Profit Jam Forcing Indie Distributor Acceleration Into 1-Stop & Racking

By JOHN SIPPEL

LOS ANGELES—Independent distribution has seen its profit shaved from 18 percent to a current 12 percent in the past three years, forcing some distributors to look to one-stopting and racking to maintain workable profit levels. A survey of indie operators indicated that they must go more into sub-distributorship to both reduce their selling prices (see separate story on Bert le Fawkes of Charlotte and Fidelity, Seattle).

Distributors contacted almost unanimously stated that unless they sell singles through racks and one-stops at from 48 to 56c, mounting promotional costs make it almost impossible to subsidize a distributor selling price at Joe Martin of Apex Martin, New Jersey’s only indie label, where for four years he had four competitors, noted that through building his retail racks and one-stopping he has been able to enlarge his volume on singles a point where it is profitable. A recent breakdown from a veteran soul label showed Martin’s operation ranking either one or two nationally in sales. “Only because we control the retail outlets through our sub-distributor activity are we able to get this kind of exposure for our soul singles,” Martin said. Jack Kirby of United Houston, which dropped indie label distribution last year to go solely into racking and one-stopping, said that the first six months of the new operation showed that profits rose sharply, while volume remained about the same.

“More Turnover

“We have far fewer positions with a smaller inventory, as a rackjobber and one-stop,” Kirby pointed out.

He also emphasized that his returns are much higher now than when he buys only singles and albums which (Continued on page 8)

BIEM’s Payout Proposal Hit by Pubs at MIDEM

By MIKE HENNESSY

CANNES. The proposal by the International Mechanical Rights Bureau, BIEM, that mechanical rights should be paid in the country where records are pressed and not where they are sold, met with unanimous opposition at a meeting of the International Publishers Association at MIDEM on Jan. 20.

Chairman Felix Faedo said that the proposal was totally in opposition to the mandate which the various mechanical rights societies had been given by music publishers.

Dick James of Dick James Music, London, accused the BIEM of dereliction of duty. “If a mechanical payment is continued,” he said, “there will be more than a few ‘one-stop’ and ‘rackjobber’ labels that will set up a system of their own.”

Geneva Treaty Seen Aiding Piracy Fight

By MILDRED HALL

WASHINGTON. Ironically, the Geneva anti-piracy treaty, which becomes effective March 10th for the protection of U.S. recordings, against illegal manufacture, import or distribution for sale in member countries, may be instrumental in persuading Congress to save the temporary anti-piracy amendment in the U.S. copyright law, if the endangered copyright revision law fails to pass this year.

Although the revision bill failed to pass, Senate Copyright subcommittee sources say that Congress could vote to repeal the expiration date of January 1, 1975, which was put into the record copyright amendment by the House during its 1971 passage. This would be the simplest and most likely way for Congress to keep record copyright and protection against piracy in the federal law, which is also the basis for U.S. membership in the Geneva treaty.

Threats to passage of the revision bill which would give permanent copyright for recordings in U.S. federal law, are at the near fatal point. National crisis are taking up congressional time and attention in both Senate and House.

Although Senate copyright subcommittee chairman Senator John L. Weinberger, (Continued on page 86)

Crunch Stunts Growth of NEC Meet, But Activity & Workshops Increase

By SAM SUTHERLAND

HOUSTON. The energy crisis, already stated as a key topic of discussion among campus bookers and talent agencies during the upcoming National Entertainment Conference Convention here, has already affected this line of business and entertainment industry as well.

Of an estimated 2,300 students originally expected, between 1,800 and 2,100 delegates are now expected to attend, according to Eide Blackmon, NEC director of services.

At the same time, the conference—NEC’s 14th annual gathering—will be more vital than ever to talent agencies and campus bookers than ever, due precisely to energy problems.

Miss Blackmon noted that this year’s convention, which kicks off Saturday (2) and runs through Wednes- (Continued on page 24)
Send your Danny Davis fans to The Danny Davis Festival.

Just point them in the direction of "The Best of Danny Davis and The Nashville Brass." A country dozen full of Danny Davis' biggest hits all corralled in one great new album. "The Best of Danny Davis and The Nashville Brass." For a Danny Davis fan, it's a Danny Davis festival.

RCA Records and Tapes
New Atlanta PX Buying Hqtrs. Opens Apr. 27; To Add D.C. Area Record/Tape Buying by July 27

ATLANTA - April 27 has been set as target date for full operation for the new armed forces PX buying center for records and tapes. Located at S. 2nd St., Bldg. 305, Forest Park, Ga. 30334, the center will be headed by Ron Pitco. He will be assisted by Bill Sullivan, who moved here from Dallas (see Executive Turntable) and who will act as inventory management specialist and be in charge of buying.

In late April, the Atlanta base will start supplying PX products to the southeast region, which includes Mississippi, Alabama, Georgia, Florida, North Carolina, and the Carolinas. In late July, this office will take on the additional supply chores for the Capitol exchange which includes the District of Columbia, Maine, New Hampshire, Vermont, Connecticut, Massachusetts, Rhode Island, New Jersey, Delaware and Virginia.

The realignment and beefing up of PX record/tape buying follow an experiment which began in the Alamo region in Texas over 18 months ago, where the armed forces experimented with buying direct for post exchanges instead of buying through PX stores, there were not enoughPX stores to service the areas.

The new buying bases will buy direct for PX stocks.

In order to keep the PX buying office open, the buildings, which would be located in the Los Angeles area, has been delayed. One PX district called for a late 1973 opening.

David Porter, Stax Records artist, again served as toastmaster of the annual awards banquet of the Memphis Chapter of the National Business League. From left; U.S. Congressman Dan H. Kuykendall of Tennessee, and Atlanta mayor-elect Maynard Jackson. Jackson, Atlanta's first black mayor, was guest speaker for the evening.

50,000-Watt WHO Goes 100% Country

DES MOINES - WHO-AM, one of the 50,000-watt giants of the nation that has not yet carried country music, is switching to a full-time country music format, according to Bill Cote who has been doing the all night show the past couple of years. Only WSM-AM in Nashville, WSM-AM in Minneapolis, WTMX-AM in Chicago, WOR-AM in New York and WBT-AM in Fort Worth have occupied such a key slot in country music.

On coming on in the same musical genre, and making a considerable impact in a field of not having that huge a signal, is Larry Scott at KLCAM in Des Moines.

Like WSM-AM, WHO-AM has been playing middle-of-the-road music for the last 15 years.

The lineup will now read Don Warren in the morning, Jerry Reno in the afternoon, Ken Dennington in the evening, and Cote at night, with Don Reed doing fill-in work. Cote is a native of Des Moines.

The station will be cross country in programming from morning until afternoon. Cote will be involved in national in nature. Previously, country music had been restricted from 6 p.m. to 5 a.m.

Tandy Selling 27 Allied Radio Stores to Schaak

FT. WORTH - Tandy Corp. has received approval from the Justice Dept. to sell the majority of the Allied Radio stores acquired in Mar., 1970, to Schac Electronics, Minneapolis.

The approval satisfied a court de

LA Promo Folk Hold Meeting

LOS ANGELES - The Los Angeles Promotion Men's Unions, a group of record company promotion executives, will hold a meeting Monday (28) at the home of RCA Records executive Don Whiteman, 1508 N. Mareleg, Mandeville Canyon. The meeting will be at 6:30 p.m., with the public invited for the 7 p.m. meeting. Speaking at the meeting will be Biggie Neves, program director of KFBF, and Bob Whittemore, program director of KKKFI, Mikel Hunter, program director of WDKN, and Wayne Volt, general manager of Neth Record Distributors, all Los Angeles stations. The Los Angeles meeting were Jan Basham of A&M Records, Whiteman, and other record promotion executives.

ABC-TV Names AMA Nominees

LOS ANGELES - Nominees for the American Music Awards (AMA's) set for ABC-TV Tuesday, Feb. 19 from 8:30-10:00 pm (EDT) have been announced by Edwin T. Vance, vice president, national promotions manager. (Billboard, Dec. 15, '73)


In the country area, nominees for Favorite Male Vocalists are Merle Haggard, Charlie Pride and Conway Twitty; Favorite Groups: The Carter Family, Ovett Brothers and Blaster Brothers; Favorite Singles: Charlie Rich's "He's Behind Closed Doors," Kris Kristofferson's "Why Me" and Conway Twitty's "You've Never Been This Far Before.

In the rhythm and blues area, nominees for Favorite Male Vocalists are Merle Haggard, Charlie Pride and Conway Twitty; Favorite Groups: The Carter Family, Ovett Brothers and Blaster Brothers; Favorite Singles: Charlie Rich's "He's Behind Closed Doors," Kris Kristofferson's "Why Me" and Conway Twitty's "You've Never Been This Far Before.

In the soul category, Favorite Male Vocalists are James Brown, Al Green and Stevie Wonder, Favorite Groups are The Isley Brothers, The Bee Gees and The Four Tops; Favorite Single: James Brown's "It's a Man's World" and Stevie Wonder's "I Wish It Would Rain."
ALL SIMON.
PAUL SIMON SINGS HIS SONGS IN CONCERT.

LIVE RHYMIN'
Loves Me Like a Rock  The Boxer
Me and Julio   Mother and Child
Down by the Schoolyard  Reunion
Homeward Bound  The Sound of Silence
American Tune  Jesus Is the Answer
El Condor Pasa (If I Could) Bridge Over Troubled Water
Duncan  America

Coming in February. On Columbia Records and Tapes
Motown Leads NAACP Awards

LOS ANGELES—Motown artists won five of the nine music honors in the 7th Annual Image Awards of the Beverly Hills/Hollywood chapter of the National Association for the Advancement of Colored People. Awards are given by the NAACP chapter for contributions to interracial harmony via the entertainment field.

Motown winners were Stevie Wonder as best producer of best album, both for “Innovations”; Marvin Gaye with both best male vocalist and best song for “Let’s Get It On,” and Willie Hutch for “The Mack” soundtrack. 

War was chosen top male group; the Pointer Sisters topped the female group field, and Gladys Knight & The Pips and the Staple Singers. Roberta Flack tied with Helen Reddy as best female vocalist.

Dunhill presented a special corporate award to Ted Ashley, head chairman of Warner Communications. “Soul Train” TV host Don Cornelious was MC for the event. Still another special award was given to Steve Wonder as “Musical Innovator of the 70’s.”

Harold Melvin & The Blue Notes were chosen most promising musical group and Johnny Taylor won a special award for helping preserve the blues. William Grant Still, 78-year-old black composer, won the president’s award.

Entertainment was provided by Aretha Franklin, the Jackson 5, Johnny Nash and The Dramatics.

Raides Net 40,000 in Tapes; Duncan to Jail

NEW YORK—FBI agents, State Police, U.S. Marshals, and representatives of the entertainment companies joined forces last week to launch separate attacks on tape duplicating activities around the Northeast.

The drive netted close to 40,000 allegedly illegally duplicated tapes, and duplicating equipment, as well as in the arrest of a number of people on various charges, including copyright infringement. A Criminal Court Judge in Chattanooga, Tenn., revoked the suspension of a one-year prison sentence handed to convicted tape pirate, Nelson Duncan, after Duncan was arrested on a drug charge.

Duncan, the first person convicted under Tennessee’s new anti-piracy law, pleaded guilty last October in a charge of manufacturing, distributing and possessing pirated sound recordings. He was the suspended sentence by Judge Tillman Grant, who also revoked and ordered Duncan’s removal to the State penitentiary at Nashville.

Meantime, F.B.I. agents, Pa., FBI agents and U.S. marshals seized more than 2,000 allegedly pirated tapes and duplicating equipment in a raid on the Danny Discount Store. The store was owned by Louis Silco, who allegedly had a back room in which eight people worked two shifts to duplicate several thousand unauthorized tapes a week.

In Boston, a task force of state police, FBI agents and record company representatives, headed by assistant district attorney, Suffolk County, Thomas Dwyer, raided the House of Hurwitz and Paul’s Merchandise Store, and seized more than 20,000 allegedly pirated tapes and duplicating equipment. No arrests were immediately made.

In Decatur, Ga., Thomas Ed- wards, owner of H.U. Edwards Enterprises, and James Ken Anglin, who operated the Atlanta 8-Track Warehouse, have been released on bond following their arrests by agents of the F.B.I. Both men have been charged with violations of the U.S. Copyright Law.

According to F.B.I. officials about 15,000 allegedly pirated 8-track tapes, a shrink-wrap machine and thousands of feet of wire, were seized. And the raid on Edward Enterprises, while more than 800 allegedly unauthorized copies were taken from the Atlanta 8-Track Warehouse.

### General News

**Mechanical $5 Seen Up by 8%**

- *Continued from page 1*

Loans have run about $45 million in recent years. Television mail order packages are contributing growing dollar segment toward overall mechanical earnings. Berman noted, but revenue from this source “does not yet even come close to撑 10 percent of the total.”

The Harry Fox figures represent an underestimated portion of total income to publishers from mechanical royalties. While most publishers clearly through the agency, others do not. Paul Simon’s publishing company, Big Bills, for instance, issues its own mechanical license direct to manufacturers.

In the case of publishing affiliates of record companies, the agency representation will most often be limited to the licensing of subsidiary manufacturers. A major exception is MCA, whose publishing wing makes use of the agency’s services even when dealing with its sister record company.

Berman said the extension of his agency’s control of material in record company catalogs ranges from as much as 85 percent in full-line companies, to a low of 30 percent in the case of some specialty labels, whose song output is largely the effort of house-affiliated artists.

The percentage estimate is particu-larly useful in determining pay-ments due publishers on catalogue sales. Each song’s catalog entry earns on each dollar of manufacturer cutline income for that portion of their cata-log claimed by the agency jurisdic-

**Audiofidelity Price Increase**

NEW YORK—Audiofidelity En-terprises has scheduled a price ad-justment on all $5.98 albums to $6.98, effective Friday (1). Addition-ally, the Audio Fidelity Personality and Pop Records Series features a list price of $7.98. The labels are Audio Fidelity, Black & White, Comstock, Coral, Hame, World Jazz, and Tidal Thames Records.

*AMERICAN GRAFFITI* has proven to be a double winner for MCA—as both a Gold Disk album certified by the RIAA as selling more than a million dollars in sales (it was a double LP set, too) and for being a hit movie. Above, talking about the phenomenal success of the film and the “soundtrack” LP version of oldies are Ned Tanen, vice president of MCA Inc., left, ascri- rezied Wolfman Jack who played the role of a deejay in the film, and MCA Records presi-dent J. K. (Mike) Maitland, right.

--Wayne Robbins has been named editor for “Playback,” CBS Records’ in-house trade and consumer magazine. Robbins has been with CBS since 1972 when he was appointed associate editor for the publication. At Columbia Records, Robbins has been named associate director, East Coast product management. Ander was previously an associate product manager. . . . At ABC Music, Gerard Teifler has been named vice president and general manager of the ABC Music subsidiaries. Teifler was previously general man-ager for April/Blackwood, president of Sunbury/Dunbar, Inc., and most recently president of Metromedia Publishing subsidiaries.

Norman Sherman has been named eastern marketing director for Shelter Records. He will be responsible for all advertising, merchandising, sales, promotion and special projects east of the Mississippi, working out of Shelter’s New York office. He was previously...
The first stage was a blast. All it took was the right mix: Don Kirshner Productions and Viacom. Then it soared!

A 121-station lineup for the new top rock series in its first half-season. 49 stations in the Top 50 markets; 110 affiliates and 11 independents; 85% coverage of all television homes every other week.

Now, stage two! "Don Kirshner's Rock Concert" booms 90-minute sounds at the summit every week! Starting this month.


You know how high latenight rock is with television's 18-34 crowd. And you know where this crowd gathers for sessions at the top of rock.

Call us for a weekly lift to the summit.
**Profit Jam Forcing Indie Distributors to Accelerate Into 1-Stop & Racking**

CHARLOTTE, N.C.—Beat Fleshman, who opened here as an independent record distributor in 1947, has kept his financial options alive in those late in November, it was learned last week.

Fleshman, who ultimately owned and operated many record shops, closed his workship, one-stop and rack jobbing operation, as a result of combining the various aspects of the business.

The closure of the record/tape industry. "Charlotte is not a three-in-one distributor" Meat and Potatoes, said a management-owned company.

"Charlotte has operated the record/tape industry. Charlotte is not a three-in-one distributor. Charlotte is not a three-in-one distributor. Charlotte is not a three-in-one distributor.

Martyn noted how he and a distribution associate, Raye King, kept the record/tape industry in a rather close relationship. Charlotte had "a special set of problems," he said.

All distributors contacted him and the majority of them continued to the once abundant 300 free (or 14 to 2.2) of the year. Charlotte had some 198 pieces purchased on a regular single.

They also noted that free goods and discount deals were being offered in a similar fashion each year.

The swing to more sub-distributing is certainly not new, but is widespread. Charlotte kept a small percentage of the vendor independent distributing operations do not have some ability to do sub-distributing on a regular single.

"We have to do sub-distributing," said Joe, "and we're doing it." Joe, TAPE/VIDEO/EDITION WESTERN EDITOR, Bob Krehm (L.A.)

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**Okla. Solons Study Pirate Legislation**

OKLAHOMA CITY: The testimony was held on Wednesday, Feb. 13 at the committee chairman of music publisher, and the Office and House efforts to be some continued it to Feb. 13. The proposal, introduced in 1973 by Rep. Jeff Lewis (D-Lim), was more inclusive.

"We are more flexible now than we were a few years ago, and we are allowing a base for a number of unlicensed duplicators and were already a major source of allegedly pirated tapes over the past four years.

Those who attended the hearing included several independent publishers, Bobby Boyd, who represented the Country Music Association and the Recording Industry Association of America. Bobby Boyd, who represented the Country Music Association and the Recording Industry Association of America.

Sandlin would not disclose the list of persons attended and were asked to leave.

The group favoring passage of the piracy law meets Monday (23) by legal counsel from RIAA and CMA expected to join.

Frank Music to L.A.

LOS ANGELES—Joe Sullivan has owned Frank Music, West Inc., here, Allie Rander has been named professional manager and Kadi Mandar-american...
ready for take off...

JET

PAUL McCARTNEY and WINGS

Apple Single 1871
OFF THE TICKER

ABKCO INDUSTRIES, New York, reported sales of $1,351,055 with a loss of $3,385 for the year ended Sept. 30, compared to sales of $11,209,880 with earnings of $1,398,597, or 95 cents a share, for the year earlier period. In 1972, the company added an extraordinary item of $488,876, or 33 cents a share.

ZENITH RADIO CORP., Chicago, has acquired a one-third equity interest in Televizores Venezolanoe SA, an assembler of Zenith consumer electronics products in Venezuela. The Venezuelan-based company has been assembling and marketing Zenith audio products for several years.

TELECOR, Beverly Hills, distributor of Panasonic products, reported earnings of $1,110,788, or 40 cents a share, for the second quarter ended Nov. 30 compared to $1,006,695, or 35 cents a share, for the year ago quarter. Sales were $31,549,502 compared to $31,811,221 a year ago.

For six months, earnings were $1,973,973, or 71 cents a share, compared to $1,894,692, or 66 cents a share, a year ago. Sales were $38,713,902 compared to $39,020,584 a year ago purchase of two million common shares under a repurchasing agreement. The company had earlier purchased two million common shares under a plan announced in January 1973.

DU PONT CO., Wilmington, Del., raised prices an average 6 percent on a large number of N. V. Polybrolyester films, including those used in magnetic video cassettes. The increases were contributed to higher raw material and labor costs.

MINNESOTA MINING (3M), St. Paul, reported record sales and earnings for 1973 with all areas of the company contributing to the earnings growth. It was the 22nd consecutive year of record sales and earnings.

GULF OIL CORP., Pittsburgh, confirmed that it signed a letter of intent to acquire Mattie’s Ringling Brothers- Barnum & Bailey Combined Shows Inc. and Ringling’s Circus World development near Orland, Fla. Gulf’s Atlanta-based subsidiary, Venture Out in America Inc., a developer of resort-area trailers parks, will make the transaction. Gulf said the purchase is subject to certain conditions, including board approval.

Ringling Bros., owns Sweet Fortune Records and a music publishing company.

SONY CORP., Tokyo, which reported a 17 percent increase in earnings in the fourth quarter and a 27 percent increase in fiscal 1973, said that the first quarter, ending Jan. 31, will probably be flat, however, it expects a rise of more than 10 percent in the fiscal year ending October 1974.

Sony said tape recorder and radio sales rose 26 percent to $284.7 million and volume increased 37 percent, or $55.4 million. Export volume gained 19 percent to $49.5 million.

FINANCIAL ANALYSTS are puzzled by the performance of GRT Corp., Sunny, Calif. Earnings are better today than they were in 1970 when the stock was at $21 a share, but shares now trade for less than $1. At the same time, California businesses men declare the earnings multiple of GRT has dropped from 90 times profits to three times profits. The puzzlement is magnified when you consider the following:

GRT earns better today at GRT than they were in 1970 when the stock was at $21 a share, but shares now trade for less than $1. At the same time, California businesses men declare the earnings multiple of GRT has dropped from 90 times profits to three times profits.

In today’s market, however, there’s no justice.

Adler Suit Seeks UA Rivers’ Audit

LOS ANGELES—Lou Adler has filed suit in Superior Court here to get an audit of United Artists Records Inc. owners to be independent producer for Johnny Rivers in 1970. Adler, now owner of Ods. Records, claimed, “I’m the Sis. So slider” as among the UA sides he cut with Rivers.

MAX KENDRICK (1916-1974)

Missed and remembered. A gentle man—one of the few who believed. —Rod McKuen

AMPEX custom duplicates it just like it is, like it is, like it is...

Multiply your sound fast. No job is too small or too large for AMPEX Custom Tape Duplication Services, in different equipment and video tape recorder sales 44 percent to $190.6 million; television sales 22 percent to $424 million; and other product sales 33 percent to $147.6 million.

The company reported that domestic sales accounted for most of the fiscal year’s gain, with volume increasing to 37 percent, or $55.4 million. Export volume gained 19 percent to $49.5 million.

Lee T. Adler, a 1974.

As of closing, Thursday, January 24, 1974

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Over-the-Counder prices shown are “bid” (as opposed to “asked”). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of publication.

The above contributed to Billboard by Ibache & Co., members of the New York Stock Exchange and all principal stock exchanges.

AMPEX MUSIC DIVISION

For full information write: AMPEX Custom Tape Duplication Service 2021 Lost Avenue Elfin Grove Village Illinois 60007 Phone: (312) 593-0000

FEBRUARY 2, 1974, BILLBOARD
Altec, we challenge you.

Any company that achieves a position of leadership must be prepared to meet the challenge of innovation. In the recording industry, this is a particularly crucial factor—because constantly evolving musical material demands ever newer and better recording techniques.

For nearly 30 years, one name has dominated the studio monitor market: Altec. In 1973, Altec had more than twice as many speakers in recording studio use in the U.S. than its nearest competitor. And nearly as many as all other brands combined. (Source: Billboard's 1973 International Directory of Recording Studios.) That's leadership without question.

Now someone is about to challenge that leadership. Us. Our first step: introduce three all-new monitor loudspeakers. They're a whole new breed, designed for tomorrow's recordings. And they exceed the performance characteristics of every monitor ever made. Including Altec's.

They're packed with improvements and specs guaranteed to satisfy the goldenest of ears. Improved accuracy and definition. Better transient response. Flatter frequency response. Greater bandwidth. Greater power handling. And much more. Add to all that our 37 plus years in the field of sound reproduction, and we think we're ready to challenge the leader.

Even if we have to do it ourselves.

ALTEC
the sound of experience.

The challengers.

From front to back, it's the 9849A, the 9846-8A and the 9848A. If you listen for a living, you should know more about them.

Write or call. We'll send you all the facts and figures.

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If you're into music... you'll need this book!

The nation's first & most complete reference book to top pop music from 1955 to 1972. Every record to hit the 'Hot 100'!

An invaluable, quick source of information for anyone interested in or connected with music... DJ's, program directors, station managers, collectors, buffs! Almost double the original Pop/Rock 1955-1969 Book!

Includes: Date (month/day/year) record first hit the charts
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Plus, all new information & sections!

Trivia Index of interesting Top Pop information, such as the No. 1 records year by year, the artists with the most No. 1 hits, and more... all based on factual chart information.

Picture Index of the Top 100 Pop recording artists just as they looked in their hit making years!

Over 2500 artists, plus easy hit spotting system. A double "* indicates a record that made the 2 thru 10 position.

Over 11,000 alphabetically listed song titles indexed for handy cross reference when the artist of a song isn't known.

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NEW! Trivia Index of interesting Top Pop information, such as the No. 1 records year by year, the artists with the most No. 1 hits, and more... all based on factual chart information.

IN STOCK! The nation's first & most complete reference book to top pop music from 1955 to 1972. Every record to hit the 'Hot 100'!

An invaluable, quick source of information for anyone interested in or connected with music... DJ's, program directors, station managers, collectors, buffs! Almost double the original Pop/Rock 1955-1969 Book!

Includes: Date (month/day/year) record first hit the charts
Highest numerical position record reached
Total number of weeks on chart
Label and number of record

Plus, all new information & sections!

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Plus, all new information & sections!
field promotion manager for RCA. Eddie Lambert has been named general manager of Haven Records. He will handle day-to-day liaison duties with Capitol Records, distributor for the label, and will also participate in artist acquisition and independent production liaison. He was most recently general manager of the ABC/Dunhill Music Publishing Companies.

Dan Alvino, an eight-year veteran of United Artists Records, has been promoted to director of marketing. Also at UA, Ken Sasano has been named ad coordinator under departmental senior Greg Lewerke. Sasano comes from Capitol Records, where he served in both ad and college promotional coordination. Arty Simone has returned as New York City promotion man for United Artists Records, following a stint as a rock drummer. Stewart Sank has been named regional promotion manager, RCA Records, covering the Southwest region. Sank, who will be based in RCA's Dallas office and report to label promotion director Tom Cossie, was most recently an independent promotion man in New York, and was national promotion director for GSF Records.

At Polydor Incorporated, Randy Roberts has been named promotion manager for New York state, with additional involvement.

**General News**

**RCA Tie on Two Country Coliseum Acts**

NEW YORK—RCA Records is mounting a broad merchandising, advertising and promotional campaign to tie with the appearance of two major country artists from the label at "Country at the Coliseum," the special country music package slated for Nassau Coliseum on Feb. 17.

Jerry Reed, and Danny Davis and the Nashville Brass headline the show, which is being produced by Roccan Associates and will also feature Donna Fargo and Freddie Hart.

Support will include trade and retail advertising focusing on the concert and on current product from Reed and Davis; radio and television spot campaigns; in-store autographing events; window displays for retail outlets in Long Island, Westchester County, New York and New Jersey; posters and other display materials, along with radio interviews.

Reed has a current LP, "The Uptown Poker Club," and a recently released single, "Crude Oil Blues;" while Davis' most recent LP, "The Best of Danny Davis and the Nashville Brass," was released earlier this month.

**Preston Hits Gold**

NEW YORK—Billy Preston has struck gold with an RIAA certification for the single "Space Race." Preston records for A&M Records.

**TO WHITE CONSOLIDATION:**

**Philco-Ford Sale Being Set**

BLUE BELL, Pa.—The Philco-Ford Corp. and White Consolidated Industries, Inc., have reached an agreement in principle that would allow White's acquisition of the Philco name, two Philco plants and the marketing and sales organization of the Philco Home Products division.

The agreement, for an undisclosed sum of money, is under review by the antitrust division of the Justice Dept., and is further subject to ratification by the board of directors of both companies. If approved it would affect some 2,000 of Philco's 6,000 employees, although Philco officials stress that none would be retrenched.

If the pact is sealed, White, a manufacturer of laundry equipment, refrigerators, freezers and other major appliances, plans to continue the Philco operation as a totally separate entity distinct from the White Consolidated brand name.

The plants involved in the planned acquisition are the Taylor factory which manufacture stereo parts, radio receivers and portable black and white TV sets for export, and a plant at Watsonia, Pa., that assembles some stereo as well as manufactures cabinets for color TVs.

The agreement also covers a number of world-wide licensees that manufacture under the Philco name. In addition it will allow Philco to produce TV and refrigerator products for White during the next 18 months.

Reasons for the sale have not been disclosed.

**Kirshner-SG Pact on Folio**

NEW YORK—Don Kirshner Productions and Screen Gems-Columbia Music Publications have signed a pact for Screen Gems-Columbia to publish a song folio based on Don Kirshner's "Rock Concert" pop-rock television series.

The folio, which will retail for $3.95, will include piano and guitar chord sheet music of some 20 top songs performed on the show, as well as pictures and biographical information of the artists who performed on the program.

**1973 BILLBOARD Honor Roll Winner**

1973 CASHBOX Singles Award Winner

1973 RECORD WORLD Best Artist Award Winner

**KING HARVEST**

Celestial Navigator P-556

**THE FATTACK BAND**

Soul March/To Be With You P-520

**BOBBY RYDELL**

Everything Seemed Better (When I Was Younger) P-552

**BENNY JOHNSON**

Baby, I Love You T-1527

**FATBACK BROTHER, JOHNNY KING**

Feel My Soul (Album) PLP-46

**SPARKLE**

Yesterday You Called P-554

**THE 8 MINUTES**

Looking For A Brand New Game P-533

**J.J. BARNES**

You Are Just A Living Doll P-546

FEBRUARY 2, 1974 BILLBOARD
Neeley Forms Varied Firms

NASHVILLE—Hal Neeley, former president of Starday-King and of Fort Knox Publishing, has started three new independent labels and formed an independent production company. Neeley has formed Nash-town (country), Rap (R&B), and Blue Devon (contemporary) companies, and Hal Neeley Productions. He currently is headquartered in a nearby Gallatin Town, with offices in downtown Nashville.

Neeley still is part owner of the dormant Starday-King, and of its building and studio. A final disposition of this firm has not yet been determined.

The first two releases under the new setup will be R&B with Dee Dee, David and Joseph, a group from Memphis and Change in Stereo.

Neeley has set up his own independent distributors, and has a firm pressing contract. He also is planning a budget tape line. He has formed Nee-Mar Publishing. He also has purchased some masters.

Neeley also has scheduled a mail order firm, Country Music Unlimited, which will deal with his country product only. He is also undertaking a television package.

At the present time, Neeley holds 30 percent of the stock in Starday-King, and 40 percent of Fort Knox Music. His former promotion man, Col. Jim Wilson, is now working with Phonodisc.

NARAS Hall Picks to Be Told at TV

NEW YORK—The first five recordings to enter the Hall of Fame, being established this year by NARAS, will be announced during the 16th Annual Grammy Awards telecast on March 2, over CBS-TV. Eligibility for the Hall of Fame requires that the nominated recordings be released prior to 1958, before the inception of the Grammy Awards. Those individuals associated with the records chosen will each receive a special certificate and their names will be inscribed on a special Hall of Fame plaque.

Buddah, Ebony Deal

NEW YORK—Ebony Sound Records and the Buddah Records Group have completed an agreement for Buddah to distribute the Ebony Sound label in the U.S. The first product to be released under the pact will be the single “I Wonder What She’s Doing” by the Soul Generation, Ebony Sound, which was formed in April 1972, is under the direction of Bobby Ragona.

Col Tightens Limit

Continued from page 1

All buyers voluntarily commented that the new Columbia policy would have a broad industry impact. All commented that it certainly would cause them to more cautiously approach buying new singles or LPs by a new unproven artist. They felt it would practically end taking a chance on a new release.

At deadline, Columbia’s press department had been awaiting an announcement regarding the changed return/exchange policy, which failed to arrive.

Williams to Host Grammy

NEW YORK—Andy Williams will host the fourth consecutive live broadcast of the NARAS Grammy Awards ceremonies. The 16th annual presentation will be broadcast as a 90-minute special on Saturday, March 2, over the CBS television network.

Dr. Pepper and Warner-Lambert will be major sponsors for the special, which will originate at the Palladium in Hollywood. Set to present Grammy statuettes are Glen Campbell, the Carpenters, Roberta Flack, Al Green, Isaac Hayes, Kris Kristofferson, Henry Mancini, Tony Orlando and Dawn, the Pointer Sisters, Helen Reddy, Telly Savalas and Lily Tomlin.

Additional presenters and performers will be announced by NARAS later this month. The special is a Pierre Consette Company production, with Consette as executive producer and Marty Pasetta to produce and direct, with musical direction by Jack Elgin and Atilyn Ferguson.

FOR LEASE

Record/Tape Warehouse

Terre Haute, Ind.

• 43,200 Sq. Feet
• 55c per square ft.
• 3,200 Sq. Ft. improved office space H & A/C
• 19,000 Sq. Ft. metal shelving set-up—Like new (shelving available for sale) excellent fluorescent lighting
• 24,000 Sq. Ft. floor stock space
• Warehousing equipment available

Contact: Dean White
(812) 466-1282
James Griffin has just popped up all by himself...

by cutting a hot, single slice from his freshly-made loaf.

In addition to singing with, and composing half of Bread’s material, plus penning over thirty chart singles in the past—most of them hit singles, James Griffin, formerly of Bread, has successfully established a solo career for himself. “Breakin’ Up Is Easy”, his debut album on Polydor, has already popped a smash single from it bearing the same name.

Together with a musical style that encompasses hard rock, folk, tender ballads and a uniquely varied orchestral sound all his own . . . multi-talented James Griffin is, without a doubt, a big breadwinner in the Polydor family.

Featuring the single

'B breakin Up Is Easy’

from the album

'B breakin Up Is Easy’

by James Griffin & Co.

From Polydor with Pride in Quality

Polydor Records, Cassettes and 8-Track Stereo Cartridges are distributed in the USA by Polydor Incorporated, in Canada by Polydor Ltd.
By NAT FREEDLAND

Another large and enthusiastic audience consisting mostly of music professionals got a detailed overview of the entire process of creating and marketing a popular song at the third seminar.


The seminar opened with an information-packed outline of the history of song protection rights by moderator Hal Cook, vice president of Billboard Publications Inc. and former publisher of Billboard magazine. A condensation of Mr. Cook's statement follows:

A music publisher is a professional business man engaged in acquiring, administering, promoting and merchandising songs. Sometimes he will place songwriters under contract, perhaps for a weekly salary or advance, in exchange for exclusive publishing copyrights.

Once a record is produced, the publisher will strive to promote the song on radio, TV, jukeboxes and public places. He will seek other recordings and overseas publication, print music uses, adaptation for commercials and soundtracks.

With the booming growth of the recording industry, mechanical royalties of two cents per song on each record sold (traditionally one cent apiece for writer and publisher) may now outstrip the public performance license royalties collected by ASCAP, BMI or SESAC.

Yet, in 1973 the income collected for public performance of copyrighted songs was over a remarkable one hundred million dollars.

Paul Ackerman, Billboard music editor emeritus, reminisced on tape about the earliest days of performance rights societies. Highlights of his statement were:

It is to the credit of ASCAP that it established in the U.S. the principle of performing rights, the idea that a copyrighted song cannot be performed for profit without payment to the creator and copyright proprietor.

ASCAP was formed in 1914 in New York by Victor Herbert and other songwriting gants. This philosophy had been established overseas by PRS in England, SACEM in France and GEMA in Germany. Early ASCAP organziers travelled across the USA, often thrown out violently by the owners of public places.

ASCAP officer Gene Buck was even jailed in Montana.

BMI arose in 1940 when the radio networks were a major source of income for ASCAP members and disputed a rate rise which would boost their payments from $9 to $11 million in 1940. Broadcasters were determined to start from scratch with a new pool of music.

They turned at first to old public domain songs and later to material they began bidding to writers for exclusive contracts.

Tin Pan alley dominated ASCAP. So BMI made an early entry into licensing of country music, the audices in part of Nashville writer-composer Fred Rose, and also in rhythm & blues.

However, in recent years the second generation of management at each organization has made both ASCAP and BMI competitive in all areas of music.

SESAC was of European origin and the initials stood for Society of European Stage Authors and Composers. But during the early '40s dispute with ASCAP, broadcasters began taking licenses for SESAC copyrights. With a strong base in white gospel songs, in recent years SESAC has moved aggressively into country and pop areas.

Panelist Linda Laurie was a big crowd pleaser with her outspoken remarks about the way she was cheated on both domestic and overseas royalties during earlier phases of her 10-year struggle to establish herself as a songwriter. But she concluded that the rewards of a songwriting career make all the travail worthwhile.

Ed Silvers said there are great opportunities in publishing for newcomers and he wished he had been involved in publishing from the start of his music career. He called publishing the most stable area of the record business.

Ron Anton explained the computer survey techniques by which BMI gets its information on how much to pay songwriter members. Silvers told how SESAC bases its payment rates on a song's position in trade paper charts.

Gordy said that a strong publisher can work for its songwriters by demanding record companies reduce the amount of reserve funds they normally withhold from mechanical royalty payments.

Arthur Hamilton helped explain how big TV ad record operations such as K-Tel negotiate and usually gain mechanical rates of half or less of the usual two cents, because this field has such strong selling power.

Next session is "Marketing the Product," with panels of Joel Friedman, president of Warner Elektra Atlantic Distributing, plus three retail chain heads; Lee Hartstone of Wherehouse of Music, Russ Solomon of Tower Records and Jim Greenwood of Lonicere Pizza.
Marie Owens
"J. John Jones"

MEMO
Add this to your list of sensational singles by fantastic females.

MCA RECORDS
It was a grand and gala night as Billboard presented its Fifth annual Trendsetter Awards to 15 individuals, groups and companies honored for their outstanding achievements in the international music-record-tape industry in 1973. The awards were presented Jan. 17 at the Lotus Club in New York, Ted Brown, WNEW-AM deejay, was MC and presenter.

1. Frank Mull, Mercury Records national country promotion/sales manager, accepts award for Johnny Rodriguez for being the first Chicano country star from Texas to capture a national audience.

2. The Alman Brothers received an award for focusing attention on southern rock music. Accepting for the group is Dick Wooley, head of Capricorn sales and promotion.

3. Storer Broadcasting's WHN in New York, won a plaque for bringing country music into that major eastern market. Chuck Renwick, general manager, and Ruth Meyer, promotion chief, accept for the station.

4. Logan Westbrook, Columbia's director of special markets, accepts for Don Cornelius, founder and producer of "Soul Train," for establishing a weekly syndicated soul music show.

5. Holding plaques for expanding the sound of soul music through a soft, romantic style are, left to right, Leon Huff, Thom Bell and Kenny Gamble.

6. George Wein, Newport Jazz Festival producer, for expanding the jazz market through festivals in the U.S.

7. Receiving an award for Helen Reddy, for the versatility of her art and ability to communicate in various media, is Joe Petrone of Capitol Records. Brown, right, looks on.

8. Charles E. Bedford, manager audio systems and components engineering, General Electric, for alerting record companies to the problems of defective singles and their effect on home phonographs.

9. Henry Romersa, executive director of the NARAS Institute, for establishing a meaningful curriculum for colleges on the music industry needs.

10. Elvis Presley and Col. Tom Parker gained a salute for creating the first world-wide television concert, seen by 1.5 billion in 40 countries. John Burgess, RCA division vice president, accepts. Billboard publisher Lee Chito is at right.

11. Accepting for himself and Sam Goody is Jay Schwab, vice president. Award was for launching a quadraphonic showroom.

12. Coen Solleveld, left, Polygram president, Paul Ackerman, Billboard editor emeritus, and William D. Littleford, BPI president. Solleveld received award for helping make his group of companies one of the fastest growing international music operations.

13. Artist Barry White, who flew in from the West Coast for the occasion, presents plaque to Russ Regan, president, for infusing vitality into the independent label field with the successful launching of 20th Century Records.

14. Focus was given an award for proving that European groups can succeed in the U.S. Accepting for Holland's progressive rock band, is Steve Leber, of Leber & Krebs, U.S. management firm. The group achieved two gold LP's and one for a single.

15. Norman Weiser, head of Chappell Music, and Mrs. W.D. Littleford.

16. Tom Rodden, Regan and George Grief of 20th Century Records, with Gordon Stulberg, head of the parent 20th Century Fox.
TO NARAS MEMBERS:

thanks from 
MARLO THOMAS AND FRIENDS

ALAN ALDA
HARRY BELAFONTE
MEL BROOKS
JACK CASSIDY
DICK CAVETT
CAROL CHANNING
BILLY DE WOLFE
ROSEY GRIER
SHIRLEY JONES
BOBBY MORSE
THE NEW SEEKERS
DIANA ROSS
DIANA SANDS
TOM SMOTHERS

FOR OUR
GRAMMY NOMINATION
BEST RECORDING FOR CHILDREN
Bee Gees
Tour Set
NEW YORK—The Bee Gees, RSO Recording artists, start a major U.S. tour Friday (5) in Pittsburgh. Present tour plans call for 23 concerts in 20 markets, with individual dates running into late March.

Tour coincides with the release of their new single, produced by Arif Mardin and recorded in London. Their Mardin-produced LP will ship in April.

The group is expected to remain in the U.S. for promotional television appearances, following the tour, after which they will return to the U.K. for club dates, followed by a summer tour of Europe. A tour of the Far East is scheduled to follow in October.

Opening for the Bee Gees on most U.S. dates will be Daryl Hall and John Oates, Atlantic recording artists.

More Talent
See Page 47

Who/Where/When
(Un entries for WHO/WHERE/WHEN should be sent to Sam Sutherland, Billboard, 1 Astor Plaza, New York, N.Y. 10036.)

Bachman-Turner Overdrive
(Mercury) Capitol Theatre, Port Chester, N.Y., Feb. 20. (Continued on page 4)

Campus appearances by artists are incorporated into the listings: below. Artists appearing on covers are marked with an asterisk.


AGustin AniEAS (Capitol): Alice Tully Hall, N.Y., Feb. 3.

Artimus Hurely & GOTTIEB (Columbia): West Port, N.Y., Feb. 2. F. Institute of Technology, Melbourne, Fla. (10).

Gina Bachauer (Capitol): Dallas, Texas, Feb. 9.

HERBERT, BRYAN NEW FIRM
San Francisco—Spreadage Productions, in association with Herbert & Bramy Management, has been formed here to function as a full-service production, promotion and management company. Founding principals of the new firm include Lou Bramy, formerly Western region promotion manager for Warner Bros. Records and national FM promotion for the Famous Mus- sic labels, and Walter Herbert, ex-production manager of the Banana Republic.

For Total Capability in Custom Mastering, Pressing, Printing, Compatible Discrete 4-Channel Records

For more information write JVC Cutting Center, Inc., RCA Bldg., Suite 500, 6363 Sunset Boulevard, Hollywood, California 90028

(213) 467-1166

Talent Signings
Kitty Wells has signed with Cap- ture Records and is recording in Nashville, N.C., with musicians culled from the label’s rock acts. John- athan Weston, manager of Shawn Phillips, has signed Phillips with management firm, whereby Weston will co-manage his interest with the firm.

Richard Melton has signed an ex- clusive songwriters agreement with Warner Bros. Music. Cropper’s com- pany credit include “Dock of the Bay,” “Green Onions” and “In the Midnight Hour.”

The new firm in- dicate serious intentions to take full advantage of the label’s rock acts and to market those artists to the country audience.

NEW YORK—Jerry Reddy will be the first artist to sign for the American Song Festival, the coun- try’s first international songwriting competition. Competition winners will promote the American Song Festival during singing en- gagements in the U.S., Canada, and in key European and Latin American cities, as well as around the world and will perform at its finals, Labor Day weekend, when the American Song Festival is held at Saratoga Springs, N.Y.

The American Song Festival is the first songwriting competition open to both amateur and professional songwriters and will produce both professional and music talent from all over the world.

Ms. Reddy to Plug Singer

Ms. Reddy will represent the Fes- tival to the public aware of this opportunity to expose new com- posers to music industry professionals and music industry personnel and to marketplace and merchandise. She is also anxious to encourage women composers to take advantage of this opportunity to promote their music to the experts in the field.

The American Song Festival is now open to entries from all over the world. The deadline for applications is April 15. Name and address and $10.00 cash entry fee must be sent to the American Song Festival, P.O. Box 2175, St. Albans, N.Y., 10028 in order to receive the official entry kit.

Talent in Action

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Talent in Action

"Flower Lady," "Joe Hill," Evan Mac- cullum's "American Woman's Fast Taxi" Ball, shows and "Changes" of the Philadelphia Folk Festival mesh with the American Song Festival. But Reddy’s job is to set up artists of such obvious talent sought in a Nov. event. The new firm indicates they can still present variations if he wishes as exten- sions to the line (new York) to an old one (ago to the South) of the "Red Rock." "Here's to the land you've torn into the heart of Englishness: find another country to be part of," Philip Och states. The July 21, 1974, issue of the American Song Festival, P.O. Box 2175, St. Albans, N.Y., 10028, is available to U.S. and Canadian fans for $1.

Harold Melvin & The Blue Notes
Rodney Winfield
Roxy, Los Angeles
It has been a long time coming but Harold Melvin and his Blue Notes, Denver, Colo., who are now signed to a contract with morgan-chased with magnificent precision. The band’s sound is an obvious one: a funk -ier, more upbeat version of the Reeds, and it seems to be working. A"n't much to it really. The band is an upbeat, SWIFT ONES, the band is a upbeat, upbeat band. The group's present sound is a realization of a dream that has been in the works for a long time. The sound is a cross between the Reeds and the Red Rock. The band's sound is an obvious one: a funkier, more upbeat version of the Reeds, and it seems to be working. A"n't much to it really. The band is an upbeat, upbeat band.

Heider Records
Dyian & Band Live
LOS ANGELES—Four dates on the band's current concert tour will be taped by the Wally Heider remote truck for an album release on月底.

The truck is being air-freighted East at a cost of some $5,000 to tape Dylan's concerts at Madison Square Garden. Then the equipment will return to California where it may be used for future shows at Oakland Coliseum and the Los Angeles Forum. Heider's records and Caddy Tour of New Zealand

LOS ANGELES—Bell Records artist David Cassidy has launched the first major national tour by a teen idol to open a world- lar concert tour in New Feb. 26.

Following the initial date at Eden Park in Auckland, New Zealand, Cassidy will only play a minimum of five concerts in Australia. All dates, both there and in the Orient, were built into the David Cassidy World Tour, then moves on March 19, will be promoting in "the largest available venues." Cassidy Tour dates are to be announced in Hong Kong and Australia, followed by dates in the U.K. and Euro-
25 YEARS AGO...

IN 1949, THE ERNIE FORD LEGEND BEGAN WITH THIS RELEASE,

ERNIE,
IT'S BEEN OUR PRIVILEGE TO BE ASSOCIATED WITH YOU THESE PAST TWENTY-FIVE YEARS, AND WE LOOK FORWARD TO AT LEAST TWENTY-FIVE MORE.

BHASKAR MENON & THE CAPITOL PEOPLE
The music industry was in the midst of a major shift in the 1960s, as rock and roll became the dominant force in popular music. The flood of new records and the growth of record sales was unprecedented. The list of record shops and the venues where performances took place was extensive and varied, reflecting the diversity of the music scene. The presence of names like Michael Bloomfield, Buffalo Springfield, and the管局, as well as the venues like the Fillmore and the Fillmore East, highlights the importance of these locations in the history of rock music. The music industry was not only about the music itself, but also about the places where it was played and sold, and the people who experienced it.
CASEY KASEM Proudly Announces He Has Joined the Staff at KLOM, Lompoc, California.

And, within the past few weeks, the staffs at KGB, San Diego, KIXS, Killeen, Texas; KGRN, Las Vegas, Nevada; KBMN, Bozeman, Montana; WLCY, St. Petersburg, Florida and WBYQ, Nashville, Tennessee. In fact, Casey is a weekend man on about 250 radio stations around the world. Job offers come in every week, and he'll take every one of them (sorry, only one per market).

Your station needs a Casey Kasem, and the program that comes with him, AMERICAN TOP 40.

To find out how easy it is to have the most listened to voice in the world working for you, send in the coupon. Until you do, Lompoc's one up on you.

AMERICAN TOP 40
WATERMARK, INC.
10700 VENTURA BLVD.
NO. HOLLYWOOD, CALIF. 91604

I might just have an opening for your Casey Kasem. Send me the entire, free, 1974 AMERICAN TOP 40 Presentation Package, rates and market availability.

NAME__________________TITLE__________________
CALL LETTERS____________ADDRESS________________
CITY____________________STATE________ZIP______

AMERICAN TOP 40 is a 2 hour weekly review of current events in America's most popular music as reported by BILLBOARD. Produced and distributed on compatible stereo disc (made of precious virgin vinyl) by Water-mark, makers of AMERICAN COUNTRY COUNTDOWN.

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Crunch Stunts Growth of NEC

*Continued from page 1*

day (6), is expected to last months' year in size, and may grow slight, but it also noted "This is the first year that we've deviated significantly from the growth pattern established last year." Each year has shown an increase from 300 to 600 students over the previous year.

If the growth in attendance has been impacted, the trend toward a more diverse and high-tech oriented group is impressive, as well as educational examination of effective presentation on campus. The NEC workshops and lectures, appears more prominent.

New campus, new students. The new campus year in the fall of 1975 should see a slight increase in the number of new students. The number of new students is expected to increase by about 10 percent.

**What's Happening**

**BY SAM SUTHERLAND**

**This week's campus appeal is based on playlists from student-operated radio stations in the U.S. and Canada including:**

WRHA-AM, U. of Akron, Ohio, Nickie Tickner
WVLQ-FM, U., Auburn, Ala., Joel Snider
WBCR-FM, Brooklyn, Brooks, Bruce and Ellen Goldman
KCSN-FM, California State, Northridge, David Schwartz
KAG-FM, California State, Sacramento, Bill Pegram
KALX-FM, U. California, Berkeley, Peizel and Rubeec
WDFB, U. of Cincinnati, Ellen Roberts
WDBS-FM, Duke U., Durham, Robert Babcock
WECB-FM, Emerson College, Boston, Alan Dorfman and Laurie Tishler
WJMD-FM, Kalamazoo College, Kalamazoo, Mich., John Kirk
WKU-FM, U. of Kansas, Kent, Oho, Al Stann
WMUK-FM, Western Michigan U., Kalamazoo, Steve Kolmer
WDFM-FM, Penn State U., University Park, Charlie UTR, U. of Toronto, Katherine Willen
WFBT-FM, U. of Utah, Salt Lake City, Robert Howard

*DAVE ALEXANDER, District Director, On the Ground, Arboile (LP)*
KALX-FM
Toni Brown, Good For You, Too, MCA (LP): WRHA-AM
CHICK COREA, Piano Improvisation, Live at the El Mocambo, ECM (EPM): WBCR-AM
JIM CROCE, I Got A Name, ABC (LP): WMUK-FM
MILES DAVIS, Jazz At The Plaza, Columbia (LP): KCSN-FM
DONOVAN, Espresso To Essence, (Single): WRHA-AM
DIANNE, Live at the El Mocambo, ECM (EPM): WBCR-AM
FLEETWOOD MAC, Rumours, Warner Bros. (LP): KALX-FM
MILES DAVIS, In a Silent Way,Atlantic, (LP): WMUK-FM
GRACE SLICK, Manhole, Grunt (LP): WBIB-AM, KUER-AM
PETE SEEER, Live at the El Mocambo, ECM (EPM): KALX-FM
BRUCE GIRL, A Nice Pair, Har Low (LP): WRHA-AM
PINK FLOYD, A Nice Pair, Har Low (LP): WRHA-AM
SONNY ROLLINS, Horn Cycle, Milestone, (LP): WJMD-AM
SIR DOUGLAS BAND, Texas Tornado, WJMD-AM
GRACE SLICK, Manhole, Grunt (LP): WBIB-AM, KUER-AM
SPLAVES, Live at the El Mocambo, ECM (EPM): WBCR-AM
BRIAN SPRINGSTEEN, The Wild, The Innocent and The E Street Shuffle, Columbia (LP): WRHA-AM
AL STEWART, Past, Present & Future, CBS (LP, Import): WBIB-AM
BARRY DILLAN, painted, Asylum (LP): WRHA-AM
GENTLE GIANT, In A Glass House, Atlantic (LP): KALX-FM
GENTLE GIANT, In A Glass House, Atlantic (LP): KALX-FM
GENTLE GIANT, In A Glass House, Atlantic (LP): KALX-FM
GENTLE GIANT, In A Glass House, Atlantic (LP): KALX-FM
Dinant, Skin King, A&M (LP cui): WECD-AM
MARVIN HAMLISH (Scott Joplin), The Swing, MCA (LP): KCSN-FM
HERBIE HANCOCK, Head Hunters, Columbia (LP): KUER-AM

**Holy Modal Rounders**

Boobs A Lot, Metromedia (Single): KCSN-FM

**John Fahey**

Hot Tin Roof, Grant, Rut, (LP): WBCR-AM, WJMD-AM, WMUS-FM

**Keith Jarrett & Jack De Jonette**

Suits & Daiya, (LP): WJMD-AM, JOHNNY, Electra (LP): WJMD-AM

**BILLY JOEL**

Piano Man, Columbia (LP): WECD-AM, WMUS-FM

**Keith Jarrett, Janis Ian & RCA**

RLT, Columbia (LP): WJMD-AM, WMUS-FM

**Gordon Lightfoot**

Sun Down, Columbia (LP): WJMD-AM, UTR

**Madura, II, Columbia (LP): KAG-FM, WBIB-AM**

*Mahavishnu Orchestra* - Between Nothingness and Eternity, Columbia (LP): WJMD-AM, WMUS-FM

**BARRY MANILOW**

Could It Be Magic, Bell (LP): WECD-AM, WJMD-AM

**Graham Nash**

Wild Tales, Atlantic, (LP): KALX-FM

**OJAYS, YOUR HANDS TOGETHER**, (Single): WJMD-AM, UTR

*Gram Parsons Grieve*, (Single): WJMD-AM

**Pink Floyd**

The Wall, U. of Utah, Salt Lake City, Robert Howard

**Sonny Rollins**

Horn Cycle, Milestone, (LP): WJMD-AM

**Sir Douglas Band**

Texas Tornado, WJMD-AM

**Grace Slick**

Manhole, Grunt (LP): WBIB-AM, KUER-AM

**Pete Seeer**

Live at the El Mocambo, ECM (EPM): KALX-FM

**Pink Floyd**

A Nice Pair, Har Low (LP): WRHA-AM

**Springsteen**

The Wild, The Innocent and The E Street Shuffle, Columbia (LP): WRHA-AM

**Al Stewart**

Past, Present & Future, CBS (LP, Import): WBIB-AM

**Stray Dog**

Mantecore (LP): WJMD-AM

**Stringband**

Canadian Sun, Nick, Net (LP, Canada): UTR

**Hank Wilson**

Three Indians, Out, Capitol (LP): KAG-FM

**Jesse Colin Young**

On The Road, Columbia (LP): KAG-FM, UTR

**Jesse Colin Young**

On The Road, Columbia (LP): KAG-FM, UTR

**Kaleidoscope**

The Kaleidoscope, Atlantic (LP): KAG-FM, UTR

**Kama Sutra**

The Kaleidoscope, Atlantic (LP): KAG-FM, UTR

**Musician Local 47**

LOS ANGELES, Musicians Union Local 47 has begun a five-week series of jazz educational concerts and conferences. The program involves all forms of jazz, and will feature three concerts per week. The program will be held at the Langer Auditorium in Los Angeles, CA, and will be open to the public for $5.00 per concert. The program will feature guest performers and educators from all over the United States.

The series is part of the city's efforts to promote and encourage jazz education and performance. The Los Angeles Music Commission, under the direction of Tom Brown, has been working with the musicians to ensure the program's success.

**School Jazz Slate**

By LA Local 47

Island Records has completed construction on what may well be the most ambitious mobile recording studio ever. The studio van has taken over the construction of the studio building, which has been reconfigured to hold 200 state-of-the-art British Leyland trucks.

It's definitely got its share of fringe benefits as well, offering a kitchen, two computer rooms, and various accommodations in addition to its full recording setup. Custom built for the studio, the van has its own generator, heating and air conditioning.

However, the studio is a Heiloo console and a 304 track M 79 pro fessional recorder. Studio manager Joe York reports that during the construction of the studio, a 2200 square foot warehouse was chocked two uses for Islands in the Basing Street recording studios. Yuced $1 million and the studio is now located in a 600 capacity of the ballroom.

What is in the area we've been criticized for the past," she noted. "It would seem that everyone is building with the exception that everybody attending the convention wants only to see live talent at night. So don't expect us to stay up for more hours of film than live talent.

As the for the live talent showcase, this will still offer some 30 acts, as reported earlier this year (Billboard, Jan. 12). Of the acts announced, only one has withdrawn, with an arra nement to be announced for Johnny Nash, the canceled artist.

**Joni Mitchell**

Daitya, Decca (LP): WJMD-AM

**Pink Floyd**

A Nice Pair, Har Low (LP): WRHA-AM

**Sonny Rollins**

Horn Cycle, Milestone, (LP): WJMD-AM

**Sir Douglas Band**

Texas Tornado, WJMD-AM

**Grace Slick**

Manhole, Grunt (LP): WBIB-AM, KUER-AM

**Pete Seeer**

Live at the El Mocambo, ECM (EPM): KALX-FM

**Pink Floyd**

The Wall, U. of Utah, Salt Lake City, Robert Howard

**Springsteen**

The Wild, The Innocent and The E Street Shuffle, Columbia (LP): WRHA-AM

**Al Stewart**

Past, Present & Future, CBS (LP, Import): WBIB-AM

**Stray Dog**

Mantecore (LP): WJMD-AM

**Stringband**

Canadian Sun, Nick, Net (LP, Canada): UTR

**Hank Wilson**

Three Indians, Out, Capitol (LP): KAG-FM

**Jesse Colin Young**

On The Road, Columbia (LP): KAG-FM, UTR

**Jesse Colin Young**

On The Road, Columbia (LP): KAG-FM, UTR

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Honor guest was Avery R. Fisher, founder of Fisher Radio and donor to the arts. Council president Leonard Feist, who also serves as vice-president of the National Music Publishers' Assn., presented Fisher with a gold medallion for his generousity of the Avery Fisher Fellowship Awards established in September. The award is presented annually to outstanding young professional musicians and for his financial support for Avery Fisher Hall at Lincoln Center.

The morning session of the National Music Council meeting consisted of two panels tackling the question, "How Does Youth Take to Music in Modern Life?" One panel was chaired by the Honorable William G. O'Dowd, and the other was chaired by the Honorable John S. Balderston.

New York University's Russell C. Ruddock spoke on the "Educational Problems Faced by Young Musicians Today." Mr. Ruddock emphasized that the Neagar viewpoint was that music could not be taught by mechanical means.

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Radio-TV Programming

KSAN-FM's Satire Series

SAN FRANCISCO-KSAN-FM, in a stunt that will at least add a touch of color to the San Francisco Bay area, has launched a new hour of "The Watergate Probe," as CBS radio's Lou Elrick called it, to simulate the Watergate Committee's hearing on the Nixon scandals.

The show is a serious and entertaining series of re-enactments of the Watergate hearings. The featured characters are played by members of the station's staff, and the show is broadcast every Monday night at 7 p.m.

Iowa College FM Syndicates 'Rap'

CEDAR FALLS, Iowa—"Rap," a weekly record review program aired by KUNI-FM at the University of Northern Iowa here, will be distributed and aired on the 160 radio stations of the National Public Radio stations.

Show is hosted by Bob Dorr and presents the progressive station in LP week. KHKE-FM is shifting call letters Feb. 18 to KUNI-FM and boosting power to 100,000 watts in stereo, according to music director Gerry Gabel.

Listeners' Ideas

ATLANTA-To give their listeners a feeling of participating in the radio stations, WSAM is again asking listeners to send in programming ideas. The stations pay $25 for the best idea and $5 for each run venerable.

JOKES UN-LTD! A New joke service created for Radio and TV personalities.

Hollywood's top comedy writers bring you a professional monthly joke-letter containing topical one-liners and laughs in terms of great punch lines. No one who takes a living should be without this valuable material. Only $0.40 (0) per year. Sample issue $0.30. Send check to JOKES UN-LTD. DEPT. B4. P.O. Box 60855. Hollywood, Cal. 90069.

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Yes, Do your part during this very special week. Go out and grab a chicken. Or better yet, do something more profitable with your time—your airtime. Grab "CHICKENMAN!"

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The Chicago Radio Syndicate Two E. Oak St., Chicago 60611

Vox Jox

BY CLAUDE RAVEN
Radio-TV Editor

High above 6 a.m. Adds that Mike Hayworth has left the station to join KNUX-FM in Dallas and Phil Garcia has been given assistance in the promotion of the station. Hopefully, by not playing the DeFranco Family and Donny Osmond shows, the station's format will change. Yes, Bob, but what about the samity of Tom Rod and the NJ Devils? They are the most popular hits at KKDJ in Los Angeles. We hear that the DeFranco and Ben Scott, chief of promotion for MGM Records, will take the reins.

** * **

Jeff Blocher, program director of KINN-FM in Alhambra, N.M., wants Tim Friend to contact him. Lineup at KINN-FM now includes Blocher sign on 9:30, Curt Parrett 9:30, John Buffington 9:30 p.m. Jim Bell until sign-off. On weekend, Ed Robinson and Les Fenter help out. Mike Hoyer, program director of KWMF-FM in Fort Dodge, Iowa, reports in with this note: "Just read the concluding installment of your interview with Don Nelson. Here it is January and the interview was done in October during the country music convention. I missed the convention this year, but my morning man Skip Nelson made it. He said there was a severe shortage of time, which is why he went into the room where you interviewed Don. Seriously, I enjoyed the story very much, as it seemed like a never-ending soap opera. Actually, Don and I were drinking diet sodas, if it had been drinking beer, the interview would be ending about now."

Jay Scott, formerly the program director of WIZX-FM in Pittsburgh, is now programming KKSS-FM in St. Louis. Ken Robinson, a one-time music director of WBOB-FM in Salisbury, Md., sends in his registration fee.

KLAC-FM in Los Angeles has a one-hour documentary on Tex Ritter that's available to any radio station who promises to air it. Call music director Carvon Schreiber for details, etc. At the request of MPR, Reed is taking over as program director of WCMI-FM, Haslev, Ky., as John Milbro moves into overflow television. Jim (Boon Boon) Bunn has left KEIN-FM in Great Falls, Mont., and is en route back to Connecticut. 203-573-0935. You can reach him there in a few days; he'll be hunting for a job in New England area and has seven years of experience.

** * **

If you're interested in airing the "National Lampoon Radio Hour," I suggest you contact Bob Michelson, new general manager of the syndicated show. Call him at 212-688-407. Maybe he'll send you a tape demo. Tom Adams, who does the Electric Neon human weekly thing says he got a response on one of his ads in Billboard from a friend in Arizona. Fight music in Cyprus. "You do get around. Wonder if they have Coors over there? I'm surprised they even import hum, Tom."

** * **

Skip O'Brien, formerly known as Don Miller at WCUVE in Akron, is giving his show good publicity on WGLC-FM in Cleveland. Lineup at WCWW-FM in Ripon, Wis., now has Mike Engler 5 a.m. in his 10th year on that show, program director Dick Holiday 9 a.m. to 1 p.m. and he's been there three years. Jack Cyril 4:30 to 6:30 p.m. Terry Alfas 6:30 to 11 p.m. and he just joined from KYSX-FM in Lomita. The station is up-tempo MOR in the day and Top 40 at night and for kickers every Saturday night she drops names like Gene Chandler, La Vernet Drake, Eric Norberg and Joyce Reynolds to name a few. And not coming up, this is the last weekend of the show "Harbor Lights." We will be looking up to Los Angeles for some big stars to be back in town on Aug. 13, if it works out. Could be the most interesting party since John Fisher left Los Angeles.

True fame is not something many people know, or even how many people you can insult effectively. Me I can insult people, without any trying. I do things that insult people by accident. Now, I get a letter from Jim Wood, music director of WBBW (Wildwood, Minn.), who says a friend of his read him some of the interview I'd been doing with the station's general manager of WIRE, the country music (Continued on page 27).
station in the market that has long been a leading audience winner. Wood accounts for the possible journalism and a few other things and that I think that “the company that you are keeping” is a fantastic idea it is doing since they feel WIFE-AM important enough to be one of your key competitors and key reporters. I challenge you to contact any of the major record distributors like Soundscan and talk to them who moves the product and I mean a high percentage of the product in Indy. If they tell you they’ll buy you says why I’ll buy you as a matter of fact, the whole series of articles about WIFE-AM itself are a great job at trash. Why don’t you get a copy of the ratings and see how silly you and your magazine look because of the articles.”

He goes on and on and on, ranting, threatening to cancel his subscription etc. So, here are the ratings: WIBC-AM, an MOR station, is No. 1 in the Nov./Oct. 1973 ARB 6-market with 13.1 percent of the audience. WIRE-AM, the country station, is No. 2 with 13.2, No. 3 in WFPS-AM, No. 4 is WXLW-AM, a day-time station, with 8.5 and No. 5 is WNAP-FM with 8.2. And in women’s listening, WIFE-AM is No. 1 in the market in men 18-34 with a 22 to WIFE-AM and 19.7. And in women’s listening, WIFE-AM is No. 1 to WIFE-AM 12.4. WNAP-FM is only a slight whisper behind WIFE-AM in teen lists, No. 2 with 25-34. WIBC-AM is No. 1, WIRE-AM is No. 2, WIFS-AM is No. 3. When it comes to women’s 25-34, WIBC-AM is No. 1 with 20.2, WIRE-AM is tied with WIFE-AM for second with 12.9 each. Now, this incident only points out one thing clearly and that is the whole story of the ratings. Here, a-legendary-station, has been knocked off its sur-}

**Latin Music Scene**

**YesterYear Hits**

**TEN YEARS AGO February 1, 1964**

**SINGLES**

1. I WANT TO HOLD YOUR HAND
2. YOU DON’T OWN ME
3. OUT OF LIMITS (Mavourite Bros.)
4. SPURR’IN BIRD (Goulding)
5. I’M NOT GOING TO LEAVE YOU AGAIN
6. Bubu (Bruce & Mack)
7. HE LITTE CORA
8. Cobbs (Goulston & Co.)
9. FOR YOU
10. Me (Golden State)

**ALBUMS**

1. THE SINGING Nun
2. PETER, PAUL & MARY
3. PETER, PAUL & MARY
4. PETER, PAUL & MARY
5. PETER, PAUL & MARY

**FIVE YEARS AGO February 1, 1969**

**SINGLES**

1. CRIMSON & CLOVER
2. EVERYONE
3. THE NEW Left Front (EC)
4. THE MARSHALL"S面板 & THE RONETS & THE COMET, PART 2 (Vanguard)
5. PETER, PAUL & MARY

**ALBUMS**

1. THE SINGING Nun
2. PETER, PAUL & MARY
3. PETER, PAUL & MARY
4. PETER, PAUL & MARY
5. PETER, PAUL & MARY

**FIVE YEARS AGO February 1, 1969**

**SINGLES**

1. TOFFI KICKS (Superstar)
2. DANNY ROES & THE SUPREMES
3. THE TEMPTATIONS
4. THE TOMMYabwe (Scepter)
5. THE DOOBIE BROTHERS

**ALBUMS**

1. TOFFI KICKS (Superstar)
2. DANNY ROES & THE SUPREMES
3. THE TEMPTATIONS
4. THE TOMMYabwe (Scepter)
5. THE DOOBIE BROTHERS

**Rochester Soul FM**

Rochester, NY - WDKY FM, a new stereo operation here, has gone on the air with a black progres-
Billboard SPECIAL SURVEY for Week Ending 2/2/74

Soul Songs Paced by Wonder's Wondrous Sextet

By LEROY ROBINSON

LOS ANGELES—Some time ago, a recording industry executive told me: "I'm one person who fears not the music population explosion. It only means there are that many more people for me to be better than."

In essence, the Grammy Awards, to be held on March 2, Los Angeles, in what is the aforementioned comment is all about. Whether the person that made the comment is among the recent list of nominees for the 16th presentation is as important as how much participation there is by black artists, and in the final count, whether it reflects an accurate and fair evaluation by their peers.

With six nominations going to Stevie Wonder, we feel that perhaps there is some insight within the NARAS voters who are responsible for the nominations. Now it seems that we must put all that up to that band of voters so come up with a winner in the "Record Of The Year," "Album Of The Year," "Song Of The Year," "Best Pop, Rock And Full Vocal Performance, Male," "R&B Vocal Performance, Male," and "Best Rhythm And Blues Song" categories. They are the contributors who Wonder is cited as. We, of course, know it would be mighty high impossible to win all six. No one, for that matter, is up to someone's standards which are ages, is to be given that much credit for having something, whether it be one or the other. It's incredible that Wonder's peers might not want to accept the fact that Stevie Wonder is up. It's keeping with his name, wonder...a perfect, flawless talent without peer...a contributor to the greatness of American music.

Looking at some of the other categories, our attention was immediately captured by the "Best Jazz Performance, Vocal" and the nominations of two dead gems of jazz, Art Tatum and Clifford Brown. The recordings were made before that person or that band of listeners were made from were either former packages in re-release, or albums never released, the latter is the case. In any event, a terrible oversight on someone's part, and to jazz fans in particular. (Aside from fact that most piece of material can be selected after the artist has passed on years ago, many more are a lot for the people at NARAS.)

Of course, NARAS is not to be totally blamed, for where there is insight, there is also oversight. For instance, Billie Holiday, Charlie Parker, "Kool" Coles, or a number of other outstanding artists now gone who helped to mold the recording industry, are entitled to something else other than the record or album that someone else should get rich from. Why not recognize their contributions with awards in their name? It's necessary, for only because most of the artists winning the awards must be recognized as the true pioneers of this business.

We're looking forward to the results of the Grammy Awards because the final nominations appear to be sputtered with some form of integrity. Whether or not they will maintain that spirit, or not, is known soon enough on March 2. And if our wish for Stevie Wonder winning in every category he's been nominated does not happen, it'll hurt, and for some it might be a lasting injury. But it won't really matter. Stevie Wonder is number one. He'll just have to try harder.


**ON THE ROAD TO FREEDOM,** Columbia: "K.Y.M.," K.Y.M. F.M., K.Y.M. F.M.


**I'M DOING IT MY WAY,** I.A.C.: "I'm Doing It My Way," I.A.C.


**BOB DYLAN,** "The Times They Are A-Changin'," Reprise: "The Times They Are A-Changin'," Reprise.


**MANU DIBANGO,** "Emancipation," MCA: "Emancipation," MCA.

**JAMES BROWN,** "Say It Loud... I'm Black and I'm Proud," WDIA: "Say It Loud... I'm Black and I'm Proud," WDIA.


**JOHNNY WINTER,** "19 Years Old," Columbia: "19 Years Old," Columbia.


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experience would make a valuable asset.
Send resume to: J. N. Miller
Record Center, 2652 N. 9th St.,
Washington, D.C. 20001

BEATLES & OTHERS.
45S.

PROFESSIONAL RECORD MAN.
3 years experience in the recording field
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SEALS & CROFTS
IN CONCERT
1974 SPRING TOUR
SEALS & CROFTS ITINERARY

Feb. 8th BRIGHAM YOUNG U./Provo, Utah
Feb. 15th APP. STATE COLL./Boone, N.C.
Feb. 16th CUMBERLAND COUNT. CO./Fayetteville, N.C.
Feb. 17th DUKE UNIVERSITY/Durham, N.C.
Feb. 18th KENT UNIVERSITY/Kent, Ohio
Feb. 19th MILWAUKEE AUD./Milwaukee, Wisc.
Feb. 21st ST. CLOUD STATE/ST. Cloud, Minnesota
Feb. 23rd INDIANA UNIVER./Bloomington, Ind.
Feb. 24th OHIO STATE/Columbus, Ohio
Feb. 25th CHARLESTON ARENA/Charleston, S.C.
Feb. 26th HERSHEY ARENA/Hershey, Penn.
Feb. 28th UNIVER. OF MAINE/Bangor, Maine
March 5th BOSTON MUSIC HALL/Boston, Mass.
March 7th SYRACUSE WAR MEM./Syracuse, N.Y.
March 8th BROOME COUNT. MEM./Binghamton, N.Y.
March 9th ROCHESTER WAR MEM./Rochester, N.Y.
March 10th PHIL. TEMPLE UNIV./Philadelphia, Pa.
March 12th UNIV. OF SCRANTON/Scranton, Pa.
March 13th HARA SPORTS ARENA/Dayton, Ohio
March 15th INDIANA CONV. CENTER/Indianapolis, Ind.
March 16th AIRE CROWN THEATRE/Chicago, Ill.
March 17th AIRE CROWN THEATRE/Chicago, Ill.
March 19th DANE COUNTY MEM./Madison, Wisc.
March 20th MINN. SPORTS CTR./Minneapolis, Minn.
March 23rd UNIV. OF MISSOURI/St. Louis, Mo.
March 25th UNIVERSITY OF ILL./Champaign, Ill.
March 26th LOUISVILLE CONV. CTR./Louisville, Kentucky
March 29th RICHMOND COLISEUM/Richmond, Virginia
March 30th NORFOLK SCOPE/Norfolk, Virginia
March 31st BALTIMORE CIVIC CTR./Baltimore, Md.
April 10th VETERANS MEM. COL./Phoenix, Arizona
April 11th CIVIC AUDITORIUM/Albuquerque, N.M.
April 12th CIVIC CENTER/El Paso, Texas
April 15th MUNICIPAL AUD./San Antonio, Texas
April 16th MEMORIAL AUD./Dallas, Texas
April 17th ASSEMBLY CENTER/Tulsa, Oklahoma
April 18th MUSIC HALL/OKLAHOMA CITY, Oklahoma
April 20th HOFHEINZ PAULION/Houston, Texas
April 21st CORPUS CHRISTI COL./Corpus Christi, Texas
You have made me a very proud lady.

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Seals & Crofts

“Summer Breeze”
“Humming Bird”
“Diamond Girl”
“We May Never Pass This Way Again”

Louie Shelton

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HOLLYWOOD, CALIFORNIA
THE BIRTH OF AN UNBORN CHILD

Jim Seals and Dash Crofts are on the road again, mounting an extensive 52-date tour to introduce the music from their new Warner Bros. album, "Unborn Child." Fresh from a "vacation" period of extensive songwriting and television taping, the two singers have taken steps toward strengthening their sound by assembling a more permanent rhythm section for recording and touring.

According to guitarist Seals, the new arrangement has proven very successful on "Unborn Child."

"We usually hired session musicians and went into the studio cold," says Jim, "but on the new album we had more time to rehearse and work out some unusual parts. Everybody played with more confidence."

"Unborn Child" also marks another change for Seals & Crofts. The title track, a probable single, is a "pro-life" song dealing with the thoughts and decisions facing an expectant mother. It is the first "social confrontation" in the duo's music, although it is not meant to adopt a position.

"In the Bahai faith," Jim points out, "it is explained that the soul is an individual at the moment of conception. It might be another Einstein, Helen Keller. All we are saying is for people to think about it—nothing more."

Oh, tiny bud that grows in the womb!
Only to be crushed before you can bloom—
Momma, stop, turn around, go back, think it over.
from "Unborn Child"

The lyrics are a poem written by Lana Bogen, Dash's sister-in-law. Ms. Bogen, who retired from a performing career to devote more time to her three children, was moved to write the song after watching a TV special on abortion in the United States.

Seals & Crofts have also included on the new album a song about their growing up together in Texas called "29 Years From Texas."

I'm 29 years from Cisco, Texas,
But I really haven't gone anywhere at all.

from "29 Years From Texas."

One of the more interesting tasks Jim and Dash encountered in the past year was recording a version of their smash hit "Summer Breeze" in Japanese. A Japanese linguist was brought in, and they sang the new lyrics over the original instrumental track.

"It all worked out fine," says Jim. "Even the harmonies."

Seals & Crofts have also learned that their last hit, "We May Never Pass This Way Again," has been unusually well-received all over the world—Africa, South America, England. It might be due to the universality of its lyrics.

"People are paying more attention to the lyrics," says Jim, "especially in the high schools, where they are actually studying lyrics to our kind of music."

There have been over one hundred requests from graduating classes to use "We May Never Pass This Way Again" as a graduating song.

The duo has been asked repeatedly to do a country-fiddle album and also a blues album.

Says Jim, "Dash has been a sort of pioneer on the mandolin—the electric mandolin. He's starting a trend. People come up to him after the concerts and they talk shop. And I'm happy to see more people wearing hats. Perhaps I'm starting a trend too."

Trend-setters they may be, but Seals & Crofts are undoubtedly consistent hit-makers. They have directed their warm, personal and, at the same time, universal writing and performing talents into such obvious classics like last year's "Diamond Girl," "Hummingbird" and the platinum LP, "Summer Breeze." For 1974 there is "Unborn Child," a musically and emotionally heartfelt statement from two premier composers.
THIS YEAR WARNER BROS. PRESENTED SEALS & CROFTS WITH PLATINUM AND GOLD.

THIS YEAR RUBY JEAN AND BILLIE LEE PRESENTED SEALS & CROFTS WITH PURE GOLD: LUA AND JOSHUA
UNBORN CHILD
THE NEW ALBUM FROM SEALS & CROFTS,
WILL BE RELEASED FEBRUARY 8, 1974

ON WARNER BROS. RECORDS AND TAPES

Music Published by: DAWNBREAKER MUSIC COMPANY, 811 San Fernando Road, Suite #202, San Fernando, California 91340 / (213) 365-9271
Catalog Showrooms, Audio Bid Expansion; Adding Q, Car Units

By EARL PAIGE

CHICAGO—Catalog showrooms are steadily increasing their involvement in entertainment products and learning how to allow lead time for shortages and anticipate price changes, said Patrick R. McMahon, division manager Q.M. Enterprises, commenting on trends in the field.

Q.M., headquartered in suburban Northbrook, differs from many catalog showrooms in that it does not utilize a showroom and instead uses a catalog-only operation.


(Continued on page 42)

Displays Key CBS Blank Tape Sales

By RADCLIFFE JOE

NEW YORK—Effective use of point-of-purchase material has been cited as one of the key factors in the growing success of the Columbia Magnetics blank tape line during its first year on the consumer marketplace.

According to Ted Cohen, manager of consumer sales for Columbia Magnetics, the CBS Records division decided to push efforts at the point-of-purchase level because it was an important selling point sorely neglected by many manufacturers.

Cohen stressed that point-of-purchase materials can train a person to sell "however," he added, "sometimes more often than not the salesman spends his time selling equipment and neglects the low end product lines."

The Columbia Magnetics executive stressed that although he was not against sales training, his company's use of point-of-purchase material has been considered in setting the product sell itself whether or not the salesman or dealer is available to help the customer.

He said, "Our displays contain all the information that a customer should know about our product. All the sales points are there. Every feature we advertise is explained to the customer on our displays. We also have self-explanatory cue cards, and we run informative copy both on the packages of our products and on the blower boards in which it is packed."

All Goals Realized

Cohen assured that Columbia Magnetics had realized all the goals it had set for itself in its first year in business. He said, "We designed two complete product lines, Columbia and Soundcraft: we have entered the videocassette market; we have established a strong distribution network throughout the country to effectively serve our dealers and volume accounts: and we've maintained our two-step distribution system.

(Continued on page 42)

CBS Exec Views 1974 Big 'Q' Year

By BOB KIRSCH

LOS ANGELES—While 1973 was a good year for quadraphonic, it was not the year many in the industry thought it would be. Now Stan Kavan, vice president of planning and diversification for CBS tech '74 be a big year for quadraphonic, a number of reasons to back up this feeling:

"There are four primary reasons why quadrophonic should mark growth this year," Kavan said. "One is the more readily available AC, which should bring more software commitments. A second need, one that applies primarily to the SQ matrix mode, is that no special vinyl is necessary to press our 4-channel disks.

"A third reason," Kavan continued, "is the heavier penetration from the brown goods people. A lot of quadraphonic has been very high end, but I think we will see a lot more of the mid-range manufacturers entering the field than before. And the fourth major reason why I'm so optimistic about 4-channel this year is the growing consumer awareness."

What are some of the details behind Kavan's thinking? "As far as the chip is concerned," he said, "it is now available from Microelect. Each child is also going to have one for later on in the year. We feel this will help the SQ software commitments, not only in the U.S. but internationally. For instance, there are over 30 software firms manufacturing SQ disks around the world now, including four in Germany."

"We're also getting closer and closer to simultaneous release," Kavan added, "especially in the classic and rock and roll fields, and more and more the pop. But pop is also getting closer.

For example, the last Ray Conniff release, in San Francisco, was sold with a tape included."

Consumer Awareness

The ability to use the same vinyl for SQ and for stereo has also been a benefit to Kavan. With discrete discs, a special compound is needed on both sides of the record because the various systems has been and probably will continue to be a way of life in the high end systems, such as the universal receivers," Kavan said.

But I think that the mid-range priced manufacturer, or the brown goods manufacturers if you want to call them that, can deal with the matrix mode easier while still retaining a fairly low price point. What I'm saying is that we have now broken into a mass merchandising price point."

The fourth major reason Kavan offered for his optimistic 4-channel view this year is the growing consumer awareness. "Radio broadcasts commercials playing a major role," he said. "We are now servicing more than 300 stations with SQ material. There are more ads for all types of 4-channel in consumer magazines and newspapers and we're finding that the other media really wants to treat 4-channel as a story. For example, we've had people on TV discussing 4-channel twice in the last week or so. A lot of women's editors are interested in the subject and in the configuration. In other words, 4-channel awareness has really gotten a lot of play lately."

Kavan also believes that there is a lot more creative awareness surrounding quadraphonic. "We find that a lot more artists are writing material with 4-channel in mind," he said. "A lot more producers and arrangers are recording with quadraphonic a major part of their thinking."

SQ Universal

What about the "battle" between the various systems? "We are promoting 4-channel," Kavan said. "Obviously our interest are in SQ, but we are reaching the whole market because of the quadraphonic concept as well. One thing we have discovered. Of all the...

(Continued on page 40)

Chi Chains' Unusual Promotions Push Audio

By ANNE DUSTON

"We had no serious problem getting workers, and the rather small number of customers that we had between 12 and 1 were devoted to the customers who were offered coffee by the management."

"We didn't offer any super buys during the non-prime time periods, although some customers did take advantage of the all-night sales. Most of the time, we honored customer requests for sales items outside the sale hours, plus we're extending our operating hours on the stock exchange days."

"Midwest HiFi advertised a "censored sale" with prices too low to show during the Consumer Electronics Show." Dale Dreyfus, manager, Dowent Grant, Midwest HiFi, said, "We offered several specials, and we've been surprised by the customer response."

By BOB KIRSCH

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Perfect wind every time: No Center pullout crinkle; consistent tension. Heavy duty ball bearing motors.

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MOTOROLA ADDS NABC Chicago—Motorola has added three units to its 1974 automobile sound products line, including a car entertainment center, a compact 8-track tape player and an AM-FM stereo radio.

The entertainment center, model TF360AX, features an AM-FM radio and 8-track player in one in-dash unit. The suggested list price, without speakers, is $229.95. The TM21SB is the E-track player selling at $49.95 without speakers. The unit features repeat and select pushbuttons, slide controls and program indicator.

The stereo radio is the FM277AX, featuring balance control, AM-FM band indicator and automatic stereo music.

Dr. Robert N. McCormick, Mr. Cherry Co., Chicago, a management psychologist and personnel consultant, will typify EWA Ciclagand Chapter meeting on hiring and selection techniques with a soundly humorous scenario: "How To Select a Good Salesman" at the February 11 meeting at The Lord for reservations until 1-74-3380.

Super salesman Carl Roberts and Mark Grants have each exceeded $2 million in sales in 1973 for The Markey Company, 661 N. Okara Ave., Van Nuys, Calif. 91406, president, R. Mark Markey instituted. Carl serves, who observed at 1973 Chicago, regional consumer, consumer products, distributor division, ERA, and was a salesman in 1971 with over $5 million in sales.

The in Car Cassettes Reps., Inc., 5808 freshmen, and Grado, in addition to the unit in Chicago, Minnie E. Bloomington, Minn. 55403 612-882-4242, speaker, Chicago, is very popular for 1974. "We expose sales to a strong presentation. Because of the personal service, we spend more money in our entertainment product," he predicted. H. H. Ray has expanded to include Richard Cawdwell as store manager, and Dorothy James, office manager and custom program sales. Cawdwell was formerly sales manager for a company involved in commercial sound equipment, and TV distribution. The firm reps: Kometal, P. E. Dukler, Creative Engines, Audion and Speakers at Mint, N.D. S.C. and N.W.


Wen Feng, who assumes his father James Fong, district manager for Washington, D.C. and Va., has moved to 3258 Eveson St. Silver Spring, Md. 20901 (301) 433-9122.


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**Tape/Audio/Video**

**Rep Rap**

**Editors’ Note:** In this second part of an in-depth profile of Roach & Associates, principal Howard Roach and his two salesmen, this week discuss in-dash car stereo, video and tape procedures.

**PRAIRIE VILLAGE, Kan.** In-dash installations are becoming more important but not in the way all retailers.

How is in-dash vs hang-on stereo units an automobile going? It depends on whom you’re talking with, and both reps. Talks to people with installations facilities and the in-dash system is an on-the-down-low thing to be done. 80 percent of the people who have had the J.I.L. line of installations and dealers who are not installation facilities the under-dash unit is the sure. Manufacturers at Burstein-Applebee forecasts that 75 percent of that company’s sales will be represented by hang-on units this upcoming year.

Nurturing no feeling of favoritism toward either type of system, with both kinds on the brand-newer, Roach does observe significantly that he has added the J.I.L. line of installation facilities and he currently renovated 12 new models of in-dash systems.

"Hang-ons," he concluded, "are great items to advertise and stir up interest. Then when the customer comes in, the opportunity is given to step him up to an in-dash system. In-dash sales get up from the high rate of theft of hang-ons. The fact that it was easy to slip out a $60 to $80 item, and that more insurance companies won't cover it, had people backing off from hang-ons."
An automatic splice finder and bulk eraser for cartridge tapes that eliminates tedious visual inspection is now available from Senstrol Divi-
sion of Uniscope, Inc., North Haven, Conn., at $325 list. The unit is pressure sensitive and does not require a pre-recorded signal, and will accept A, B and C size (NAB) tape cartridges.

In-cassette duplicating is the pre-
ferrered method for bulk cassette tape duplicating in the spoken word market. John T. Taylor, retail mar-
ket manager, 3M Magnetic Audio & Video Products division, reports: "We are also seeing a fast growing market in blank video cassette tape.

Displays Key CBS Blank Tape Sales

Continued from page 39

Meanwhile Columbia Magnetics has also launched full production of its blank loaded U-Matic type videocassette, which will be contained in a 10, 30, and 60 minute cartridges, and retails for $17.50.

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Tape Duplication


Continued from page 41

them now and then, they get the idea the way they are doing it.

 Territories are assigned geographic-
ally and Rosch sets this as the only way to answer duplicat-
ond of effort. He can’t see sending one man into Wichita to sell one product and an-
other man into the same city. For example, covers Kansas, Nebraska, and a slice of Kansas City. Rosch as-
signs himself the territory of central Missour and central Iowa.

The rep has no service centers but says he deals directly with the customers on his own.

The detail of making sales fore-
casts isn’t taken lightly by Rosch. He cites the way companies such as Audio-Magnetics break a market down based on Buying Power Index (BPI) and may, say, go to Rosch As-
sets a 5 percent quota based on these reports. The rep then breaks his own market down and deter-
 mines what he feels the business should come from key dealers and distributors. Whether these key accounts are satisfactory or not is the determining factor on whether more dealers are established in an area to reach the fore-
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no, supply. He maintains close commu-
nication with factories on what the product is selling, and he tries di-
ately, in two days or two weeks, or

tually, if he is not a manufacturer or to his own outfit to cherry-pick items, out of lines, said Rosch. His policy: "A unit dealer. The single ex-
ation is cited when a company has close-outs and special deals are available. He said this happened to a company con-
volved the Mercury branded line of Fax 8-track recorders which became available in large quantities. "In that sense, yes, we cherry-pick," said Rosch, "and go up and down the street like crazy selling in the end our cost gives us an edge on the compe-
tition.

National buying? A dally of a problem. An example in his area is K-Mart, which operates a large warehouse in close vicinity Lawrence, Kan. to which an awful lot of pro-
jects; Rosch sells are shipped. There is a strong influence from the family of this in the area. The remedy? The rep said he is looking for one.

"We also have still competition from Kennedy & Cohen in this area and the usual distributors of home television. If we have a television line in a reef we represent a leader as for $39 and $49," Rosch said. "Our inside low cost is in a certain home set at $63. We can't even sell it at a sample for $62 without losing money.

On the inherent danger of overlap-
ing lines when making expan-
sions, he said "MMR expansion is usually because the factory has charged products in its line. In de-
scribing the possible and the limited sup-
ply is a losing proposition," he said. "Some-

times we get off the hook on an overlap line if the factory offers to buy a stake in it. We make the quota you're given and a factory isn't usually concerned with a number of a drop below it and are guilty of push-
ing another line you just might find yourself in competition.

The solution is either to drop one line or make sure you're selling a sufficient quantity.

(To be continued)

Catalog Highlights: Compacts

NORTH BROOK, III. — Topi-
cy entries in O. M. Enterprises' catalog include Hear Muftis' two quadrophonic models ($99.95 and $49.95) and the stereo model at $279.95. Special mention is made of a phonograph with AM at $44.95 (a model with FM/AM is $59.95). Mr. Kennedy's "triple play" compact with AM/FM stereo radio, 8-track tape player and BSR record changer on a cart with two speakers is $199.95. Ross' compac-
tol stereo radio, 8-track tape player and full-size changer shown without cart but with wall mounting is $234.95. Windsor's car stereo player with controls for tone, volume and balance and central speakers is $68.50. Also stocked are four more Lloyd's compact systems retailing at $179.95 and $269.95, $319.95 and $109.95. Three Ju-
lite compacts are offered at $198.00, $249.95 and $349.95.

Set Sale of Philo Ford

(See Music Section Page 13)
NASHVILLE—RCA artist Skeet Davis has canceled—due to the “Grand Ole Opry,” plans an ex- tensive tour of the south and southwest before opening—her “promotional entertainment tour” of Africa. 

Miss Davis, who has been off the world-famous country show for more than a month after circulating the police department here and its attitude toward a religious group, said all of her itinerary would include her preacher, Bill Lowery, and a Jesu rock band known as The Joyful Noise.

25-Year Flour Sponsor Hails 75th Anniversary

NASHVILLE: Martha White Mills, which grew from a small milling firm into a nationwide giant when it began sponsoring country music, observed its 75th anniversary here with a party last week.

Taking part in the event were Lester Flatt, Tennessee Ernest Ford, and singer-panner Boyce Hawkins.

Invitations were sent to more than 1,200 guests.

A struggling young firm, Martha White began sponsoring a show on the “Grand Ole Opry” in 1948, along with an early morning country music show on WSM-AM Radio, featuring Lester Flatt and Earl Scruggs.

The Flatt and Scruggs—Martha White Thesemosing—became their most requested number when they performed together. Flatt still is sponsored by the company while Ford is the spokesman for the company on national radio.

It was C. W. Williams, then president of the firm, who made the move to country music.

Specialized Businesses Set To Assist Talent on Tours

NASHVILLE—Penelope Clev erger, formerly associated with O.E. Stacey at Creative Management, has opened her own agency here which she calls an Artist’s Service.

Designed to cater to the artists primarily on the road, the agency has Lynn Anderson and a first class. Ms. Cleverger currently is traveling with Margo Timmerman and overseeing all arrangements, caring for her needs.

“Basically what I do is pump up the artist,” said Cleverger. “It’s just keeping them happy. I try to make sure the facilities are in order that everything is prepared in advance. You have to be on your toes all the time, that dressing rooms are right. There are hundreds of services I perform.”

Shaped Notes, Gospel Gambol and the remainder of the Gos pel Section, nominally appearing in the 1st issue of each month, will appear in the Feb. 16 issue of Billboard.

Country Music

PromoChiefsStopDonating Radio Station Contest Pools

Nashville—By BILL WILLIAMS

The much publicized incident of Faron Young spunking a young girl during a performance more than a year ago has been settled out of court. It no longer is an issue. The settlement was a small one.

Jerry Lee Lewis continues to be sued, however. Two of his musicians and a former roadie have filed suit in Shelby County (Memphis) District Court asking nearly $2,000 in back wages and a “credible record intact.” He’s never worked a show without being asked to return to another venue. The case turns on the merits of the $119 Fine, set for next July. He and Ron Clark are the only acts asked to appear on consecutive years.

Paul Richey has cut his first release for Capitol, produced by his brother, George.

Shorty Lambert continues to produce shows for the NASHVILLER magazine and the rest of the acts in the country music business.

Don Adams set for another Atlantic Records LP, his first time to work as front man for Johnny Paycheck.

When Tammy Wynette was knocked down by a freight train in Charlotte, N.C., by surgery. George Jones bought his entire cast to per form for the car. Wynette, a singer-recorder of Ohio City has signed an agreement with National Sound Distributors for the distribution of eight artists. The first two are released by Gip Schubin and Dobie Gray.

Ivy McKee, charted on GWS Records, is now handled by Variety Entertainment of Tarrytown, N.Y. Her first album was produ ced in Nashville by Bud Reneau, a well known writer.

A special country and western show with the commercial aspect will be offered for the first time during the winter months and will be produced by the United States at the University of Tennessee at Martin. Ray Doggett, a big man in music in Houston, has his own Music Enter tainment now, and has released a single by Milt Bolt. It was cut in the Doggett Studio.

Trumke Records has announced the signing of Harrison Jones to a long-term recording contract Bud Reneau, promotional manager for Reneau has signed a deal whereby Buzzy Mach and his group, Singing Logans, will be a world-wide signed for McCulloch Chan Saws. The sows will be dropped daily in a number of cities.

Royal American has formed a new label. Rakc, to lease machine made records by Royal American.

Thundar Clyde has busy days on the Loma label. Sings a song about “One Piece” and has been booked by the Artistic Artists. Sings a song about “One Piece” and has been booked by the Artistic Artists.

The family has owned the agency since 1950. A former manager of A-Mt., has been on the alert, overseeing all arrangements, caring for her needs.

“Basically what I do is pump up the artist,” said Cleverger. “It’s just keeping them happy. I try to make sure the facilities are in order that everything is prepared in advance. You have to be on your toes all the time, that dressing rooms are right. There are hundreds of services I perform.”

Shaped Notes, Gospel Gambol and the remainder of the Gospel Section, nominally appearing in the 1st issue of each month, will appear in the Feb. 16 issue of Billboard.

Extra Shows Build Opry Crowds, 30,000 More Attend Opry in ’73

NASHVILLE—In a second major move to beef up its record-breaking national promotion director, here they would probably discourage the “trivia” albums to radio stations for pro motional purposes.

“Giving a station 50 extra albums as a giveaway item has to stop,” said the promotion manager of a major label. “Not only because of the vinyl shortage, but because it means we can’t serve 50 secondary stations who are equally important.”

Skeet Davis to Tour World for Religious Sect After Suspension

All of my concerts will end in a second unusual way, said Skeet Davis last week. They will accompany me everywhere I go.” That “everywhere” includes Las Vegas, Orlando, Houston, Tucson, Phoenix, San Bernardino, and a special concert at the University of New Mexico.

“I will play Las Vegas for the first time,” she said, “after having re jeected shows there in the past. But we will be playing at a church instead of the Strip. At New Or leans, we have plans to do an open-air performance in the French Quar ter.

Most of the money obtained by Miss Davis in her bookings has gone to the “Christ Is The Answer” group. She has made the organization a part of her life.

The African trip, which will take place in late February, will start in Kenya, and cover most of the countries of Africa.

Meanwhile, she has been appearing, giving the Rev. Bob Har ring’s tours “Climb To The Mountain Street,” who has been preaching in this area.

A successful tour of Australia and New Zealand is set for March for Miss Davis.

Set up her Penelope Cle verger’s Artist’s Service here, Ms. Cle verger plans to take on additional artists and to work in a similar man ner with them. She has had consider able road experience.

Herb Pickard, a veteran of public ivity work in Las Vegas, also has estab lished an office here. “I am get ting fully into country,” said Pickard, who will continue to make his home in Nevada. “I can do all of the setting up for artists in Las Vegas, do their advance work, pro vide the proper press coverage, and work with hair managers.”

Since most shows play to a capacity house, even with the advent of the energy shortage, the added number of people paid their way into this oldest surviving country music show during the year past, compared with a figure of 429,946 a year earlier.

NASHVILLE: With the induc ment of extra shows, the “Grand Ole Opry” showed an attendance increase in 1972 of some 30,000 over the previous year.

Figures compiled exclusively by Billboard disclose that 459,586 people paid their way into this oldest surviving country music show during the year past, compared with a figure of 429,946 a year earlier.

Paradoxically the concert over fuel, particularly on Saturday, has slowed attendance at all. Indeed, on the last weekend of the year, total attendance was 7,545, compared with 6,808 the similar period in 1972.

Significantly, the concert over fuel on the Saturday evening, usually is considered the “biggest” of the year, has not been the case in recent years. In 1972, the concert was held on January 1, whereas in 1973 it was held on January 22.

�Extra Show, Special Offerings, National and Local Promotion,” are frequently used as giveaways by the stations, often with the help of the promotion men who blamed the record companies for the current dilemma. “We started the promotional giveaways the minute it’s out of hand,” he said. “We pushed the albums onto radio sta tions, then discovered that we had to pull out the rug.”

Photo Coverage by Paul Richey

The Porter Wagoner Show with Dennis Parton has launched a large- scale personal appearance tour, with many shows already sold out. The personal appearances are coordinated through Top Billing, Inc., and Concert Express. 

25-Year Flour Sponsor Hails 75th Anniversary

FEBRUARY 2, 1974. BILLBOARD
Sweet Sounds of

Wee McManessen

by

WILMA BUD

LOGAN

SHANNON RECORDS

A Div. of JIM REEVES ENT.

Madison, Tennessee 37215

“Wake Me Into Love”

Billboard SPECIAL WEEKLY Report Week Ending 2/2/74

Billboard SINGLES

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44
You're invited to join the Club!
Simply fill out the coupon, clip and mail to
MGM Records Country Club,
Nashville, Tennessee 37203

PLEASE MAKE ME A MEMBER OF THE
MGM RECORDS COUNTRY CLUB

Name
Address

MGM Records Country Club
Nashville, Tennessee 37203
3 MEGA Artists Involved In “Break-in”

NASHVILLE, TENN.

Breaking into the charts this week are:

SAMMI SMITH
“The Rainbow in Daddy’s Eyes”
MR204 Blue Crest Music (BMI)

PATSY SLED
“Chip, Chip”
MR203 Viva Music (BMI)

RAY PILLOW
“Countryfried”
MR202

100 Oaks Music & Partner Music (BMI)

YOU, THE JURY CAN SEE THAT THEY ‘HANG’ IN THERE!
Songs Go Pop, She Stays Country

By BOB KIRCH

LOS ANGELES—As a highly respected singer-songwriter and one of country music's most visible and established stars, Dolly Parton expresses an interest in material that is both timely and timeless, carefully selecting songs and artists who have something new to say. "It's not about following the current trends," she says. "It's about finding something that relates to my background and my life story, something that is a part of my career progress." 

Take Care of Business

Even though she has sold more than 100 million copies of her albums in her career and has crossed into pop with her recording of "Jolene," Dolly Parton remains focused on her business. "I've always thought of myself as an entrepreneur," she says. "I've always been involved in business projects." 

Gold In Spoken Archives

Los Angeles—Les Harrison, the producer of the Warner Bros. Films 50th Anniversary three-disc boxed set, has already at the age of 29 seen the world of spoken word on his way to becoming a major player in the field. "I've always been interested in spoken word," Harrison says. "I've always been involved in business projects." 

Jukebox Programming Location Close-Up

Yak Zies, Part II

By STEPHEN P. SMITH

Chicago—Sometimes Yak Zies takes the atmosphere of a small, intimate cabaret. It's a warm friendly tavern, set away from the hustle and bustle of the surrounding "New York" area, Chicago's latest growing Wynwood district. Other times Yak Zies blends right in with the hip, young, partying scene.

Yak Zies is the kind of a bar that can lend itself to every mood. It's a small, simple basement bar with the original cement floor and brick walls. The walls are covered with friendly graffiti that Yak Zies owner, Kenny Miller, encourages his customers to write. There aren't any painted letters or murals...just some photos of the bar-sponsored concerts and a few screen shots. There are a few quiet games, onboard games, and electronic games. And there's a Seeburg Apollo jukebox with 160 well chosen selections that fit every mood. Yak Zies goes through.

When it's a retro for its customers, Yak Zies looks like a personable, unpretentious room that's a quiet retreat from the noisy and plastic downtown Chicago. When it's party time, Yak Zies has a "can't hurt " look that makes you feel free to have a good time.

Yak Zies opens at noon. The jukebox is usually silent and the color TV plays softly in the corner. People drift in on their lunch hours for a bit to drink. Some even bring in their own lunch (Yak Zies doesn't serve food). The jukebox may lose out to the TV later in the afternoon too if there's a sporting event to be seen. If there isn't a game on TV, and there are only a few customers at the bar, the jukebox may lose out in the FM radio. But usually by the afternoon, the jukebox goes on. "We perpetuate playing the jukebox ourselves of nobody else plays it," Miller said. "We believe in having music in the bar all the time. So the patrons are paying for and playing their own tunes."

What's Playing?

(See Page 52)


**Billboard's Top Album Picks**

Number of LPs reviewed this week: 56

Week ending 2/2/1974

**Pop**

*The Love Unlimited Orchestra*—Rhodry

20th Century Records T 433. Sambahto arrangements and Barry White's signature vocal chorus for a program of tunes aimed at mingling young women. "That's When I Fall in Love," "Help Me Love," and "Do You Feel the Same Way I Do?" are all perfectly designed for evening wear.

**Soul**

*The Impressions*—All by Myself

Bobe Prince Records 6-3114. A collection of rare Impressions tracks from the mid-1960s. "At This Moment," "You Can Have Everything," and "I'm Just Like You" are all included.

**Jazz**

*Johnny Mathis*—Send In The Clowns

Capitol Records S 460. A beautiful collection of classic standards by the legendary crooner.

**Country**

*Little Feat*—Recycled

Atlantic Records K 7214. A rootsy, acoustic-driven album that blends country, blues, and rock.

**Quadruple**

*The Who*—Live at the Royal Albert Hall


**Classical**

*Carmen*—Bizet


**Billboard's Recommended Album**

*Music for the Masses*—Depeche Mode

Virgin Records 5523. A dark, synth-driven album that explores themes of alienation and disillusionment.
Comin' Down the Road / Ricochet

Arranged and Produced by John Fogerty  Fantasy F-717
FRANK SINATRA—You Will Be My Music (3:32); producer: Don Costa. writer: Joe Raposo. producer: Giorgio Moroder. ASCAP. Reprise 1199 (Warner Bros). A masterfully ballad from the best romantic voice in the business. Raposo's words allow Sinatra to show off Gordon Jenkins' orchestration, which combines a rich blend of strings with an insistent but subtle rhythm to draw the listener in.

ELVIS PRESLEY—I've Got a Thing About You (2:70); producer: not listed. writer: Tony Joe White. publishers: Swan Fox. Warner Bros. ASCAP RCA 1919. Elvis sings with a gentle voice and an infectious beat on top hat and amiable bass sets the bottom for his finger tapping production. It's a good changing sound for him and the addition of a sweet sounding vocal chorus adds which combines

Dunhill, Evolution 1088. Campbell Adventures, Stations manager for ABC in the

PAUL McCARTNEY & WINGS 50
changing sound for him

Norman Weiss

Eric

guitar,

to soar above Gordon

vocal producer: Mike

Stations

Erica Davis

Leningrad, 1970. Overstreet, ASCAP. ASCAP.

Dunhill, Evolution 1088. Campbell Adventures, Stations manager for ABC in the

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Erica Davis

Leningrad, 1970. Overstreet, ASCAP. ASCAP.
Kiki Dee
"Amoureuse"
MCA 43157

At your request, it's just been edited to 3:22
for America

Produced by Elton John & Clive Franks

Long or Short "Amoureuse"
Sounds Like A...HIT!
**UK's MIDEM Attendance Up 10 Percent Over 73**

By RICHARD ROBSON

CANNES—U.K. representation at MIDEM was 10 percent up on last year, with about 150 companies attending. Cannies undoubtedly undaunted by the production, energy and vinyl problems plaguing the home industry.

Britain was the most heavily represented country at MIDEM to date, with nearly 5,000 participants on behalf of 700 firms from the U.K.

Despite this, the strength of many of the majors was down, with most of them sending a handful of senior executives instead of the usual heavy turnover.

The exception was Pye, headed by chairman Louis Benjamin, here to pave the way for the expansion of its overseas interests.

Benjamin explained a number of key licensing deals he had secured during the first 18 months and he plans to appoint Nick Hampton as director in charge of the company's vision with a view to assessing Pye's next step in having product released outside of the U.K.

He said: "We are the only major who uses overseas and with our catalog as a platform we feel that our policy for overseas territories has got to change."

"Starting now it will not gradually phase-in Pye sales and manufacturing operations although exactly how and when to go about it I still have to decide."

Pye has renewed its deal to press and distribute overseas, which Benjamin is keen to see take over the half year, but it does not include Eire as did the previous arrangement. Universal, which has the U.K. rights to set up its own sales force from Jan. next year.

DJM managing director, Stephen James, said: "If there is a very flexible deal which I feel gives me more control and independence then before, I will also have more marketing control."

A James also disclosed he will be making changes to DJM's overseas arrangements during the week. James has also left his options open with DJM's Sivlerline budget label. He has the right, at three months' notice, to elect to either remain on a paycut to a racking operation, although he is not able to let it go to another traditional manufacturer and distribute.

Benjamin announced that Pye has secured U.K. rights to the U.S. Roulette label, the latter to step into the U.K. domestic jazz repertoire. He said Pye will be reissuing the French Vogue label in exactly the same format as Roulette under the U.K. licence.

Creating great interest is a new U.K. participant, Gull Records, where Derek Everett and David Howells are seeking overseas licensing deals for their label.

Publishing companies are keeping a close eye on Mewa Music, owned by sonyoristers Bill Martin and Phil Coulter, which is now available for the world.

Entering the way MIDEM is forever branching out into new areas, a U.K. airfreighting company, Interlink, was represented for the first time.

LONDON—While the present government-enforced power econ- nomics are having little effect on the running of U.K. labels, the present crisis persists it could be catastrophic for many of the smaller independent labels which are already beginning to feel the effect of the PBC's shortage by less sessions for grow with new recording con- tracts.

Antony McGill, accountant at Clapham Farm Studios from which so many reggae singles have emanated in the past few years, said: "We are hoping to pull out, but if this situation carries on for six months or so we'll be finished."

The studio has no generator and is working three 24-hour days a week. McGill says the studio has lost a lots of business and is taking bookings that formally concerned based staff. Staff are only being paid for three days work.

At the Workhouse Studio in Old Kent Road, Stuart Forbes Keir said: "We are prepared as always working as fully as possible in our three days it is economical for us to survive." The studio is operating on a day-to-day basis, packing as much as possible into 24 hours. Forbes Keir says nobody has been turned away so far but he foresees it happening soon when groups start to find they can't book in elsewhere. "One good thing to come out of all this," he added "might be that we get people who'd never have come to us under normal circumstances."

The crisis has put Tangerine Studios back several months, including Jonathan Peel. "We are not going to go under," he said. "But it is frustrating because in the seven months since we took over the studio we have completely rebuilt it and have only been open for four months."

He said the studio had been working a seven-day week until the emergency. "Recently discovered that if you normally work seven days a week it is possible to apply for a licence to cost us using 65 per cent of normal power needs, instead of just three days. This could mean an extra half a day a week for Tangerine and maybe others. Tangerine is loving custom, giving preference to regular users.

R.G. Jones, like most major studios, is hiring a generator although until recently the studio, which is presently engaged on a new control room, has been operating on battery power for the days with no electricity. At Triton, Norman and Barry Sheffield have been chasing the light from office to office and radio at work the studio makes it virtually exempt and a generator is being used to run the facilities that are affected. Named Norman Sheffield: "The next five albums are all for overseas so we are working for the export market. You cannot make a record in a three day week."

IBC has installed a generator and managing director George Clouston said the studio was working normal hours. AIR. London is operating normal hours using the Peter Robinson generator which powers the entire block in Oxford Street.

Many smaller studios, like Sarm and the Marquille, have also made similar steps to keep functioning as normal.

**Pablo Catalog For Germany**

HAMBURG—First release in Germans from the Norman Grantz catalog Palisvo, recently the subject of a three-year licensing deal with Poly- ydor outside North America, will be a single. The release will be "I Kissed a Santa Monica Civic."

It was recorded in 1972 and features Ella Fitzgerald, the Count Basie Band, the Oscar Peterson Duo, and a jam session group ranging from Robby Rosser to Spiel Stien.

**A&M Widen Euro Network, Moss Keeps Indie Reliance**

LOS ANGELES—A&M Records has launched a European merchandising activities, with new distribution deals and the creation of a European office headed by Michel De May to coordinate all continental oper- ations.

Just signed as A&M licensees are Barclay in France and Ariola Eurodisc for Germany, Austria, Switzerland, Belgium, Holland, Luxembourg and Spain. They join two other recent licensees, Sonet in Scandinavia and Italy's Record to complete European coverage.

Dave Hubert, A&M international director, said: "I hold a European affiliates meeting in September."

**A&M President Jerry Mosc con- tinued on the overseas transfer of the label's long-established prefer- ence for dealing with independents. "When negotiating with representa- tives of worldwide companies, the negotiations are always subject to change or cancellation by the home office. This is especially infuriating whenever you have invested a great deal of time, energy and expense in what you consider final execution of an agreement, only to find that the home office is not willing to follow through with terms you have already agreed upon with its representatives. This happened to us in a recent nego- tiation and A&M Records will never allow itself to be in a similar position again."

**Billboard**

TELDEC director, Gerhard Schulze, left, and general manager Kurt Richter, right, with Enrique M. Garea, director of Discos Columbia signing a contract in Hamburg for the distribution of Telefunken repertoire in Spain.
BPI Director Scores U.K. for 'Useless' Import, Export Data

London. BPI director Geoffrey Bridge took a swipe at the Department of Trade and Industry last week in criticizing the Government’s refusal to publish data which would set him on a collision course with the industry’s import and export statistics. His contention is supported by a Billboard survey into the BPI’s figures which indicates accurate year-to-year data but points out that record trade account is impossible because of inconsistent categorization.

Bridge has pledged the BPI will undertake to publish its own statistics because of the DTIS’s “inadequacy.”

He said: “The DTI’s figures of units exported and imported are all right, but the financial reflection of the shape of trade is wretched. "The DTI bases its values on manufacturers’ figures. But the statistics are hopeless because there are three kinds of manufacturers: price lists for records and tapes manufactured for a company’s own labelled sets, for its distribution outlets and its custom pressed work.

"We have tried to persuade the DTI to base it on dealer price which would have given a more coherent reflection of the position but they say they cannot adapt. We have started compiling our own statistics, although it means a lot of work. "Record companies pay enough taxes --I would have thought the DTI could provide them with an adequate service. The way the department professes to be in the business of export and imports misrepresents the situation and serves little purpose.”

Record labels and import figures issued in the HMSG publication, Trade Statistics, are suspect because of the criterion listing various aspects of recorded music has changed in the past few years, no fact file by the BPI being obtained.

"The report and tapes were listed under one heading. In 1971, records were listed separately and cassettes and cartridges absorbed in a general tape listing, including reel-to-reel and blank tapes.

"The report was there was a more detailed breakdown, with albums, singles, cassettes and cartridges all listed separately.

Normal Practice: A DTI spokesman would only reply to the inconsistencies by saying it works according to its system from what has become our normal practice.”

Among the figures to the DTI for the first 11 months of 1973, the latest figures available, the UK record trade experienced a 4.4 per cent drop and, this year, all LP’s released will also automatically be issued in cassette form.

Some back-catalogue albums have been scheduled for reissue on a single and special series of easy-listening cassettes called Music in The Car which is designed to develop the entertainment market. This series will include material by British bands.

In 1973, Polkies Nagrania started producing prerecorded cassettes for the first time and during the year released 30 titles on tape. This year, the prerecorded cassettes here comes very favourably with the price of blank cassettes (for example, a 40-minute prerecorded item costs 80 zlotys while a Polish-made 60-min.

Blu-ray disc shows promise to be one of which have been scheduled for release before a year.

Polkies Nagrania is the only full-length cassette company in Poland which can handle all aspects of a record operation. The firm arranges concerts and tours, produces advertising cards, arranges rehearsals and does the actual recording.

There are two main pressing plants in Poland - Muza in Warsaw and Prom in Plock. In 1972, Muza released a total of 50 records comprising 93 different titles and including three million records. Muza is planning to produce a million records this year to 4.7 million records but this will not be enough to cope with the year-growth demand for records.

However, a major modernization and Marcin Seperfich program for the Polish record industry has been arranged although it will take five years to complete.

As Polskie Nagrania is unable to release all that it would like, pop music is facing over 100 per cent hit songs promoted by Polish Radio. In fact, record repertories account for about 60 per cent of total disc production compared with 7 per cent for licensed gramophones and 25 per cent for Polish music and 24 per cent for spoken word.

Spoken word material covers language courses, fairy tale stories for children and actors and authors reading literary works.

5.5 Mil Records Are Produced in Poland

Warsaw. Approximately 5.5 million records were produced in Poland during 1973, according to statistics just released. This works out at one record for every sixth Polish citizen. Statistics released yesterday revealed that 5.5 million records were released in 1973, the highest figure in the history of Polish music. The price of a record for every sixth Polish citizen.

Three million records were released in Warsaw, 1.5 million in Warsaw, 1.8 million in the Silesian-Batumi region, 700,000 in the Lodz area and 500,000 in the Poznan area. These figures are based on a total of 1.7 million to be released in 1973, which is 1.3 million more than last year.

Already one of the station’s five studios is already being used to broadcast music of well-known groups. The station’s management personnel.

Music, one 15-year-old, has gathered more than 200,000 supporters and is applying for a license to broadcast on a local station. A majority due to Veronika, the scope of broadcasting on pop music has increased considerably in Poland and airways become a strong promotional outlet. Veronika also is broadcast on radio one station which set up in 1966 the popular Hilversum station to compete against Veronika. The station became famous as a disc jockey, first for Radio Veronika and later for Radio One. The station will be closed if it would be said for the music trade and public if Veronika and the other off-air broadcasting channels who set up in 1966 the popular Hulversum station to compete against Radio Veronika, who is said to be closed. The station will be closed.

Hilversum station is a 24-hour channel with the exception of the station’s management personnel.

Commenting Jannington: “It will bring the formation of the broadcasting is the American situation which is in keeping with Ken Ginseng’s wishes in America for closer contact between the U.S. and American aed depart- ments. . . . Jim Bailey, RCA’s international head who is based in London, is leaving for an 11-hour tour of Eastern Europe, the Middle East and in Africa in Feb.

He will be re-assessing the market, calling on licensees and seeking new opportunities to the American markets where licensees do not exist. RCA has launched a major market- ing campaign in the United States, which is a road to the road acts. Perry Como and Jackie Jones. The campaign ties in with RCA’s new radio show, “Let’s Talk About Business,” released on Feb. 1.

Precision, Inc., is a precision manufacturer of Harry Holmes has won the company’s re- sale sales contest. His prize is a $750 hotel for two plus a portable tv and drinks trolley. Holmes sold the highest number of tapes above a tar- get set by Precision sales manager. Holmes has been named salesperson of the month for the release of BIC cassettes since the signing of the distribution deal with Polydor for three million copies last month.

RCA Records sales and marketing man- ager Roy Tepest said the first re- lease of a BIC cassette line was an “international tour de force.”

“Monty Python’s Flying Circus,” “The Last Good Show Of All,” “Gershwin” and “Gershwin-John Fox Orchestra; “The Band Of H.M. Welsh Guards,” “Swing and Away” and “BBC Top Tunes.”

Radio Luxembourg disc jockey Paul Burnett is joining the BBC in March. His appointment strengthens Radio One’s DJ team against competition from commercial radio. Burnett, with Luxembourg for the past six years, is being replaced there by former BBC DJ, Duncan John- son. . . . EMIL Records is releasing the soundtrack album of the box office hit "Juno," to coincide with the move’s release here in March. A single form the album is also being released as a pressing as a radio contest entry.

By Jerry Goldsmith, who also wrote the music for the “Sand Pebbles” movie, “Juno” was directed by Paul Bart- son. Conn has announced his initial list of acts signed to appear at the Silver Circle. The list starts with Australian Country Music to be held at the Em- pire Pool, Wembley over the Easter weekend.

Among the artists are Johnny Rodriguez, Tammy Wynette, Tom Jones, The Irish National, Jimmy Connors, Commander Cob and the Planet Men and The Hillborders. Three BBC tele- vision programmes have been considered for the two-day festival for later screening.

About 6,000 copies of Elton John’s DJM album Tumbleweed Connection are currently in circulation._writes on the “a” side minning and another track included twice.

The answer in question are “Amo- reena,” which appears twice on the album, and “On My Own Father,” which has been omitted. Just over 6,250 faulty copies of the album were sold at a reduced price. A plant between Dec. 10 and Jan. 5.

GM Records Reading festival album, which has been deleted by the inquest, has had its release delayed again and the planned TV promotion has been canceled. The Festival is scheduled for the two-day week held up sleeve production and the new scheduled release date.

The New Musical Express re- appears on bookshelves this week after a few weeks of not publishing due to a printing dispute. Editor Nick Log- gan said that at a meeting last week press readers were asked to make an offer of management. Offer and return to work.

David Carey was appointed recording services manager for CBS and is now heading studio oper- ations. He is a former director of Soundline, Lakeside and Stirling Street. Carey, a former director of Soundline, is an ex-Sterling Soundline. Carey is also an ex-Friend of CBS, the company’s Thebeads Road head office.

Martin Sweeney joins the promo- tion department of Amos Records and is based at the company’s Green Street office. On his starting as managing director is Ted Neaf. (Continued on page 55)
Alied Closing
On 'Exchange' Basis

LONDON—In exchange for an unsecured note of $1,250 against the materials plant, the Saga premincy factory, Allied Records, has been granted an advance through the employ-ment of Trade and Industry to oper-ate a normal seven-day week. Mun-icipal officials have explained that with substantial stocks of 1/2 and 1/4 records recorded, the firm has sufficient raw material for a few weeks at least.

Allied is running 20,000 KWA per week, cutting Saga's electrical consumption by 50 percent.

Watkan L
Delay Stirrs
Pirate Fears

LONDON—Fears of a bootleg- ing situation arising from Rick Waiken’s solo tel-out concert at London’s Royal Albert Hall last week has arisen following the A&M decision to delay release of the al- bums from concerts that were live at the concert, to a release date in early April. 

Watken, using the London Symphony Orchestra and the English Chamber Choir and a hand-picked rock band, devoted the entire record full of the two evening concerts to a 40-minute work, “Journey to the Centre of the Earth,” originally planned to be recorded and rush-released in February.

A spokesman for Watken said that he and manager Brian Lane were worried that the delay would encourage bootleg recordings of the concert to appear in the open mar- ket. The reason given by A&M for postponing the release had been the vocal shortage. However, A&M de- nied that the vinyl shortage was en-tirely to blame, saying that a later re-lease would only be necessary conveniently with Watken’s plans.

Watken begins a seven week American tour with Yes on Sunday (2), returning in April, but there are no future plans for Yes concerts imme-diately after their return. An A&M spokesman said that it could not be stated what these plans of Watken’s were.

Deep Purple
$5-Breaker

LONDON—Deep Purple have become the world’s highest paid group after concluding a deal claimed to be worth $50,000 to play one television concert in America.

The group’s manager, Brian Ingham’s co-manager John Coletts, came shortly after the Osmonds estab-lished a $100,000 fee a concert group after finalising a contract with a Las Vegas Theatre.

The show is to receive $5 mil- lion to appear six times a week for eight weeks a year over the next four years and is to gross $26,000 per appearance.

Deep Purple’s record shattering contract, which is expected to be televised on Don Kirshner’s “In Concert” program, is to be cut in half.

Quartet by Mary

From the Music of the World

Tokachi Asahina, musical director of the National Philharmonic Orches-ta, left Japan on Jan. 18 to conduct a series of concerts in East Asia and the Far East and then to return home on March 1 from his 21st annual overseas performance tour to Japan. He is expected to return to Japan on Mar. 31.

New Year parties were hosted by Kenzo Nakajima, president of the Japan Opera House, and his wife, Sadao Ando, president of the Japan Phonograph Record Assn., Tatsuro Ishibashi, president of the Japanese Phonograph Assn., and Norio Ohga, president of CBS/Sony, on Jan. 11. ... John Emery, editor of the British music magazine, Music Time, who is a deputymember of EMI, was fea- tured in the Jan. 20 edition of Tokyo Channel 12’s weekly “World Leaders’” color TV program. The video-taped program was scheduled for release in a repeat show on Jan. 27. He is interviewed at EMI’s London head-

quarters (by Maeva Nakamura, the commercial TV station’s touring photographer. Yoshirhino Nakamura, president of Tokyo Chou-Sumai K. P. Pombaba, Osaka, was arrested by police Jan. 18 for allegedly produc-ing what they claim are authentic can-can tapes of popular Japanese songs since the fall of last year. He was spe-cifically arrested under Japan’s Copyright Law after the police seized a considerable number of pi-planet tapes of Nippon Kaku-bashi electric wholesale district Jan. 16. 

W. Stanley Hoit, president, The Radion Symphony Orchestra, and Lorna Yeh at the Tokyo Union Church on Jan. 11, with plans for a honeymoon in Europe this spring. Due to the lack of special wood, e. g., Queensland walnut, Nip-pon Guuki (Yamaha) has halted production of six out of its 11 models of upright pianos.

Despite the short supply of con- struct materials, Studio K of the Tokyo Broadcasting System (TBS) is due to open its new Sunday show on Apr. 14, as expected. It is expected to be put to full use in mid-1974.

The “Tokyo Ragi Circus Show” led some Japanese to believe that the U.K. rock group’s first Japanese tour in April 10-16, was somewhat British tra- paze act... 

Maria Holopainen, the Finnish soprano, gave her first Japanese recital in this music capi-tal on Jan. 15. The Radi Simion Orchestra and the Choir of the Finnish government in the Jan. 13 edition of the “Music of the World” series of weekly color programs by the Finland Broadcasting was by the Nippon Hospi Kyokai (NHK). From Jan. 16, NHK de- cided it had been by the 21st hour in the national cam-paign to save electricity. The com- munity is due to be switched on by Toru Tanaka especially increased “late, late shows.”

“Lady Sings the Films,” the film bi-ography of Billie Holiday starring Diana Ross, and “The Eddy Dunch Story” with Carmen Cavallaro on the soundtrack, are making the rounds of the Japanese music the- aters along with “Sailor Venus, A Moon- struck Star.” And the Four Acos may be brought into Japan shortly by Billy Daley.

Oscar Peterson, in a tribute to the late Nat “King” Cole, sang “Almost Like Being in Love,” “Lover Man,” and “Loraine” during his first “Solo Wonder Japan” performance and eighth visit Jan. 7-23.

Hiro-yuki Ishi, musical director of the NHK Symphony Orchestra, is going to conduct the first four opening concerts by the Sydney Symphony at the Kirribilli Arts Featu- ral, Feb. 4-5, also at the festival, Tchaikovsky’s Concerto D for Violin in D minor. It is to be played by Mayumi Fujikawa and the London Symphony. The London Symphony has also been invited to perform at the “Sta- tional Symphony No. 9 in D Minor” by the Chicago Symphony Orchestra, and released here by King Record last Oct. 10, was the classical best seller of 1973.

Dec. 26, 1973, according to the Top 10 poll by Nippon Gaikou (Yamaha) in 16 major cities, which show that the Carpenters continued to lead all popular albums interna-tionally. The Carpenters pop- al album “Once More” was named as the most requested single of the “All Time Pop Chart” for 1973 and the A&M recording of an album was selected as the best pop vocal group of the year by the 34

(Finished on page 59)
Canadian News

From the Music Capitals of the World

TORONTO

The recording artists Gary & Dave appeared on the CBC television show "Music Machine," hosted by Keith Hampshire on Jan. 12. The performance was entitled "Could You Ever Love Me Again?" The band's second single, "I Feel In Love With You," was released on February 3. Amplex, the company that endorsed the band, will no longer be handling distribution of Motown in Canada. Earlier, the company announced that they would be undertaking their own branch operation. Amplex has just moved into their new building at 134, 12th Ave. S.W., Calgary. LeT 3T9. The six divisions: music, computer, video, video tape, consumer tapes, programming, film will all work out of this new building, built by Amplex.

According to Polinder's Richard Glanville, the recently formed group's new single, "You've Been Wrong," is receiving "exciting receieved early reaction." Giant record company manager, Don Hennessy of CKLG, Vancouver and Greg Stewart, CHAM, Hamilton, were present at a press gathering at the Hot Stove Lounge in Maple Leaf Gardens on Jan. 14. When president of the Canadian branch, General Manager of the company, introduced the new board of directors of the company. "Spillbound" is the label of the new album, which is being billed as a "rock magic fantasy" featuring Winnipeg-born magician Todd Simon, the Atom's headlining lineup, opened on Jan. 11 at the Bayview Playhouse Theatre in Toronto after a highly successful run in the Royal Alexandra Theatre in Toronto. The director and producer is Ivan Reitman.

Dave Booth of CHYM-FM in Waterloo is receiving reaction to his "Kaler's Home" a new single from his album "e'r goin' up," which has been released. A number of Canadian singles are being released in Canada. "Sundance," just released by WEA, Neilson Dixon of GRT returned from Western cities in Jan. 14. Paul Chesebrough has just formed a company called Earthquake Enterprises, a promotion company, which will have offices in Los Angeles, New York and London. Eric Mark, manager of the new company, designed to Earthquake will be Jack Schectman, who recently left Columbia Records. Andrew Griffiths was in Jamestown at the moment working with Jimmy Cliff. The Canadian controlled shares of United Artists. Overseas United Artists own all other shares in the company, which have purchased three of the shares in the company a while ago. "Lighthouse" the current release, is a compilation of Canadian material and will be released later in the year. The Brunswick label is now being distributed by GRT in Canada. Larry Green, of EMI in Jan., announced that they will be handling all of Steven Seagull, the film. A new album, "Turn the Sun Down," was released. The Brunswick label has been involved with the recording of the album, released in the United States.

The CRIA (Canadian Recording Industry Association) has announced plans to release the "Canadian Recording Industry Magazine," a monthly publication that will feature articles on the industry, including interviews with recording artists and industry professionals. The magazine will be distributed to members of the CRIA and to interested parties throughout the world.

A&M Contest Response Hot

TORONTO—Doug Chappell of A&M Records in Canada reports that the reaction to the company's 1984 Winter cover, which ended Dec. 14, was "unbelievable."

All contestants filled out the questions and entered the contest. The consumer edition of the company's hype sheet, "Getem' Out," asking questions that could help fans get their hands on the album.

The contest was a huge success, with over 2,000 entries coming in from Prince George, B.C.

Of the hundreds sent in, the grand prize winner was T.A. Desimone of Woodbridge, Ontario. The contest's runner-up, a CD of the album, "New Day," was released in Canada on Jan. 22. The album has been receiving critical acclaim across the country.

Canadian Country Singers

The CRIA (Canadian Recording Industry Association) has announced plans to release the "Canadian Recording Industry Magazine," a monthly publication that will feature articles on the industry, including interviews with recording artists and industry professionals. The magazine will be distributed to members of the CRIA and to interested parties throughout the world.

London B'cast Names Hutton

TORONTO—Canadian broadcast director, Bill Hutton, a native of New Brunswick, is to join CHYM-FM in Toronto as the station's program director. The station has been searching for a new program director since the departure of the previous one, who left to pursue other opportunities.

The CRIA (Canadian Recording Industry Association) has announced plans to release the "Canadian Recording Industry Magazine," a monthly publication that will feature articles on the industry, including interviews with recording artists and industry professionals. The magazine will be distributed to members of the CRIA and to interested parties throughout the world.

French Radio & TV Facing Crisis Pinch

PARIS—The worldwide shortage of raw materials is affecting hit French radio and television, where programs consist of about 88 percent live. Record companies' new artists may have to wait to hit the airwaves, while resources are concentrated on sure-selling products.

The metropolitan area, at a recent meeting to consider the situation, estimated France needs about 15,000 tons of raw materials next season.

With the government's ceiling on prices, suppliers are likely to hold back, which will mean a concentration on their biggest customers.

Phonogram, Vogue, Pathe-Marcello, EMI, Columbia, RCA, Son et Socorex together seek for about 90 percent of French record distribution.

The remaining comes from independent press and they look likely to suffer most. The cassette situation looks even worse. Since the French have no tape industry of their own, they rely on German, Italian, lustry and the States.

The awards, based on the highest sales achievement in each category, will be determined by each company submitting their choices directly to Touche Ross & Co., chartered accountants, who will announce the results and carry out an independent audit.

The remaining categories will be voted on by a national jury comprising of music broadcasters and a selection of music critics and critics.

The purpose of the new awards, said Arnold Genowich, the CRIA president, was to determine the best artists and groups on the basis of Canadian talent being developed in the country.

"The annual Maple Music Awards, continued Genowich, "will provide a glamorous showcase for this talent and become a major vehicle for attracting attention on Canadian artists not only domestically but in international markets.

Can-Base Revamps

VANCOUVER—Can-Base Industries Ltd. has announced a complete reorganization of the company.

Shelly Siege, who was formerly with Can-Base, has moved to Can-Base to take charge of national promotion and marketing. Siege will also be responsible for all business in the company's new position will be to set up national distribution for the new record by Teen Angels and the Rockin' Rebelites "12 Inches Of Teen Angel" on Hellroaring Records. The album has sold in excess of 7000 units in Alberta and British Columbia to this point. The group is managed by Ace Entertainment of Vancouver.

Can-Base has opened up a new label, Mushroom Records, and has signed a singer by the name of Alex Young. The label is being released, and the single, "Hands Across The Table/Do As You Will," has just been released.

Can-Base has a production deal with Tom Miciolink who is signed to Columbia Records in Canada. It is expected that Can-Base will be the exclusive buyer for the contract. Can-Base has had its latest material leased to Polydor Records a division of MGM in the U.S.

Can-Base, formerly distributed by Columbia, Mushroom Records, is making regional distribution deals across Canada. Confirmed distributor is R. B. Morgan in Saskatchewan and GRT for Ontario and Quebec.

Ryan Gets 2 Awards

OTTAWA—Jim Ryan, who represented Canada at the World Popular Song Festival in Tokyo recently with the song "Sweet December" (released in Canada on the Good Noise label distributed by Polydor), has been nominated for two separate awards by Yamaha Canada Music. The award will be held in Calgary, B.C. and the Regina Symphony Orchestra.

The two awards, both in the Best Song category, were for second place, nationally and first place, respectively.

Work on Ryan's debut album, produced by Fraser Mowabu and Andy Pers, is being completed and is scheduled for release in July. With the interest shown in Ryan since the festival, Good Noise is optimistic about an international distribution.

Ryan, a native of Sainte Marie, is living in Toronto where he is putting together a band for live performances as well as writing new material.

Woodward in Swing Again

VANCOUVER—Van-Los Music International recording artist Donna Dume is looking for a swing band for a major tour of the United States and the West Coast of Canada. The band is seeking to join the Canadian small world and the groups are currently working on a major tour of the United States and the West Coast of Canada. The band is seeking to join the Canadian small world and the groups are currently working on a major tour of the United States and the West Coast of Canada.
College students all over America are turning on to...

Billboard's Homecoming Queen

And with good reason, too. For more than a decade, Billboard's Campus Attractions has been living on campus, helping the nearly 10 million college students across the country find true pleasure with valuable information that influences the man responsible for booking acts, showcasing films, and promoting campus concerts.

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- Recording Labels
- Personal Managers
- Promoters
- Booking Agents

Plus, a super film section:

- 16mm film libraries
- Favorite 16mm films on campus

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Make it with Billboard's 11th Annual Campus Attractions this year. Unlike all those others, we promise that this is one homecoming queen that won't break your heart.

Ad Deadline: March 1
Issue Date: March 30

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(312) 329-3925

Nashville: John McCartney
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Nashville, Tenn. 37203
(615) 329-3525
**After you’ve seen what’s planned for IMIC 5, can you afford not to be there?**

The 5th International Music Industry Conference, sponsored by Billboard Publications is going to be the music event of the year.

For four days in May, via forums, seminars and discussions, it will examine all the important issues concerning the industry. Below you’ll find the proposed agenda.

This has been submitted for comment and approval to the International Advisory Committee helping us plan IMIC 5. Made up from top names in the industry in Britain, Europe, Japan and the States, the generous help given us by the committee will enable us to make IMIC 5 100% relevant to your needs.

At a time when the whole industry is facing serious problems over commodity shortages, IMIC 5 will help you and others who attend share the load and help find solutions.

In fact, IMIC 5 could well prove the vital factor not only in your business survival, but also in the survival of the whole of the music industry as we know it.

**PROPOSED PROGRAMME**

**Day 1: Tuesday May 7th**

Arrival of Conference delegates
Welcoming Cocktail Party
"Talent – Today and Tomorrow.," A special evening concert presented by a leading record company still to be named.

**Day 2: Wednesday May 8th**

Preliminary Session:
1. Official Opening
   By a government official or Common Market representative
2. "Cruising to Musically Not Again?
   One of the top industry names will give his opinion on a subject that is the bottom line with today’s multi-national companies
3. "Marketing Research: Dog in the music manger"
   A detailed look at the latest trends and techniques in the music industry, and how the industry is still sampling of musical tastes
4. The worldwide crisis in raw materials
   Third industry experts talk about things to come in the UK, Europe and the States
   Industry Workshops Sessions:
   (A) International Marketing Trends
   A panel of 8:10 experts will take apart the care and feeding of a product
   (B) Raw materials outlook
   Six experts discuss the current shortages - and how to live with them or beat them
   (C) Broadcasting Mini-Forum
   A panel of broadcasters, record promoters, music publishers, managers and deejays discuss the impact of radio TV programming on the music industry. And vice versa.
   Optional Afternoon Events:
   (A) Sound Management
   The many sides of the picture on the care and feeding of talent in the industry
   (B) The Classical Conspiracy
   How do we get them to like the stuff, let alone buy it?
   "The Shape of Sound to come"

A special evening concert presented by a leading US record company still to be named.

**Day 2: Thursday May 9th**

Preliminary Session,
1. "Taking Stock – An old American Habit"
   A major US recording executive with an international viewpoint
2. "Money, Morals and Management"
   The climate of the industry and how its image can be improved
3. "A funny thing happened on the way to the market"
   A fascinating in-depth report and review on audio/video equipment
4. The challenge of retailing in America
   A major record retailer tells of his pleasures, problems and perils
5. A Producer’s Challenge
   An A&R man throws down the gauntlet about the things that bug him with record companies
   Industry Workshops: Rap Sessions:
   1. Creative Trends
   A discussion on innovation and fresh techniques with case histories
   2. International Law and the Record Industry
   A rap session for lawyers of all countries engaged in the industry
   3. The Art of Music Publishing
   For publishers of all ages, shapes and sizes.
   Optional Afternoon Events:
   (A) The Presidents’ Roundtable
   An open rap session on company management with a panel of presidents and managing directors past and present
   "Middle of the road Night"
   A special evening concert featuring MOR music presenting to top UK and European Favourites.

Details to be decided.

**Day 4: Friday May 10th**

Preliminary Sessions,
1. Japan
   "Inside today’s music industry in Japan"
   A major industry leader gives an overall picture of this important music industry
   Emerging markets of the world
   A report on the growth of emerging nations and their interest in the record industry

Hardware supplier to the world
A round-up of Japanese export trends in terms of radios, phonographs, tape and video-cassette players

Part 2: United Europe versus United States
A US and a European top executive present contrasting views in the light of today’s developments and conditions

Concluding Forum: Anything goes
The Chairman presides and the floor is wide open for comments and questions on any aspect that has gone before
Luncheon
The guest speaker is Alastair Cooke.

Make sure you don’t miss IMIC 5.
As you can see, IMIC 5 is going to be the music event of the year. Make sure your place by filling in the registration form below.

Two special offers for British delegates only.
If you’re under 35 years of age, you can attend IMIC 5 for a reduced fee of £50. But there must be at least one other person from your company who is registered at the full rate. And we would also like a letter from your Management stating that you are under 30.

Special saving for British delegates’ wives or husbands.
We have reduced the rate for those who want to attend the social functions, but not necessarily the business sessions, from £275.00 to only £110.00. This excludes the organised tours for foreign visitors.

For further information contact:
Karen Hartford, Billboard Publications, 7 Carnaby Street, London W1V 6TW
or Diane Kirkland, Billboard Publications, 9000 Sunset Boulevard, Los Angeles, California 90069, USA.

Mickey Gaddy, Billboard Publications, 1 Astor Plaza, New York, NY 10036
or Ken Okano, Music Life, Atlantic Blvd., 27, 20-6, Shiba Parkare, Minato-ku, Tokyo, 106 Japan.

**REGISTRATION FORM**

Send registration with cheque to:

Make cheques payable to:
“INTERNATIONAL MUSIC INDUSTRY CONFERENCE”

Cheque MUST accompany registration

(Additional registrations can be sent on your letterhead, giving all the information on this form)

CONFERENCE FEE DOES NOT INCLUDE HOTEL, ACCOMMODATION

FLIGHTS COSTS IS IN BLOCK CAPITALSite

Name of registrant
Title

Company
Company address

If accompanied by wife, her first name
Home address

Do you require information on: → hotel? → air transport?

Hardware supplier to the world
A round-up of Japanese export trends in terms of radios, phonographs, tape and video-cassette players

Part 2: United Europe versus United States
A US and a European top executive present contrasting views in the light of today’s developments and conditions

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or Ken Okano, Music Life, Atlantic Blvd., 27, 20-6, Shiba Parkare, Minato-ku, Tokyo, 106 Japan.
AUSTRALIA  
(Courtesy of GoWest)
SINGLES

This Week
1  BALLROOM BLITZ—The Sweet (RCA)
2  ANGEL—Paul Young (EMI)
3  48 SHOCK—Saxon (EMI)
4  MADONNA—Like a Virgin (Warner Bros)

Last Week
14  KAYA—The Rolling Stones (EMI)
15  GOODBYE YELLOW BRICK ROAD—Elton John (A&M)

TOP 50

2 6 TEQUILA SUNRISE—Graham Bonney (EMI)
3 14 ROCK AND ROLL—Straw Dogs (SBM)
4 10 PAPER ROSES—Eddie & The Hot Rods (SBM)
5 15 GOODBYE YELLOW BRICK ROAD—Elton John (A&M)  

BRITAIN  
(Courtesy of Music Week)

Singles

Week Ending November 15

1  FEBRUARY 4—Tiger Feet (Cherry Red)
2 48 4—Buster Poindexter (Philips)
3 10 TIGER FEET—John (DJM)
4 56—a/n—Carlin
5 24 JULIO IGLESIAS—(Columbia)

JAPAN

(Courtesy of Orchid Press)

1 13 I PAGUSSO—Ross (EMI)
2 14 ROCK AN' ROLL—Straw Dogs (SBM)
3 15 GOODBYE YELLOW BRICK ROAD—Elton John (A&M)

TOP 50

2 34 I TELL YOU WHY—Boz Scaggs (Capitol)
3 24 JOHN (DJM)
4 34 MAJOR FLOOD—Mud (EMI)

From the Music Capital of the World

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JAPAN

(Courtesy of Orchid Press)

1 10 TIGER FEET—John (DJM)
2 49 WHAT HAVE I DONE—Viv (CBS/Sony)
3 34 MAJOR FLOOD—Mud (EMI)
4 24 JOHN (DJM)
5 13 I TELL YOU WHY—Boz Scaggs (Capitol)

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Sheet music suppliers listed are carried to piano-voice sheet music copies and do not purport to represent mixed publications distribution. BB = Big Bells; B 3 = Big Three; CHA = Chappell Pub.; MCA = MCA Music; TIM = Triangle Music; MCA = MCA Music; PLY = Plymouth Music; PSP = Peer Southern Pub.; SG = Screen Gems; Columbia = WBN; Warner Bros. Music = FMC = Frank Music Corp.; BMI = Combipub.; CRIT = Criteria Music Corp.; ALF = Alfred Publishing Co., Inc.; BET = Belmont Music.

A reflection of National Sales and programming activity by selected dealers, one stops and radio stations as compiled by the Charts Department of Billboard.
Toni Brown, from Boston to San Francisco, from The Joy of Cackling to Toni & Terry’s “Cross Country” album last year, from a hard to a solo singer-songwriter playing her music and singing her songs at Chip Young’s log cabin studio in Murfreesborio, Tennessee. Toni Brown has travelled many roads to bring her music home; it’s been good for her and "Good For You, Too."

"Good For You, Too." Produced by Chip Young. Toni Brown’s debut album on MCA Records.
Q: WHEN ARE THE FOUR TOPS REALLY FIVE TOPS AND ... AT THE SAME TIME ONE CHART BULLET IS ACTUALLY TWO?

(Answer Below)
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<tr>
<th>No.</th>
<th>Date</th>
<th>Artist</th>
<th>Title/Label</th>
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<tr>
<td>1</td>
<td>1976-01-14</td>
<td>Bruce Springsteen</td>
<td>Born in the USA (Columbia)</td>
<td>Gold</td>
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<td>2</td>
<td>1976-01-15</td>
<td>Paul Simon</td>
<td>Still Crazy (Asylum)</td>
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<td>Carole King</td>
<td>Tapestry II (Columbia)</td>
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<td>The Pointer Sisters</td>
<td>Harvest (CBS)</td>
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<td>The Band</td>
<td>Music from Big Pink (CBS)</td>
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<td>7</td>
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<td>The Jimi Hendrix Experience</td>
<td>Electric Ladyland (RCA)</td>
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<td>John Mayall And The Bluesbreakers</td>
<td>Blues from Bham (Columbia)</td>
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<td>The Rolling Stones</td>
<td>Sticky Fingers (Atlantic)</td>
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<td>Let It Be (Apple)</td>
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<td>The Bee Gees</td>
<td>Children Of The Revolution (Atco)</td>
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<td>Crosby, Stills &amp; Nash</td>
<td>Deja Vu (Reprise)</td>
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<td>The Isley Brothers</td>
<td>Between The Sheets (Curtom)</td>
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<td>Mainstream Cigarettes (Curtom)</td>
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<td>After The Lovin' (Curtom)</td>
<td>Gold</td>
<td>$7.99</td>
</tr>
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A New Hit Single From

GLADYS KNIGHT & THE PIPS!

"BEST THING THAT EVER HAPPENED TO ME"

From Their Gold Album Again!

From The Buddah Group
Geneva Treaty Seen Aiding Piracy Fight

*Continued from page 1*

McCallion is going ahead with final markup and a report of the revision bill to the House by the deadline in February. In no one concerned appears optimistic about passage at this time. Hill reports out on even if a vote is achieved in the Senate, the possible House involvement in implementing the proceedings could leave little time for the House Judiciary committee or its subcommittee members to handle copyright matters to take up the revision in this session of the 93rd Congress.

The House's revision, officially known as Convention for the Protection of Producers of Phonograms Against Unauthorised Duplication of Their Phonograms, was ratified by the U.S. Senate October 1, 1973. According to State Department sources, the treaty will become effective about March 10, though many countries were in favor of U.S. adherence by the Director General of the World Intellectual Property Organization (WIPO).

Copyright law; Enforcement against international piracy

Milwaukee Circuit Court

Robert Landry here has strongly urged the local music industry to work at the legislative level to enact anti-piracy laws following his decision last week in favor of Economies Consultants (d/b/a E-Tape Service) against American Recordings Inc. in a $250,000 suit. 

The NMIPA Booklet Out on History and Activities

New York – The National Music Publishers’ Association has begun distribution of a 32-page booklet outlining the organization’s activities and its role in attempts to amend the Copyright Act and to promote anti-piracy legislation.

The publication, which traces the growth of the association since its formation in 1917, also describes the services NMIPA provides publisher members, and its leadership in correcting such industries abuses as unlicensed songstays and fake books. Included as well is a section on the functioning of the Harry Fox Agency, NMIPA’s mechanical licensing wing.

FIND to Be Liquidated

Los Angeles—Billboard Publications, Inc. last week liquidated FIND after negotiations between management and local branch of the BPI subsidiary failed to materialize. BPI launched FIND two and one-half years ago as a service for “the national industry dealer” service for special order business.

Station Hits Gold

NEW YORK — “Sindhi” in the Boys’ Room, a single by Brownsville Station, has been certified gold by the RIAA. The picture was on the charts for Big Tree Records, distributed by Bell.

Wis. Judge Rules vs 9 Labels; New Law

BY EARL PAIGE

Bell Records reports mushroom sales in the three weeks since “Seasons in the Sun” by Terry Jacks was released as a single couriered by Jacks from a Ron McKean/Jacques Brel collaboration and released in Canada on Jacks’ own label, Goldfish Records. Bell’s vice president, Dave Cappell, heard of the idea, flew to Vancouver and bought the master for Bell. Marks Music publishes the song which, this week, appears at 49 from 56.

“Don Kirshner’s Rock Concert,” now in 120 markets, taped appearances by Billy Preston, Todd Rundgren, Brownsville Station, Chambers Brothers, Wishbone Ash, Climax Blues Band, Al Wilson, Dr. John and Gramercy Central Station for future showing. The taping, last week in Los Angeles, follows completion of work on the upcoming Jim Croce tribute show, now titled “Jim Croce: Revisited—1973.”

Mantovani has signed Benny Goodman to star in its continuing series of “Mantovani Night Performers.” The clarinet player will be seen playing a duet at home with his daughter, Rachel, at the piano. Logins & Messina live album due from Columbia. John Martin, 1M Co. Vincent Divisi, chief engineer, created with bringing the first magnetic tape recorders to the U.S. for World War II as “sounders,” showed his latest invention, the great demand and equipment to L.A. NARAS. Ira Howard, production coordinator for the new Mills/MCA Joint Venture, was married Jan. 13 to the former New York City teacher of handicapped chil-

ENGLAND: From the British record

England appears to be Perry Como country. His album, “And I Love You So,” for RCA, in the U.S. best selling album this week. In addition, from Como he has three singles in the Top 50—“And I Love You So,” “For the Good Times” and “Walk Right Back.”

BMI is inviting all its members to compete in the American Song Festival and is sending out applications. BMI last year signed to London, and Hollywood debut at Whisky with Bloodstone.

Phil Ochs turned up with a surprise set following a regular club performance by J.F. Murphy & Sam A. Rodgers.

John Lennon had his arm around Yoko as he looked at a picture, “Here’s to the State of Richard Nixon,” a live single A&M will rush release in February–Ochs’ first new output for the label in a couple of years. Bob Dylan refused $2 million deal for movie rights to his concert tour with The Band. Bing Crosby expected to leave Peninsula Hospital in Burlington, Calif., this week where the entertainer had a portion of his left lung re- moved. Crosby plans a fishing trip upon his release, but no definite plans have been made as to his next recording. RCA Records, which has added a music publisher wing, Apanac, SRO Productions, in association with Kip Walton Productions, on the horror/thriller Touch of Gold,” a contemporary music mosaic special for NBC-TV.

Springsteen & Brel

Bruce Springsteen, songwriter and Columbia artist, joined ASCAP. He’s currently recording material for a new CBS single... The French Academic De Jazz in Paris presented special award to Point-Barry Singer Sancanta and John McLaughlin. Sam Williams, bass player with Papa John Creaux, on a come-on after being shot by his band. He was hospitalized, placed in the Grump group records by Harry Holt. Police have the suspect under arrest... Chuck Harris Produces an album for Continental, and EDD, their uniform legislation than any decision would have done in trying to set up some new company. He believes the recording industry should now push for Congressional enactment of a uniform law set to expire at the end of 1974 and that the industry should not reply on individual state laws.

Sonnier & Cher

Sonny & Cher have cancelled two engagements at the Sahara Hotel, claiming Cher is ill. A Los Angeles spokes-

Wein & Shuler

Sergio Mendes has been hired as a consultant to compile an anthology of South American music for the Wein. Wein, archivist and Smithsonian Institution.

Brenda Lee made a rare television appearance on the “20th Anniversary of Rock” ABC-TV special which hit the air May 15. The London television Woman interviewed for the New York City YMA’s “Great Lyricist Series.” Past honorees have included Johnny Marks, Faron Young, and Jack Yellen. ESP Disk’ planning heavy February and March release schedule, vinyl crisps not withstanding. A son, “March 17” by Ginuwine, at 2 at Mt. Sinai Hospital in New York, or Mr. and Mrs. Stephen Bedell. Father is executive vice president of the Wes Farrell Organization.

Computers Irving Berlin and Johnny Marks were named by the 8,379 members of the International Society of Santa Claus in Exmore, Va., as the first recipients of the society’s annual awards. The group has given its annual award for the past 27 years, with the most recent going to Bob Hope. The awards were presented by a singing group from the company of the musical “A Little Night Music.”


James Jackson, a long time member of the U.S. law on rock. He now leads a group of his own.

72

Sonny & Cher return to theotel to begin calling at Caesars Palace. Rain-

Paul Williams has composed 10 new songs for the motion picture “The Gods Must Be Crazy.”

The Bee Gees begin a six-week, 22-city tour of the U.S. and Canada Friday (8). Allan Marquart, vice president of entertainment and publications at the Fon 

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Tired of the 'Big City' Hassle

Electric Arts Sound Studio is one of America's most complete recording facilities. Electric Arts utilizes the very latest in technical and special equipment, and is fully staffed with personnel that reflect the same warm atmosphere as the room itself.

Electric Arts Sound Studio • 26 East McLaughlin Avenue • Madisonville, Kentucky 42431 • Phone: AC 502 821-2999
There was a talent hunt in Brighton, England, which ended the moment Leo Sayer walked in to audition for agent-to-be David Courtney. He was so impressed that he never did become an agent, but formed a songwriting partnership with the singer instead.

They wrote and they made some demonstration tapes for Adam Faith, or as a British music popstar, more recently a popular British television actor. Excited by what he heard, Faith decided to manage and produce the blazing talent of Leo Sayer.

The closest good studio, a few miles along the Sussex coast, belonged to Who vocalist Roger Daltry, who overheard parts of the ensuing sessions and asked Leo Sayer and David Courtney to write all the songs for his solo album debut. The result, DALTRY, was a critical smash which generated a hit single, "Giving It All Away."

After this fortunate interruption, Leo Sayer returned to work on his own album while anticipation mounted through the British music world. It's finished at last, titled Silverbird, and has just been released by Warner Bros. Records. If you're ready for a change, seek out this album by an artist, Leo Sayer, whose beginnings have so changed the people around him.

SILVERBIRD, LEO SAYER'S ALBUM, INCLUDES "THE SHOW MUST GO ON," ALREADY A NUMBER ONE SINGLE IN ENGLAND.