set back the production of the 114-year-old firm in many areas, including R-600, and (2) the U.S. recording industry is not yet into injection molding of L.P.'s (though about one-half of all 45's are presently made with this process).

**Printing**

Meanwhile, largely unknown outside of the pressing plant customers for its pellets, The Richardson Co. has emerged in a new light, believes Cyprint, as people on other levels of labels become acquainted with the diversified firm.

One area, for instance, is the firm's graphic arts division. This wing already supplies, for example, triks that adhere to metal canned drink and beer cans. Cyprint is looking into the possibility of printing graphics directly onto the plastic centers of disks, thus saving not only paper, ink and metal parts, but the costs as well.

One pressing plant source Cyprint contacted said the label paper, ink and metal parts for recordings has gone up 12 percent recently. Graphics have been printed directly onto the plastic of cassettes for a long period.

With 30 plants and involvement in everything from battery cases and exotic plastic furniture through liquid detergent and plastic pellets for recordings, the Richardson Co. set up elaborate tests to evaluate record wear.

The object, according to engineers Dale Skalla and Elwyn Mather of the Metroflex Park, Ill. Richardson plant, was to wear wear visually as well as aural. They said it is practically impossible to visually inspect groove wear without physically destroying the record. The grooves are too deep.

Skalla and Mather constructed a silicone rubber negative using 10 parts-Silastic G rubber base with one part Silastic G catalyst. This was spread over the test-worn disk and then cured and subsequently polished away to reveal the exact wear characteristics (see photos). The Test

Their report, made available to Billboard and which might be of most interest to engineers, revealed such steps as:
- Test recordings with multiple frequency bands cut in stereo and injection molded, using a normal formula vs R-600;
- Test made on Realistic 44 turntable with styrofoam of 6.25 grams, styrofoam replaced at intervals of 300 hours usage;
- Test recordings in dilute detergent and then with deionizer water, then dried and stored in a desiccator until replication was completed;
- Replicas examined under a Leitz phase contrast microscope at 100X magnification;
- External light source held at 12 degree angle above horizontal and aligned parallel to record diameter;
- Photographs made with Polaroid type 50 film and slides with Ektachrome X with controlled shutter and Watson exposure meter.

Experimental along the way and many other aspects of the tests are chronicled in the detailed report, one of which Cyprint suggests some audiophiles will argue with, but which nevertheless was intended to be exhaustive. After all, styrene must be proven if it is to replace vinyl, he said.

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**Price Hikes For Players Loom in '74**

- **Continued from page 44**

price increase petition may soon be filed.

Magnavox, in a move to recover at least a part of its costs during the past year, has filed a pre-notification for a 25 percent increase on the consumer electronics-producing division of GTE-Sylvania has not yet filed a petition for price increases, but indications are that it will soon.

The company is conducting what it calls a test analysis of its consumer products manufacturing, and anticipates that when it gets through it will file a petition.

**Price Hike Certain**

Even the Japan-based Matsushita Electric Co., feels that price increases on all its products are inevitable. According to reports from Tokyo, the company feels that spiking rates of materials and parts have gone beyond the limit where the company could cope with the problem without lacking up its prices.

The Sony Corp. has also indicated that price increases are inevitable. The company is, however, doing its best to avoid setbacks in volume to the U.S. market, despite disturbingly increasing shortages of raw materials.

Pioneer Electronics has already raised prices in a move to off-set the 30 to 50 percent rise in raw materials, and other price increases are expected. Like Sony, the firm has been fighting the court case on its U.S. market commitments.

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**CES Hotels**

NEW YORK--The Consumer Electronics Group of the EIA has secured a large number of rooms and suites in first class Chicago hotels for visitors and exhibitors to its upcoming Winter Consumer Electronics Show, according to Jack Wayne, staff vice president of the City/EA.

The show is scheduled for the Conrad Hilton Hotel January 10-13, and according to Wayne, inquiries for the rooms should be addressed to the Winter CES New York offices.

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DECEMBER 22, 1973, BILLBOARD
NAP Bows Philips Line

NEW YORK—The North American Philips Co. (Norelco) is introducing at the Winter Consumer Electronics Show a new circular turntable of high fidelity equipment bearing the Philips brand name.

The line will be priced at a $300 turntable and a $400 speaker system among its initial products, replacing the Norelco popular-priced line of home entertainment products which Norelco quietly began phasing out in May this year.

Norelco's booth at the Winter CES will feature the fully-automatic turntable CA209 with a suggested list price of between $300 and $400. The unit according to Norelco's technicians is a three-motor system that is designed to prevent dust from gathering on the platter.

Non-American Philips will introduce its proposed speaker system at the Summer CES. The unit will feature built-in amplifier and power-tetraelectrostatic device. The speaker is designed to overcome distortion and improve frequency response.

Product manager for the Philips high-fidelity product line in this country is Terry Cott.

Magnavox Surge

NEW YORK—The Magnavox annual sales annual held in January may be delayed because of an overwhelming demand for product space. Said by the recently elected Magnavox special feature Frank Sinatra, claimed Alfred di Scipio, Magnavox president, who said airing of the show which is believed to have been seen by some 40 million people, resulted in an unprecedented demand for product, forcing the company to use much of its December production to liquidize its back orders.

Di Scipio asserted that the company may have to reposition its promotional plans for 1974. This thinking has been related to the delaying of a confirmation on what Magnavox calls a "dealer buy-in" originally scheduled for Dec. 17. and is staged as a prelude to the annual Magnavox sale.

SAC Sponsors '74 Award

NEW YORK—The Society of Audio Consultants (SAC) will sponsor a national hi-fi retailer award next year, according to Jerry Joseph, SAC's president.

Joseph said the award will be geared to promoting unity in the hi-fi industry, as well as to drawing attention to the industry by recognizing persons who have contributed to the development of hi-fi merchandising. The SAC has in the past, conferred a similar citation on a regional basis. The award will be conferred on hi-fi retailer personnel at both the national and regional levels, for excellence in the management award include Carol Wolfe, Harvey Radio; Morton, General Radio; and Manny Nathan, Arrow Electronics. Sales personnel nominated for the award include Luddy Marzouk, Consumer Electronics; Al Fox and Herb Galper Grand Central Radio.

“Under $200” Noise Reducer

WALTHAM, Mass.—DBX Inc., manufacturer of a noise reduction system now being used extensively in recording studios, will launch a book encoder decoder system for the first of the $24 Blackmer is president of the firm, launched in a market few half years ago. Larry Blackley is sales manager. The new noise reduction system retains that the compact be included at the recording stage and the customers must have a decoder retailing for around $200 to decode the records at home.

Blackley said that via this new system, a larger amount of cleaner can be used mixed with vinyl in the recording itself and still guarantee about 53 dB S/N reduction. "And you still end up with a record with less surface noise than the original track."

Klaver Records Headed by Hal Powell has already released a record encoded in the system. Further decoders should be available in mid-1974, Blackley said.

Dynaco Adds Pa. Facilities

PHILADELPHIA—Bias-Wanger-Herman Co., local retailers, has negotiated the sale of a one-story industrial building in nearby Blackwood, N.J., to the Dynavico Division of Tyco Laboratories, Inc., manufacturers of high-fidelity electronic equipment, in Waltham, Mass.

Located on a 10-acre site along a railroad spur, formerly owned by the Grinnell Division of ITT Corporation was sold to Dynavico in 1973. The brick, steel and reinforced concrete building contains 49,000 square feet of storage and accessory areas, as well as 29,000 square feet of air-conditioned office space all on the one floor, along with three truck loading docks.

Hitachi Bows TV Via C-120

NEW YORK—Hitachi Ltd. has developed a new cassette system that uses a counter--to record still color pictures for reproduction on a TV set. The unit, which according to Hitachi officials has been developed at a cost considerably less than conventional VTR systems, will record and reproduce slide films, opaque cards or still frames of a TV picture, as well as stereoscopic.

The system expected to make significant inroads in the audiovisual market, was unveiled recently in the 1973 Hitachi TV Noel the brick, steel and reinforced concrete building contains 49,000 square feet of storage and accessory areas, as well as 29,000 square feet of air-conditioned office space all on the one floor, along with three truck loading docks.

The display was designed to be useful for all dealers. They took the form of jigsaw puzzle which fitted together, and displayed the" As was the case with the"栽培者" happy to do this type of work, and a solid state recorder. It carries a list price of $389.95.

Two of these units were in exactly the same size as the Hitachi counterparts, the"栽培者" having been designed to be useful for all dealers. They took the form of jigsaw puzzle which fitted together, and displayed the"栽培者" happy to do this type of work, and a solid state recorder. It carries a list price of $389.95.

Pa. Retailer Dead

PHILADELPHIA—Jacob Rosen, the first dealer to use high-fidelity sound systems in the United States, died Dec. 1 at University of Pennsylvania Hospital. He was 82.

He operated The Record Shop in center city, featuring stereo equipment and phonographs, and a considerable stock of classical records almost exclusively, which he first opened in 1934. Only last year his son moved his store to suburban Cherry Hill, New Jersey.

Puerto Rico

Harman-Kardon Factory


The plant, designed to expand the firm's hi-fi component manufacturing capacity, will be built for Jerry Jervis, December 22, 1973, BILLBOARD

Car Stereo

ENGLISH SHOW PROMOTES TAPE

LONDON—Unlike the show at Chicago. McCormick Place, the Motor Show here features software. Among firms pushing it are Decca through a big advertising campaign for its Music For The Motorway and World Of Easy Listening series. The company will feature "The Hits Express," a state-of-the-art tape which could fit any window and could be altered to suit each dealer's shop. With the help of the chart, car dealers have a chance to_feature_ the albums being promoted.

The Music For The Motorway series included the following items: Les Reed, Ted Heath, Edmundo Rom. Frank Chacksfield and Ivor Ray- monde, while the Easy Listening album was a compilation of tracks from various Montiello albums.

The window displays have been designed to be useful for all dealers. They took the form of jigsaw puzzle which fitted together, and could be altered to suit each dealer's shop. With the help of these displays, a car dealer could select a recording which he thought it would suit his customers and perhaps lead them to the purchase of a new car.

Bows Console

NEW YORK—GTE Sylvania has introduced its first stereo console with built-in track recorder/player. The unit, model S7CT3625A, also features Sylvania Phase Quad matrix 4-channel crossover, "Crinkle" loudspeakers, and a solid state recorder. It carries a list price of $399.95.

Also introduced were three compact stereo systems, models MST7373W, MST73374W, and MST720W. List prices are $339.95, $249.95, and $189.95 respectively.

Pa. Retailer Dead

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Puerto Rico

Harman-Kardon Factory


The plant, designed to expand the firm's hi-fi component manufacturing capacity, will be built for Jerry Jervis, December 22, 1973, BILLBOARD

WATSON Corner, Illinois

CP:)-DBX Inc., manufacturer of a noise reduction system now being used extensively in recording studios, will launch a book encoder decoder system for the first of the year. Dave Blackmer is president of the firm, launched in a market few half years ago. Larry Blackley is sales manager. The new noise reduction system retains that the compact be included at the recording stage and the customers must have a decoder retailing for around $200 to decode the records at home.

Blackley said that via this new system, a larger amount of cleaner can be used mixed with vinyl in the recording itself and still guarantee about 53 dB S/N reduction. "And you still end up with a record with less surface noise than the original track."

Klaver Records Headed by Hal Powell has already released a record encoded in the system. Further decoders should be available in mid-1974, Blackley said.
25c U.K. Blanks—Mexican Assembled

By MARTIN THORPE

LONDON—A new tape firm has moved into the market here with an offer of blank cassettes at 25c each in an attempt to compete with the established tape giants. The product has U.S. made parts assembled in Mexico.

Tape Marketing Technology has embarked on a promotion campaign to launch on to the market a new name in tapes by offering a slightly lower price than the majority of all over 100 than its competitors. Additionally, as an introductory offer, TMT will supply one of its Jeker brand cassettes at prices down to 25c for each order of 1,000 C40 tapes.

"A lot of money and thought has gone into the product," said chairman Gordon Marks. "The black and gold presentation case is attractive and the quality of the tape is as good as the best, thanks to a new process which eliminates more of the imperfections."

The TMT cassettes are made from American parts assembled in Mexico and the Jeker tapes are also made abroad—Marks declined to specify exactly where. He said the special offer would probably last until the end of the year and added that the company was looking into the possibility of producing pre-recorded tapes of non-copyright music.

**Apex Expands**

- **Continued from page 44**

We can do so can we maintain product shipment to customers. Also, the tape division owns a fleet of trucks more than 20 in all. Despite the fuel shortage, this still allows us to control most of our own shipping. At least we can let our accounts know this and try and make them feel somewhat more comfortable about delivery.

The firm is now backing all products with promotions tailored for each product line, according to Helms. "We will be introducing some new product soon," he said, "such as adding 8-track and reel-to-reel to the 20 20 + line, but we will also be supporting existing lines. One example of the 'Cleanest Sound Around theme.' In addition, we will be aiming different promotions at different segments of the market, something we did not do several years ago. For the youth market we have a promotion featuring three cassettes in a polyhug while for the higher end market we have a buy two get one free offer on the 20 20 + line.

"We are also now saying," Helms- termed added, "that you can no longer aim a product only at a technical point of view. The technical image is less important. Service is the most important for the average consumer as he responds to the consumer and appearance.

"This is why a slogan like 'Cleanest Sound Around' can do just as much to sell a tape as mentioning all the specs."

The firm has also recently completed its first promotion to run a full year, the ice cooler display in which tape was sold in six packs. The dealer could take the unit home when the tapes were sold and there was also a coupon for the consumer to send away for the chest. Helms- termed added that the firm is planning a series of premium offers for the Spring. "We will be offering items besides tape," he said, "and the products will be purchased by the consumer directly from us through the Ampex Shipper Service program. The program will probably be tied in with the 'Cleanest Sound Around theme.'"

No Low-end Tape

The firm is also moving more strongly into the private label field, and Helms- termed pointed out that several mass merchants buy both Ampex brand tape as well as private label. "We think that for the industry on the whole," he said, "the brand name will take on more significance than ever next year. This will probably be due to the various shortages and the energy crisis, which could result in a lack of low-end merchandise in the industry. In many cases, private label product is low end. This does not mean it is below par, simply means that it is not necessarily high energy tape or top of the lane."

Ampex has been using certain film and slow motion film,(including the 'Cleanest Sound Around theme')" Helms- termed added, "but it is important to mention that they are not necessarily high energy tape or top of the lane."

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  - Norelco B50 $2.95
  - Foot control for 150 & 1420 $15.95
  - Carry Case for 150 (w/straps and clips) $9.95
  - CCY-150 "Y" Cord for $15.95
  - AC Adapter for 1220, 1420 $15.95
  - 804 "C" Size Alkaline Battery $2.95

**New Products**

**3M/WOLLENSAK cassette tape recorder with visual sync capability, model 2520AV, features remote control. Unit, listing at $369.95 without carousels conforms to proposed ANSI standards.**

**LEBO offers two walnut base tape storage units with hinged dust cover and blue velvet interior.**

**COMM INDUSTRIES, maker of Big Brute car speakers, released an orange, molded plastic display to hold four sets. Models MB-10, 420, 920, and 708. Display is pre-wired.**

**TEAC Model 140 stereo cassette tape deck features the Dolby noise reduction system. Priced at $159.95 retail.**

**PANASONIC introduced the CQ-855 car/home convertible stereo tape player with FM stereo radio. The CQ-855T's built-in speaker (right) features a digital clock. Suggested retail price for the tape player is $139.95; the adaptor, unpriced as yet, may be about $70.**

**GENERAL ELECTRIC's new 4-channel music center, the 4300, includes 8-track player, receiver and automatic turntable in one piece, and four speakers. Set retails at $429.95.**

**DECEMBER 22, 1973, BILLBOARD**
Tape/Duplicator/Video

Electro Sound will participate at MIDEM in Cannes, France Jan. 25 showing its new ES-6000 high speed (32:1) tape duplicator, accessories such as tape winder and splitters and the new ES-505 tape recorder.

An open reel resurgence was affirmed by John Kaiser, sales manager, Polyline Corp., makers of audio and video reels, whose business in audio reels has tripled in the last year and a half, Kaiser said. The Des Plaines, Ill. firm has just finished tooling for one-inch and two-inch video tape reels, which can also be used as master reels for 16-track audio equipment.

Kaiser and partner Art Weyrich claim that if the government would lift price control policies, the plastic shortage would be relieved, if not eliminated, with less product in the petroleum and chemical industries being exported to Europe, where it commands twice the price as it does domestically. ‘Higher prices would result, but with a free enterprise market, sophisticated use of plastic would justify the higher cost, with low cost plastic items resorting to other materials, like metal.

Polyline Corp. was formerly Amerline Corp., which was bought by Certron. Kaiser, formerly in sales with Amerline, and Art Weyrich, former Amerline design engineer, bought the molds from Certron 3½ years ago for their newly formed company.

RCA in London has obtained a sub-licence to manufacture Lear Jet type 8-track cartridges in the U.K. The sub-licence covers the use of patents, now held by the Gates Rubber Company of the U.S. which owns Lear Jet. The patents are for the 8-track system developed by William Lear, originally as an in-car entertainment system.

The granting of the sub-licence to RCA—the record company plans to manufacture 8-track cartridges at its Washington, Co. Durham plant—is seen as significant. RCA is the first U.K. company to become a sub-licensee and, in effect, recognize that the 8-track design is a Lear Jet invention.

Other major record companies marketing 8-track usually either import the molded cartridges, often from a source that holds a Lear Jet sub-license, or buys them through the two major U.K. manufacturers, Hellermann Casettes and Metrosound Manufacturing. Neither of these companies have sub-licenses to manufacture Lear Jet type 8-track cartridges. Metrosound managing director, Jack Clyde, said his firm had been talking with Lear Jet about the question of sub-licenses for about a year. However he said at this stage the talks had developed little further than general discussion.

The basic situation, which at this stage is mainly involving patent agents discussing the matter, is over Lear Jet's claim that it holds the patents for 8-track cartridges and therefore has rights to royalty payments. The matter involves both soft and hardware.

DAVID LEWIS

SOUNDS TOO GOOD TO BE TRUE...
But Billboard is covering the Winter C.E.S. Show in the January 12 issue!

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- Tapes
- Video
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WINTER C.E.S. SHOW

Billboard's Winter C.E.S. issue sounds too good to be true.
**Russian Sales Fair Marks 50th Anniversary of Kniga**

TASHKENT, U.S.S.R.—Meh-nduhdronaula Kniga, representing the Soviet record company Melodiya, has achieved a tremendous success in the sale of its records in the past 50 years. The company was founded in 1923 and has since become one of the leading music publishers in the world.

At a press conference held at the Union of Music Industries, Melodiya's general director, A. K. Kniga, spoke about the company's achievements. He noted that Melodiya has sold over 100 million records in the past 50 years, with sales exceeding $1 billion. The company has also exported records to over 100 countries around the world.

The conference was attended by representatives from the music industry, including musicians and composers. The event was also marked by a special performance by the prestigious ensemble, the Melodiya Symphony Orchestra.

Kniga paid tribute to the company's founders, K. S. Kniga, who established the company in 1923, and his son, A. K. Kniga, who has been at the helm of the company for the past 50 years.

Kniga also announced plans to expand the company's operations further, with new recording studios and distribution centers being set up in various parts of the world.

The conference ended with a gala dinner, attended by government officials and music industry leaders, to celebrate the 50th anniversary of Melodiya.
From the Music Capitals of the World

BRUSSELS
Frank Sinatra's comeback album, "Of Blue Eyes Is Back" and the single "Love and Marriage" has scored an instant success in Belgium, where they are distributed by EMI. EMI has also been particularly good sellers—"Music of Love" by Alice Cooper and "Brain Salad Surgery" by Emerson, Lake and Palmer... On the UA label, EMI is scoring with Ike & Tina Turner's "Nuthin' City Limbo."... Unlikely for Ariola, Polydor International and Wes Farrell's Chelsea label, Polydor Belgium is following the trend with a Hurry by New York City... Will Tura, one of the most popular Flemish artists, has released a Christmas album consisting of some traditional material and some new songs. Polydor is using the Spanish version of being one of the company's top sellers this Christmas.

Polydor launched a special casette campaign to celebrate the 50th anniversary of Deutsche Grammophon. The company produced a special series of albums, which were distributed by Polydor Special disk repertoire and dealer response has been enthusiastic. Interested in looking for Ariola artist Heintje to make a great comeback after two years away from the charts. Heintje, the 'Anem boy singer who sold millions of records as a pre-teenager, is returning as Heintje Simon complete with baritone voice and he recently appeared in the BRT television program "Binnen en buiten."... "Habemus Girl," the album and single by the boy, both entitled "Let Your Hair Fly."... Inco's two top hits album of the season are "Pin Ups" by David Bowie and "Berlin" by Lou Reed.

Inco is organizing window displays in the major record dealers' shops throughout the country to promote the classical Erato repertoire... Stealers Wheel (A&M) visited Belgian Dreams (who distribute their new single "Stay" and the album "Ferulic Park..."... "Allow to Cry" and "If You're Not There" by Belgian writer Ignace are on the new Rita Deneve single released by Decca.

BARCELONA
Paco Rustinova has signed a contract with EMI and his first single on this label has already been released under the title "Me Falta Tu Presencia."... Better has released the single "Verde" from the movie "Parole, Parole" (Words) under the title "Cuidado, Frescura," sung by actress Carmen Sevilla and Pablo Rabel... Ariola released "Algo Mas" (Something More), the recording of which with Camilo Sesto represented Spain at the last OTI festival. Also released by Rueda and the one com- posed by Camilo and the arrangement are by Juan Carlos Calderon. It was recorded in Madrid and the producer has been No. 1 in the national top 10 for several weeks already. A new single has just been released from the 'Anem boy singer on EMI... Middle of the Road, previously with RCA, have signed with Ariola. their new album that records on this label are an album and a single "Samba de Amor" (Love Sambas) by Luiz Melodia. The new single by Lee Danilo on EMI with a song by Daniel Vangarde, "Lazo de Amanidad" (Friendship Relations)... Ariola has signed a contact with Spain's disk distributor, in Spain, of distribution is owned by.

HAMBURG
Tolle's Su Kramer has a new producer, Pete Bolotte... Draft purchasers has changed to Jupiter Purchasers in Germany were all sold out... EMI Germany has announced that released his "Gerd Unterm Vor Tang on an LP with EMI's "Christian" and "Star" LP's Suzy Quatro albums in Germany... In January Erick Sillстроre in starting a new career with "The Last Time You Have Feur Wiz Ein Freuedenloft" has just reached the hit parade... Sister Christina's new single... Polydor International, is leaving the firm and starting up his own. New group, the Royal Black will record a gold disk from Polydor, for 250,000 records sold. "Todas las Vejas,..."

TORINO
"Santana Yoro" (Mai Dans la Lumiere), as recorded by Watanahe Production's Kenji Sawada for Pol- dor, set a new mark in best sellers in the final week of November when it was numbered among the "Top 10" singles just after its release Nov. 25. It took over the No. 1 spot in the first week of this month from "Kanda- gawa" by Ken'ei Minato & Kazu- hayashi (Panam) at four leading record stores in Tokyo, Nagoya, Osaka and Kumamoto. Costume designer is "Chisato Ka no Mo- nogato" (Little Love Story) by Agnes Chang (Warner-Pioneer), the Watanahe Production artist from Hong Kong. "Yesterday Once More" (U.S.A.M.) continued to head the best selling international pop singles in Japan during the week... Despite the short supply of paper and higher cost of printing, the first issue of the "Japan Record Magazine for the Collector of Soul"—appeared at the book store in this music periodical to its publication date, Dec. 15, at 450 yen ($1.60 a copy). Also, the fourth Japanese edition of "Tea Story Book" being distributed by CBS/Story is available at the music stores as well as in book shops. The latest music book is offering "name brand" in stock, the "Black book" catalog of music records in Japan, "Abe Shimizu" by Warren Berger, former member of Toshiba-EMI's board of directors and original head of the firm... A chief engineer, made the rounds of the manufacturers in Japan as repre- sentative of Japan's high-speed gas tape duplicators during the latter half of November... Harry Bel- lan, American pop singer, has been booked to sing in Japan for the first time in 14 years... Eight concert dates have been set for him during the March 5-16 period in Tokyo and the other big cities of Japan by Universal Orient Promo- tion.

Motown Plans Double, Triple LP Packages

LONDON—Tamla Motown has launched a series of triple and double album sets featuring the label's top acts over the years.

First in the Motown Anthology Series is the Temptations Anthology, a three-set album that coincidentally marks the 25th anniversary of the group. The set, released last week, includes hits like "My Baby," "Get Ready," "Cloud Nine" and "Papa Was a Rolling Stone." The packaging incorporates a 12-page book-let.

The sleeves for all the triple albums in the series, including the Temptations Anthology, are being printed, a year by year anniversary of the group. The sleeves, released last week, are dedicated to "Christmastime to All Our Friends"...
Edwards
To Canada

BRIGHTON, Mass.—Jonathan Edwards, Atco Records artist, who's single "Sunshine" established him as a star in the U.K. and is about to take on Canada and become a Canadian success story.

Edwards told Billboard, "I'm just working on getting my papers now so I can enter Canada. It's natural to carry the U.S. immigrant status. I have bought a piece of land just outside of New Glasgow. I have a Nova Scotia, and I'm looking forward to moving up to it by next spring.

"Nova Scotia has a similar climate to where I live now so I'll know about the agriculture in that area. From what I've seen, the Newfies are wonderful people; there being there area and the younger ones are going back.

"If you want to know the main reason for my planned move, just list to the radio or read the newspapers. I don't want to be associated with what is going on in the U.S. now.

"Edwards is partial to bigband music and from his friend Anne Murray, who is a native of Nova Scotia, he would like to get his feet in that province.

"I think Canada has a lot of potential, especially with the new Canadians," he said. "I get settled there I hope I have a chance to buy a piece of land. I have some changes for the better and help to keep it as an independent entity from the U.S. I have no problem with Canadian content rulings and I think that they were a good idea.

"I will take the business ties in the U.S. "and said蔡桑松, "I would move right away."
THE BAND
AND OTHER BANDS

The Band will be playing at least four key Canadian dates with a young man of the poetic persuasion named Robert Dylan, as part of the latter's first North American tour since 1966. Bill Bannon, Artist Development, is planning to join the throng. By now Anne is a wagon.

For the first time in these parts, a South African wedding is scheduled.

Finally! "That'll Be The Day" starring Ringo and David Essex had a solid run in its Canadian engagement.

THE CREATIVE SPIRIT IS ALIVE—
(PASS IT ON)
From the Music Capitals of the World

VIENNA—As a result of pressure from a number of jazz musicians and groups, a new European Jazz Federation has been formed with the motto, Support Live Jazz. The office will function as a subsidiary to the European Jazz Federation General Secretariat. Policy and functions of activities will be decided at an EJF general board meeting in Nottwil, Switzerland, in December.

A standing committee to cooperate are Rolf Kuhn and his group (Western Germany), Hagaw and Paradox (Poland), Magne Wendel (Norway), Erich Kleinschuster and the German Radio Ensemble (Austria) and Frick Gunther (Les Swinges, France). Touring offers have been made by the jazz submarine, the Aurora, organized by Ole Coleman, Young Larry, Stella Merr and Joe Williams from America, the Deo Burrows Quartet from Australia and the Jorge Lopez Ruiz Quintet from Argentina.

ediction of The Disk magazine is to be issued by Elecrecord Record Company to be called Eja. It will be distributed in book and record shops. It contains articles, pictures and announcements regarding jazz and pop industry generally. Charts of the week and the piano magazine are being compiled and radio broadcast regularly by Radio Bucharest. Jazz singer Sarah Vaughan had two concerts in Bucharest at the 300-seat Palace Hall recently, while the American Library recently had as a guest folk singer Odetta. In Phoenix recently bought some Marshall amplifying equipment and appeared with the Philharmonic orchestra of Tampa, a星期 at series of concerts. Young singer and composer Milian Constantinou had been invited to appear on East German television. The second LP recorded with its new stereo equipment will be released by Elecrecord in April—title is "Bird Of Paradise" or an introduction to a concert of American modern jazz music, and the artists are the group Phoenician Octavian Ursus and Polish composer Antoni Piwok. The group is composed of light music and jazz LP's being released. Interviews with some artists from the list of "The Disk"—the American group "Miles Davis" are among the National Festival of Light Music, "Aurelien Atkin"—English and American songs sung in English, and "Lucia Altenheim." OCTAVIAN UrsusCU

Caste Pkg. 1st Tour Completed

EDMONTON—In the first leg of a national tour which is being opened as an opening success concert dates in Grande Prairie, Dawson Creek, Prince Albert and Moose Jaw in the date set of dates will include Manitoba and Western Ontario. Plans are in the works for a second leg of Easter 1974.

The Original Caste's first big international hit, "One Tin Soldier," is breaking for the third time around the southern U.S. on the Billboard, Flashback label.

The writers of the song, Lambert and Potter, have just signed a $2,000,000 contract with Capitol Records with Capitol Records of Canada.

Negotiations are under way for international distribution of the Original Caste's recently completed second album, "The Guitar Player," which was released at the end of last year.

The survey showed 22 percent of dealers who had done good business, 67 percent who were satisfied and 11 percent who said business had been bad. With the current oil shortage it seems likely that next year will be even worse. Pricing pressures have already been raised and many firms are already considering increasing selling prices. Even the recently increased single price to $2.29 is no longer stable.

Newly formed dealers companies are intending their advertising and PR efforts to try to save money. The Kaufman chain is no longer allowing their departments to do their buying from individual firms. In future, they will be having centrally in order to keep stocks low.

Shirley Bassey flew into Holland from Las Vegas to record a TV appearance on the country's most popular show, "De Mount". She gave a press reception and had a meal with Kroiz de Bovens, centre, and her manager, Serge Novak. Immediately after her Dutch visit, she flew to London for performances in conjunction with a special Shirley Bassey Month there.

German Dealers 'Disappointed' As Sales Show a Downturn

HAMBURG—German record dealers are disappointed with the 1973 business. According to a survey carried out by the dealers' association, business was at an all-time low. However, they are satisfied with the year's business in print music and small instruments. The reason given for the poor returns is rising prices. Customers have been generally receptive and the retailers are not only satisfied with the results, but demand is now far from being met. The number of record dealers has increased. At the 1972 Christmas period there will hardly have the markedly positive tendency of last year. The survey showed 22 percent of dealers who had done good business.

DECEMBER 22, 1973, BILLBOARD
**General News**

**Sales Show up to 30% Increase**

Continued from page 4

MANCINI  
MEGGS  
TYRRELL

Brown Meggs has been elected vice president of Capitol Records. He will be directly responsible to president Blas- 

ter-Menchetti for all business affairs, international activ-

ities, and marketing. Meggs was previously vice president, market-

ing. Also at Capitol, David Lawhon has been elected vice 

president, manufacturing, and operations. He will be responsible 

for all manufacturing operations in the Company’s two U.S. 

facilities, in the U.S. and Canada. Lawhon was previously vice presi-

dent manufacturing. Al Coury, formerly divisional vice president, 

promotions, has been elected corporate vice president, promotion, 

press, and product management. Don Zimmerman, previously divisional vice 

president, sales, has been elected corporate vice president, sales 

and merchandising. Stu Yahn, formerly artist relations manager, 

has been named general manager, sales. And, Barry Kimmelman, 

vice president, administrative, has been elected assistant presi-

dent, administrative, and will be in charge of administrative 

and business development, for Capitol Industries, Inc.

Jim Tyrrell has been appointed vice president, national sales, 

for Epic Records and Columbia custom labels. Most recently, Ty-

rell was director of national sales, a position he has held since June, 

1972. Prior to joining Epic/Columbia custom labels, he was with 

Columbia records, both as associate director, Harmony and popu-

lar music, and as product manager, popular albums. In his new 

position, Tyrrell will continue to report to Ron Alexenburg, 

vice president, Epic Records and Columbia custom labels. Also at 

Epic/Columbia custom labels, Nathan Wolk has been named pro-

motion manager of the company’s national retail market. He was previously 

with RCA Records in Minneapolis.

ROSENBERG  
ABBOTT  
GILMER  
BRESLAW

Gary Rosenberg has been named Blue Thumb Records operations 

manager. An 11-year music veteran, he was previously roy-

alty manager for Motown Records, being with publish-

ing company MCA Records, and independent producer Michael Stewart have 

been named to Columbia Records A&R staff in Hollywood, Calif.

(Continued on page 50)

**Chappell Deal Breakthrough**

Continued from page 1

With the agreement with Optimu-

mum, according to Tony Lenz, di-

rector of publications for Chappell’s press office, "Chappell’s deal with Optimu-

mum will enable us in the future to con-

tinue to work in the area of copyrights.

Chappell’s deal with Optimum consists of the agency serving the 

interests of the Chappell companies in their dealings with Optimum. 

The parties will work together to make sure that the music published by 

Chappell is properly represented.

New York—Boosey & Hawkes, Inc. has entered a general deal in the 

legal field by copyright re- 

nieval to the right to the "Concerto for Orchestra" written by 

the late Benjamin Britten.

The case, filed in U.S. District Court here (Billboard, Nov. 24), has 

implications beyond the special in-

terests of the adversaries. Once it 

is resolved, it may well set the 

precedent for future copyright 

contests.

Chappell has been accused by the 

British composer of being too competitive or conflicting with its own 

books, and it has defended itself against the charge.

The case, filed in the U.S. District Court for the Southern District of New York, 

involves disputes over the rights to the 

Concerto for Orchestra written by 

Britten, who was one of the most 

famous and influential composers 

of the 20th century.

The case has been in effect for 

years, and it has been a source of 

friction between the two sides.

In a recent ruling, the judge 

ruled in favor of the copyright holder, 

Chappell, finding that the composition was not a copyright violation.

The case has been appealed to the highest court in the land, 

the U.S. Supreme Court.

In the meantime, the two sides have reached an agreement that 

will allow them to work together in the future.

The agreement includes the right to use the music in certain 

circumstances, and it will allow Chappell to continue to 

represent Britten’s works in the U.S.

The terms of the agreement have not been released, but it is 

expected to be announced shortly.

-- Billboard

**New Model Sales Show Up to 30% Increase**

Continued from page 4

nata’s doing well. Manufacturers 

staggered their releases well 

and that other than one super LP, we have a lot of top 

year-end releases.

**Tape Helps Gabor**

At the three-store Los Angeles Music Odyssey, owner Steve Gabor said, "business was up from 15 to 20 percent 

compared to last year. It started earlier," 

Gabor said, "and has continued to increase up steam.

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increase up steam.
AL GREEN—-Linie For You, AHS 3282 (London). Nice, clean and polished are the three ingredients in this package from a performer who's not often heard. The songs are solid and strong, and the performances throughout—especially on the title track—just perfectly fit Green’s style. All in all, a record that brings out his abilities. It's fine production, and this one could really catch fans of similar types.

MICKEY NEWBURY—Looks Like Rain, Elektra 7E-1007. Mickey is country and pop and soul and jazz and just about everything else, but this is his brand of country in the country. Recorded live at Monticello Hall, it’s full of all his meaty instrumental sounds, and the songs he has written. Particularly notable, really, is the opening instrumental piece, a sort of symphony of the American sound.

VARIOUS ARTISTS—Country Cruise, Ford 723. For those of us old enough to remember most of these recordings, it’s quite a pleasing and easy to digest collection. It includes some of the best, most familiar songs of the day, and it might even be better than anything available now. The only problem is the lay-out of the material. The title track is at the end of the package, and it’s a little difficult to find.

BOB HOPE—Holidays, Spor 470 (Bell). This is a collection of Hope’s performances taped around special days of the year. They are excerpted from his broadcast activities with a lot of audience reaction. Large blocks of the show are heard for the first time, and they are quite amusing. The routines include such days as “Christmas Valentine’s Day,” “Washington’s Birthday,” “St. Patrick’s Day,” “Pawnee,” “Fourth of July.” This LP is a treasure for Hope’s devoted fans and for those with well known punchy delivery style.
**General News**

**Superstar’ 2-LP Set Gleams Globally**

LOS ANGELES—As the movie "Jesus Christ Superstar" opened around the world, the RCA Records soundtrack album continues to zoom in sales and Lee Armstrong, vice president of international operations for the company, said total sales of the album exceeded the one million units of the 2-LP set early in 1973. More than 30,000 have sold in Holland where the film is currently showing, and more than 10,000 units in New York, nearly 60,000 in Canada, and more than 700,000 in the U.S. A French version is being shown in Canada starting at Christmas about the same time the soundtrack album will be released there. It was released Dec. 14 in New Zealand and will soon be in Australia, Denmark, and Sweden, with a German version set for March. The soundtrack LP set will eventually be released in Japan, South America, and England.

In addition, the original LP set has totaled around three million units and sales are still climbing on the British original cast LP, the British original cast LP, and the American original cast LP.

**STANDING IN front of a “Jesus Christ Superstar” billboard at Stock Exchange, MCA Records artist and Mary Magdalene in the stage and soundtrack/film versions of the production, the film is opening in various Swedish cities at Christmas time.**

**LOS ANGELES—Record Merchant has become a State-wide distributor with a growing business in the San Francisco and Sacramento area.**

All product is shipped from the firm’s local warehouse, explains Jack Lewkes, executive vice president of AK Enterprises which is the parent company.

In order to facilitate communications in its 15-San Francisco staff, the headquarters staff has installed a toll-free telephone service which operates a two-hour tape into all the branches which are all the branches are served.

**Los Angeles—“Our inventory in Los Angeles can service San Francisco stores quite well,” says Bob Armstrong, voice one of the executives points out. Classical has the edge in San Francisco.**

Record Merchandising now represents A.K.

San Diego is different from San Francisco in that there is an office and warehouse. Ed Rung, the former American League manager, runs the San Diego office. The company maintains the warehouse because it is 200 miles away and the area services as well as the existing retail chain.

AK Enterprises also owns the seven-store Discount Record Center chain which opened two outlets in February, 1973, each of the West Coast and is run by Mal Talmadge, Sid Talmadge and Sam Ricketts.

Talmadges runs Record Merchandising, Rickick California Music, a one-site branch. (Continue on page 38)

**Dylan Records Album in Hush-Hush Security**

By ELIOT TIGEEL

LOS ANGELES—Bob Dylan and the Band’s-first studio album together, “Levon,” has been released. to a closed cover and a small label. There is no mention of this album to anyone, and the band will work efficiently with no interruption.

**Dylan records were recorded live in three days with no overdubs, according to Rob Fron- broit, who made the assignment. A few of the tunes were rehearsed; the remainder were worked out in the studio, with most tracks complete after the second of three takes.**

Robinson commented, “They were so completely professional and together that once Rob played the songs for them, they had the changes down.

With both Dylan and the Band currently living on the California coast, the musicians would generally arrive at noon and work until after p.m. ‘We’d record two days and then take a few days off’,” Robinson explained. “No one was burned out that way.”

**Kept Lid On Making Trouble for the Rolling Stones.**

About the security afforded the Rolling Stones when they mixed their most recent efforts at the same studio, the :Vil- lage Recorder.

A representative from the Band appeared before Village manager Dick LaPalm and requested the tight security so that Dylan and the Band could work comfortably and without interruption.

**Field Sessions**

The 10 new Dylan tunes were recorded live in three days, with no overdubs, according to Rob Fra- broit, who made the assignment. A few of the tunes were rehearsed; the remainder were worked out in the studio, with most tracks complete after the second of three takes.

Robinson commented, “They were so completely professional and together that once Rob played the songs for them, they had the changes down.

With both Dylan and the Band currently living on the California coast, the musicians would generally arrive at noon and work until after p.m. ‘We’d record two days and then take a few days off’,” Robinson explained. “No one was burned out that way.”

Despite the tight security, word somehow got around Los Angeles that Dylan and the Band were working on a new LP. The studio received several calls from people who heard that the Band was making a new album.

“One reporter said, ‘I know he’s there’, and I answered, ‘No, Judgge and the Band are just recording the Rolling Stones’ sessions’ was visited by a number of other musicians, the Dylan/Band records were respected to the musicians, Fra- broit and assistent engineer Nati Se- logrino. Elektra/Asylum chairman David Geffen, whose label will dis- tribute the Dylan album, was among the persons who accompanied the band by along with Jackie DeShannon and Cher.

Manning was handled by Rob- onrot and Frabroit, with Dylan at- tending and making suggestions. A week was spent sequencing the al- bum, which reportedly runs the gamut from country rock to simpler acoustic playing with a folk feel, and is expected to ship in January.

**Finkelstein to Be Cited Dec. 19**

NEW YORK—HERMAN FINK- elstein, general counsel of ASCAP, will be honored by the board of di- rectors of the performing rights organization next month. Finkelstein will receive the award here Wednesday (19). Finkelstein retires from his post after the end of December, but will continue his association with ASCAP, as copyright counsel.

**NARAS Mails Entry Ballots**

LOS ANGELES—NARAS has mailed entry ballots to all Academy members. The deadline date for returning the ballots to Haskins and Sells, an independent accounting firm that tabulates the ballots, is Jan. 2.
Bay Chans Differ on Yule

**Recommended**

FLEETWOOD MAC—for Your Love (3:55); producers: Martin Garden, Andy & Christine, writer: Blackwood, BMI, Killer 1388 (Warner Bros).

BADFINGER—Apple of My Eye (3:08); Chris Bonham, writer: Badfinger; publisher: Apple, ASCAP; Apple 1048 (Capitol).

HARRY CHAPIN—Hold Me (3:54); producer: Paul Leake; writer: Harry Chapin; inASCAP, BMI 41317 (Vinyl/Golden Note/Novexx).

ALVIN LEE & MYLON LEFLEUR—Sad Love (No Love of His Own) (2:54); producers: Don Lue; writer: G. Harrison; publisher: Harringtons, BMI, Columbia 4-1056.

**Recommended**

HOT SWEET—Good Mean Tanning Bed (2:48); producer: John Hill; writer: J. Hill, Alan Rosen; publisher: PMR, BMI, Velt 4415 (Columbia).


MCA Cuts '74 LP Schedule

**Continued from page 3**

our energy to the acts we have already signed.

Concerting

Other artists that the label will be concerting with during the next year include Kiki Dee, the Hudson, just-signed Deodato, the Average White Band, the Whips, and Silverhead.

Mogull also pointed to a "new spirit of cooperation" between MCA Records and Universal's movie and TV divisions paying off extremely well.

As part of centralizing the A&R activities, MCA closed its U.K. office earlier this year and consolidated everything within EMI Records. This will necessitate more frequent trips by president Mike Martin and myself to England during the next year," Mogull said.

Executive Turntable

They replace Sandy Speidel and Alan Rinde. . . At United Artists Records, Mike Abbott, soul promotion veteran, has been appointed national director of R&B promotion. He will headquartered in New York. Ralph Hawkins has been named assistant national college promotion director, after graduating from the University of California at Irvine. Jimmy Giller has been named general manager of Milestone Records Group and BMG Records, until being last with Tree International Publishing. Dan Bourque has left UMI where he was chief A&R coordinator. His replacement has not been named.

Mike Oberman has left WEA Distributing, Baltimore, where he was involved with the firm's sales activities. He joins Jack Boyle's concert promotion firm in Washington, D.C. and will also be involved in Boyle's Cellar Door operation in the same city. . .

Richard Mason, former national credit manager for MGM Records, has joined WEA Distributing, Los Angeles, as assistant to Tom Romano, national credit manager. . . Kadi Morand has joined Frank Music West as administrator and Alan Rieder, formerly with the publishing arm of A&M Records, has become professional manager of the firm. . .

Ria McEwan has been named to direct publicity for Vanguard Records. . .

Charles P. Fitzgerald has been elected to the board of directors of Capitol Industries, Inc. He will continue to be vice president and treasurer.

Bill Yaya has left MCA Records. He was director of artist development.
DIANA ROSS

Last Time I Saw Him

The title single of her new Album.
<table>
<thead>
<tr>
<th>TITLE/Artist</th>
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<tr>
<td>THE MOST BEAUTIFUL GIRL</td>
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<td>GOODYBOY YELLOW BRICK ROAD</td>
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<td>TRICK OR TREAT</td>
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<td>1973</td>
<td>TIME IN A BOTTLE</td>
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<td>WEEZ</td>
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<td>HELLO IT'S ME</td>
<td>11</td>
<td>1973</td>
<td>I'M TAKING YOU HOME</td>
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<tr>
<td>THE JOKERS</td>
<td>12</td>
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<td>SHE'S A LADY</td>
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<td>ROCKET KILL</td>
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<td>1973</td>
<td>YOUR MUSICALITY</td>
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<td>THE LOVE I LOST</td>
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<td>HERE COMES THE COWARDLY LION</td>
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<td>MIDNIGHT TRAIN TO GEORGIA</td>
<td>28</td>
<td>1973</td>
<td>LET ME BE THERE</td>
<td>31</td>
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<td>COME ON GET CHIT</td>
<td>31</td>
<td>1973</td>
<td>GET TO YOU</td>
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<td>ME AND THE OTHER</td>
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<td>KEEP ON TRUCKIN</td>
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<td>DANDY PANTS</td>
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<td>COME WITH ME</td>
<td>36</td>
<td>1973</td>
<td>RIVER</td>
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<tr>
<td>WHO'S IN THE STRAWBERRY PATCH</td>
<td>36</td>
<td>1973</td>
<td>BASS BEAT</td>
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<td>1973</td>
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A reflection of National Sales and programming activity by selected dealers, one-stops and radio stations as compiled by the Charts Department of Billboard.

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THE WHOLE WORLD KNOWS HER VITAL STATISTICS!

suzi quatro

#1 in Spain
#1 in Switzerland
#1 in Australia
#1 in England
#1 in France
#1 in West Germany
...And breaking in Japan

NOW OVER 2,000,000 SOLD WORLD-WIDE!

"can the can"

THE INTERNATIONAL HIT RECORDED BY

suzi quatro

Produced by Mike Chapman & Nicky Chinn on Bell #45,416

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.
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<tr>
<th>ARTIST</th>
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<th>SUGGESTED LIST PRICE</th>
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<td>FOR CONSUMER</td>
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<td>FOR CONSUMER</td>
</tr>
</tbody>
</table>
Anne Murray Has Another Kenny Loggins Hit.

I want to sing you a love song
I want to rock you in my arms
All night long.
I want to get to know you
I want to show you
The peaceful feeling of my home.

By Kenny Loggins and D. L. George
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A Love Song

U.S. Single 3776 / Canada Single 72714

Management: ALIVE Enterprises Inc. / Agency Representative: EMI / "Write On, Kenny"

May your Holidays be filled with Love and Songs
— Annie

Anne Murray

www.americanradiohistory.com
## Top 100 Albums of 1968

### Suggested List

<table>
<thead>
<tr>
<th>Position</th>
<th>Album Title</th>
<th>Artist</th>
<th>Genre</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>Heartbeat</strong></td>
<td><strong>Elton John</strong></td>
<td>Rock</td>
<td>1968</td>
</tr>
<tr>
<td>2</td>
<td><strong>Sgt. Pepper's Lonely Hearts Club Band</strong></td>
<td><strong>The Beatles</strong></td>
<td>Rock</td>
<td>1967</td>
</tr>
<tr>
<td>3</td>
<td><strong>The Beatles</strong></td>
<td><strong>The Beatles</strong></td>
<td>Rock</td>
<td>1968</td>
</tr>
<tr>
<td>4</td>
<td><strong>Revolver</strong></td>
<td><strong>The Beatles</strong></td>
<td>Rock</td>
<td>1966</td>
</tr>
<tr>
<td>5</td>
<td><strong>Rubber Soul</strong></td>
<td><strong>The Beatles</strong></td>
<td>Rock</td>
<td>1965</td>
</tr>
<tr>
<td>6</td>
<td><strong>Help!</strong></td>
<td><strong>The Beatles</strong></td>
<td>Rock</td>
<td>1965</td>
</tr>
<tr>
<td>7</td>
<td><strong>A Hard Day's Night</strong></td>
<td><strong>The Beatles</strong></td>
<td>Rock</td>
<td>1964</td>
</tr>
<tr>
<td>8</td>
<td><strong>The White Album</strong></td>
<td><strong>The Beatles</strong></td>
<td>Rock</td>
<td>1968</td>
</tr>
<tr>
<td>9</td>
<td><strong>The Rolling Stones</strong></td>
<td><strong>The Rolling Stones</strong></td>
<td>Rock</td>
<td>1968</td>
</tr>
<tr>
<td>10</td>
<td><strong>The Last Waltz</strong></td>
<td><strong>The Band</strong></td>
<td>Rock</td>
<td>1976</td>
</tr>
</tbody>
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### Album Suggesting List

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<th>Genre</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td><strong>Smiley Smile</strong></td>
<td><strong>The Beach Boys</strong></td>
<td>Rock</td>
<td>1967</td>
</tr>
<tr>
<td>12</td>
<td><strong>Sgt. Pepper's Lonely Hearts Club Band</strong></td>
<td><strong>The Beatles</strong></td>
<td>Rock</td>
<td>1967</td>
</tr>
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<td>13</td>
<td><strong>Revolver</strong></td>
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<td>14</td>
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<td><strong>Help!</strong></td>
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### Additional Notes
- The **Smiley Smile** album by **The Beach Boys** is noted for its innovative approach to studio experimentation.
- The **White Album** by **The Beatles** is considered one of the most influential and innovative albums of all time.
- The **Last Waltz** album by **The Band** features live performances by many notable rock musicians.

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**Remarks:**

- **Elton John's** *Heartbeat* was released in 1968 and marked a significant departure from his earlier sound, paving the way for his later career.
- The **Beatles'** *Sgt. Pepper's Lonely Hearts Club Band* was a critical and commercial success, setting a new standard for album production.
- The **Rolling Stones'** *The Last Waltz* captures the essence of their rock and roll sound and features contributions from various guest artists.

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The return of Hot Lips.

LAST KISS
(W. Cochran)
WEDNESDAY

A kiss from the past returns hotter than ever.
Get yours.
Late News

Tape sales are at least 20 percent of total sales, and some retailers' whole-sale service as the factor for increased sales, she said. Normal price for a record is $3.50.

The company has been successful in creating a line of comic books and tapes. The tapes are sold in comic book and record stores.

As projected last week, Ken Glennay's appointment as president of RCA Records has been followed by Bill Beltran's departure from the vice presidency and general management post. The move was spearheaded by Beltran and his colleague, Chief of Staff, Clinton Johnson.

That leaves open the question of whether RCA's various record companies will continue to operate as they have in the past. Observers are waiting to see whether Beltran will retain that approach, or whether Beltran's U.S. post and responsibilities for RCA Records operation in the U.S. is its flagship status.

of prerecorded 8-track are carried in each store.

St. Louis City added one new store this week for a total of 21 for the year. There are now for new stores in 1974, said Glennay.

Children's Puss

Carmel, Ind., a 10-day and seven outlaying stores will probably be up 10 percent over last Christmas, according to Mary Long, a buyer, with main emphasis on the central market area. As of Dec. 18, sales were up 7 percent over last Christmas. The store has four prerecorded 8-track and tapes, and is also offering vinyl records in its regular market area.

THOMAS DERRING KLEIN

"Free to Be... You and Me," the concept album produced for Bell Records by Carole Hart and featuring Mario Thomas and friends, is being adapted for a prime-time TV special to be aired in early spring for the ABC TV network and will also appear as a hard-cover book published by McGraw-Hill... "Gone With the Wind," has been released in a limited edition, with a hard-cover book, of the best-selling novel. The book will also include a study of the novel by noted scholar.

Cook said that the firm is adopting a "more aggressive" approach, toward licensing of our catalog. We want to pick and choose our deals." The firm has plans to bring in new talent, as well as to expand the market for its product. It is anticipated that the firm will be able to sign new talent in the near future.

Cook admitted that he had been "approached by everybody in the world" about producing a television series, just for the package rambunctious TV on the air. But direct mail deals, radio station advertisements, and newspaper advertisements were all said to be more successful in reaching the target market. The firm said that the information is being used in a "first" advertising campaign with full page ads in various newspapers in its states, featuring the 25 hottest titles at a $4.44 price ($6.55 list, for a three-day sale.

Sales of prerecorded tapes are about even with last year for the 43-store National Auto Sound chain based out of Kansas City, Mo., said Mike Landy, marketing director, who also has been involved in the national and local market. The marked current product is very heavy in Missouri and Oklahoma, and has been doing well in the states.

Landy said, "The field certainly is not as competitive as it used to be. We're checking. We can't understand why more isn't being done to bring bootlegging under control."

National Auto Sound, operated by T. J. Landy and his father, is planning an electronic system that will allow customers to check for free.

"It's a good system," said Landy, who is planning a system that will allow customers to check for free. "It's a good system," he added. "It's like a good system and it's a very good system."

At one point, three of the four 8-track players were looking at each other as if they were all part of the same system. Certainly things are worth certain money. One of the biggest assets of a big recording company is that it has a good name. The name doesn't mean a thing.

"In any case, we have now found that we have a large, very well-known, very important catalog. Certain things are worth certain money. One of the biggest assets of a big recording company is that it has a good name. The name doesn't mean a thing.

Some of the 200-plus titles handled by MCA Records in the past year were sold for $1 million or more for entire albums. Some of the deals ran in the $300,000 range. Some of the titles sold to RCA Records were pulled off the market for one reason or another. Certain things are worth certain money. One of the biggest assets of a big recording company is that it has a good name. The name doesn't mean a thing.

Moreover, this is an exciting time in the world of music. As we approach the end of the year, we're looking forward to the development of new formats, new ideas, and new opportunities. We're excited about the future and we're committed to making sure that MCA Records is poised to take advantage of every opportunity that comes our way.
“ROCKIN’ ROLL BABY” A CHART SELLING SINGLE AND ALBUM EXPLODING FOR GOLD!

THE STYLISTICS

ROCKIN’ ROLL BABY

Produced by
THOM BELL

www.americanradiohistory.com
and I can almost smell your T.B. SHEETS

HE AIN'T GIVE YOU NONE
BESIDE YOU
IT'S ALL RIGHT
MADAME GEORGE

T.B. SHEETS
WHO DROVE THE RED SPORTS CAR
RO RO ROSEY
BROWN EYED GIRL

VAN MORRISON
ALBUM C
BANG RECORD