Releases Pruned By English Firms

LONDON—The big product cutback in the U.K. has begun, with companies severely pruning their release schedules in the production and vinyl problems-cooped with the debut-day week begin still home. Polydor had no albums out last month and only 10 planned for Feb., this compares with 12 and 16 during the corresponding months last year.

Singles were 27 and 24.

NATRA's Files Are Subpoenaed

NEW YORK—The National Association of Television and Radio Announcers (NATRA) has shipped in excess of 400 pounds of its corporate records from its Chicago headquarters to Newark, N.J., for review by the U.S. Attorney looking into alleged corruption in the music industry.

The records were subpoenaed Jan. 25 for review Feb. 1. Although its individuals of the organization were summoned to attend, Cecil Hale, NATRA's president, along with attorneys John Bustamante and Roscoe Foreman, expected to be on hand to answer questions which may have arisen out of the review.

Times Pub in Deals & Disks As Producer

BY ROBERT SOBEL

NEW YORK—The New York Times Music Publishing Corp., launched last October under the helm of Murray Deutch, is expanding its interest and moving ahead with new acquisitions.

Prime among the first important steps being taken recently by the company, in addition to its purchase of Metronome's publishing operation, is the establishment of an in-house production division which will engage artists, writers and producers for the purpose of making masters to be sold to labels.

U.S. View of MIDEM: Business Not As Usual?

BY MIKE HENNESSEY & RICHARD ROBSON

CANNES—Although U.S. participation at MIDEM this year was greater than ever, with more than 120 companies listed in the guide, there was a divergence of opinion among American participants as to the amount of business transacted.

The most anti-MIDEM line came from United Artists international operations vice-president, Len Mendel, who told Billboard: "Unless (Continued on page 47)

Matrix Take 18% Lead Vs. Discrete—Retailer Survey

BY CLAUDE HALL

LOS ANGELES—Matrix quadrasonic records, in spite of the advent of the WE Group of Atlantic, Elektra, and Warner Bros. Records into the CD-4 discrete system, are out-selling discrete quadrasonic albums 38 percent to 42 percent, according to a survey of leading record stores coast-to-coast by the Billboard research department.

Twenty of the dealers reported that album sales were holding steady; another 10 said that sales were growing although a few of these admitted that the growth was slow. Other dealers said that sales were slow. A Houston dealer said discrete albums sold, but were hard to get. A Boston dealer said matrix sales, specifically Columbia records, were up and discrete sales were "nothing."

Dealers in Philadelphia, Memphis, Minneapolis, and New Orleans specifically pointed to excellent Q-4 quadrasonic cartridge sales. In fact, one New Orleans dealer said that albums in quadrasonic, mostly matrix, were selling "just fair" and that Q-4 track cartridges were "doing much better." Another New Orleans dealer said that discrete albums had been improving as of the first of the year. Dealers in Atlanta and Fort Worth said they don't sell much quadrasonic, as did one Baltimore/Washington dealer. A total of 33 leading stores were surveyed during the past week for this report.

Sellers' Anticipatory Involvement Grows

BY JOHN SIPPEL

LOS ANGELES—Richard Taxe, who announced a novel marketing plan for a new series of sound-alike tapes to retail nationally at a new low $2.49 (Billboard, Jan., 12) was released on $10,000 in backing.

A day (25) after federal authorities raided four premises locally, which they allege were manufacturing and warehousing facilities, owned by

Russ Regan Speaks Out

Les Sayer, who announced the first album, 'Silverbird,' and first single, "The Show Must Go On," have swept to the top of the British charts. Now he's ready to take the States, on Warner Bros. Records.

(Advertisement)

Russ Regan Speaks Out

See page 3

CHES/JANUS RECORDS

DOESN'T WASTE ENERGY

Ches/Janus Records A Division of D&F Corporation

Age Awareness on "Black Tape for Children"

(Advertisement)
The first vocal rendition of the theme from "Serpico".

Perry's.

"Beyond Tomorrow"

AFGO 4223

RCA Records
**CBS Meet Showcases Optimism, Peak Sales**

NASHVILLE—Citing this city’s strength as a “crossroads of many musical categories,” as described by Columbia Records president Bob Corfman, the CBS Records sales meeting here—the first sales summit currently to be held by a major record company here, and CBS first joint sales meet, in contrast to its previous regional approach—was buoyed by the firm’s strongest sales figures to date and showcase performances by label talent.

Some 360 sales and promotion personnel convened for the four-day meeting—broadcast in Los Angeles, Clotho’s, and Philadelphia. Discussed at the conference were reports on sales increases for the Epic and Custom Labels, with Epic and Custom president Bob Russo working out the strongest sales figures to date.

In a telephone interview with Billboard, following the meeting, Bob Russo commented, “Epic and Custom has shown strong gains in the past two years, and this year should show an impressive 779 percent increase.”

That’s healthy, I think the consumer is buying his records where he can get the best price. It’s not as if he’s bought a record for $5.98 and then he’s buying an artist and he can get that artist in any store he goes into. So, I would like to see an end to price-cutting. Unfortunately there won’t be.

BILLBOARD: You said that so far you’d felt no effect of the vinyl shortage.

REGAN: Well, personally I have not been affected. I have not really experienced any shortage yet because Columbia Pressing has us on an allotment and, they’re not going to be affected by that. But, as far as expansion is concerned, I’m worried because I don’t know how much further I’ll be able to go.

BILLBOARD: Have you cut back?

REGAN: I haven’t bought a new act in three months. I haven’t signed a new act or bought a master in three months.

(Continued on page 20)

**Big Tree Sets Atlantic Deal**

NEW YORK—Atlantic Records has signed a distribution pact with Big Tree Enterprises, Ltd., bringing that label’s artists and the Big Tree logo under Atlantic’s distribution and marketing operations. Atlantic senior vice president and general manager Jerry Greenberg concluded the deal last week with Doug Morris and Dick Vanderbilt, Big Tree heads.

Current roster for Big Tree includes Snapdragon, April Wine, Jefferson and Shakey, and the Ebonies. Morris, with Bobo and Brownsville Station has recently cut a deal with Big Tree, with Lobo produced by Phil Gordon and Brownsville Station produced by Doug Morris.

Big Tree product was formerly distributed through Bell. The Big Tree label is to be handled by Atlantic. Will be released later this month.

(Continued on page 6)

**Regan Recounts Hit Years**

**Gold to O’Jays**

NEW YORK—Philadelphia International recording artists the O’Jays have received their fourth gold and record for their LP “Ship Ahoy.” Philadelphia International is a Columbia Records Custom label.

**Regan: I’m talking about merchandising people who use our cour-

AIDS as results—less-dealers. Actually, I don’t think record stores are guilty of this. I think it’s the department stores. The record stores have their prime product and I just don’t think

**Dylan LP Hits No. 19 on Chart**

LOS ANGELES—Among the strongest new chart entries this week is Bob Dylan’s Elektra album, " Planet Waves," which hit this week’s Top LP’s survey in the 9 position with a single.

According to Billboard’s Chart Department survey, the first week album was in the release, all dealers surveyed reported the LPs in their top 15 best seller list.

(Continued on page 16)

**More Late News**

See Pages 18, 19, 22
20th CENTURY RECORDS AWARDS 1973-1974

GOLD SINGLES

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TITLE</th>
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<tbody>
<tr>
<td>BRIGHTER SIDE OF DARKNESS</td>
<td>&quot;Love Jones&quot;</td>
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<tr>
<td>MAUREEN MCGOVERN</td>
<td>&quot;The Morning After&quot;</td>
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<tr>
<td>BARRY WHITE</td>
<td>&quot;I'm Gonna Love You Just A Little More Baby&quot;</td>
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<tr>
<td>DeFRANCO FAMILY</td>
<td>&quot;Heartbeat— It's A Lovebeat&quot;</td>
</tr>
<tr>
<td>BARRY WHITE</td>
<td>&quot;Never, Never Gonna Give You Up&quot;</td>
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<td>LOVE UNLIMITED ORCHESTRA</td>
<td>&quot;Love's Theme&quot;</td>
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PLATINUM SINGLES

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GOLD ALBUMS

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<tr>
<td>BARRY WHITE</td>
<td>&quot;I've Got So Much To Give&quot;</td>
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<tr>
<td>LOVE UNLIMITED</td>
<td>&quot;Under The Influence Of... Love Unlimited&quot;</td>
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<tr>
<td>BARRY WHITE</td>
<td>&quot;Stone Gon'&quot;</td>
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1973-1974 MUSIC TRADE AWARDS

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<tr>
<td>NEW MALE VOCALIST R &amp; B</td>
<td>BARRY WHITE</td>
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<tr>
<td>NEW MALE SINGLES ARTIST</td>
<td>BARRY WHITE</td>
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<tr>
<td>NEW MALE ALBUM ARTIST</td>
<td>BARRY WHITE</td>
<td>1</td>
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<td>NEW GROUP VOCAL &amp; R &amp; B (SINGLE)</td>
<td>BRIGHTER SIDE OF DARKNESS</td>
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<td>NEW FEMALE SINGLES ARTIST</td>
<td>MAUREEN MCGOVERN</td>
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<tr>
<td>NEW GROUPS VOCAL (SINGLES)</td>
<td>DeFRANCO FAMILY</td>
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<th>BILLBOARD MAGAZINE</th>
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<tr>
<td>NEW MALE VOCALIST</td>
<td>BARRY WHITE</td>
<td>1</td>
</tr>
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SINGLES:

| TOP NEW MALE VOCALIST | BARRY WHITE | 1      |
| TOP NEW VOCAL COMBINATION | DeFRANCO FAMILY | 1      |
| TOP NEW FEMALE VOCALIST | MAUREEN MCGOVERN | 2      |
| TOP NEW MALE GROUP | BRIGHTER SIDE OF DARKNESS | 6      |
| RECORD OF THE YEAR | DeFRANCO FAMILY | 14     |

<table>
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<tr>
<th>ALBUMS:</th>
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<tr>
<td>TOP FEMALE VOCAL GROUP</td>
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<tr>
<td>TOP NEW VOCAL COMBINATION</td>
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</table>

R & B CATEGORY:

| TOP NEW MALE VOCALIST | BARRY WHITE | 1      |
| TOP NEW ORCHESTRA    | LOVE UNLIMITED ORCHESTRA | 1      |
| TOP MALE VOCALIST    | BARRY WHITE | 3      |
| TOP FEMALE GROUP     | LOVE UNLIMITED | 5      |

GRAMMY NOMINATIONS

<table>
<thead>
<tr>
<th>BEST NEW ARTIST OF THE YEAR</th>
<th>Barry White</th>
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<tr>
<td>Maureen McGovern</td>
<td></td>
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</table>

| BEST R & B VOCAL (MALE) | "I'm Gonna Love You Just A Little More Baby" | BARRY WHITE |

Okay, Russ, what are you going to do for an encore?
end a first year!

Billboard 1973 Trendsetter Award
RUSS REGAN
For infusing vitality into the independent record label field by successfully launching 20th Century Records
Piracy Foes See ‘Blue Skies’

By EARL PAGE

EDITOR’S NOTE: Many lawyers, judges, lawmakers, and researchers believe that this spot check survey is involved in various litigation and asked that their names be withheld.

CHICAGO—Despite recent anti piracy litigation and seeming to not favor plaintiffs labels many experts believe signs point toward steady phase out of bootleg tape.

At the same time, one lawyer long involved in the music industry said, "The area where much activity now is centered, said: "It's amazing how we have put so much creativity out of business and then see them pop up somewhere else."

This lawyer noted of an individual, who after being enjoined in one city, moved $100,000 worth of duplicating machinery out of the state in violation of mortgage laws. The lawyer's agents seized the machinery, effectively putting the man out of the bootleg business. "But I heard recently he has popped up again in the Southwestern states."

Involve Retailers.

An almost unanimous opinion expressed by all who spoke to The General News was that bootleg representatives and artists must become more involved. Law, of course, is a complex, labyrinthian task of production and head of the label's task force on piracy, said:

"Investigators should cover a market and buy as many bootleg tapes as possible and a large number be listed in the complaint. They would realize that handling bootleg tapes is just as important to the artist as to the label."

Yet a lawyer said building individual cases against retailers is time consuming. He said, "Lawyers should be allowed to the liability of manufacturers, distributors and retailers.

"It happens to that retailors do sell bootleg tapes at their own risk and are subject to prosecution. The larger chains are really dropping bootleg product, but it profits in truck stops and small stores and so on."

If the state laws have resulted in bootleggers shifting their operations to other states and as well as to other states.

In Pennsylvania, 39 bootleg tape sales have jumped 12 percent, of which 64 percent are bootleg tapes and 16 percent legitimate tapes. In contrast, the state's antiquity statute (Billboard, Dec. 22).

Critique Laws.

On the other hand, Wisconsin's proposed law making piracy a felony is a mere misnomer. With this, you can move right in with a restraining order and stop the piracy. I would vote to have a act of business piracy of a felony."

An optimistic view by one lawyer is that with the passage of time and the forthcoming Congress will extend the Federal law coverage (set to expire at year's end), to include the in the patent and copyright field, as well as in the field of copyright.

During that period, Rosalie W. Miller, AMRA executive director, said the new arrangement, effective Jan. 1, is expected to result in a more efficient royalty distribution. Some 5 to 10 percent of all recorded songs are collected by the association derived from foreign record sales.

In addition, Miller noted to the new product dating back from Feb. 15, 1972, becomes less valuable with every passing month. "The young people want today's hit for the future, Sound Alikes"

More and more emphasis is directed toward sound product piracy. Sad a rapacker: "You could say that these tapes are translucent, and not only is this so, but it profits in truck stops and small stores and so on."

There seems to be no feeling against piracy at present, and producing honestly it is clearly labelled so, though one lawyer worries over the propriety rights owned by artists names and how carefully needed some product must be.

He also wonders how far the sound alik-selling pirate will go with the proliferation of heretofore bootlegged items and what effecttures a burgeoning sound alik-sell ing pirate will have on top line good.

Meanwhile, at least one judge (Continued on page 13)

AMRA Localizes German Royalty Payout Method

NEW YORK—Royalties on German recordings sold in the United States, will be paid directly to the artists by GEMA. By agreement with the German Wireless and Phonograph Industry Federation, Rosalie W. Miller, AMRA executive director, arranged the new arrangement, effective Jan. 1, by GEMA. The artist will be paid, as a result of new agreement, through a more efficient royalty distribution. Some 5 to 10 percent of all recorded songs are collected by the association derived from foreign record sales.

AMRA collections from all sources currently total about $1 million, according to Ms. Miller. Of this amount, 10 percent is collected on behalf of specialties in 18 countries.

The association represents 150 American and Canadian record companies, distributors, and others, with whom the Paul Simon publishing company, Lazer, was formerly said to deal directly with record companies, in a Billboard story last week.

RCA Enters Phase 2 on Denver and Catalog Push

NEW YORK—RCA Records this week launched the second phase of a major advertisement and new product publicity campaign focusing on label artist John Denver and his entire catalog.

The second phase of the push, which is geared to Denver's current chart LP, "John Denver's Greatest Hits," the radio show "RCA's Greatest Hits," is being mounted to sustain promotional momentum up to Denver's forthcoming television special for ABC-TV, slated for airing on March 11.

Trade press advertising, where the campaign was first launched, will continue, comprising staggered ads leading up to the special. Consumer print ads include full-page ads in Newweek's college edition, Stereo Review, High Fidelity, TV Guide, Glamour, Coast Magazine and Time.

A half-hour radio show has been produced for college, progressive, MOR and Top 40 stations, featuring interviews with Denver and slated to ship to stations on Feb. 18. Also scheduled are 10-second telecasts on all 24 Top 10 stations.

The week's new catalog products include the two key LPs

Green Gets Gold

NEW YORK—"Livin’ for You," Al Green's latest hit/London album, has been certified gold, and Green's fourth gold album in less than two years.

Lundvall Statement: Col's Exchange Policy

NEW YORK—Billboard ran story on exchange policy of CBS Records in the issue of Feb. 2. The following is a statement of clarification made by Bruce Lundvall, Manager of Marketing, CBS Records, regarding the company's marketing position:

"I think that this situation has been greatly exaggerated, possibly by a few less than completely accurate press reports. I believe that Col's repositioning has been very high in 1973. We have never had a 100 percent guarantee on album product. Our returns in 1973 were very much in line. In fact, they were held to 1972 levels. What we have done is to merely restated our marketing position in regard to product exchanges. The guidelines are based on past sales experience and historical data by product category.

With the shutdown of that we first began to experience in the fourth quarter of last year, and which we may have to live with for quite some time to come, we intend to continue to impose upon the retail marketplace. The area is to be certain that all saleable product reach the consumer rather than be returned to manufacturers' warehouses. Returns are a major cause of profit erosion. The reason the issue is to be seen by any manufacturer. Discussions with our accounts indicate strong support for a mutual working together to achieve a lower return rate. That is what our strategy is designed to do."

Executive Turntable

John Frum, managing director of Polydor Ltd., U.K., has been named to head CBS Records U.K., in the completion of his duties as acting president of MGM Records (see Execututhable, Billboard, Feb. 2). . . . Michael W. Allen has been appointed general manager of Angel Records, Allen, currently manager of the label's international classical division in London, succeeds Robert Myers, who assumed the newly created post of executive of staff consultant, classical. Both appointments become effective March 1, with both men to report directly to Brown. . . . Davis graduated from the University of St. Thomas, EMI in 1956, following graduation from Oxford, and has been involved with EMI's classical operations since 1939, where he has served with EMI's International Classics Division. Under EMI's management, the orchestra will be presented at the EMI's new concert series in the United States, beginning on March 19. At Elektra/Asylum Records, Steve Wax has been named vice president in charge of promotion for those labels, effective immediately. Formerly vice president in charge of promotion for Bell Records, Wax joined Bell five years ago as director of national promotion, and was promoted to vice president in 1972. . . . At Columbia Records, Carl Steinberg was named vice president of the company's marketing department, reporting to President David Geffen. Steinberg, a veteran industry executive, will be responsible for the company's marketing department, reporting to President David Geffen. Steinberg, a veteran industry executive, has been with Columbia Records for the past 10 years, most recently serving as senior vice president and chief operating officer.

The board of directors of Avco Corporation have designated the company's top officers. James R. Kerr, president of Avco since 1965, has been elected chairman of the board, and will continue in his post as chief officer for the company. Also named was Kenneth R. Wilson, formerly president of the company, who has been elected vice chairman of the board and will continue as a senior officer of the company. Michael L. Haggart, president of Avco's principal insurance subsidiary, The Paul Revere Life Insurance Co., has been elected president and chief operating officer and a director of Avco. Haggart will continue to serve as a director of Paul Revere. . . . Terry H. Lee, vice president of Storer Broadcasting, a television division, has been named to an expanded post as vice president for broadcast operations, effective immediately. Lee now assumes the role as executive in charge of the Storer radio, television and CATV divisions. He joined Storer in 1958 as general manager of WVUE-TV in Philadelphia, then owned by Storer. . . . At Bell Records, Dick Fitzsimmons has been named national sales manager. Fitzsimmons was formerly eastern regional sales manager for the label, and before that served with Transistor Distributors, and Disc & Record Wagon rack-jobbing and distribution complex, both in Boston. Also named in the move was Michael Leon, who now assumes the newly created post of marketing administrative assistant. Leon, a veteran industry executive, joined the company previously as foreign product before assuming his most recent post as director of artist development for Paramount Records. . . . At Columbia Records, Rosalind Blanch has been named director of merchandising and advertising. In her new position, Ms. Blanch will be responsible for all activities of the retail advertising and sales promotion departments, and, in addition, will continue to supervise the administrative functions for Columbia's product management group and Gotham advertising. Ms. Blanch, (Continued on page 18)
Debbie Dawn

1 Glorious Week in Vienna

"There Goes That Song Again"

Written by Ian Whitcomb

Arranged by Bill Justis

Produced by Andy Wickham
General News

Mgt. & RCA Mesh for Styx Promo

By EARL PAGE

CHICAGO—The independent label contracting for manufacturing and distribution through a major will increasingly be responsible for national promotion assistance to the major according to Bill Trust, Wooden Nickel Records, combining with RCA in a $10,000 push on the five-man act Styx.

Elements of the February month-long promotion, a prime example of how the independent and major must come to function as a unit, include:

• A series of ten spots during CW's Wet Beat ('67) show and a second spot during WMAQ-TV here with WMAQ producing the commercials featuring all three Styx LPs.

• A series of ten spots (9-10 seconds) on WBBM-FM with the station promoting them and 39 similar-length spots on WXTF-FM again with that station promoting the spots, all of which will carry atop spots.

• A write-in contest on WBBM-FM offering 100 free LPs and giving the Wooden Nickel demographics of Styx fans.

• A Feb. 17 concert on educational WTW's'TV in Chicago series simulcast in stereo on WBBM-FM (a complete story on this series appeared recently, Billboard, Jan. 12).

• A multiple-page advertising spread mid-month in Billboard combining sponsors that for Styx such elements as booking, lighting, sound systems and so on.

• A critics press party next week.

Store Promotions

• What RCA sales office manager Tom Potter here believes is one of the most innovative in-store promotions involving 50 local key accounts and combining:

• A nation-wide person where a "mystery shopper" drops in and spots product displays and store condition, where the top shop will get 500 points (each with probably 500 to be used all).

• 510 prizes where the mystery shopper finds the Syx LPs being played over store PA systems.

• A month-long campaign featuring the theme "February Is Styx Than (Hell)"

• A giveaway poster that is perforated so fans can hang them in their homes upon tearing off the coupon in the newspaper announcement at the bottom.

• Free $1.00 photographs of Styx for all customers, a plot also as important as the other element, Dax Carisions Productions, booking agency that has promoted Styx, has promised to produce concerts in Miami, Cincinnati and Memphis, and says DePaul, Styx manager and head of Ad-\n
local distribution handling Styx.

Locality

Styx sold out on advance through Ticketron five concerts Dec. 26-30 in suburban high schools for a total gross of $12,151, a figure Dec. Carision, promoter and former radio personality, had stenciled into money clips he presented Styx members. Styx's last LP, "The Serpent Is Rising," hit 15,000 in disk sales locally with 5,000 more orders from other territories who further stated that at least 6,500 more bootleg tapes have been sold here.

With almost no AM radio action (WBBM's contract with RCA does not even call for singles on Styx), Trust and his partners (see separate story) along with Potter and his five-man sales staff and two-man promotion staff now need to break the LPs into FM.

The campaign locally is really aimed to bring national attention to the group, and the intent is to establish a new market for its music, particularly through AM as four similar tapes have been released from the LPs.

Dimond Urges Stores & Acts Fight Piracy

"Continued from page 1"

He said he has found FBI agents often proceed on cases but only confused by artists moving from label to label and by the legitimate pirating aid in the indies where acts appear simultaneously on various branded tapes. "They (FBI) simply lost the trail when one central office they could call to check this out." Dimond believes strongly labels seek to get artists more involved with the major acts and had not William testified the case here would not have re- turned the prominent newspaper coverage (both dailies played stories on William with one keyed to Wil- liam himself, but he insisted for a witness, and息, which were taped).

One story headlined, "Williams: William's views on piracy," headlined, "Heard," referred to poor quality, a part of plaintiffs charges that boot- legging tapes are inferior.

15 Electronic Stores Hit By Duping Ban

NEW YORK—Federal District Court Judge Edward R. needle last week permanently enjoined a chain of 15 electronic stores in New York and New Jersey from unauthorized copying, duplication, or the destruction of duplicating machines and related equipment valued at approximately $80,000 and directed the payment of damages to the plaintiff record company.


The suit charged with copyright infringement for advertising and using so-called "make-a-tape" machines on which customers could duplicate records. For a fee of 50 cents, users could duplicate records from records which the defendants had taped at each location.

Cap's Dual Gold

LOS ANGELES—Ringo Starr's "Photograph," written by his former wife, Anne Murray's earliest album, '"Snowbird," have been certified gold by RIAA for Capitol Records.
Direct from Armadillo World Headquarters in Austin, Texas — Commander Cody and His Lost Planet Airmen with their new album, “Live From Deep In The Heart of Texas”.

This is Cody’s first live album, which is why it’s Cody’s best album (Anyone can tell you that live Cody is the best Cody). It’s two amazing sides of country rock, Texas swing, rock rock, country country, and general good times. Make room for the armadillos!

The Album: “Live From Deep In The Heart of Texas” PAS 1017
The Single: “Riot In Cell Block #9” PAA 0278
WINNERS CIRCLE
Urgently invites any soul singer who commands his own style of delivery, hears superbly, moves well, and thinks business.
To call us at once to arrange for their audition/interview for a possible spot in our four-man group.

Los Angeles, Calif. (213) 559-7152 . 870-2710 . 959-4976 . 388-2955
(experienced unsinged)
young adult preferred

THIS COULD BE IT!

NEW CONCEPT REPLACING ROCK CONCERTS OPPORTUNITY FOR BIG PROFITS—LOW COSTS.

Once every few years, perhaps only once in a decade, something truly new and revolutionary comes along. In 1973, after two years and $250,000 of planning, the CIN-A-ROCK was created. Our full-length movie with special effects was synchronized to merge with our original Live Rock Musical. The CIN-A-ROCK: it's all performed live, while the movie is played on 20,000 theater screens! It's a concept introduction that has gained national publicity and acclaim and has been playing in movie theaters everywhere, even since it opened up a new world of business for the movie theatre industry. New, added promoters are needed in many states to present this entertainment revolution that does not depend on big-name, high-cost performers. You can bring it into every movie theatre and college in your area on a low-cost basis for a year, on a royalty to you. Good for both big and small towns. We'll give you our formula, our powerful promotion materials, our training, and the sensational CIN-A-ROCK show itself including our major movie, for mass bookings in your state.

Certain states still expect Strike while it's hot!

Indie-Pix Releasing Corporation, Bert Teker, President 400 East 39th Street, New York City New York 10016. (213) 211-2948

We've racked up another heavy issue.
See it in Billboard's NARM COVERAGE in the March 30 issue.
The Second Album "Puzzles, The Second Album of Its Kind"
People love Barbra Streisand in the film "The Way We Were." And they love her giant recording of the theme. That's why each of these new albums will be on the charts for a long, long time. The Original Soundtrack Album contains all the wonderful music that millions of people are hearing in the film.
Barbra, "The Way We Were."

THE WAY WE WERE

"Being at War With Each Other"

"Something So Right"

"The Way We Were"

"What are You Doing the Rest of Your Life?"

The new Barbra Streisand album includes Barbra’s smash hit single plus some of the best songs she’s ever recorded.

Barbra Streisand on Columbia Records and Tapes

So as "The Way We Were" shapes into Barbra’s biggest hit of all time, you have two big new reasons to celebrate.
Includes reconstructed versions of the tapes Nixon reconstructed, electronically rechanneled to simulate the truth. And full coverage of the Impeachment Day Ceremonies with (beep) Billy Graham’s unforgettable swearing out buzxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx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General News
Sellers' Antipiracy Involvement Grows

Taxe, involved in pirating tapes.

Federal agents, armed with search warrants provided by U.S. Magistrate James Penne of federal district court here, raided 6330 Arizona Circle, described as a sophisticated almost self-sufficient tape manufacturing facility, and three primarily warehousing and shipping areas, 14239 Hindry Ave., Hawthorne; 6317 Arizona Circle, and 10410 W. Jefferson, Culver City. Chet Brown, assistant U.S. attorney, stated that 10,000 protected 8-track tapes were confiscated.

Brown said he felt the four premises constituted one of the largest tape piracy rings in existence in this country.

For the first time in either a local, state or federal action, FBI agents here informed fellow agents all over the U.S. of shipments, sent recently from the four premises, with agents at local levels advised to intercept any shipments from consignees. These shipments, all by air, as described in the affidavit, went to the following consignees:


These eight consignees were shipped a total of 11,500 tapes in 100-pack containers.

On Jan. 23, 1974, Mrs. Eileen and Edward Anderson, owners of White Elephant Wholesale, told agents that they were exclusive distributors for Gaul Industries, named in the search warrants as one of Taxe's businesses along with Datex Cory, which business Taxe stated he ran in the previous Billboard story. The Andersons gave agents a phone number. (213) 776-3433, which was verified as a phone at 6330 Arizona Place. They also verified that their shipments had come from 14239 Hindry Ave., Hawthorne. Bob Yurgie of B & B Tapes, Albuquerque, advised agents that Gaul was headed by Taxe and also distributes and does business out of Phoenix, Ariz.

On January 4, 1974, More Meshub, Superintendent of Mails, Culver City post office, showed to a special agent here a wagon filled with packages being sent by individuals associated with Soundo Inc., 6330 Arizona Circle. Packages had the return address of Gaul Industries, 501 Indian School Rd., No. 139, Phoenix, Arizona. Physical observation indicated these cartons contained 8-track tapes.

These packages were sent postage due following the: Eupora Furn., 150 Fox Ave., Eupora, Miss., postage due amount, $61; Charles Heck, 4614 Dover Rd., Louisville, Ky., $10; Garage 2, 306 Grand Haven, New Haven, Conn., $61; Wilson Spec., 1006 E. Irwin, Tyler, Tex., $116.10, Automatic Vending, 225 Westwood Ave., Columbus, S.C., $73.50, J. Morgan, 1543 Bettler, Muskogon, Mich., $37.40; Jack Shanley, 111 Riverside Ave., Mastic Beach, N.Y., $124.10; Ma- rterian Indian Jewelry, 801 San Marco NE, Albuquerque, N.M.; and Big Chief Curry, 218 S. Carre, Carlshbad, N.M.

Richard Stoken, owner-manager of Garage Two, New Haven, told agents that he had purchased 150 tapes from Richard Taylor, an alias claimed to be used by Taxe when doing business as Gaul Industries, Phoenix. Local agents examined the shipment and found that they contained the seven tapes which Taxe is accused of illegally duplicating and violating Title 17, U.S. Code Sec. 1, etc., thus allegedly willfully infringing on copyright for profit.


The affidavit indicated that FBI agents had the Taxe businesses under investigation as early as May 31, 1972. The affidavit stated that on Apr. 5, 1973, Taxe was interviewed by agents at which time he advised that he sold duplicated sound recordings of pre-February 15, 1972, recordings. Agents at that time obtained a copy of a catalog which contained over 200 titles.

On Aug. 23, 1973, an agent purchased the 8 tracks involved in the affidavit from Jack Shapiro, owner of Jack's Wholesale, 7856 Santa Monica Blvd., Los Angeles. The tapes were on Sound 8 label, which the affidavit stated is directly associated with Gaul Enterprises. Lee Henberb, sound engineer for WB, it continued, identified the tapes as duplications of WB and Atlantic originals.

See 'Blue Skies'

marked that he wishes the U.S. Supreme Court decision in the landmark Goldstein vs California case upholding state antipiracy laws had been less close. The high court has been asked to re-hear the case and draw more distinctions (Billboard, Oct. 13).

Finally, the law enforcement people keep asking for some way to check out quickly the label affilia-
tion of popular acts because they say it slows investigative work. Lawyers note that defense attorneys adopt the strategy now of playing on the various inconsistencies in lower court cases and on the general complexities of 1) artists switching from label to label; 2) cross-licensing arrangements; 3) deals of labels with budget merchandisers and television promotions firm—all of which appear to uninitiated judges and juries that artists routinely record on multiple labels and that therefore the whole question of bootlegging is mind-boggling.

To some it seems so.

Chart Analysis

And Tell' by Al Wilson (8), "We Got To Use My Imagination" by Gladys Knight & The Pips (9) and "Jungle Boogie" by Kool & the Gang.

The country-based hits are Olivia Newton-John's "Let Me Be There" (6) and Jim Stafford's "Spiders And Snakes" (7). Kool & the Gang and Jim Stafford co-wrote their songs. Barry White wrote and produced "Love's Theme." These are the only three singles of this week's top 10 in which the artist was also involved in writing or production.

"ROCK 'N ROLL ANIMAL"

The live recording of Lou Reed's concert at The Academy of Music.

Caged and shipping very soon.

Copyright 1974
John Hits 1 Mil: MCA

LOS ANGELES—MCA Records reports that Elton John's double-LP package of "Gudby Yellow Brick Road" has sold more than a million units. It was his first double LP set for the label and Rick Friso, marketing vice president, said that John will begin work on his next LP this month in the U.S.

REGAN: Yes. The first was to cut out any budget type of product. We didn't have any. I think they also suggested that we aim for only high-

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Regan Recounts Hit Years

• Continued from page 1

months. Because I've wanted to use whatever vinyl we're allotted for the acts we have.

HALL: Did Columbia Custom Pressing give you any suggestions about conservation when they told you about your allotment?

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Chicago Gets Gold

NEW YORK—Chicago has re-

ceived an RIAA certification for the single "You're My Life." The sing

le is culled from the group's last three albums "Chicago VI" and "Chicago V" and was released in February 1974.
AMERICAN JONES

The Haunting, Lonely, Romantic Sound
Of The Beautiful New Star Of 1974
country/contemporary

STREETS OF LOREDO
HIGH NOON

Produced by Alan J. Marcus
Arranged and Conducted by Frank Owens

Thank You For
Your Fabulous Response

Alan J. Marcus, Pres.
Palamo Records, Inc.
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New York, N. Y. 10022
212-753-4114
NARM Re-Structuring Longtime Person-to-Person Conferences

NEW YORK—Merchants attending the semi-annual NARM convention at the Diplomat Hotel, Hollywood, Fla., will have an opportunity to air their problems with manufacturers through a series of private meetings being structured by NARM’s Manufacturers’ Advisory Committee. According to Jules Malamud, NARM’s executive director, following the national mail call at CB’s which concludes registration, the NARM office will send a list of all manufacturers in attendance to the hotels, so that merchants can register for the three-day confab. The merchants will indicate the manufacturer grub whom they would like to have private meetings, and return the list to NARM. The NARM office will, in turn, forward the list to the manufacturers who will set up the appointments in advance.

Meanwhile, Malamud has reported that the cabanas and lanai rooms of the Uni-ball Hotel in Hollywood, Fla., have been fully booked for use as the exhibit area of the show. The 57 suites, the site of the convention will house the NARM exhibit and will be open to visitors every afternoon of the convention from 2:30 p.m. to 5:30 p.m. Malamud said that manufacturers will prepare tapes and display fixtures will display their products.

The convention registration closes Feb. 15, and the convention is scheduled to run from March 25 through 27.

NOT A UFO

Balloon Takes to Air for the Yes

NEW YORK—Atlantic Records group Yes will promote their upcoming U.S. tour, which kicks off the continent (7), with a specially constructed hot air balloon that will be used both to publicize the tour and as a sales promotion tool.

In many areas, the balloon will fly over the country, where it will turn on disk jockeys, radio and television journalists and Atlantic executives. The balloon will also be tethered near Yes concert sites in Uniondale, N.Y. (Nassau Coliseum), Philadelphia (Spectrum), Cincinnati (Garden), Chicago (International Amphitheatre), Phoenix (United Financial Forum), Long Beach, Calif. (Long Beach Arena) and Detroit (Cobo Hall).

The balloon will be trucked to dates between the groups tours the U.S.

5th Dimension Sues McMahon

LOS ANGELES—The 5th Dimension is suing TV’s Ed McMahon, his partner Nick Tor-zezki and three production companies for lost royalties allegedly accruing for use of a taped Nov. 17, 1970 Boston appearance by the group on a TV special, “Opening Night USA.” Also named as defendants in the Superior Court suit are Atlantic Records on the 5th Dimension’s record deal, the production companies and Production and Promotion Associates.

Varied Factors Stimulating Singles’ Purchasing Surge

Wayne Voli of Nemi Record Distributors, one of the largest single one-stops, said that his single business is up by $100 million this season, primarily due to a “music thing.” He said, “The younger kids are being turned on to rock and roll by an LP, they know a hit when they see one. And the price of a single has remained the same over the years while the price of the LP has steadily gone up. We’re finding more of our accounts devoting space to singles, especially oldies.”

Bob Sherwood, national singles promotions manager for CBS, which finished number one in Hot 100 chart action in Billboard’s year-end tally, feels there is more variety among hits and believes this is helping the market.

“With the CBS group alone, you’re finding country, soul, rock and roll all over the top 10 and this is true in much of the industry. There is also much better production in singles, and a great deal of them are worth hearing. The single has become as much of a quality piece as an LP, mainly because of the great competitiveness to be heard on radio. And with the better production, singles sound a great deal better.

Price Is Right

Sherwood also pointed out that the price of a single has remained steady over the years, while the price of other entertainment, such as sports, has consistently gone up.

At Monarch Records Manufacturing, John Williams said that southern California is very low on PVC (the main component used in LP manufacturing) but has not felt a severe crunch in polystyrene (the component used in the injection molding method of making singles.)

“We are running near capacity in single pressing,” Williams said, “and there is an allocation for PVC. We’re fine with the orders for singles as long as our hands are not cut off by the shortage.”

DEODATO receives his three Billboard Number One awards from Billboard’s Jeff Smerlin, account executive. The awards were for Top Album Instrumentalist, Top Singles Instrumentalist and Top Jazz Artist. Deodato recorded for CTI Records. The artist recently switched labels.

Executive Turntable

who joined Columbia in 1961 and served most recently as director of merchandising and product management administration, will also continue to direct the activities of the advertising department.

Also at Columbia, major promotions in that company’s A&R administration name Jerry Durkin as director of that department. Also promoted in that department are Joseph Agresti, who now assumes the post of associate director, Jace Friedmann, associate director, and Sai Lederman, manager. Durkin joined CBS in 1969, serving most recently as manager of A&R administration; Agresti, who joined CBS in 1963, served most recently as manager, scheduling and coordination, department. Mr. Friedmann comes to his new post from her position as manager of Masterworks administration, which duties she will continue to supervise; and Lederman, also a veteran of the department, joined CBS in 1970 as a financial analyst.

Joe Kleinheister has been named field manager of Warner/Elektra/Atlantic Distribution Corp. In his 17 years of record merchandising, he has held top posts with RCA and Columbia. WEA has also set up a new regional department. Mr. Kleinheister comes to his new post from his position as manager of Masterworks administration, which duties she will continue to supervise; and Lederman, also a veteran of the department, joined CBS in 1970 as a financial analyst.

At Famous Music Corp., Norman Schreiber has been named editorial director, reporting to director of publicity Howard Bloom. Schreiber, a widely published freelance writer who has held editorial posts at several national magazines, will handle staff writing responsibilities. . . . Also at Famous Seymour Feig has been named general counsel, responsible for the legal aspects of all the corporation’s business affairs, licensing and contract negotiations with artists, producers, and publishers. With both Famous in 1972, has held key legal and business posts at Brt Productions, CMA and the William Morris Agency.

Marc Weisinger has been named payroll supervisor at Capitol Records. The 1982 graduate of Ole Miss is currently a computer programmer at A&M Records. He will continue to be based in New York. Totian previously worked for Bell and Windfall Records. Also named was Dave Dunn, former De- troit promotion man for A&M, who now assumes the post of Mid- west special projects director, to be replaced by Scott Cannold in the Detroit post. Dave Fitch moves from his post as A&M’s Detroit promotion representative to West Coast special projects director, while Russ Gentile has been named the new St. Louis promotion man for A&M. . . . At Pickwick Records of Canada, Ltd., Paul McClure has been named national sales manager. McClure, who comes to Pickwick from a retail merchandising and rack-jobbing background, will be responsible for setting up major merchandising campaigns.

At Intermedia Systems Corp., Boston, David Shrier has been named a national sales manager, is responsible for developing business for Intermedia’s 16-track Boston studio. Shrier is a tenor saxophonist and former bandleader, and is currently producing Duck Soup for Perception Records. . . . Pete Stifter has been named sales and promotion manager for Deodato, who joined Famous in 1972, has held key legal and business posts at Brt Productions, CMA and the William Morris Agency.

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MOUNTED ENLARGEMENTS $7.50 $15.00

18

FEBRUARY 9, 1974, BILLBOARD

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Studio Workshop Formed

This location is strategic, Wilson explains, because it is near an exit on the Hollywood Freeway which will allow residents of Watts and South Central Los Angeles (with its Chicano population) speedy access to the facility.

Wilson speaks of finding persons "who would not normally find access to record companies." Wilson is currently speaking with a major music publisher about becoming a financial partner in the workshop. The producer estimates it will cost $30,000 to run the workshop which will have a staff of administrators and professionals.

Already agreeing to work with Wilson in the workshop are music educator Ms. Vivian Green and producer Al Cleveland and Vernon Bullock.

Each producer will teach in the workshop and also record promising students. Students will learn recording technique on the premises of the 16-track facility while the workshop will be situated at a yet to be determined location.

Among the subjects planned for the curriculum are pop music composition, instrumentation, music theory and live performance techniques. The emphasis will be on finding songwriter/performers from all ethnic communities.

Wilson plans calling on his 18 years as a producer in helping him plan programs in the studio and the workshop with Ms. Green, his director.

Besides being involved in all facets of the studio, Wilson continues as an independent producer, but is limiting himself to three acts. William Spoon, a Cleveland soul singer; Charlene and Darlene, 21-year-old singing twins and Vernon Burch, the 18-year-old former lead guitarist with the Bar Kays.

Wilson has placed his first two acts with Polydor and all three have or are currently recording at Angel City, Burch additionally will be used as a producer in the workshop. This is Wilson's second ownership involvement with a recording studio. From 1967 through 1972 he was sales vice president for the Record Plant where he was one of its founders.

Angel City's management, besides adding a new isolation booth and disk mastering room, has retained the engineering staff headed by Eric (the Norwegian) Wengberg.

Deutch stated that he was negotiating with three more firms regarding similar deals. "The companies are small but they would cost us over $1 million in total should the agreements be completed."

TMP has also set up an international arrangement with EMI in London (see International section). Deutch is a veteran music publishing executive. He headed United Artists publishing division before moving to The Times when it formed a music publishing operation.

4 Hit Gold on Elektra/Asylum

NEW YORK--Elektra/Asylum Records has four albums certified gold by the RIAA in one week, a new record for the company. "Planet Waves," Bob Dylan's first album release on Asylum was shipped gold, making it his 12th gold award. "Hotcakes" became Carly Simon's fourth gold record when the Elektra album also shipped gold.

Judy Collins received her fifth RIAA gold certification for the Elektra album, "Colons of the Day," released in May, 1972. Lastly, "Eagles," an album released on Asylum in June, 1972, by the group of the same name, is their first gold album award.

GMF,近些年音乐工业大发展。
A Slowly-Relaxing Sinatra Scores Better Than Ever

By LAURA DENI

NEW YORK—Marilyn Lipsius, former director of the Coffee House Circuit, college club booking route based here, has purchased The Bitter End, the Greenwich Village music club which has been booked for the last seven years by Paul Colby. With Colby's departure to concentrate on art management, Ms. Lipsius has assumed ownership and booking duties for the venue. Where she has already acquired the club, the official "opening" under new management is being set for March 13, when Brut artist and comedian Robert Klein opens an engagement there.

While Ms. Lipsius noted that she intends to "keep the club's prestige intact" by continuing its booking policy along its current pattern of selecting and promoting acts in the club. However, while the emphasis will remain on established or emerging talent similar to that booked in

Bitter End, N.Y. Club, is Acquired by Ms. Lipsius

Johnny Rodriguez, Mercury recording artist and winner of a Billboard Top-Singles Award, has signed an exclusive representation contract with William Morris Agency in Nashville. Neal formed earlier, career artists are Elvis Presley, Johnny Cash and Sonny James. Arrangements are being made for television appearances and motion pictures for Rodriguez.

Wayne County has signed for management with Mainman, Chicago, Ill. The young recording artist's debut single, "Spanish Sun," was signed with MCA Records. Label released the soundtrack album.

RCA Deal Is Unusual

Chicago—Wooden Nickel, RCA's spinoff label dedicated to country music, has entered into the Waxing Poetic catalog pact with RCA, highlighting in a combined push by both to break an act nationally (see separate story). It is a new concept in the complex of such joint marketing, according to RCA vice president Paul Ash, chairman of the Wooden Nickel label, who was interviewed by(".

The involvement is unique in that the period from 1971 until now found RCA going through "crucial" changes and as well fluctuations in the number of independent labels it marketed. Wooden Nickel, under the guidance of Paul Ash, chairman, was formed to give Wooden Nickel long with partners Jim Golden and Jerry Weintraub, the latter also involved with RCA.

This impressive proving power is achieved with RCA, the firm had no Ronnie Sales, manager of Manor Professor, an early Trout discovery, who was always kidding about wooden nickels. "They represented ancient America, were cheap and underground," said Trout, who added that the name caught on immediately.

New on the Charts

BLUE MAGIC, "Stop To Start" (Stax)

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MAURIE McGOVERN

Maureen has a hit... with another movie offering on 20th century records from "CINDERELLA LIBERTY"

"NICE TO BE AROUND" 1972

Maureen McGovern

(Continued on page 13)
Talent

Creative Trends

Steelie Dan Helped Organize Act

By BOB KIRCH

STEELIE DAN was among the first acts to use the power of the record label to promote its own brand of music. The group, formed in 1972 by Steely Dan member Walter Becker and Donald Fagen, was one of the most successful bands of the late 1960s and early 1970s. They were known for their unique blend of pop, rock, and jazz, and their albums were consistently ranked among the best of the decade.

The band had no stage experience, Katz says, and "they were kind of a bunch of kids who had never played live. We had a lot of pressure, and the band thought they were more of a musical phenomenon than they were."

Katz was always looking for new ways to promote Steelie Dan. "We did a lot of radio and TV appearances, and we tried to make sure we were on every possible radio station," he says. "But we were always looking for new ways to reach our fans."

Steelie Dan was also one of the first bands to use the power of the record label to promote its own brand of music. The group, formed in 1972 by Steely Dan member Walter Becker and Donald Fagen, was one of the most successful bands of the late 1960s and early 1970s. They were known for their unique blend of pop, rock, and jazz, and their albums were consistently ranked among the best of the decade.

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Katz was always looking for new ways to promote Steelie Dan. "We did a lot of radio and TV appearances, and we tried to make sure we were on every possible radio station," he says. "But we were always looking for new ways to reach our fans."
CHARTED OF "BLUEGRASS" (Columbia): February 15; Hampton College, Clinton, Iowa; February 17; University of British Columbia, Vancouver.

- **OAKS (Columbia):** Memorial Center, Kingston, Ont. (8); Youngstown, Ohio (12); Ethel College, St. Paul, Minn. (15); Performing Arts Auditorium, Ashland, Ky. (23).


- **OSBORN Bros. (MCA):** Salt Lake City, Utah; Feb. 9. Denver, Colo. (9); Amarillo, Texas (10).

- **TOMMY OVERSTREET (Capitol):** Kansas City, Mo. (8-9); Country Club, Nashville, Tenn. (9); Country Club, Phoenix, Ariz. (9); Constellation Auditorium, Bloomington, Ill. (18); MacKenzie Club, Yantis, Texas (15); Stagecoach Inn, Steamboat, Texas (16); Northwest Tour (28-March 10).

- **PATY PALU (Epic):** Latin Casino, Camden, N.J. Feb. 15.

- **CHRISTOPHER PARKERSON (Capitol):** Longview, Tex. Feb. 11. Richmond Wash. (4); Cheyenne, Wyo. (7); Memphis, Tenn. (9-10).


- **SHAWN PHILLIPS (A&M):** Arena, Seattle, Wash. (4); Civic Center, Portland, Ore. (5); Vancouver Gardens, B.C. Canada (7).

- **STRAY CATS (A&M):** Orpheum, Columbus, Feb. 17.

- **POINTER SISTERS (Blue Thumb-Capitol):** Blue Capers, Las Vegas, Nevada Feb. 15-27.

- **BILLY PRESTON (A&M):** Hiram College, Ohio. Feb. 8. State College, Blumberg. Pa. (9); Constitution Hall, Washington, D.C. (10); Weylow, Ohio (12); Municipal Auditorium, Atlanta, Ga. (14); State University, Florence, Ala. (19); State Univ., Lafayette, La. (20); Kent State Univ., Ohio (22); Coliseum, Scranton, Pa. (23).

**producers' arranger's workshop**

4 Days—February 28 thru March 3

Instructor/Co-ordinator: John Woram

Last day for registration—February 22, 1974

A 36 hour intensive study seminar in recording studio technology. These four days will give the active producer/arranger a working knowledge of recording technology... answering the "whys and hows":

The November '73 Workshop in New York attracted men and women of the profession from distant cities of the U.S. and Europe. Reaction to the content and presentation of the Workshop was enthusiastic.

Producer/Arranger's Workshop does not teach methods of producing and arranging, but does attempt to promote a working knowledge of the studio facility, the latest equipment and its application.

The February 28th Workshop will include one full day at Electric Lady Studios, New York.

Workshop guest lecturers: Ron Johnson and Dave Palmer of Electric Lady Studios.

Registration fee: $75.00; Tuition fee: $175.00

Note: For outline and additional information, please write:

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**CHARTED AND CLIMBING**

**BILL MONROE'S**

7th ANNUAL BLUEGRASS FESTIVAL ALBUM

"BEAN BLOSSOM"

MCA #2-8002

Exclusively on MCA records. Booking: Monroe's Bluegrass Talent Agency (715) 869-9331. Chuck Campbell-Talent Director "The Family of Bluegrass"

Watch for Bill Monroe appearing on the Johnny Cash Country Music show on NBC... Feb. 23rd.

FEBRUARY 9, 1974, BILLBOARD
This Business of Music

Presented by the Dept. of Arts & Humanities, UCLA Extension, in cooperation with Billboard and the National Academy of Recording Arts and Sciences Institute of Creative Development and Training

---Billboard photos by Norm Schindler

By BOB KIRSCH

Lively discussions revolving around three basically different philosophies of record/tape retailing sparked things at last week’s seminar.

Also adding fuel to the interest was a complete explanation of the methods of distributing product to the retailer and a sometimes heated exchange covering the pros and cons of “non-retailing” means of selling records, such as clubs and TV offers.

Russ Solomon, owner-founder of the six-store Tower chain, opened the retailing portion of the evening by saying he considered his giant stores “the bottom end of a huge funnel. The manufacturers pour stuff in and we try to sell it just as fast.”

“We want big big stores in big metropolitan areas and we want to make a visit to Tower an event for the consumer.”

Solomon said he feels he is in show business and he wants to “dazzle the consumer, even if it means painting an elephant pink or offering camel rides in the parking lot. We don’t care if a consumer shows up only a few times a year, but we want him to go home with a lot of records.”

Offering a “group of specialty stores under one roof” is one way Solomon tries to dazzle the consumer, and he believes a consumer can fend for himself once he’s been directed to a particular section. “It’s fun for a buyer to find records in understock or look through piles of records for what he wants,” Solomon added. “If he wants help we are prepared to give it, but we never push.”

Solomon said that at any given time the stock in one of the larger Towers might consist of 35,000 rock LP’s, 10,000 imports, 50,000 classical, 15,000 jazz, 10,000 folk and several thousand in other categories. He added that he tries to duplicate it all on tape and pointed out that there may be a resurgence of the single.

“We try to sell at the lowest price possible and still make a profit,” he concluded, “and we try to create energy.”

Jim Greenwood, 27-year-old owner-founder of the nine outlet Licorice Pizza chain, disagreed with Solomon on several basic points.

“We want to deal on a one-to-one basis with each customer and we don’t think it’s exciting for him to have to dig for an LP,” Greenwood said. “What we do stress is three areas: price, the people we deal with and selection.

“We always try to be competitive on price and we’re concerned with a complete fill on four or five major musical categories rather than trying to handle everything.”

“Dealing with the customer is also important to us,” he continued. “We feel selling is dependent on friendly, knowledgeable assistance and we want our customers to come back at least every two weeks, not just a few times a year.”

Lee Hartstone, founder of the 41-store Warehouse chain, responds to questions from curious students.

Tower’s Russ Solomon: “We are the bottom end of a huge funnel.”

Licorice Pizza’s Jim Greenwood: “We want to deal on a one-to-one basis.”

WEA’s Joel Friedman: 2,800 individual customers accounted for the firm’s $200 million last year.

Lee Hartstone, founder of the 41-store Warehouse chain, responds to questions from curious students.

With informational brochure and tape recorder at hand, a student gains background on the speakers and tapes their expertise.

For handling on each order, so he doesn’t save much in the long run. “I also feel,” he added, “that the record buyer wants product now. He doesn’t want to wait six or eight weeks for a package to arrive.”

Hartstone replied that if a consumer can buy a record for a few cents less from a club than from a retailer, we are all in jeopardy.

He then read from an artists contract pointing out a clause stating that the royalty for a record sold at less than one dollar was one half the normal rate and that there was no royalty on product offered free in introductory offers or in a buy two, get one free situation.

Joel Friedman, president of the Warner/Elektra/Atlantic Distribution Corp., replied that “the record club is a means of promotion and exposure for an artist. They may get no royalty, but they continue to sell records on which they do make royalties. Percy Faith is a good example. He sells a lot via record clubs but he is also kept in the public eye and sells a lot of product over the counter. It’s really giving away a piece to get a piece.”

Friedman also offered a detailed discussion of the means of distribution in the record business today, defining distribution as “getting your product into the hands of the consumer.”

Friedman first talked about branch distribution, which is the form used by WEA. “Besides ourselves, Columbia, Capitol, RCA, MCA, Phonodisc and London use this method, distributing only their own records in most cases. There are several hundred record companies releasing products on a regular basis, and most of these companies are distributed by independent distributors. So there’s much to be said for both schools of thought.”

Friedman noted the record business is a $2 billion a year industry. WEA did $200 million in sales last year selling to some 2,800 individual customers. To run an independent network of distributors, Friedman said, one would need around 28 independent selling to these 2,800 customers. WEA prefers to have its $500 million tied up with 2,800 rather than 28 customers.

“All distributors,” Friedman added, “whether branch or independent, are essentially involved in a tier selling system. They sell to sub-distributors, or rackjobbers, and to retailers.”

Defending rackjobbing, Friedman said that it is a fairly new concept, around 16 or 17 years old. It has grown as the retailing trend moved from the small independent to the super market concept of retailing. He cited Montgomery Ward as an example of where rackjobbing is a useful tool.

---FEBRUARY 9, 1974, BILLBOARD
NARAS Institute in Engineering Seminar

MEMPHIS — The Nashville-based NARAS Institute will present a month-long engineering seminar here later this month, with two-hour sessions being held each day at the better professional recording studios here. Memphis based engineers will present each day in the program, which will additionally provide a selection of courses in elementary electronics, music, popular culture dynamics and the commercial music business.

Special emphasis on performance rights, publishing, and legal aspects of the music industry will also be included in the program, which will focus on technical, producing and mining engineering.

Oldie Benefit For Dystrophy

NEW YORK — By Diddy, Tony Williams and The Platters, Screamin’ Jay Hawkins and The Belmonts will headline acts set to appear at a special benefit concert held on Sat- suday (9) at the Alumna Hall at St. John’s University.

Show is presented by the Student Union Board of St. John’s in association with WCBS-FM. All net proceeds from the month’s concert will be donated to the Muscular Dystrophy Associations of America. Tickets are priced from $3.00 to $5.00, and may be pur- chased at the box office.

Famous Players to Help in Funding Concert Canadian

DOWNSVIEW, Ont.—Famous Players Ltd. has agreed to con- tribute one half of the $7,700 budget projected by Concert Canadian, the non-profit promotional package for Canadian artists and music first pro- posed by student broadcasters at York University here.

Concert Canadian, first unveiled last year and reported in Billboard’s Campus News at that time, is a special multi-plaid album package which, according to reports, producer Claude Vickery of Radio York, would be distributed by campus radio/fm stations across Canada. The package is envisioned as a survey of emerging Canadian artists and writers who have yet to establish themselves in the U.S. or nationally in Canada.

George Desousis, president of Famous Players, and Vickery signed an agreement which brings Concert Canadian half of that projected budget. Desousis and Famous Players are assisting the project due to concern for the advancement of the artists in question.

Further developments in the project have also included the resignation of Prof. Baum, acting legal counsel for the project, whose departure was reportedly forced by the York faculty member’s academic burden. He has been replaced by Emily Strathburn, specialist in entertain- ment law and a lecturer at York.

Also announced is the post-ponement of a programming date from mid-September to the last two weeks in October. The project is also being dropped to promote covert stations in syndication where campus stations do not provide adequate coverage of a particular geographic area.

This week’s campus airplay is based on playlists from student-oper- ated stations in the U.S. and Canada including:

WUAL-FM, U. of Alabama, Tuscaloosa
WAMU-FM, American U., Wash-
WCBN-FM, U. of Michigan, Ann Arbor
WUBF-FM, Boston U., Charlie Per- kin’s
KSUL-FM, California State U., Long Beach
WQXI-FM, Jacksonville, Fla.
KSDF-CAPM, U. of California, San Diego
WJW-FM, John Carroll U., Uni-
WPI-FM, Colgate U., Hamilton, N.Y.
WCRU-FM, Genesee, N.Y.
KLCX-FM, Lane Community College, Eugene, Ore.
WMUC-AM, U. of Maryland, Col-
WGBH-FM, U. of Michigan, Ann Arbor, Ana O’jeda
WRRB-FM, Knox College, Galesburg, Ill.
WAER-FM, Syracuse U., Syracuse, George Gilbert
KSRU-FM, U. of Wisconsin, Superior, Jim Brown and Paul Swa-

RICK NELSON, Windfall, MCA (LP): WUJC-FM

What’s Happening

By SAM SUTHERLAND

LEO KOTTKE, Ice Water, Capitol (LP): KLCC-FM, WCN-FM
DEKE LEONARD, A Hard Way To Live, United Artists: WAMU-
GORDON LIGHTFOOT, Sundown, Reprise (LP): KSUL-FM, WJUJ-FM, WMUC-AM
MAN, Don’t Go Away, United Arti-
MARCUS HOOK ROLL BAND, Louisiana Lady: EMI: WAMU-
PAT MARTINO, Live, Muse (LP): WUBF-FM
LES McCANN, Layers, Atlantic (LP): WAFER-FM
PAUL McCARTNEY & WINGS, Band on the Run, Apple (LP): WUBL-FM
JONI MITCHELL, Court and Smil, Asylum (LP): WRRS-FM, WUCD-FM
RICK NELSON, Windfall, MCA (LP): WUJC-FM

By SHAWN PHILLIPS, Bright White, AAM (LP): KSDF-CAPM
DIANA ROSS & MARVIN GAYE, My Mistake, Motown: WMUC-
SANTANA, When I Look Into Your Eyes, Columbia (LP): WSSU-FM
DON SEBESKY, Giant Box, CTI (LP): WRRB-FM
SOFT MACHINE, Seven, Columbia (LP): WCRU-FM
MICHAEL STANLEY, Friends and Legends, MCA (LP): KSDF-
CAPM
DAVID STEINBERG, Booga Booga, Columbia (LP): KSUL-
JAMES VINCENT, Cultivation, Columbia (LP): WAFER-FM

FEBRUARY 9, 1974, BILLBOARD

NAB Campus Radio Board

WASHINGTON—The National Association of Broadcasters’ Radio Board says it opposes any extension of campus radio and other community current systems offering broadcast services to public schools, almost as if campus radio not be in- hibited in services to college students.

Miller Gets Gold

NEW YORK — Steve Miller’s Capitol single, “The Joker,” has been certified gold by the RIAA. "The Joker” is from Miller’s recently certified gold album of the same name.

FEBRUARY 9, 1974, BILLBOARD
EXECUTIVE MEETING: 3 LA Station Executives Play Each Other's Play Lists; Nehi Chief Lauds Stations' Impact

LOS ANGELES—While lauding local record promotion executives as "some of the most professional people" in the market for their efforts in building sales, KFI-AM's program director Biggie Nevin also stated that he didn't care whether a record really sells or not. Like the other three men on the panel Monday (8) at a meeting of record promotion executives here, Nevin said that whether KFI-AM played a record or not depended on "a gut feeling." Also on the panel were Mike Hunter, program director of KMET-FM; Wayne Velat, general manager of Neheh Distributors; and Rick Carroll and program director of KKDF-AM, all in Los Angeles.

With Campbell Multimedia, Ltd., which had all probability had to be amplified by research; still he admitted to playing "gimmick" records from time to time this included "Boobals," the best-selling album to date in the last ARB rating survey "because that other rock station in town wouldn't likely play it." He said that this particular ARB, the station felt, was a last good chance to grab 16-year-olds and pointed out that 16-year-olds were growing older and should be treated as "special people." He said that his station took a record on back to what particular target audience it was seeking at that particular time. Carroll, in one of the post-game events that erupted from time to time during the session, had made reference to KFI-AM playing a bunch of "nymphs." Nevin of KFI-AM stated that just because this station "ran the risk" to "play things that are just probably stiffs" by the rules that Carroll laid out for records.

Hunter, who also lashed out at record companies having records at the retail level in order to try to influence airplay, said: "Every record has a potential market, and when it is not played, it goes by. No one has ever got an overtight research report on a record that is never played at all or not.

"In encouraging information offered during the meeting attended by some 23 record industry executives and held in the home of Don Whittemore, KKM-AM, promotional, was a statement of Velat of Neheh. He felt that "the long term influence on record sales is slow," and he pointed to "Eers To Touch (The) World," at the station. He believes that it was very similar to what the early sales were coming from the Latin music stations and that, later, MOR stations in Los Angeles. The first record, really, that caused him to be aware of KFI-AM's necessity after a longer time, was said to be "Treat Her Like A Lady," by the Brothers and Siren Rod. KFZ-AM was responsible for most of the sales on that record. Velat pointed to "KFI-AM's dominance as the only station that can influence record sales.

Volat pointed also to current records by the Monarchs, the Natural Four, and Clive Young as selling without KFI-AM airplay. And the reason he could not be entirely on radio airplay, without selling too, both Geno and Sears and only about three of the total of 30 stations are located in black areas, while sales are being felt at all outlets.

Chuck Meyer, promotion executive for MCA Records, at the local level, said that airplay for KKM-AM is "the most important of stations, soul stations, and FM, could equal KFI-AM's sales. Country singles are still not selling in Los Angeles, though, unless they get played by the stations.

Los Angeles and "always interested in what he could do for the other guy, which may have been part of his downfall." Fried was truly a giant, and KFI-AM in Hollywood today, as he then, with all due respect.

Thompson, Freer has become close friends with many of the industry's top names—Jack Thompson of Nankinos, Pat O'Day of KJRM in Seattle, Frank Sinatra Jr., Sammy Davis Jr., Jeff Stone and Mo Ostin. Among the acts that he has promoted hits with are the Platters, Little Anthony and the Imperials, the Chantels and the Dubs. Freer has had to visit a market and live there until the record he was promoting—and had faith in—reached No. 3 on local radio station playlists. In Seattle, he has not only owned Pat O'Day on the radio occasion, but convinced O'Day's influence to drive around for several weeks in order to deliver the records he was promoting. Freer, in a sense, of record promotion. He knows record stations inside and out...he knows marke...he knows music.
station aimed for a “sound” in its programming, in that the audience for not playing much new product, he said that the volume for not playing much new product, he said that the volume of product coming out today made it difficult to listen to everything immediately and that the station had cut back on airplay of new material to some extent, “but we do emphasize the albums we play.”

In reality, in regards to new product the station puts them into "limbo" rather than giving an immediate yes or no. But product overall is better and better, he said, and he noted there is always a "slow push" in management like it "even if it doesn’t sell." In regards to older albums going into a year, the station employs them via their Billboard chart action and partially by sales polls.

In tapping KFI-AM for playing a wide list of records, Carroll said: "How does your gut feel when you keep playing stuff?" Nevin admitted that he didn’t program the station on sales of records. "When we, Camelot, are going to pull the market, our biggest problem was to hold onto the older listeners and reach out to younger demographics. I’ve only been here seven months and we do play some records that don’t sell well and probably will be doing so by a year from now. We use these records to buffer our sound so that we won’t be noticed. But we were 17th or 20th in the market when I came here" and this has improved, he said. But it is felt that KFI-AM had to keep its older listeners in order to become dominant in the market overall. He pointed out that he didn’t play his favorites... that he personally liked a lot of soul records, but would never play them. On the other hand, a lot of soul artists are played.

KFI-AM plays four oldies an hour and these go back several years. "We use oldies to get the fusion of the listeners turned on.”

One of the most important assets of a station such as KFI-AM, he said, was “time in grade of our air personalities.” A Top 40 station, he said, has to make constant adjustments to its staff members and its format “because its competition is so fierce,” whereas the first time he tried to change the first-waring on the station the phones rang off the wall.

He spoke of "perceive" listening as opposed to real listening. Promotion on a radio station can raise the number of people who "perceive" that they listen to a station whether they do really listen or not, thus raising its rating. Problems with a tight playlist such as 22 records, he said, getting a stab back at Rock Carroll of KKKJ-FM, is that “format fatigue” develops and "why they’re so important to us" because KKKJ-AM can go back several years and into all kinds of records. He said that Rudy Mau- ger, music director, says every record played on the air and that he was literally "arranging" the sound of the entire day of the station... doing a hell of a job.

Voslat said that Nehi was "heavy in oldies all over the world" and perhaps as much as 40 percent of its sales would be in oldies. Nehi does about 25,000,000 to 300,000 in sales but the rest of the current singles are sold only in southern California; in oldies are sold around the world.

In regards to albums, Nehi has 3,000 titles in any given rack location and this includes a section devoted to new albums. The catalog material is changed every two months, perhaps, but the new releases are checked on more often and if they’re added to the catalog material. The record company gives a copy of every new LP released by a major label and these are constantly referred to in the catalog material as well. Oldies are played in stores in southern California when stores are buying records. Thus, Nehi does pretty good at helping push new product.

Hunt said that he felt record promotion companies were able to give him over-all with a lot of valuable information and not just on records but also on artists and music trends. The albums that list suggested cuts were helpful to him, he said.

Carroll said that the advent of more competition in the market, particularly KIQQ-FM, had forced him to cut his playlist back further. It used to be 24 records. It is now 22 and that this usually includes one black record but might go as high as two per hour, depending on the target demographics for that particular time. Oldies going back as far as 1965 were also played.

On a particular Arthas Franklin single, there was a break until it was No. 11 in Billboard “because we didn’t feel any pressures from KIQQ-FM to play it and my system couldn’t handle another soul record at that time.”

Hunter said that he heard about how tough the limited playlist was to the record industry in general... that programming a radio station was also a hard job. And, “a lot of us don’t pay any attention to KIQQ-FM."

** Continued from page 26 **

** New FM Music Simulcast Claimed **

NEW YORK—Yuri Zubrin Enterprises has developed a new broadcasting technique for FM radio simulcast on television music shows that will provide high-quality stereo acoustics in perfect sync. The new electronic process, according to producer Yuri Zubrin, works away with need for separate audio track as it uses conventional TV music specials that will be introduced later this year and will also be syndicating a question-based rock series called “Weekend Rock” over about 150 FM radio stations.

Richmond, Ind. For example, the station played the entire double LP of Yes one Saturday night. As a bonus, the station is carried on local CATV for extra listeners. Air personalities had played a full Genesis LP on his Jan. 18 show. Doug Halsey, Lou Pavone and Carolyn Dickey, respectively.

But Donaid said that he was a veteran of such stations as WHZ-AM in Boston and can be reached at 915-949-4935. According to Donaid, station manager for Drake-Chenault Enterprises, Los Angeles, the syndication firm is now providing programming.

(Continued on page 28)
Latin Music
Latin Scene

NEW YORK
Fania president Jerry Masucci flew in from Miami with his Reny Betancourt and Poppa La Lu to play piano, along with Johnny Pacheco, on Colla Caliente at Betancourt doing his bit. . . . New Roberto Jordan single on Arcano Records is "San Juan," and the first single, "San Juan." . . . Another name in the recording industry is the new chairman of the Latin Recording Academy, the late José González. . . . On Sunday, Bobby Valentin's new single is "Guaraguaro," and on the international label, Latin Time's new hit is "Yo Soy No Eso Tuve." . . . Willa Colón at La Maestra, Ray Barretto and Tito Puente on Wednesday (9) . . . Ralph Levy, general manager of Merican Records, reports that the label is continuing strong television promotion. . . . Other new for Roberto Torres, Trios Borinquen and Orquesta Paranoa. . . . The campaign continues in the Miami, New York, Chicago, San Juan market. . . . Carlos Cruz, after a long hiatus, has returned to the recording studio. . . . The first album for Fania has been released by the group for a spring release. . . . Tico Puente is in town this week. . . . New at the Corso Wednesday (23) and the Hippos is a group called Steeler. . . . El Chichano also appears on the broadcast.

Latin Show On ABC-TV
SAN ANTONIO—An entire show of Latin talent will be presented on an upcoming telecast of the "ABC Wide World of Entertainment." Joe Feliciano and Trini Lopez are the featured artists who will perform in San Antonio on Sunday (10), when the program is taped. El Chichano also appears on the broadcast.

Billboard SPECIAL SURVEY for Week Ending 2/9/74
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IN LOS ANGELES


IN CHICAGO

1. WILLIE COLON 2. GRANDioso DEL RIO 3. EDGAR PALMINTERI 4. COLETONI FERNANDEZ 5. JUNIOR SUPER TRIO

Varied Title-Artist, Label & Number (Ordering Labeling)
Montreal Symphony Gets Stay By Last-Minute Govt. Action

MONTREAL—The Montreal Symphony, which had been expected to close Dec. 1 under a staggering deficit and lack of funds, has been saved by last-minute action of the provincial government and the Montreal Municipal government and a successful last-minute fundraising campaign according to Luc Charlebois, the business manager of the symphony.

Explaining the chain of events that took place over the projected date for closure and the subsequent decision to continue, Mr. Charlebois said that the provincial government had determined that the city was unable to cover the deficit of $160,000 and the municipal government refused the annual grant of $160,000 because of a jurisdictional dispute with the guild over use of the Expo ground.

"We had had a total deficit of $470,000 accumulated plus we had planned to increase the deficit to $500,000 this year and added to that the $160,000 that the city had withheld. That brought the total to $860,000, and then we had on top of that, a goal of $480,000 for our annual fundraising campaign. That meant we were going to need to survive to $2 million."

"In the end what happened was the city made an appeal. They raised $360,000, we raised close to $500,000 through fund raising spurred on by the publicity, and the total amount to the commission was $232,000 came from the provincial government."

With the fund raising campaign still continuing, Charlebois wants to be able to get through this year and try to keep the $160,000 money left over to set up an endowment fund so that they can put a ball of money into the bank, and use the interest to continue to sustain the symphony each season. In Canada the interest would be 8 percent.

"After the first quarter this year, due to the shock of the city's decision, they were unable to get large contributions. Yesteryear they were able to get large contributions for the season, and they have had to raise the amount."

"Continued Charlebois, "as far as attendance at our concerts we really have no problem because it usually averages between 90 and 95 percent."

"I think that this crisis may have shaken the public into paying more attention to the arts in this province."

The Grand Ballet Canada had a similar crisis here recently."

"It is also possible that the publicity of the Montreal Symphony's troubles had effect elsewhere in Canada. Robert Martin of the Toronto Symphony revealed that they expect to reach their fund raising objective this year of $316,000 for the first time in six years. To this point, $225,000 dollars has been raised."

"Said Bedard, "We increased the number of our canvassers this year by about 20 percent and we concluded a better list of prospects. Of course, the publicity from Montreal certainly didn't hurt."

"One of the biggest problems is that you can never rest on your laurels. We are never going to be in a deficit position. We have an endowment fund at the moment of $250,000 that we started in 1971."

"We have started a business sponsorship program in which we offer a business the chance to sponsor specific concerts for which we give them the centre spread in the night's program. For example Dau Maurer Cigarettes sponsored our "Family Pops" program this year and we were delighted with the results. We have raised over $600,000 through this means so far."

Goldmark Consultants to Lincoln Center Cable TV

STAMFORD, Conn.—Goldmark Communications Corporation, a subsidiary of Warner Communications Inc., has been named telecommunication consultants to New York's Lincoln Center for the Performing Arts in developing essential technology for live performance cable television broadcast.

The consultation agreement is an initial step in determining the feasibility of a program under consideration by Lincoln Center to install a permanent television system for live telecasts of performances from its theaters to cable television subscribers. Goldmark Communications is refining, under the direction of Joseph L. Stern, vice president of engineering, and K. Blair Benson, director of audio/video engineering, the latest state-of-the-art techniques for experimental cultural broadcasts. These include all aspects of video and audio broadcast technology, and their relation to the television medium.

John Goberman, the center's media development director, told the Federal Communications Commission recently that the performance arts are being disenfranchised by general broadcasting. He cited the modern concentration on appeal to mass audiences and the limited number of television channels available.

"Lincoln Center, as well as other minority programmers, is in effect, prohibited from using public air waves to reach an audience that wants to watch an opera or a ballet in its living room," he said. The Lincoln Center project is considered a "striking example" of the need to make available to the viewing public important cultural events seldom programmed by over-the-air broadcasting. Stern pointed out. He added that the project could be the forerunner for similar experiments by other cultural institutions which could become program origin point on national cable making cultural events available to greater numbers of people through cable television.

Haber Sets Pub After Buy of Lissauer Tunes

PALISADES PARK, N.J.—Big Hurry Music Inc., and Little Hurry Music Inc. have been formed by Alfred Haber as a project of full-line publishing operation, with a pool of some 800 copyrights acquired from the Robert Lissauer and Eissman firms.

Lissauer, active in music publishing for the past 34 years, will now devote most of his time to theatrical management, music and drama. He will, however, still retain active management of the Virginia Yocom catalog.

Haber, a former attorney with RCA Records, is soliciting additional material, aiming for eventual "broad-based" representation in country, contemporary, MOR and their related fields. He is negotiating London shortly to negotiate foreign subpublishing deals.

Cassette Tape: Dubbed on Telephone


FEBRUARY 9, 1974, BILLBOARD
### Billboard Hot Soul Singles

<table>
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<th>Title</th>
<th>Artist</th>
<th>Week of Release</th>
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<tr>
<td><em>Boogie Down</em></td>
<td>Sarah Dash</td>
<td>20*</td>
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<td><em>Put Your Hands Together</em></td>
<td>The Gap</td>
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<td><em>Jungle Boogie</em></td>
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<td><em>Let's Stay Together</em></td>
<td>Sam &amp; Dave</td>
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<td><em>Let Your Hair Down</em></td>
<td>The 10cc</td>
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<td><em>Sixty-Minute Man</em></td>
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<td><em>You're The One</em></td>
<td>Clarence Carter &amp; The 5*</td>
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<td><em>The Love's Theme</em></td>
<td>Al Green</td>
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<td><em>I've Got You</em></td>
<td>The 10cc</td>
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<td><em>I Miss You</em></td>
<td>Marvin Gaye</td>
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<td><em>Honey Girl</em></td>
<td>The 10cc</td>
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<td><em>I'd Rather Be</em></td>
<td>The Gap</td>
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<td><em>I'm Crying</em></td>
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### Billboard Soul Sauce

Versatility Makes White Chartopper

By LEROY ROBINSON

LOS ANGELES—There's no way I could of had a million seller if I wouldn't have done some of these songs. People don't buy reproductions of other stars... they never have. You've got to do something of your own.

Thus spoke Barry White, a tower of a man both physically and, at the present time, within the music industry. The 20th Century Records artist is scoring as a favorite all over the music industry because of his mammoth productions of music that for some oddball reason are getting great play on so-called soul stations.

"They're comparing two men with deep voices, and our way of rapping, and the large instrument usage on our records," explained White. "That's as far as the comparison can go. If you can listen to 'Stone Game' by me and 'Joy by Joyce' or 'I've Got So Much To Give' and 'To Be Continued,' it's plain as night and day that we're different."

Whether it's right or wrong, comparisons of White to other singers go on. Both White and Hayes are alike in the talent area where White plays several instruments ("Whatever is needed to get the feeling I'm looking for, I jump in and play"), as does Hayes, and in the similarity of the orchestrations. White, for instance, leans heavily in the string area because it's a "feeder," says White. "There's a sensitive side to every man, and that's mine. The only way I can express it is through violins, horns."

And there's no sparing the violins, timbals, the rhythm, the horns on a Barry White record date. In his previous outings he had been conservative in the fact that only 35 musicians were used. But in his looks-to-be-released album, "Rhapsody In White," the number doubled to 75 musicians, and very large back-up bands to boot, to explore further his sensitivity. The effort to create a such a date has been astronomical. How did he get 20th Century Records to go for it?

White, who based on belief, Russ Regan's belief in his ability whether I'm working with two instruments or 37, has that kind of belief in what he's doing, musically, has been so great, he recently told me that if I put chicken scratch on a record and I said it would be a hit, he'd believe it," White responded proudly.

That's a lead to say for a man who only started recording in 1973, albeit Regan had been trying to corral White into putting his multi-talents of composing and arranging and playing many instruments to the时，但当Regan是头号男子时，

"Women are women," says White. "What I'm saying is that men have found it much easier to explain themselves."

Obviously, White knew he was talking about. "I've Got So Much To Give" went to a top of the top on all the charts, and before long, Regan's Faith was additionally Firm with "Never Gonna Give You Up." The fact that Regan was willing to take a chance on the big bands, but from all indications it was the female record buyer (another similarity to Hayes) that caused his stardom to shine. Why?

"Women are women," says White. "They showed me that the truth in what I'm saying. Women have told me, since I've come out with my records, that men have found it much easier to explain themselves."
GE Exec Sees Banner Year Ahead for Audio

By BOB KIRCH

LOS ANGELES—General Electric's audio division wound up fiscal 1972 with its best year ever, and Dick Graton, head of the division, feels this year will be another banner one, not only for GE, but for the industry on the whole.

Graton first talked about GE and some of the firm's plans for the future, as well as some of the steps he felt were most successful during the past year.

"One thing we've done in audio and tape is up-sizing, both in number and in type of product offered," Graton said. "This allows us to appeal to more dealers who can now look at us to appeal to a wider range of consumer segments. Looking around the industry, I've never seen a market with as wide a price and performance range as the audio business."

Graton feels there are basically three categories to the audio business. "The first might be called good," he said, "the second high-end and the third audiophile. We've always done well in the first and we can continue to see improvements in the second. This is because the average consumer is upgrading himself. He wants better changes, for example, and he wants better speaker systems to go with his better basic unit. Items like 8-track and cassette decks, particularly 8-track."

(Toshiba Home TV Unit Plans)

Toshiba Home TV Unit Plans

By RADCLIFFE JOE

NEW YORK—The Toshiba Co. will become another contender for home and industrial video stakes within two years. Plans for the project, which are highly secret, include the manufacture and marketing of both VCR and VTR systems as well as a low cost color camera.

Last year it was reported that Toshiba had developed a color camera that could be marketed for under $1,000. It is expected that this camera will be included in the firm's initial market package.

Software and marketing plans are still to be formulated, and until then

(continued on page 39)

Dealer Blasts Careless Promotions, Ads

By GRIEF LOWRY

EDITOR'S NOTE: Chain operations pushing audio equipment are intensifying efforts to train sales personnel. Catalog showroom firms are also more conscious than ever in promoting audio. Basically, the industry is aware of the potential misleading claims and promotion practices. Nevertheless, some retailers feel that too much progress is being made in this in-depth profile of an independent store keeper shown on his critical views.

KANSAS CITY—'The problem of misrepresentation and careless handling of facts and figures in advertising and personal encounters with audio buyers is intensifying. A great deal of it is unwitting and the result of gaps in knowledge of the retailer himself, but it is a matter of deep concern to some experts, said Greg Meise, Kansas City electronic sales specialist. He feels there is a desperate need to stamp out at least a bit, the ruinous effect this twisting of information is having on audio sales."

The guilty parties? "Mass marketers, overly enthusiastic volume dealers, mail-order outfits (several with Baltimore addresses), national and local chains, and lower-degrees specialty operations."

"I am sure all this misrepresentation is indigenous to only this area," said Meise, owner of the Stereo Bar, suburban specialty store. "But the point is, the problem is increasing and we just aren't doing anything to effectively stop it."

"There are people in my store daily who relate how they have been taken in, one way or another, by some outfit," he said. "Some of the trouble lies with salespeople who aren't familiar with the product, but there is a good deal of out and out dishonesty in dispensing facts and figures."

"Few chains and mass retailers have people with enough interest to develop

(continued on page 35)
Deadline for regional competition for the 6th annual videotape competition held by the International Industrial Television Association is March 11. Winning entries will be shown at the ITVA Chicago Conference, April 21-24, Palmer House Hotel. The competition is open to any non-broadcast industrial, educational, governmental and similar organizational user of videotape recorded in the current or last calendar year.

Categories include Instruction, Information, Sales, Humanities, and CMTV. Regional entry forms can be obtained from the following chairmen: Region 1, East (Northeastern U.S. including Del. and Pa.), Lee Roselle, Merrill Lynch, 1 Liberty Plaza, 163 Broadway, NYC, 10006 (212-766-4785); Region 2, South (Southwestern U.S. including Md., Va., Ky., Mo., Ga., Colo. and N. Mex.), Al Bood, Texas Instruments, Box 5012/MS 49, Dallas (214-238-5151); Region 3, West (Western U.S. including Wash., Idaho, Utah, Ariz., Alaska and Hawaii), Jerry Joseph, Fireman’s Fund American Insurance Co., 3333 California St., San Francisco, 94118 (415-925-2300); Region 4, North (Northern U.S. including Ma., Wyo., Neb., La., Ill., Ind., and Ohio), Ed Dabman, Employers Insurance of Wausau, 200 Westwood Dr., Wausau, Wis. 54401 (715-442-6626); Region 5, International, Brant Klasey, Canadian National Railways, PO Box 8180, Montreal, Quebec, Can. (514-877-5017).

Marvin King, plant manager, Liberty/UA, notes that his company is doing a brisk business from small duplicators who are experiencing problems with their own suppliers. Liberty will announce a new duplicator available next month.

A non-fracturable industrial diamond edge cutter is being offered as an option on Audimation’s new #742 winder, said Norman Deiterman, Jr., president.

A Mylar splicing tape with see-through characteristics to overcome blind splicing is being introduced in 11/4", 3/4", 1" and 2" widths by Tapemakers Sales Co., New York, according to president Arthur Brandwein. Also new from Tapemakers is a complete line of paper leader tape for recording studios in 11/4", 3/4", 1" and 2" widths, and line of anti-static Mylar available in 11/4", 3/4", 1" and 2" widths.

Jack Ames, co-founder of Liberty Records, has joined Cotec Inc., N. Hollywood, as national sales manager for tape duplicating and recording industry products. Also joining Cotec as national marketing director is Donald W. Stedt, who, prior to his new position, worked Environmental Music Inc.

The plastics shortage hinges importantly on supplier relationships with sources and customers, according to Otto Morgenstern, president, Data Packaging Corp. He spoke of the firm’s 27 years of operations and maintaining a consistent policy of utilizing top grade materials from major producers. “As a result, we have excellent relations with our suppliers. In spite of material shortages, we are responsive to new demands from our customers,” he said.

Elsa Marketing Industries, Inc., manufacturers of EDT-111 tape splicing tabs and blocks, have introduced 1/4-inch and 3/8-inch pre-cut splicing tabs for professional use. In the line of video tape splices, the new KV-4 splicing kit will handle 11/2 inch tape. The EDT-111 line was developed by Joel Talia, consultant to Elsa, and author of “Techniques of Magnetic Recording,” used as a textbook in many colleges.

Bootlegging takes on a different complexion in the educational field, Jack Kissay, editorial director, Imperial Int’l. Learning Corp., Kau- kanen, Ill., said. “School districts may buy a minimum number of programs, and then fill their needs by duplicating the cassettes. This is a school problem, because it concerns the fair use area of the copyright laws. They are not duplicating for resale, but it does cut product development money that we would normally receive. Also, they use inferior C-40’s on manual players, resulting in problems like jamming.”

Carrying Case Cos Sestli Suite

NEW YORK—Peerless Bindery, Inc. of Bloomfield, N.J. has obtained a consent judgment from AAA Co., Inc., Fayetteville, N.C. in which AAA, which does business as Custom Case Mfg. Co., Inc., agrees to permanently refrain from using or causing to use pictures of a bookcase-type tape container and other products as these of Peerless.

In the agreement, subject to the approval of the U.S. District Court in the Eastern District of North Carolina, AAA also agreed to pay Peerless, within 15 days of the court’s approval of the agreement, $500 in damages.

The agreement was witnessed and notarized by attorneys and notary publics for both sides.

GRT to Host 200 on Trip

LOS ANGELES—Brooks Robinson, all star third baseman for the Baltimore Orioles, has been added to this week’s Pro-Forum trip to Puerto Rico, sponsored by GRT.

The trip will include 200 guests, mostly tape distribution personnel. Each had to qualify by achieving or surpassing a sales quota.

A number of famous sports figures will be on hand to help instruct guests in their favorite sport. Other personalities include former San Francisco 49ers John Brodie, gymnast Cathy Rigby, golfer Julius Boros, tennis star Tony Trabert and bridge player Vella Truett.
CINTACT? The slogan behind which Electronic Representatives Association president Robert Trimble is speaking stands for "Chicagoan Chapter in New Total Action," according to chapter director Tom Sullivan. Trimble spoke at a recent chapter meeting.

Dealer Blasts Careless Promotions, Ads

the expertise needed to sell what is a complicated product. So many salespeople have a very different attitude. Educate the consumer? Some of these firms do it in a different way.

Meise said, "Some people are inclined to say why rock the boat, we're doing all right! I predict there will be a sharp weaning out of audio dealers in the greater Kansas City market within the next few years. One big reason is the treatment given the consumer by some of those selling our product." New Retailer

Though totally blind, Meise boasts an impressive background in music and audio. He resents lack of technical details with the sense of one who knows what he is talking about. A talented organist, his combo (piano, drummer and guitarist) plays at the Top of the Crown, a posh cocktail restaurant in luxurious Crown Center Hotel.

\n
CAR STEREO / DIST.

MAGNETIC EXPANSION

LONDON--Muscipes, the hardwire and software distributor headed by Philip Ashworth, a pioneer of eight-track cartridge players in the U.K., has taken over Essex Audio, the Essex Distribution Corporation of New York, in a new expansion into the auto-electrical and auto-accessory market.

Ashworth said the acquisition of 60 percent of IMA Distributors means Muscipes would almost double the number of outlets it supplied with soft and hardware to over 1,200 dealers. The new company is called Muscipes Inter-Tel.

Additional copies of Muscle's catalogue should be sent to the home office. One copy is for

FEBRUARY 9, 1974, BILLBOARD

Robert C. Trimble, president, Electronic Representatives Association (ERA), told Chicagoan Chapter that what once an ERA dropout might have been his father's idea of an ERA. At the first "national" night under a new program of presenting ERA officials to local chapters, Trimble explained the circumstances of his dropping ERA membership.

"My father died when I was 20, when I had only been working with the firm a couple of years. I didn't know the value of ERA, plus, because of changes about 90 percent of our business went down the drain. I said, 'you know, I've heard that the members are after that same 10 percent commission I was after.'

Trimble, head of a firm that was founded in 1933 and now employs 22 salesmen, some of the most successful reps in the area, is a confirmed believer in ERA. "I went out to see, to see what basically was keeping me from the promised land essentially. I found him, he was astonished by how open the reps were.

In short, I joined ERA and rose in ranks. Of his own firm's benefits: "We only sold a few audio, a task force was formed of noon-hour band." Actually, it's not selling. "We learn a lot about the future areas. This is great, for belonging to ERA To Learn, to learn how to make money.

"The only way to be successful is to be willing and anxious to learn. But we learn by experience, and the earning by real experience is sure. As a teacher, experience gives us the ability to pass on our lessons.

Trimble heads Trimble Sales, Inc., 500 N. Kingshighway, Chicago, Ill. 60604 (212) 923-9709.

Robert C. Trimble, president, Electronic Representatives Association (ERA), said, for special promotions for travelers searching in any future gasoline allotment or nationalization, in a seminar for Federal Energy Officer Director William E. Simms. Entire sales force would understand, warned, commissions sold could be eaten up with gasoline costs.

Trimble and associates from manufacturers in reducing all but necessary requests for salesmen for as sales taxtapest computer recorders for advertising and salesmen for as tapestape computer recorders and sales taxs and a production and training on the. On the consumer level, he urged purchasing agents to help producers and help consumers only by more telephonic contacts. The ERA representers over 4,000 calorie or 1,300 starving firms.

After the discussion by the Chicagoan Chapter, the ERA was formed and the following questions were to be filled in by the members and returned to chairman of Ellis Birtcher.

Voice of the car, we can do something about the energy crisis. As a passenger we can do anything about the energy crisis but pay.

My way is a 500 mile, a 100 mile, a gas sale 10 gallons a week. The way I drive depends on face-to-face survival to sell.

Meise's style, while contemporary, reflects a strong jazz influence. Two years ago, Meise opened up Schenectady, downtown by upper income, densely populated apartment complex area. His aim is to offer high quality, custom- styled system components at middle- class to high-end prices. The store typically likes to deal with customers who come in with a definite idea about what kind of components they want to add. System go from $400 to $1,000.

Meise isn't brooding about it, but he said many audio people sat under a protective umbrella of full-list pricing when other products were being marketed below list.

"This couldn't last. The change around came when warehouse got into the act and people in Kansas began getting flyers from dealers as far away as Los Angeles offering $500 rebates for $249. Meise doesn't complain about warehouse and mail ordering price competition. What he does object to is that they reflect what's in this $1700 store foot. It is the Baltimore mail order house that puts a plug in a certain model.

"Keywood" (a line Meise handles) receives an unreality low price. After defecyng the customers with this deal, the firm ships the buyer a substitute brand. A letter in the mail explains that this is one of the model described in the flyer, but that the model shipped is comparable. The letter contains that the customers will go to the trouble or expense of return to the substitute, even if they recognize the distinction.

Another gripe of Meise is the claims on RaMs ratings. "The scenario when you go into some of these mass merchandiser outlets and ask, 'What RaM's power of one receiver goes like this: the salesman quotes a price on a 300 watt per channel receiver. Is it appropriate to the extent that the customer is an autocratic person who can't afford to be dishonest? As a case in point, this is not a terribly wrong figure. "If the customer is a man who has just purchased a tape recorder from a mass merchandiser store. After he has gone home, one can find the salesperson had misrepresented every single one of its features. Was he cheated? I don't think so, not deliberately. I just think the salesperson didn't know what he was talking about."

Meise is also down on private labels items to represent top nationally-recognized brands. "One outlet calls its private label "JEX" which is close enough to a top brand that people think it is one, or at least made by the same company. People come in here quoting prices on this brand thinking it measures up to the line it resembles."

I agree with you that 30 minutes out of every OPEN FORUM should be devoted to a solution to the energy crisis for a representation.

I would want Lloyd Newell, senior vice president, programming, to arrange for a full day "Power" presenta-

tion during our annual seminar in March.

In terms of all the solutions listed above, I recommend

Keep a large rep firm running smoothly and efficiently is a challenge. One "home base" can handle the following house rules on paper shuffling to maximize sales: 13 copies of new catalog sent to the most 9,000 phone stores, sales bulletins, etc. For the sales stuff catalog, send an acknowledgement copy of all orders received, so the salesman concerned can keep track of work of stock. This information depends on ack-

knowledgements, rather than order copies; two copies of all correspondence should be sent to the home office. One copy is for

National Motor Accessories (MIMA) and former IMA director, Bob Mac-

donald, is its sales director.

Ashworth said the move was aimed at boosting the sale of Muscipes products, although car ac-

cessories would also be distributed. The existing IMA prod-

cut range would in fact be extended to get a selection of hardware and accessories to the Muscipes catalogue.

Maccaldon said he foresaw not only a growth in sales of in-car un-
tertainment equipment but a swing to home-unit sales through retail ac-

cessories outlets. The company plans to promote these units heavily in the coming year as well as those used in cars.

DYN has been doing all right in car stereo and home units too but vice-

president Jaime Rosman decided that this could attract a little more attention to the exhibit at the IHE show.

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12,000 Discs per operator

In 8 hours (500 /hr/winder)

(3 winpers @ 200' load)

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312-248-7006
**HARMAN INTL**

**Jervis Emphasizes Audio Image Push**

NEW YORK—The Jervis Corp., parent company of Harman-Kardon Inc. and JBL Inc., has changed its name to Harman International Industries, Inc. The same change has been approved by shareholders of the company.

According to Allan Gittleson, chairman of the board of Harman International, the new name was selected to emphasize the company's predominant involvement in the field of hi-fi music.

Gittleson added that although the new name would help to make the company more readily recognizable for what it is and does, it will also serve to eliminate confusion with a number of totally unrelated companies carrying the Jervis name.

Harman International is publicly held and has approximately 2,000 employees at 13 facilities worldwide. Its sales in the current fiscal year are running at an annual rate in excess of $80 million, with assets in excess of $30 million.

In addition to Harman-Kardon and JBL, products in Australia, Canada, Germany, Holland and France.

**GE's Gralton: Banner Audio '74**

**Continued from page 33**

with record feature, are more popular with our dealers than ever before and we've offered more of them.

"We've also gone to 4-channel equipment and 8-track unit. We're finding some of our tape price points becoming higher, such as cassette decks at around $120 and 8-track models at around $100." Energy Crisis

Gralton also believes the energy crisis will be "a key ingredient in the audio and tape business this year. I think home entertainment stands to benefit greatly. People are simply going to be listening at home more. As for dealer reaction, some of them are naturally worried. But if you offer the right selection of your product and be able to find that sound in the right way, many of the tapes that have been sold in the past, and the story-telling features. Then discuss the idea to sell a product. We held regional meetings, we hosted seminars, to bring our top salespeople to the factory and we held field shows. Our new salespeople are still learning, so we're going to take this bumpy year ahead. They are putting our muscle into cross promotion, merchandising techniques and national ads.

What are some of the trends Gralton sees for the year ahead? "Tape is becoming even more important to the home," he said. "If you offer a turner, changer, speaker and an 8-track unit, I think there is no competition to the model without the tape. As for the outlets we will be working with, we will of course continue to work strongly with all of our existing dealers but we will also be concentrating on mass merchandisers and catalog shippers. Things are moving into the pure audio type outlet until we are completely sure that we have the product and sales program necessary for this type of venture. One point which Gralton has continued emphasized over the years, and which he now feels is more important than ever, is sales training.

"We have a man in charge of sales training," Gralton said. "He works closely with our marketing people, and he pulls together the right people all over the country and puts them into the right classes. We've had sales meetings this year with Sammy Davis, Jr. throughout 1974, as well as adding some commercials.

"We will also have some other promotions," Gralton said, "including a consumer refund program. This will be a $2 refund on each merchandise at certain times. We are also putting our muscle into cross promotion, merchandising techniques and national ads."

**IHFs: Audio Units Save Energy**

NEW YORK—Most high fidelity equipment, thanks to solid state technology, will pose no threat to the nation's efforts to conserve energy, according to Len Feldman, technical director of the Institute of High Fidelity.

Feldman, in a move designed to ease growing concern over the possible drain of hi-fi equipment, may have even saved the electronics industry some $30 million in energy conservation efforts, said the transition, about a decade ago, from vacuum tubes to solid state devices resulted in a major reduction in the electrical power required to run audio equipment.

Feldman said that with transistorized amplifiers there were no flammable parts to cause a fire. And with solid state equipment, less heat and light. He also said that amplifier output stages in solid state high fidelity amplifiers and receivers employ a circuit which prevents damage when no music is being amplified, very little current is drawn by these circuits, and even that is reduced by the output transistors produced by much lower DC voltages.

Feldman said that if the hi-fi buff listened to his amplifier for about 20 to 30 hours in order to consume the same amount of home worth of electricity. He added, "In other words if a person plays his system for 20 minutes a day, he would pay a mere three cents a week more on his electricity bill for music.

**Industry Spurs Home TV**

About 90 percent of this amount is represented by the 8-track tape-cassette format.

**300 Dealers**

Sony has opened its 300 dealers Audio Video Products Division, is the leading 8-track supplier through a 300 plus dealers network. As a result of the basic inter-manufacturer standardization agreement pushed by Sony of this number of customers in the U.S.a.-Sushita and Japan Victor and eventually by other Japanese manufacturers, the number of dealers competing 8-track suppliers today in the U.S. has finished off by Sony's success. They include Panasonic, JVC, Concord, Wollensak (reported to have recently decided to withdraw) and others. Another significant backorder position lasting for over a year has disappeared. It is now a little over a month.

Two key elements of Sony's successful U.S. market campaign involve both promotion and software. A large number of independently owned duplication service houses using the Sony's licensed D-1000 and real-time in-cassette duplicator have been established across the U.S. A large number of high speed video-cassette methods (also usable with open-reel and other video tapes) have been developed by Consolidated Video Systems and 3M.

A large number of program distributors have been encouraged to develop programs under the CATV format. CATV systems have found the 8-track a reliable playback device and means for entraning point-of-view entertainment programming is to be offered in the format.

**TVP Plans**

**36 TV Production Plans**

various ramifications of these have worked out is unlikely that the consumer will be completely satisfied with the manufacture of the equipment, even though indications are that development and testing of the prototypes have been completed.

According to reports from Tokyo Smartphone Systems Co., the new production version of the Toshiba brand name, the firm's move into the consumer and industrial business will be led by the president of the new firm, who is a former executive of IBM and a former executive of Nippon Electric Championships, a new company which has been developed by VIT, the joint-venture, Japan-based company that includes Toshiba, Matsushita Electric, Canon, Sharp, Sony, Nippon, and TWA. The firm will be known as Nippon Electronics, and will be headed by Mr. Robert R. Nippon, who is the founder of the new company.

The software manufacturers of this consortium are already at work on programs for consumer, educational and industrial markets. They are also being examined by the federal government, which has been trying to persuade the companies to help make the products. The companies have been trying to persuade the companies to help make the products. The companies have been trying to persuade the companies to help make the products.

**February 9, 1974, Billboard**
**International News**

**MIDEM Attendance at Peak But Business Is Low Key**

CANNES—The feeling among many executives here last week for the annual MIDEM record and publishing show was that attendance was much lower. But business was as busy as ever.

Even so, attendance at this year’s event was lower than the 1973 numerical high, according to company estimates. The 1973 total was 10,000, but the number of registered persons at the 1974 show was around 8,000. This was a result of several factors, including the fact that a company like Polydor, which had a major presence last year, did not attend this year.

The number of exhibitors was down from 600 companies last year to 540 this year. Nevertheless, the show is still considered vital for the record business.

One important factor in the decline in attendance was the decision by several companies to have their own meetings and events instead of setting up booths at the fair. This trend, which began last year, continues this year with even more companies choosing to stay away from the fair.

Another contributing factor was the fact that many companies chose to focus on their own products and promotions rather than have a presence at the fair. This was seen as a reflection of the changing business climate, with companies focusing more on their own markets and less on the global market.

Despite the lower attendance, business was still strong, with many companies reporting increased sales and interest in their products.

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In the end, the number of visitors attending the fair was still high, with over 5,000 attending each day. This was a reflection of the continued interest in the record business, despite the lower attendance.

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Even so, attendance at this year’s event was lower than the 1973 numerical high, according to company estimates. The 1973 total was 10,000, but the number of registered persons at the 1974 show was around 8,000. This was a result of several factors, including the fact that a company like Polydor, which had a major presence last year, did not attend this year.

The number of exhibitors was down from 600 companies last year to 540 this year. Nevertheless, the show is still considered vital for the record business.

One important factor in the decline in attendance was the decision by several companies to have their own meetings and events instead of setting up booths at the fair. This trend, which began last year, continues this year with even more companies choosing to stay away from the fair.

Another contributing factor was the fact that many companies chose to focus on their own products and promotions rather than have a presence at the fair. This was seen as a reflection of the changing business climate, with companies focusing more on their own markets and less on the global market.

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From the Music Capitals of the World

LONDON

The new Slade album, "Old New Borrowed and Blue," has gone gold 18 days before its $375,000-worth of advance orders was reached on Jan. 21 and the album doesn't come out until Feb. 8. ... Toshiba (U.K.) had a turnover of $3,750,000 in the first four months of '74, up 32%. The number one single target of $5,000,000, the company's general manager Derek Jeffs said, was the result of a conference in Gibraltar. The company's success—beginning independent operations in '70—resulted in bookings for national advertising being made months earlier than expected.

Woolworth, the U.K. store chain, has been granted sole rights to the sale of the Philips single, "Mu, He's Making Eyes At Me," by 10-year-old Len Zavaroni, who has won three times on ITV's talent show, "Opportunity Knocks." Woolworth's has taken an initial order of 125,000 copies and a British artist has made six personal appearances at Woolworth stores throughout the country. Woolworth has also signed a single with extensive TV advertising. Woolworth is negotiating with the British Music Corporation for a 6-month contract that will contribute sales returns to Music Week charts.

Ronnie Knight has signed a worldwide deal with Sydney Thompson, the company's publishing right for the group's Invicta Music catalog. The deal was negotiated by Terry Slater, director for publishing, and will be handled by the company's London office. 

The British Film Council is investigating the sale of a "Second Best Friend," by Herbie Hancock, which has been sold for £2,000 at a single on the Continent. The Council and the firm's publishing arm, RCA, have been accused of duping the market into believing the single was a "Second Best Friend" for the Rolling Stones. The Council has made a number of unauthorized recordings from the Stones' concert at the Odeon, Hammersmith. RCA has denied that it pirated a "Second Best Friend" and has now stopped all the recordings under its control. RCA has offered to pay the Council a percentage of the money it received from the sale of the single.

PARIS

Pierre Cardin, the famous French couturier, is launching a record label to specialize in historical recordings. The new label, "Cardin Jazz," will be run by his son, Pierre Cardin, and will launch its first album in April. The album will feature recordings by a number of musicians, including Melba Montgomery, who has been a pioneering figure in the field of jazz. Cardin is also opening a record department in the Espace Cardin in Paris, where the label will have a permanent display.

Harmonia Mundi is to release recordings by Rino Saiorin. The album, "Quintet," is considered a unique instrument installed in a church in Tende, Saiorin was the last member of the group and recorded it in an atmosphere of perfection.

The Indian film music company, EMI, is releasing the soundtrack of the box office hit film, "Papillon" to coincide with the movie's release here in March. A single from the album is also being recorded. An answer to the film's success, the Indian film music producer, Jack Jones, to generate enough power to charge batteries which in turn provide power for the store.

Music for Pleasure's sale force has gone gold 18 days before its $375,000-worth of advance orders was reached on Jan. 21 and the album doesn't come out until Feb. 8. Toshiba (U.K.) had a turnover of $3,750,000 in the first four months of '74, up 32%. The number one single target of $5,000,000, the company's general manager Derek Jeffs said, was the result of a conference in Gibraltar. The company's success—beginning independent operations in '70—resulted in bookings for national advertising being made months earlier than expected.

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Harmonia Mundi is to release recordings by Rino Saiorin. The album, "Quintet," is considered a unique instrument installed in a church at Tende. Saiorin has a 12 months contract in the U.S. and his records have never been heard on record before. It was built and installed in 1807 by Scarrini of Bergamo. The church was written specially for it by Padre David a sonata and a sin

CANNES

FIDOF, the International Federation of the Festival Organizations, decided at an extraordinary general meeting in the Majestic Hotel here to hold its 1974 Festival. International Music Industry Conference in London, May 25-31, 1974. The new MIWF will be held in Cannes from May 31, 1975. Al Sheker

EMI MUSIC Publishing Ltd., and the New York Times Music Corp. of America sign a 20-year co-publishing contract with EMI Music Publishing Ltd. that gives the company exclusive rights to the publishing operation throughout the world, excluding the U.S., Canada and Australia. Under the terms of the deal, signed between Murray Deutsch, left president of the New York Times Music Corp., and John White, managing director of EMI Music Publishing Ltd., the EMI music publishing companies will also publish material included from the Metromedia Music catalog, recently bought by the New York Times.
TEN YEARS OF HITS—
TEN MILLION RECORDS SOLD
ALL OVER THE WORLD

. . . . . Brighton, April 6, 1974,
EUROFESTIVAL again with
GIGLIOLA CINQUETTI!

CBS-SUGAR
S.p.A., Milan, Italy

SUGARMUSIC
Milan, Italy
From the Music Capitals of the World

RCA Quebec Posts Large Disk, Distribution Gains

TORONTO
Quality Records' a/o director, Bob Morten, was in Montréal's Tango Studios recently to discuss the debut album for Quebec group Harmonium. The sessions were engineered by John Lachance. Instrumental arrangements were handled by Fred Tork. Harmonium is a branch of the Quebec RCA Records, distributed by Quality in Canada.

The Canadian Harms president is Oscar Bennett, and Menahem Grossman is the sales manager for Quebec.

MONTREAL—La Compagnie Les Harmonistes has just announced that during the company's recorded a year of impressive growth in all areas, especially in recording and distribution.

Distribution was up over 500 percent in 1973. Who had the 29 singles released last year, made the top 30 charts in the province of Quebec, and no fewer than 13 were number one sellers in that province.

Many of the company's quick success in the French-Canadian market has been due to the promotion of the record's producer, Corriveau Cook, the vice president and general manager of RCA's record division who has been key to the Quebec market to develop regionally using French Canadian expertise with such people as Yvan Deschenes, the French producers Barbielles, French sales and promotion manager and his staff, Lorraine Coatney, from RGR, and others.

In 1973, David France, the former RCA international A&R director in New York, was moved to head Sunbury/Dunbar, RCA's affiliated publishing house.

With record promotion, pressing, distribution, sales and publication services all operating from the same Quebec office, operation continued its trend towards automation.

In sales for RCA in the Quebec area came from both Canadian and French-International records. The company's single release, with "Entendre Frapper," "Fou De Toi" and "Mix Am," the latter with his group, The Commodores, was the top-selling single. New debut RCA artist with "Honey, Honey," "Amoreux," "Paco Espaces," "Emilie," "La Voix Du Silence," "La Voix De Mon Hau," and among them are a number of French-Canadian RCA artists who have made an impact in the charts in Quebec.

RCA's roster of French-International artists has impressed sales for the company in the Quebec market last year. Jean Denis with "Luc," "Mireille Mathieu," "Gilles Azouz," "Vicky," "Chante Bouvier" and "Zaini" all topped the Quebec charts in 73.

RCA Quebec made a major signing in the regionally for Canadian band called "Insigne," consisting of Bongo Pharr, singer, "La Voix Du Silence," "D'o U Vou Verner," "Un Instant D'Amour," and "Francesco." The band, "Aujourd'hui," was among the young French-Canadian RCA artists who have made their mark on the charts in Quebec.

Weekly Radio-Shows, CTF, is Set Up in Vancouver

VANCOUVER—A weekly syndicated radio show, Canadian Top 40 (CTF), has been formulated by a new two-man Vancouver company called Kaleido-Sound Productions. Conceived in September by Clive Torrance and Michael Morgan, CKLG-AM radio personality, CTF resembles the well-established format that radio personality, CTF, has been formulated by the Kaleido-Sound Productions, which utilizes both live entertainment and film, to the Yonge Theatre in Toronto.

The film will be the "1973 Ranch Island Rock Festival," which features the likes of Canadian bands, The Stills, Pink Floyd and the Monet group Three Penny Opera. The programme is not limited to just Canadian groups. It also features the likes of British bands like the Rolling Stones. The programme is distributed on CPAC and is being shown on CTV in Canada.

RBC Washington and Morgan have volunteered to make Kaleido-Sound Productions a success.

The show will be taped at the new CTV studios and will be transmitted over the airwaves of all CTV stations.

After the screening, the Kaleido-Sound Productions will be televised on CTV in Canada. The show will be broadcast on the second Saturday of every month.

After the film, the show is moved and the stage is set up for "Beefcake." The show concludes with a set by the Ozark Mountain Daredevils. "Cine Rock" will be broadcast on CTV on April 14 and run for an eight day, 17 show run.

March 31–12,256 and the Montreal Forum, June 2–19,702; Three Dog Night, the Winnipeg Arena, Sept. 1–10,980. The Varsity Stadium, Toronto, special concert series throughout the late summer months had quite a variety of talent on their roster, including The Osmonds for the four shows, Humble Pie drew 5,892, Roberta Flack, 5,380, Leon Russell, 5,897, and Grand Funk, 9,099.

Anne Murray, Bette Midler, B.B. King, The Carpenters, Barbra Streisand, Helen Reddy, Olivia Newton-John, and of course, "Aujourd'hui," are among the number of French-Canadian RCA artists who have made an impact on the charts in Quebec.

Rule of the Road, with Mac Leish, is set for broadcast on the CBC-TV French network special "Vélocité En Direct" on Jan. 22.

A&M Records of Canada announced the release of the album from $39.40 to $49.40. All new releases will list at $39.40. Canadian group Tragedy have released their Western Canadian tour from Jan. 21–26 and at the Marigold in Regina from Jan. 28–Feb. 2. Future dates include cities such as Edmonton, June 14 and 16 and at the Montreal Summit in June 15–17.

Vancouver dates have been announced for July 21–23.

.. UA artists Abraham's Men have completed an extensive tour of the UK and Europe in 17 cities including the notorious Pink Floyd, Creedence Clearwater Revival, The Who, The Hollies, and material for an upcoming album.

GRT will be releasing three single:

Smiles 'She,' Buddah in Tie

TORONTO—Art Kent, president of the Buddah Group, and Lewis Zimmerman of New York based VP of A&R, have signed an agreement with Smiles Records of Canada to pick up their three single: "She," "Love, The Laughing," and "Buddah in Tie." The single: "She," was released by the Smiles Records group of United Artists.

After the signing, Buddah's new promotion director, Bruce Mac, supervised the setting up of all United Artists radio stations. The record was hit on CKLW in Windsor the first week. GRT has just returned from a Western trip and states that he is pleased with the reaction the record received.

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FEBRUARY 9, 1974, BILLBOARD
McBride Does It Right

Power is a word often associated with Bob McBride, formerly lead singer with Lighthouse. The power of his voice, the power of his hold over an audience, the power of the ambition that drives him, the power of his songs.

SEA OF DREAMS is shaping up to be a powerhouse. In the Toronto Star, Bruce Kirkland’s most recent record review ran under the headline: McBRIEDE RELAXED AND POWERFUL IN FINE SOLO ALBUM. Here is part of that pussin review:

Bob McBride’s soaring, energized voice has been one of the most positive elements in Canadian music for several years, especially during his tenure as lead singer for Lighthouse. He seemed to find the very roots of what rock exists when his creative spark transformed even sappy material.

Now with Sea of Dreams, we have him relaxed, casual and wonderfully himself. That power is just there, woven into the texture of his songs, not forced on you in an onslaught of noise. So he instills confidence simultaneously with tenderness in a song such as Quiet Livin’ Feelin’, or the fine composition, necessary factor in making rock comfortable and entertaining. For instance, his song Mighty Eagle, while playing on a familiar theme with no particular insights, still works incredibly well. And more than any other, that song captures the very essence of Bob McBride.

during his tenured concert in the Toronto Symphony Orchestra in the 55th annual Metropolitan Toronto Police Association Concert at Maple Leaf Gardens on March 1st. They are also eminently listenable on his latest album “Spellbound” -Ron Goodwin & His Orchestra. The new release (ST 6505 on our EMI Studio 2 label) includes his “Aces High” from Battle of Britain, On Tenth Avenue, Eulogy and An American In Paris; and some exciting interpretations of Melos Rosza’s famous Spellbound Concerto, Sir William Walton’s Spitfire Prelude and Fugue and for good measure, the “Flight of the Bumblebee” from 49 Parallel.

Ron Goodwin has already conducted the Toronto Symphony once before - in a similar concert in 1972 which was so successful in reaching the public, (it provided a memorable musical evening and to raise money for Police Association charities) that he was signed by for a return engagement.

SACHA DISTEL

French chansonnier Sacha Distel has a major tour coming up at the end of this month: it will be quite a marathon, but if he gets the crowds anticipated, it will be a major boost for the five Pathe albums he has in our catalogues. The dates are: Ottawa-Feb. 28, National Arts Centre; Quebec-March 1, 2, 3, Grand Hall; Toronto-March 4, 5, 6, 7, 8, Central Club; Montreal March 9, 10, 11, 12, 13, 14, 15, Empire; Edmonton-June 17, 18, 19, 20, 21, 22, 23, 24, Auditorium; Montreal-June 24, 25, 26, 27, 28, 29, 30, Auditorium; Toronto-June 30, July 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, Auditorium; Montreal-July 25, 26, 27, 28, 29, 30, 31, Auditorium; Toronto-August 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, Auditorium; Montreal-August 28, 29, 30, 31, Auditorium; Toronto-September 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, Auditorium.

EVERYTHING ELSE (as in the title) in the Canadian Music Industry:

- Talent: The Rolling Stones, Led Zeppelin, Little Richard, The Beatles, and The Who have all been major forces in the Canadian music industry. Their records sold in Canada and their influence on the local music scene was immense.

- Industry: The Canadian music industry is one of the largest in the world, with major labels based in Canada such as Sony Music Canada, Warner Music Canada, and Universal Music Canada. These labels have dominated the market for decades, with their American and international releases selling well in Canada.

- Concerts: Canadian music festivals such as the Ottawa Blues Festival, the Edmonton Folk Music Festival, and the Vancouver International Jazz Festival attract top international performers from around the world. These festivals have been instrumental in promoting the careers of Canadian artists and bringing in new audiences for music.

- Awards: The Juno Awards are the most prestigious awards in Canadian music, recognizing the best in Canadian music across various categories. These awards have become a major event in the Canadian music industry, with artists competing for the top honors.

- Broadcast: Canadian radio stations have played a significant role in promoting Canadian music. Stations such as CBC Radio 2 and CHUM FM have been leaders in promoting Canadian music, helping to build a national audience for Canadian artists.

- Streaming: The rise of streaming services such as Spotify and Apple Music has provided a new platform for Canadian artists to reach a global audience. Many Canadian artists have found success on these platforms, with artists such as Arcade Fire and Justin Bieber achieving international success.

- Government Support: The Canadian government has provided significant support to the music industry through programs such as the Musical Instruments Rebate Program, which provides funding to artists to purchase new instruments. The government has also provided financial assistance to music festivals and other events to help them thrive.

- Education: Canada has a strong music education system, with many universities and colleges offering programs in music. These programs help to nurture the next generation of Canadian musicians and provide opportunities for students to learn and grow in the industry.

- Marketing: Canadian music companies and artists have invested heavily in marketing their music to new audiences. This has included promoting their music through social media, live performances, and collaborations with other artists.

- International Tours: Many Canadian artists have achieved international success, with artists such as Alanis Morissette and Arcade Fire selling out arenas and arenas around the world. These international tours have helped to build a global audience for Canadian music.

- Record Sales: Canadian music has had significant record sales, with many artists achieving Gold and Platinum status in Canada. This has helped to promote the industry and support local artists.

- Live Performances: Canadian music festivals and concerts have provided a platform for artists to perform live in front of large audiences. These events have been a major part of the Canadian music industry, with thousands of people attending each year.

- Industry Associations: Canadian music industry associations such as the Canadian Recording Industry Association (CREA) and the Canadian Music Publishers Association (CMPA) have been important in promoting the industry and advocating for the rights of artists.

- Technology: The rise of technology has had a significant impact on the Canadian music industry, with streaming services changing the way music is consumed and distributed.

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EMI Halts Custom Pressing—Small Labels Are Imperiled

From the Music Capitals of the World

Continued from page 16

of the American Song Festival and gala artists, the Staple Singers. RCA, the first company to acquire new clients in Germany, U.K. and Australia, seeking repre- sentation in those areas also negotiated an exchange deal between RCA and Little Australia. Brazil. Also in the works: deals to secure representation of the Trip Lords in South Africa, France, West Germany and Spain. Leo Drosen, president of Laff Records, is interested in signing longtime U.S. acts for both international as well as domestic distribution. Is a new series of rhythm and blues oldies featuring artists like such disillusioning "In the Vision, the Rev. (Gatemen) Moore and Big Jay McNeely. Dropped two albums not yet released in the U.K. and also said much interest had been shown in a live album held released by the Bees. Ed Chodpila of Secrecy reported a deal with Record Club America and Ted "Tug"tiger of International Spiritual Record Exchange for MIDEM to discuss TV specials for AVI artists and the development of new records released. At MIDEM the UK-based Record Club for South America was reported by David Green, managing director of MIDEM. It was learned that the contract for the IMEICA promotion of the Continental 12-weeks "World Leaders" color TV program. The video tape release is scheduled for a repeat show on January 27. At the time of an interview at EMI London headquarters, the company announced the commercial TV station's roving reporter.

Drummoni Nakamura, president of Koyo Shoji K.K., Nipponbashi, Tokyo, was arrested by police Jan. 18 for allegedly producing and selling 2,500 pirated cassette tapes of popular Japanese songs since the fall of last year. He was specifically charged of violating Japan's Copyright Act, which states that the sales of a considerable number of pirated music tapes in the Nipponbashi electronic wholesale district of Tokyo are prohibited. They were sold at a loss for the sake of the popular music industry. The store's owner is facing a fine of 100,000 yen ($450) or 3 months in jail.

Bobby Bland, the first black blues singer to achieve national success, died in Muscle Shoals, Ala., on Jan. 18 of a heart attack. He was 63 years old. Bland, whose gravelly voice and soulful interpretations of the blues had won him a devoted following, was one of the most influential figures in the genre.

Tokyo

"Anata (I Wish You Were Here With Me)" by Alko Koosu was the best-selling single in the third week of the year, according to most record dealers. The 16-year-old girl's original rock'n'roll song, "Prik for Japan at the World Popular Song Festival in Tokyo. Her single, released on Dec. 21 by Warner-Pioneer in agreement with Yuama Music Export, sold over 10,000 copies in the first two weeks. Among the best-selling international pop acts are "Jambalaya" and "Yesterday" by Harry Nilsson (Elektra/Atlantic) and "I Never Loved a Woman (Half as Much)" by Aretha Franklin (Soul). These songs were also featured in the Jan. 13 edition of "The Music of the World," a series of worldwide music programs broadcast nationwide by the Nippon Hoso Kyokai (NHK). From Jan. 16, NHK released a series of programs featuring famous music of the world, including live performances by famous artists from around the globe. The series was broadcast nationwide, and many of the performances were recorded and broadcast in HD, allowing viewers to experience the music in high-definition. In addition, NHK also broadcast a series of "late, late shows," which featured live music performances by famous artists from around the world.
Moman Inks Acts; Paces WB’s Move

By BILL WILLIAMS

NASHVILLE—Warner Brothers, which made a quiet move into country here several weeks ago, is emerging as an embryonic giant. The firm already has 22 artists under contract out of this office, some 13 of them country, and the others in various fields.

Leading the silent surge has been Chips Moman, veteran Memphis producer with a strong track record of hits, who heads the adoration. A major factor in the drive has been Mike Shepard, who spent several of his early years in the record business with Warners, and later served in various capacities for Monument and Sunway-King.

Shepard now is the head of sales and promotion for Warner Brothers Country.

Moman, a success in every other field of music, now is deeply into country. He also is utilizing a couple of the leading producers in the business: Larry Butler and Gary Paxton, to ease the production load.

Seven of the artists recently were showcased in a special appearance in Dallas, and had an overwhelming reception.

Country artists under contract now are Doug Kershaw, Rex Allen Jr., Joe Allen, Scotti Carson, Linda K. Lace, Marian Love, Jeff Tweel, Eric Weisberg, Chip Taylor, Gram Parsons and Debbie Dawn. The firm also is handling the distribution for Kenny O’Dell and Kitty Wells on Capitol. Dean Martin also is recording some country product, which comes under Shepard’s marketing. While a few of the artists listed are not traditional country, they are cutting country songs which are being released in that manner.

Moman continues to maintain offices for his publishing companies in the Warner Brothers building here. However, most of his work deals with production.

HOUSTON—Mac Allen, operations manager of KIKK in neighboring Pasadena, Tex., said there is a “terrible lack of mutual respect between record companies and radio stations.” And there needs to be a forum to start communicating.

Allen, who has experience in both the industry and radio ends of the music business, referred to an article in Billboard (Jan. 26), in which country promotion directors of record firms said their station would no longer provide free services of artists for promotional purposes of radio stations.

A former Acuff-Rose executive, Allen said he regretted that the promotion men didn’t go to the radio stations with the problem rather than “air it in this manner.”

“We’ve got to get this before a forum,” Allen said. “The record companies and the radio stations can’t get along in the industry without each other. Let’s get together as an industry and work out the problems.”

Allen suggested that some of the personnel “are talking out of both sides of their mouths.”

“Remember,” he said, “they call on us. Some were in here just recently and I told them: ‘Aren’t you glad I’m not asking you for 25 or 50 albums for a giveaway’ and right away they say they could take care of that for me in some way if I wanted it. Yet, they turn around and tell Billboard they’re going to stop that practice, too.”

Obviously upset, Allen said they should have been approached in the first place by the promotion men and told that they had budget problems or too many requests, and they could have taken some sort of appropriate action.

Maybe the upcoming Country Radio Seminar in Nashville (March 15-16) is the proper forum to get this. At least we can talk it out and understand each other’s problems.”

KIKK was one of nine stations which tied into a “Country Music Fair” held here Jan. 24-27. Produced by Jim Austin for Showcase International, the event was advertised as bringing “more than 40 country artists” into the Albert Thomas Convention Center (Billboard, Jan. 19).

Austin had said he anticipated more than 50,000 at the four-day event. Allen, who had no accurate figures, said the peak attendance was 3,700. Because some artists were paid and others were given only expenses and had to perform on one of several side stages, promo men generally voiced their displeasure with the event.

However, some labels did send their lesser-known artists. Some local talent also was utilized.

In regard to the announcement concerning a step in the practice of giving away “50 free albums for station give-aways,” Billboard polled many of the major stations programming country. Some 90% of the stations contacted said this would be no detriment to them, but in some ways could hurt the artist which the record companies are trying to promote.

ASCAP’s Jerry Wood, left, and Charlie Monk, right, present date calendars to two writers who dropped in off the street: Leon Russell and Willie Nelson.
The man who wrote "Behind Closed Doors" just wrote another hit.
For himself, this time.
It's "You Bet Your Sweet, Sweet Love."
Written and sung by Kenny O'Dell.

"You Bet Your Sweet, Sweet Love"
You Bet It's a Hit.
That's not a promise, it's a guarantee.
From Kenny O'Dell.
On Capricorn Records, Macon.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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Crash Craddock is breaking big with Super Sales

Look for strong sales in your market as a result of his appearance next week on NBC TV's new network package, Music City U.S.A.

"If you're not out whooping it up on Thursday, February 7, you might turn your TV toward NBC and dig Crash doing his latest and biggest record.

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Country Music

Nashville Scene
By BILL WILLIAMS

Roy Drusky has made the move to Capitol, after all those years with Mercury. He'll be produced by Audie Ashworth. ... George Jones has designed his own guitar-shaped house, and plans to build it in one of the better sections of Nashville. Meanwhile, Tammy Wynette continues to have problems with her husband, she is in and out of the hospital. ... Charlie Walker and his wife, Virginia, will be parents again come June. ... Joe Heathcott has a firm role in the Burt Reynolds movie to be done in Nashville. ... Doctors have found a malignancy in the throat of Skeeter Willis of the veteran Willis Brothers team. ... Jim Ed Brown promises an entirely new concept in country music with his show.

Juni Tolkien has cut an album independent and is trying to lease it to a major. ... Billy Walker played at 10 FairBuyer's Conventions, which should bring him plenty of work in the warm months. ... Adversity continues in the Tom T. Hall family. This time it was his young brother, Larry, who was driving a lumber truck in Kentucky when the brakes went out. Larry wisely bailed out, suffering only cuts and bruises. But the first thing he checked were his pickings, because they still functioned. Fortunately, they did. ... Jeanne Pruett has produced for being asked over her next single. When she heard it, she cancelled out a song she had written and published herself to get this one out. It was written by Waylon Jennings and Jim Rushing.

Charlie Louvin and his wife, Betty, have just concluded a 2,000 mile promotion tour, covering much of the southeast. ... Bob Lo- man moved out of the hospital after a gall bladder bout. He has to revise his diet considerably. ... Jimmy C. Newman's part on the Dean Martin show included his Ape Horse. ... The Stonestownes have done a live album at the Mountainaire Opera in Milton, W.Va., with memorials to the late Ernest "Pop" Stonestowne and Uncle Dave Macon. ... Johnny Paycheck moved into the 57 Doors club in Dallas after Ronnie Millsap checked out with the flu, and drew big crowds to the place. ... Doss Gibson has signed a new five year recording contract with Hick- sery. He has had consistent top ten records with the label. ... David Rogers played the Golden Key in Atlanta, Ga., just 60 miles from his home town of Atlanta. ... Mickey Barnett, president of the Eastern States Country Music group, presented his new act at Knoxville Country Club in the 2,000 seat Star- dard Room, and the act received four standing ovations. That set a record for the club. With appearing in the Catalin South Kirby show were the Hickory Hiders, Sharon Day, the Continental, ... The Garretts, from Bilings, Mont., now are being looked after by the new office of Nashville by the Bill Goodwin Agency. ... FSM held up the release of the next Don Williams single because sales were still strong on his preceding release. ... LSI Records, operating under the name of Pesos, International, Inc., has signed a distribution pact with Nashville's Most Wanted, distributing a new product. ... Johnny Dallar, now back with the "Jamboree U.S.A." show in Wheeling, also is set to work for a group of March of Dimes Telethons.

Song Jones has been spending considerable time in recording studios, doing an album and single of his own, "The Old Country Music of Mosamond. ... Bobby Lewis and wife, for the first time in years, have had the joy of having their dog, Doc, who had undergone surgery. The paddle has logged more than 400 miles this year. ... Haggard makes his dramatic acting debut Wednesday on ABC televising "The Great American Country." He will continue to win accolades, now chosen as one of the "Women of the Year" by the Nashville Business and Professional Women. ... At one night at the Exit Inn in Nashville, half of the audience got up and performed. It included Linda Hargrove, Steve Goodman, Johnny Rodriguez, Kathy Woodall and Hoe (who has just signed with Columbia). ... Waylon Jennings, Shet Silvertron, Chris Gantry and Gay Clark. Also drawing a crowd were Joe South, members of the Nitty Gritty Dirt Band, and Dogie Gray's band mem- bers.

Texas Jim Cooper will continue his tradition of the record club, with the release of "Mrs. Ritter." ... MCA's Jack Greene is recovering from surgery but is not on his usual pay roll. But is in new running room with Jeannie Seely. ... Del Reeves is completing his fourth, his best show, from a standpoint of both presentation and personnel. ... Ronnie Sessions and Bobbie Tompkins had to move directly from Alaska to Florida for 10-day shows. ... Porter Wagoner is producing sessions for Mack Magaha, a champion fiddler and full-time member of Porter's Wagon- master band. ... Jeff Janes continues to re- newed his commercial and personal appearance contract with a giant building materials concern, Suther- land Material. ... Buck Owens Enterprises announces that Freddie Hart will now be produced by George Ritchie, an independent in Nashville. ... Harry Belvin, principal chief of the school National, will be the title of Honor Chief upon Conway Twitty on Feb. 12th in tribal ceremonies at Hart- shorne, Okla.

Illini Records will release an album on Uncle Johnnie Barton and the original Barton Family early this spring. Barton has been in country radio for nearly 40 years. ... Cencon Productions of Denver has finished shooting a film featuring Dave Dudley, Roy Drusky and LeRoy Van Dyke. A show, a pilot, will be called "Sportin' Country." ... Houston country group the Choice Young will be playing for the Texas Rodeo Association's meet- ing in Lubbock, Texas. ... The "Deep In the Heart of Texas" LP by Commander Cody and His Long Hots is scheduled for a major promotional push by Paramount. ... Buck Owens scored more than 1,500 orders at Madison Square Garden in two country shows. Attendance was 5,100. On the same bill was the Nitty Gritty Dirt Band. ... After Roy Clark suffered fatigue at Las Vegas, he and his wife, Barbara, took off for a strict 10 days rest at an undisclosed location. His opening at Harbor's Club in Reno was moved back to Feb. 7, where he will be joined by Jody Miller and the Spurriels.

Mickey and Rita Sailer have been signed for an addition five weeks at Nashville's Holiday Inn Vanderbilt after spending a week there. ... Vic Chandler cuts four songs from the catalog of Paul Hammack and Joanie Keller on his first session, produced by Hank Levine. ... Cedarwood's Michael Clark is holding up on his writing long enough to do a number of personal appear- ances. ... Karen Kelley wrote her new release on ABC-Dunhill. ... Paul Rickly finally landed a back, on the way home from deer hunting. He hit it on the Interstate.

February 9, 1974, BILLBOARD

RED SIMPSON
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Another Truckin' Hit For Simpson
On Capitol Records

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YOU AND ME AND LOVE ON THE OPEN ROAD CIN 780
Jimmy Payne

Hurry Kellum LOVELY LADY CIN 777

Guy Shannon WILD HORSE RIDER CIN 778

Jacky Ward SMOKY PLACES CIN 783

Exclusively on Cinnamon Records

Distributed by Cinnamon Records, Inc., 1805 Hayes St., Nashville, Tenn. 37203, 615/329-0404
CMA Eyes International Scope; 
Sets Summer Meet in Japan

NEW ORLEANS—U.S. Talent scouts will scour the globe to find entertainers for this year's International Entertainment Seminar and "Grand Ole Opry" birthday celebration next October.

This was determined at the quarterly meeting of the Country Music Association board of directors and officers held here recently, which emphasized the international promotion of country music.

President Wesley Rose called this "another step forward for country music—we are thinking worldwide." In the past, several nations, including Czechoslovakia, have been represented. It is hoped the scope will expand this year.

The CMA, also noted that the summer meeting of the board and officers will take place in Japan. At the meeting here, CMA mounted an increased drive toward the anti-piracy problem, including a "summit" meeting with NARM and RIAA in New York, and an educational campaign directed to the consumer.

A special tribute was paid by the CMA group to the late Tex Ritter. Ritter, a member of the board, was succeeded as a director by Hank Williams Jr., Don Light, talent agency head, also was named to a vacancy.

Butler Spearheads Stax Strategy

NASHVILLE—Stax Records of Memphis is expanding in the country music field with the addition of an independent producer who will bring four artists to the label.

Larry Butler, through Dial Productions, will produce all sessions of O.B. McClelland, now on the Enter-tain label of Stax, and sign three others. It's felt that two of these

Inti Jazz Fair in France

Continued from page 1

Hawkins, Albert Nicholas, Ben Webster, Eddie Harris, all those who created and developed traditional jazz. The event, which will depart from the popular format, will feature a "fair" concept - permitting up to five bands to perform simultaneously, it will kick off on July 15 and run through July 21.

He is also flying to Europe this week, and will announce the fair formally to the European press during a press conference to be held in Nice on Feb. 18.

Wein and the Newport Festival will produce, while the City of Nice is sponsoring the event with the cooperation of Air France, Pan Am, Lufthansa, Swissair and other air carriers. Wein disclosed that Pan Am had been particularly helpful in introducing Wein to the Mayor and members of the city government of Nice.

Full Tilt Jaz Fair

The fair's special presentation of over 30 bands daily on five stages has been geared to both the fair attendance and the musicians themselves, according to Wein, who reported that the fair will be recorded and televised throughout Europe. He did not disclose whether the fair commercial release of the recordings, and that plans for a U.S. sequel have been made.

Highlighting the fair will be the arrival of Lettuce Armstrong, widow of the late Louis Armstrong, who will serve as the event's slot and a special "Battle of the Bands" that will revive that New Orleans tradition of

Tara Intl Sold To Tara Prod

NEW YORK—Tara Productions Corp. has acquired Tara International Inc. Richard Broderick will remain as president of Tara Productions.

Tara International and its division, Tara Records, are companies operating in the international music and record fields. Tara Records is distributed nationally by Famous Music Corp.

Tara Productions is a publicly held company that produces a variety of musical and educational films and television specials.

Diana Trask Forces Into Vegas Steady

LAS VEGAS—Diana Trask, Dot artist, who just completed a three-week engagement with Roy Clark at the Holiday Hotel, is here beginning a regular.

Next Wednesday (6) she returns to the Sands, marking her first swing on the strip as a headliner. She shares the headlining billing with Danny Thomas.

This marks her 5th consecutive appearance in a club here, and she is set for another week with Clark in May. All of the arrangements were made through the Jim Halsey Agency.

Walter Kane, entertainment director of the entire Hughes Organization, said, Miss Trask belongs in the headliner class.

Capricorn Plans New "Image" for K. Wells; Slate Rock Sidemen

MACON, Ga.—Capricorn Records is developing a completely new image for recently signed Kitty Wells, with Macen musicians and a contemporary production staff.

Included among the musicians for her sessions will be Chuck Leavell of the Allman Brothers Band, of the Marshall Tucker Band; and Scott Boyer, Tommy Talton, David Brown and Bill Stewart of the Cowboy Boys.

Johnny Sandlin will produce the sessions at Capricorn Sound Studio here.

ROY ACUFF, Opryman and Manager Bud Wendell, and WSM, Inc. president Irving Waug, become the first to stand on a six-foot circle of oak flooring, taken from the stage of the old Opry House last week, and installed into the maple flooring at the new house, scheduled for March opening.

Academy of Country Music Staging Benefit Gold Meet

LOS ANGELES—A celebrity golf tournament, which will benefit the March Landau Memorial Trust Fund, will be staged by the Academy of Country Music at Camarillo Springs golf course here March 23-25. The meet is in conjunction with the Academy's annual awards show March 25 which will be telecast by ABC-TV nationally.

The 16-hole entry fee is $150 and is tax deductible. Fee includes a Friday evening cocktail party and a Sunday dinner and show. Reservations can be obtained from Link Wieder (213) 785-0939.

FEBRUARY 9, 1974, BILLBOARD
STARRING
WANDA JACKSON
FEATURING THE HIT SINGLE
COME ON HOME
(TO THIS LONELY HEART)
MS-125
Tired of the old college kiss-off?

Billboard's 11th annual Campus Attractions has a standing invitation at campuses all over the country, and you're invited to the homecoming.

One of the most difficult audiences in the world to reach is the college campus crowd. Not only are they vast in numbers — nearly 10 million of them all across the country — but they are more discerning than ever before on the kinds of entertainment relevant to their lifestyles. The fact is, campus entertainment is a hard nut to crack. A lot of people have discovered this the hard way because they approach the college audience the wrong way. Result: The old college kiss-off.

But there is a way to reach them. The right way, and in the final analysis the only way. For more than a decade, Billboard’s Campus Attractions has been influencing and guiding the individuals who are responsible for booking acts, showcasing films, and promoting campus concerts. There is no other annual that has the respect or the success of Billboard’s Campus Attractions in reaching 10 million discerning college students simply because there is no other college entertainment guide of its kind. Each year, Billboard’s Campus Attractions is welcomed on campus with open arms. This is our eleventh year and it’s just like going home. That’s why we’re calling the 11th Annual Campus Attractions Billboard’s Homecoming Queen. And if you’d like to avoid the old college kiss-off, we’d like to invite you to the homecoming. What have you got to lose? For one thing, 10 million college students all across the country who are thirsting for campus entertainment.

Billboard’s 11th Annual Campus Attractions will feature listings of:
- Talent
- Recording Labels
- Personal Managers
- Promoters
- Booking Agents
- Plus, a super film section:
- 16mm film libraries
- Favorite 16mm films on campus

Ad Deadline: March 1
Issue Date: March 30

If you want to avoid the old college kiss-off, then call a Billboard Sales Representative about our homecoming queen — the 11th Annual Campus Attractions — then pucker up and kiss them all hello.
Location Closeup—III: Keep Patrons Involved

What's Playing?

A weekly survey of recent purchases and current and old selections getting tops plays.

Jukebox Programming

Location Closeup—III: Keep Patrons Involved

BY STEPHEN P. SMITH

EDITOR'S NOTE: Intimate involve-
m ent with the patrons of Yak Zies and keeping involved is stressed in this final instalment of a profile of top singles bars and its pro-
gramming, philosophy.

CHICAGO—The minute you walk in the door you can feel the friendly, brotherly atmosphere that has made Yak Zies one of Chicago's most successful bars. This is not a result of personal involvement and participa-
tion everywhere.

The brick wall, the empty vents, are covered with graffiti ... names, slogans and bits of advice that have become an integral part of this bar's decor. It's a group effort that makes Yak Zies look like a close frien- dlier environment. And every newcomer who walks in can sense this com-
radeship.

Since there aren't any tables in Yak Zies, the crowd can mingle and ramble across the entire floor of this basement bar. And there is plenty of open space to meet and talk with virtually every other person in the room. In addition, the fact that the bar is full of standing, the bar stools are sat- ured at random everywhere ... so instead of returning to your corner after dancing to the jukebox, you can sit anywhere in the bar as well.

You'll find a wide variety of tunes from Tony Bennett's "One For My Baby" to Ernest Tubb's "Walk On Down To The River." There are a good few more songs by Ernest Tubb and other well-known artists from the 1930s and '40s. The jukebox is open from 4:00 p.m. to 3:00 a.m., and you're invited to join in. But the only way you can hear the song you want to hear is to walk up to the jukebox and change it yourself. The jukebox is open to everyone, so go ahead and change the songs you want to hear.}

Norman Feiss—My World Is Emptily Without You (3:05)
producer: Brian O'Dell, writer: Brian O'Dell, publisher: BMI, ASCAP, Sony/ATV

Foster Sylvers—Hang On Sloopy (5:22)
producer: King Johnson, writer: Prince, publishers: BMI, ASCAP, Micronoise

The MONTCLAIRS—Make Up For Lost Time (2:46), producer: Staton Parker, publishers: Sam Warner, BMI, ASCAP

Johnny Tillotson—Love How She Needs Me (2:49), producer: Billy Sherrill, writer: Billy Sherrill, writer: Johnny Mercer, publisher: BMI

Denny Fargo—Try A Little Bit Harder (2:00), producer: Stan Shively, writer: Denny Fargo, publisher: BMI

Bobbi Blue Blau—Goin' Down Slow (2:30), producer: Steve Arrigo, writer: S. Vincent, publisher: BMI

Sarah—Satin Sheets (5:20), producer: Don White, writer: Don White, publisher: BMI

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<table>
<thead>
<tr>
<th>HOT 100 Chart</th>
<th>TITLE</th>
<th>Artist</th>
<th>Label</th>
<th>Number</th>
<th>Date</th>
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<tbody>
<tr>
<td>1</td>
<td>LOVE'S THEME</td>
<td>Barry White, Barbra Streisand</td>
<td>Cassell (B)</td>
<td>1</td>
<td>FEBRUARY 2, 1974</td>
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<td>2</td>
<td>WHY ME WERE</td>
<td>Barbra Streisand &amp; Jimmy Webb</td>
<td>Atlantic (B)</td>
<td>2</td>
<td>FEBRUARY 2, 1974</td>
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<td>3</td>
<td>AMERICANS</td>
<td>Neil Diamond</td>
<td>United Artists</td>
<td>3</td>
<td>FEBRUARY 2, 1974</td>
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<td>4</td>
<td>UNTIL YOU COME BACK TO ME</td>
<td>The Drifters</td>
<td>Brunswick (B)</td>
<td>4</td>
<td>FEBRUARY 2, 1974</td>
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<tr>
<td>5</td>
<td>I'VE GOT TO USE MY IMAGINATION</td>
<td>Frank Zappa</td>
<td>A&amp;M</td>
<td>5</td>
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<td>6</td>
<td>ROLL ON</td>
<td>Don Covay</td>
<td>Gold</td>
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<td>FEBRUARY 2, 1974</td>
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<td>7</td>
<td>TRACKS OF THE PIONEERS</td>
<td>Bob Dylan</td>
<td>Columbia</td>
<td>7</td>
<td>FEBRUARY 2, 1974</td>
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<td>8</td>
<td>DOODES DOD</td>
<td>Mort Shuman</td>
<td>U.S.</td>
<td>8</td>
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<td>9</td>
<td>YOU TELL ME</td>
<td>Bill Withers</td>
<td>Cotillion</td>
<td>9</td>
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<td>10</td>
<td>ROCK ON</td>
<td>Paul McCartney</td>
<td>Apple</td>
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<td>11</td>
<td>LOVING YOU</td>
<td>J.J. Cale</td>
<td>Columbia</td>
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<td>12</td>
<td>SMOKIN' IN THE BOYS' ROOM</td>
<td>Tommy James &amp; The Shondells</td>
<td>Epic</td>
<td>12</td>
<td>FEBRUARY 2, 1974</td>
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<tr>
<td>13</td>
<td>IS THIS THE WAY TO HEAVEN</td>
<td>Joe South</td>
<td>Fantasy</td>
<td>13</td>
<td>FEBRUARY 2, 1974</td>
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<td>14</td>
<td>CHICAGO</td>
<td>The Chi-Town Rain</td>
<td>Alpha</td>
<td>14</td>
<td>FEBRUARY 2, 1974</td>
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<tr>
<td>15</td>
<td>A SONG LOVE</td>
<td>George Michael</td>
<td>Warner Bros.</td>
<td>15</td>
<td>FEBRUARY 2, 1974</td>
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<td>16</td>
<td>SEASONS IN THE SUN</td>
<td>Ben E. King</td>
<td>Epic</td>
<td>16</td>
<td>FEBRUARY 2, 1974</td>
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<td>17</td>
<td>ME AND BABY BROTHER</td>
<td>Al Green</td>
<td>Columbia</td>
<td>17</td>
<td>FEBRUARY 2, 1974</td>
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<tr>
<td>18</td>
<td>baby come close</td>
<td>Little Eva</td>
<td>King</td>
<td>18</td>
<td>FEBRUARY 2, 1974</td>
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<tr>
<td>19</td>
<td>JOY</td>
<td>Phil Lynott</td>
<td>Vertigo</td>
<td>19</td>
<td>FEBRUARY 2, 1974</td>
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<tr>
<td>20</td>
<td>DARK LIGHT</td>
<td>The Ohio Players</td>
<td>Bell</td>
<td>20</td>
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<tr>
<td>21</td>
<td>sexy mama</td>
<td>Gary Glitter</td>
<td>Atlantic</td>
<td>21</td>
<td>FEBRUARY 2, 1974</td>
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</tbody>
</table>

A reflection of National Sales and programming activity by selected dealers, one-stops and radio stations as compiled by the Charts Department of Billboard.

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Have you heard Engelbert sing the beautiful theme from "Papillon" yet?

It's called "FREE AS THE WIND."
And it's his new single.

Engelbert returns to the U.S. this week:

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Venue</th>
</tr>
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<tbody>
<tr>
<td>FEB 8-17</td>
<td>Miami, Florida</td>
<td>The Diplomat Hotel</td>
</tr>
<tr>
<td>MAR 1-3</td>
<td>Chicago, Illinois</td>
<td>Mill Run Theater</td>
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<tr>
<td>MAR 5-10</td>
<td>Chicago, Illinois</td>
<td>Mill Run Theater</td>
</tr>
<tr>
<td>APR 3-9</td>
<td>Las Vegas, Nevada</td>
<td>The Riviera Hotel</td>
</tr>
<tr>
<td>APR 30-MAY 4</td>
<td>Houston, Texas</td>
<td>Houston Theater</td>
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<tr>
<td>MAY 6-12</td>
<td>Westbury, Long Island</td>
<td>Westbury Music Fair</td>
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<tr>
<td>MAY 16-26</td>
<td>Cherry Hill, New Jersey</td>
<td>Latin Casino</td>
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<tr>
<td>JUN 24-29</td>
<td>Nanuet, New York</td>
<td>Nanuet Theater</td>
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<td>JUL 8-13</td>
<td>Cleveland, Ohio</td>
<td>Music Carnival</td>
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<td>JUL 15-20</td>
<td>Buffalo, New York</td>
<td>Melody Theater</td>
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<td>JUL 22-27</td>
<td>Gaithersburg, Maryland</td>
<td>Shady Grove Music Fair</td>
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<td>JUL 29-AUG 3</td>
<td>Latham, New York</td>
<td>Colony Coliseum</td>
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<td>AUG 12-17</td>
<td>Wallingford, Connectic</td>
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<td>AUG 19-24</td>
<td>Warwick, Rhode Island</td>
<td>Musical Festival</td>
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<td>AUG 26-SEPT 8</td>
<td>Stateline, Nevada</td>
<td>The Sahara Hotel</td>
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<td>SEPT 15-20</td>
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Produced by Gordon Mills
### Billboard Top LP's & Tape Chart for February 9, 1974

<table>
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<th>No.</th>
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<td>1</td>
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<td>12 INCHES OF YOU</td>
<td>5046</td>
<td>36</td>
<td>38</td>
<td>PINK FLOYD</td>
<td>A New Machine (Deluxe)</td>
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<td>JOHN DENVER</td>
<td>C 7070</td>
<td>37</td>
<td>17</td>
<td>BOB DYLAN</td>
<td>Desire (Columbia)</td>
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<td>3</td>
<td>49</td>
<td>JIM CROCE</td>
<td>C 7070</td>
<td>38</td>
<td>42</td>
<td>RICK REMMINGTON</td>
<td>A Laugh In February (Elektra)</td>
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<td>48</td>
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<td>21</td>
<td>DAVE EDGAR</td>
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<td>5</td>
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<td>ISAC SMAYES</td>
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<td>STEVE MILLER BAND</td>
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<td>JOHN LENNON</td>
<td>Live In Concert (Columbia)</td>
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<td>BILLIE BROWN</td>
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<td>LED ZEPPELIN</td>
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<td>ALLAN BROTHERS BAND</td>
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<td>Dance &amp; Wrap It All Up (Motown)</td>
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<td>In Through The Out Door (Atlantic)</td>
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<td>Mack The Knife (PolyGram)</td>
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<td>64</td>
<td>CHAD WATTS</td>
<td>Wild Tales (Columbia)</td>
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<td>SOUL TO SOUL</td>
<td>C 7070</td>
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<td>66</td>
<td>JACOBY JOHNSON</td>
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<td>81</td>
<td>WILLIE ANDREWS</td>
<td>Stand Up And Be Counted (Columbia)</td>
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**Suggested List for the Week:**

- **Artist:** JIMMY DURANTE
  - Title: Just A Little Bit
  - Label: Columbia
  - No.: 76

- **Artist:** BERNIE ROSS
  - Title: Just A Little Bit
  - Label: Columbia
  - No.: 76
Announcing two new additions to the historical Motown Anthology Series. The most comprehensive collection of classics ever assembled. Each multiple-record set comes complete with a definitive 12-page booklet, brimming with color photos to complement the chronological history of the artists and their hits.

Gladys Knight & The Pips. Now, complete in a two-record set, a retrospective look at the dazzling Motown career of Gladys Knight and The Pips. All the Gladys Knight classics—including I Heard It Through The Grapevine, The Nitty Gritty, Friendship Train, If I Were Your Woman, Neither One of Us, Daddy Could Swear, I Declare.

Smokey Robinson and The Miracles. Now the fabulous career of Smokey Robinson and the Miracles—from their beginning to Smokey’s farewell concert—is captured in this historical three-record set. Includes Shop Around, You’ve Really Got A Hold On Me, Mickey’s Monkey, The Tracks of My Tears, I Second That Emotion, Abraham, Martin, And John—41 all-time hits.

The Motown Anthology Series: Tomorrow’s collectors’ choice today. Coming soon:

Marvin Gaye
Diana Ross and The Supremes
Stevie Wonder
Jr. Walker & The All-Stars

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FEBRUARY 9, 1974, BILLBOARD
Late News

Petrochemical Price Lifted; Study Future

LOS ANGELES – The next month may be the most critical in the recent 90-day polyvinyl chloride market, which has been languishing, according to a recent survey by the American Chemical Society.

The survey found that the price of polyvinyl chloride (PVC) has fallen below $1 per pound, which is the lowest level since early 2000. The survey also found that the price of PVC has been volatile in recent weeks, with prices rising during the last few days.

The survey included responses from 150 companies that produce PVC in the United States. The respondents were asked to provide information on their production costs, sales, and outlook for the next month.

A number of factors are contributing to the current price volatility. These include a weak economy, increased supply, and decreased demand.

According to the survey, the price of PVC is expected to remain volatile in the near term. However, the respondents also noted that the long-term outlook for PVC is more positive, with demand expected to increase as the economy recovers.

CBS Meet Showcases Optimism, Peak Sales

- Continued from page 3

opening address Monday (28) that the move had inspired confidence among the sales force. Segelstein further commented on the choice as reflective of a broader trend toward conventional attitudes in music, occurring from the creative side—and thus resulting in what he termed "a subtle change in taste categories for this period."

The meetings, which were structured according to the expectations of the salesperson, were held in early March at the Marriott in the Los Angeles area. The meetings were attended by executives from Columbia Pictures, Warner Bros., and Universal. The presentations were structured to reflect the expectations of the audience, and the discussions were held in a comfortable and informal atmosphere.

Subsequent meetings included similar presentations to the same attendees, hosted by Columbia president vice-president, national promotion, Steve Popovich, at Epic/Creative Labels national promotion director Scott Monteiro; sales meetings headed by Croft, Epic/Creative Labels vice president were completed Jan. 15.

L.A. Rock Hall Opening

LOS ANGELES—The Embassy Concert Hall in downtown Hollywood is scheduled to open its doors in the early 1970s, according to an announcement made today by the Los Angeles County Board of Supervisors.

The new venue will be a 1,200-seat theater that will be used for concerts, conventions, and other events. The facility will be located at 3521 Wilshire Boulevard, between Sunset and Santa Monica Boulevards.

The concert hall is being developed by the Los Angeles County Redevelopment Agency, with funding from the city and county. The project is expected to cost $18 million and will create 500 new jobs.

Rock shows are to take place every Friday night, featuring local and national acts. The venue will also host all-state bands, symphonies, and other musical groups. In addition, the hall will be available for private events and corporate functions.

After concerts, the 600-capacity El Rey Club in the building will be open for dancing to a live band.

Inside Track

CLAPTON CLARK DALTRY

The recent New York opening of the Music Box in Las Vegas as a movie theater is the headlining event of a new image for the store's record department, aimed at a more youth-oriented market. Ed Khoury, president of the Music Box, said that the store's new program, including promotional tie-ins with artists such as Clapton and Gibb's (rock) poster, explained that although the department's style has changed with contemporary trends, the store's core is the same. "It has been in effect just under two months and already Gibb's young customers are showing an increased interest in the department, by known artists, and the store is open all the time," said the store's manager, Gabe Matl. "We've seen an increase in the number of requests for the new program, at an increase of 50% in the past two months."

Other meetings focused on Epic single releases, including new releases from Clapton and Gibb. A press conference was held on Friday to announce the upcoming release of a new single by Clapton, "Layla," and Gibb's new single, "Life of Riley." The conference was attended by Clapton, Gibb, and other artists involved in the releases. The press conference was followed by a dinner for the artists and company executives, hosted by Clapton.

The meet was coordinated by Rodsman, an newly-appointed director of Epic publicity, administration, and production (see Editorial). Director of marketing and administration Rayn Wright and Bonnie Garner of the Clapton and Gibb press staff, for the three artist shows. Also announced during the meeting was the choice of Los Angeles as site for this year's CBS national sales convention.

Rock's Hughes replaces Buddy De Franco as leader of the Valiantis, where he has been with the group since its formation in 1969. Hughes will be the new leader of the band, which will continue to perform in the Los Angeles area.

A version of the song "Rock's Hughes" has been recorded by the band, and is scheduled for release later this year.

An SRO crowd of 500 students heard Oliver Davis, former president of Columbia Records, lecture on aspects of the music industry on Feb. 1 at Syracuse University. Davis also performed a question-and-answer session with students in the Columbia Records and Record Market: The Artist, Production and Record Company: Who to Record, How to Produce, How to Promote, and How to Market session. Davis has been a prominent figure in the music industry for over 30 years, and has been a key figure in the development of the music industry.
There's a Honky Tonk Angel
and
Lovin' The Easy Way
a new single by
Dobie Gray

MCA 40251
Produced by Mentor Williams
for Third Son Productions
from the LP "LOVING ARMS"
Manfred Mann's Earth Band have taken progressive rock and with a skillful, articulate style all their own, have created 'Solar Fire'.

High powered rock music composed of hard, driving beats, immense Cathedrals of sound, a sureness of pace with all its variations, and an increasing free improvisational repertoire.

Filled with such energy that it transports you into a Mann-made solar system all its own. Feel it burn...

**MANFRED MANN'S EARTH BAND - 'SOLAR FIRE'**

SEE THE MAN-MADE CREATION TAKE PLACE ON:

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San Antonio, Texas

Las Vegas, Nevada

San Diego, Calif.

Santa Clara Fairgrounds

San Jose, Calif.

San Francisco, Calif.

Atlanta, Georgia