35 Small Indie Labels Meet Over Problems
By ROBERT SOBEL

NEW YORK—Some 35 small, independent specialty labels which deal mainly in contemporary classical and jazz products, and their main distributors, New Music Distribution Service, a division of the Jazz Composers Orchestra Assn., held their first meeting to discuss and exchange views on a number of problems facing the independent label.

After a discussion on the desirability of NMDA controlling the number of releases it handles, which was rejected, the next major topic concerned itself with the problems of selling specialty records.

Complaints alleged that the small company with one or two releases is at a “distinct” disadvantage in trying to deal directly with stores and other distributors.

Two of the larger companies stated, as a means to help sell products, they use a common salesman who travels the country with catalogs of several independent companies. Essentially, they say, he does (Continued on page 30)

NARM Board To Attend Fete
LOS ANGELES—The National Assn. of Recording Merchandisers (NARM) newly elected board of directors will attend the City of Hope dinner honoring former Billboard publisher Hal Cook on June 6 at the Beverly Hilton.

The board will additionally conduct a series of meetings here before the fund-raising event, including conferences with the manufacturer’s advisory committee. (Continued on page 14)

Ga. Blocks Piracy Bill; Okla. Unsure
By JOHN SIPPEL

LOS ANGELES—The attempt by a Georgia record industry group to pass a state piracy law in this session of the state legislature was thwarted last week while an Oklahoma piracy proposal was in doubt at press time.

Rick Kelly, Records Inc., Oklahoma City retailer, a leader in the piracy law campaign, says “legislative supporters of senate bill #483 are making extraordinary efforts to keep the bill alive.”

Earlier, it appeared that the proposal was stalemated in the house judiciary committee, where it reached a nine-to-nine vote deadlock according to committee chairman Marvin York. York stated the impasse occurred because the bill’s proponents were unable to find a hearing sponsor. (Continued on page 49)

Boom Expected In Sound-Alikes
By IS HOROWITZ

NEW YORK—The sound-alike industry seems headed for a sharp upward surge as new and established “cover” producers flood music publishers with mechanical license applications.

“We are being inundated with license requests,” says Albert Berman, managing director of the Harry Fox Agency, which handles mechanical licenses and royalty collections for most major publishers.

Hundreds of applications have been received by his office in recent weeks from a substantial number of sound-alike companies, many of them new enterprises.

The rate of license requests from this source is far in excess of the normal flow, says Berman.

Some industry observers see the rise in sound-alike activity as a natural consequence of the crackdown on pirates. Antipiracy legislation, now in effect in 22 states, and a series of court decisions affecting unlicensed duplicators, have cut deeply into the manufacture and distribution of pirated product. A host of (Continued on page 48)

George Martin Joins List
Of Experts Set for IMIC-5

LONDON—George Martin, the noted producer-arranger, has joined the list of outstanding industry experts participating at IMIC-5 here at the Grosvenor House May 7-10.

Martin, chairman of AIR London, will chair the creative trends workshop on Thursday, May 9.

Two additional British experts added to the program include David Plait, managing director of the British Music Group and Derek Clin- nery, head of BBC Radio One, who will participate respectively in the art of music publishing session and the broadcasting forum on May 8.

Additionally, Iord Harrwood, managing director of the Sadler’s Wells Opera, has agreed to take part in the classical forum, also on May 8.

In addition to the heavy turnout of record industry executives from Europe and the U.S., the conference will have a worldwide flavor with further participants coming from Japan, Australia, Cyprus, South Africa, the West Indies, Mexico, Venezuela and Peru.

With less than three weeks to go before IMIC-5 opens, the conference, sponsored by the Billboard group of publications, is now shaping up as the undisputed major international record industry event of the year and executives who have not already registered are urged to do so without delay.

The reason this year’s IMIC is being held in London is that it is one of the world’s leading music capitals, and the city responsible for developing scores of contemporary music stars. IMIC-5 represents the best in music.
Dana Gillespie

Were'n't Born a Man

A new album.
OVERSEAS MARKET

20th Century Music Sees Revenue Boost

By CLAude HALL

LOS ANGELES—Several new music publishing deals overseas will boost foreign revenues for 20th Century Music by at least 50 percent, reports Herb Eiseman, president.

Eiseman just completed negotiations on new licensing deals with Sigman, Sweden, William Landman, United Song, Holland, for the five Scandinavian countries; Renold Kluger, Kluger International, Belgium; Brunello, Clark of Polymus (Globe), Brazil, for Brazil and Argentina; Augusto Algoso, Conser, Madrid, for Spain and Portugal.

Eiseman notes that when he became president of the publishing firm, he inherited a number of stabilizing contracts overseas. “But most of the deals were just collection deals.”

“Now, however, we need actively aggressive people overseas to manage the kind of contemporary material we’re coming out with. That way, we can see whether the companies we think can do the same kind of job with our copyrights that we do here.”

He points to Peter Gallo of Music Publishers of South Africa. “He came up with three cover songs on ‘The Morning After’ that we had publishing on. And Taiyo Music in Japan had more than 20 cover records on the same tune.”

In Europe, a 17-year deal with Brunello of Sigman in Brazil is that he guaranteed me a number of records in Argentina and Brazil per year and also a number of songs on the television dramas down there—the novels—which are extremely popular.

Sigman will work the catalog of Bergen, Vico, plus 20th Century Music and Fox Fanfare.

The other four deals were for 20th Century Music and Fox Fanfare alone.

London Dealers Discover Flood of Faulty Imports

By GRAHAM PUNTER

LONDON—British dealers are being plagued by an increase in faulty imports, but importers feel that trouble seems to be shoddily imported.

Both dealers and manufacturers agree that faulty units are becoming more common, and that a major cause is the increase in suspect quality of American product imported to meet the production capacity shortage in Britain.

The 50-strong Harlequin chain now imports records, and employs two people just on importing faults.

Todd Williams, U.S. factory manager, says: “In general, the U.S. approach seems to be a more commercial operation—the idea is just to get the things out as quickly as possible.”

American imports tend to be very light-weighty and you find faults just like rough unfinished edges. There is also a lot of travel—records can easily get damaged in transit from the manufacturer.

Williams says as far as British factories are concerned it is impossible to produce a 100 percent output of C.O. records.

“One record went through a thorough and detailed test it cost $15.”

Laurie Krieger, managing director of the Harlequin chain, says: “The situation is getting worse. We now have two people employed to handle complaints in our factory, and we spend over $5,000 a year administering them.”

The main problem is warped records—often in batches. I have been hearing reports from dealers in the U.S.A. that a large number of records are coming from this source.

USIA Honoring Ellington Duke’s 75th Birthday Gets Royal Salute

WASHINGTON—Duke Ellington’s 75th birthday April 29 will receive a royal treatment at the United States Information Agency, which will blanket the world with radio and film features on the noted composer.

The United States Information Agency (USA) will salute the Duke of Ellington through its all media outlets, excluding the United States, where USA programs are not heard.

The “Voice of America,” which beams in 76 languages, will devote its entire broadcasting day to Ellington, with host Willis Conover airing three hours, as well as other Ellington features he has done over the years.

The features including Ellington items in all its news, discussion, educational, cultural and music programs that day.

One week before the all-Duke day, Conover will air taped segments from Ellington’s 75th birthday party and concert, including the biographical and the presidential medal of Freedom presentation.

Ellington will also play “Happy Birthday” to Ellington.

To his worldwide listeners, says Conover, the Duke has captured in music “the true vernacular of America.”

Agency spokesmen say the VOA program will be received over huge areas from 114 shortwave transmitters.

No other American composer has been given such an extensive salute over VOA transmission, says Conover. The nearest thing to it was a series of programs on Louis Armstrong put on by Conover some years ago.

The USA’s film wing will release a 30-minute feature, “His Excellency Duke of Ellington,” to its 189 USA offices in 108 nations for showing that day. The film will also be available to local television stations along with supplementary items (tapes, books, records, educational organizations). U.S.A. embassies around the world are planning birthday concerts featuring the USA jazz and cultural offices in 50 nations which Ellington has visited are coordinating these shows in conjunction with photo exhibits recalling Ellington’s almost 60 years in music.

More Conover musicians will be honoring Ellington with concerts. The New York Jazz Repertory Co.

(Continued on page 12)

Disk, Tape Shipments By Mfrs. Hit $531 Mil

By MILDRED HALL

WASHINGTON—The value of manufacturers’ record and tape shipments was $531.5 million in 1972, up from the 1967 value of $271 million, according to Commerce Department preliminary report on the record industry in 1972 Census of Manufactures.

If receipts for miscellaneous activities other than the making of records and tapes are included, the total output of the manufacturers was $564 million, up 104 percent over the 1967 value of $271.4 million. Value added by manufacture in 1972 was $372 million, more than double the 1967 figure of $182 million.

Shipments of stereo LPs for companies’ own labels totaled 162.7 million units valued at $121 million (L&b. plant, before freight and taxes). Production of stereo LPs on a contract basis was 1.6 million units, valued at $73.5 million.

Total value of LP shipments was $194.6 million.

There was no breakout for figures on the declining monaural LP’s made for companies’ own labels totaled 162.7 million units valued at $121 million (L&b. plant, before freight and taxes). Production of monaural LPs on a contract basis was 1.6 million units, valued at $73.5 million.

Total value of LP shipments was $194.6 million.

(Continued on page 60)

Thifty Shifts To J.L. Marsh

LOS ANGELES—The 432 Thifty Drug stores in an eight-state Western region are now being served by J. L. Marsh. In March, J. L. Marsh, the Thifty executive who oversees pre-recorded tape and records, told Billboard he feels the transition from Trascoso to Marsh is a good one “because they have more goods available.”

Henderson says he feels that pre-recorded music volume in the Thifty chain during the year in the new setup. John Brown is the Marsh liaison with Henderson, who is based here.

Henderson says Thifty buys its accessories and blank tapes direct from manufacturers.

More Late News See Page 60

Polymusic Is Formed As Mail Order Firm

By IS HORowitz

NEW YORK—A long-term commitment to direct mail ordering of recorded product as an adjunct to retail sales has been made by Polymusic Corp. of Utah, a wholly-owned subsidiary devoted to the development of mail-order sales via clubs, continuity programs, and TV promotions.

Robert E. Brookway, Polymusic president, announced the creation of this new division here last week and named Leslie S. Klemes as Polymusic’s president (see Executive Turntable).

Gamble & Huff Excerpts Set For Disk Pros

LOS ANGELES—20th Century Music will release 6,000 copies of a special album featuring 42 excerpts if uses by Gamble & Huff within the next few weeks.

The publisher now administers the Gamble & Huff music catalog of Double Diamond Music. The LP will be sent to dealers, tape producers, and record producers, as well as label execs.

“When I was with Jopheke Music, we found out that we had 105 tunes that had the hit top 10 of the charts but were not working.” says Herb Eisein.

(Continued on page 8)
### Tour Dates

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**See more [here](www.americanradiohistory.com)**
The purest rock and roll. "Poco Seven:" On Epic Records
**Music Game Shows Hit Air**

By CLAIRE HALL

LOUIS ANGELES—“Your Hit Parade,” along with a number of musical games, is getting a flurry of interest among the television networks, with several slated to hit the air over the next few months.

And not only in prime time evening hours but in daytime as well. Like other pilots either being scheduled for the studio or dusted out of the file.

**ASCAP Review Board Adds 8**

NEW YORK—Eight new members have been added to ASCAP’s review board, the body charged with resolving payoff disputes among publishers and making recommendations to the national board on the affiliations of the performing rights organizations.

Weber members selected to serve include Bob Miller, John Green and Paul Creston. Also elected from this category were Donald Burroughs, who died two weeks ago. His place was taken by Bud Green, who received the next highest number of votes among lyricist candidates. Publishers named to the board are Johnny Murray, George Fink, Marvin Gane and Hans W. Heinheimer.

**Music Sales**

Music Sales, July 55, Vol. 55, No. 4.

**ASCAP Convention**

Los Angeles—The world’s largest single day recording and radio department, Plaza Music here, furnishes its 50th year of association with the West Coast Southern California department store chain because of personnel policies.

The late Ben Platt, founder of the Platt Corp., his son, Herman, the president, and grandson, Ken, executive vice president, and Michael Randall, the 30-year-old general manager of the “branch store,” work all over the theory that the people who staff a business are the public.

Since 1924, when Ben made his first leased department deal with Tom May, the May’s West Coast stores have grown to 21 and one outlet store, ranging from San Francisco to Orlando, 180 miles along the coast.

When Randall reports progress, he says that “Your Hit Parade” and “American Bandstand” are shows that people are talking about.

The approximately 75 managers and sales personnel in the Platt department are scheduled for each of their staff. The number of hours worked that week is then divided into the total of that staff member to get a per hour sales average.

In order to keep full-time staff fully operational and yet avoid costly overtime, the Platt departments have been hiring more showtime brokers, housewives and students, who work from 10 to 13 hours weekly at peak times when they are best needed.

Randall’s top aide, Jan Clark, spends a majority of her time personally overseeing departments. She and Randall are consistently urging representatives of playback, record-tape and accessory firms to gather employees from several adjacent area stores for sales training and promotional talks.

Randall has a close rapport with playback and radio people. He would like a closer liaison with representatives of record/tape companies, “I get samples from only those I buy and they don’t do a better job with records if we got more advanced samples,” he says.

“Record people should visit us.”

*(Continued on page 55)*

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**Record Sales**

Landos Famous

NEW YORK—Record Sales of Colorado has acquired the Famous Music Publishing Co., Inc., in the Rocky Mountain area.

The distribution firm, which also includes Famous-Magnetics, Inc., will broaden its service to include radio/dj/judging in its Denver complex.

It will open two new major rock locations in August for the May Co., Buiteno-Appleby and Villa Music in a new shopping plaza in Denver.

Record Sales opened its doors in November 1967. Its counts include Motown, Vanguard, Mainstream, Buddah and Secker.

According to Barbara Ruch, it’s branch manager, the new location will be sought to provide enough of square footage. Target date for the move is July 1.
Ross is Alan Ross with Tony Fernandez, Steve Emery, Bob Jackson and Reuben White. They've just recorded an album of soaring, energy-packed rock music for a dynamic debut album simply called, ROSS.

**Ross on Tour**

- **April 24**  Roxy Theater, Allentown, Pa.
- **April 26**  Capital Theater, Passaic, N.J.
- **April 27**  Columbia Music Hall, Hartford, Conn.
- **April 28**  Veterans Memorial Coliseum, Providence, R.I.
- **April 29-May 4**  The Cellar Door, Washington, D.C.
- **May 8-13**  Max's Kansas City, New York City
- **May 16-19**  Main Point, Philadelphia, Pa.

Ross is what British rock should sound like.
NEWS BUREAUS & REGIONAL OFFICES


FOREIGN CORRESPONDENTS


SALES


INTERNATIONAL SALES


VEHICLES


PUBLISHING

PUBLISHER: Ed Zhitz. BUSINESS MANAGER: Peter Heine.

ASSOCIATE PUBLISHER: Michael Sheehan.


BILLBOARD PUBLICATIONS, INC.


The microfilm edition of Billboard is available from the Kraus-Thomson Organization Limited Route 100, Maplewood, N.J. 07040. For details, contact Pamela Quinn, at the above address or call 973-550-2300.


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The single from the album is "Already Gone" on Asylum Records & Tapes.
A REVIEW OF THE BEST FIRST QUARTER IN THE HISTORY OF THE COLUMBIA/EPIC RECORDS FAMILY.

SINGLES: POP

During the first three months of 1974, Columbia and the Columbia family of labels had a record 36 singles on the Billboard Hot 100. “Rock On” by David Essex and the Oscar-winning “The Way We Were” by Barbra Streisand were both awarded gold records. “The Most Beautiful Girl” by Grammy and CMA winner Charlie Rich, which had been certified gold in December, 1973, went on to sell an additional million records during the first quarter of 1974.

Other major singles to break toward the end of the quarter that are now gold, or that are heading toward gold, include: “TSOP,” MFSB; “Come and Get Your Love,” Redbone; “(I’ve Been) Searchin’ So Long,” Chicago; “A Very Special Love Song,” Charlie Rich; “I’m a Train,” Albert Hammond.

Additionally, this seems to be the best year in our history for crossover hits. Fifteen of our charted pop singles spilled over from the Hot Soul Singles chart. And 3 more pop hits came from the country charts...including Tanya Tucker’s first single in the national Top Fifty.

SINGLES: SOUL

Thirty-seven singles from the Columbia family appeared on the Hot Soul Singles chart. Of these, 23 were in the Top Fifty, 10 were in the Top Ten.

SINGLES: COUNTRY

Of the 38 singles appearing in the Hot Country Singles chart, 3 reached Number One, 10 were in the Top Ten and 27 were in the Top Fifty, making us the Number-One country label once again.

ALBUMS: POP

There were 55 Columbia-distributed albums on the Top LP’s & Tape chart during the first quarter.

In addition, 5 albums were certified gold. Six more albums, released during the first quarter, are soon to become gold.
A look at our newest gold albums demonstrates the importance we put on our catalog. The Columbia family catalog is the biggest, most diverse, and most actively promoted in all of recorded music. Two of our 5 newest gold albums are over 2 years old.


Heading for gold are these first quarter releases: "Love Is the Message," MFSB; "Live Rhymin’," Paul Simon; "Very Special Love Songs," Charlie Rich; "Head Hunters," Herbie Hancock; "Open Our Eyes," Earth, Wind & Fire; and the soundtrack to "The Way We Were."

ALBUMS: SOUL, COUNTRY, JAZZ, CLASSICAL

We’ve had success stories to tell in every field of music.

On the Soul LP’s charts we were represented by 22 albums, 12 of which sold in numbers great enough to put them on the national album charts as well.

Eighteen of the Hot Country LP’s were from the Columbia family. Five of the Best Selling Jazz LP’s were ours (with a big, long overdue Number One for Herbie Hancock) and 10 Best Selling Classical LP’s were from Columbia, including "Switched-On Bach II" by Walter Carlos and the "E. Power Biggs Plays Scott Joplin" album.

ARTIST DEVELOPMENT

Probably the most important measure of present and future success for a record label lies in the area of artists “broken.”

Here again, the Columbia family leads the way.

The success of artists like the Mahavishnu Orchestra, featuring John McLaughlin, and Weather Report has opened up a whole new area of contemporary music to mass audiences. During the first quarter we were proud to see Herbie Hancock, one of the most critically acclaimed keyboard artists of our time, become the hottest progressive jazz/rock artist of 1974. His current “Head Hunters” album is on the verge of gold.

Equally dramatic was the exploding popularity of some intensely talented individuals and groups who were able to stand behind their hit singles with a whole body of worthwhile music:

David Essex, a giant in England, whose throbbing 70’s rock has made him even bigger here.

Billy Joel, whose beautiful, reflective songs at last have the public ear, and will never let go.

Redbone, with native American music that was always on the verge of exploding through, and now, finally has.

Rick Derringer, a vital force behind albums by Johnny and Edgar Winter, now in the solo spotlight.

And the phenomenal musicians who created The Sound of Philadelphia, now recognized and appreciated on their own as MFSB.

WE’VE HAD ENOUGH HITS AND EXCITEMENT TO LAST A YEAR.
AND WE’VE GOT 9 MONTHS TO GO.
COLUMBIA, EPIC, PHILADELPHIA INTERNATIONAL, MONUMENT, KIRSHNER,
COLUMBIA/WINDFALL, BLUE SKY, T-NECK, STAX, AND MUMS RECORDS AND TAPES
MOTOROLA’S proposed sale of its television division to Matsushita Electric Industrial Co. Ltd., Japan, is being investigated at the Justice Department by Trust Division. Sen. Birch Bayh (D-Ind.) said the transaction would lessen competition in the U.S. television industry.

Matsushita manufactures Panasonic television sets.

Meanwhile, Motorola’s consumer products division was the only division in the company which operated at a loss in 1973, and the prospect of that division is not expected to improve this year. Since a decline in U.S. industry color television sales is anticipated, Motorola does not expect sales in consumer products to improve over last year.

**ANALYSTS** believe gains made by CBS in earnings and sales for the first quarter probably could be largely attributed to the performance of the CBS Records Group and the CBS Television Network.

Lower second quarter and six-month earnings despite record revenues were reported by Walt Disney Productions. Earnings for its second quarter ended June 30, were $32 cents a share from 36 cents in the like period a year ago.

**CASSETTE CARTRIDGE** CORP., New York, was suspended Monday by trading from April 20 by the Securities & Exchange Commission for failing to file required financial reports with the agency. **INTERSTATE STORES** said negotiations for the acquisition of Interstate by a number of divisions of McCrory Corp. are continuing.

**WARNER COMMUNICATIONS** was the subject of a securities report by Burns, Nanford, Rea & Co. A U.S. Department of Commerce report said many firms are slashing 1974 investment plans because of the energy crisis. Total 1974 investment by all industry is estimated at $12.7 billion, down $60 million from what had been planned before the energy crisis.

**HARMAN INTERNATIONAL INDUSTRIES**, Lake Success, N.Y., reported record sales and earnings for six months ended Feb. 28 by its high fidelity equipment operations, Harman-Kardon and James B. L Ausing.

**RCA** reported a 17 percent decline in first quarter earnings, attributed primarily to consumer areas of the company’s diversified operations. The lower earnings were due to increased labor costs, intensifying inflation. the energy crisis, lower international prices, improved levels of raw materials shortages, the company said.

**THE U.S. demand for Japanese products likely will remain high,** Nelson Stitt, director of the U.S. Japan Trade Council, said. He told the Senate Finance Committee that despite inflation, shortages and quadrupled oil costs, Americans will continue to buy Japanese products. U.S. trade deficits with Japan, which fell from $4.1 billion in 1972 to $13 billion last year, will show a moderate increase this year. Last year, American shipments to Japan were $8.3 billion while U.S. imports from Japan were $9.6 billion.

**CBS SALES RISE AGAIN IN QUARTER**

NEW YORK—CBS, coming off a record sales year in 1973, continues its growth in 1974. First quarter sales figures for 1974 rose 22 percent for the Records Group and 9 percent for the Broadcasting Group as compared to the same period last year.

**GOEDDER—REBORN.** CBS/Records President says that the group’s 1974 first quarter was the most significant in the label’s history, both domestically and internationally.

Although sales were soft in France and Germany, high sales volumes resulted on the U.K., Holland, Brazil, Latin American, Canadian and Japanese markets. Sales for CBS in 1974 were 14 percent over budget, despite a mandatory three-week day work during the period.

At shareholders meeting in Atlanta April 17, Arthur Taylor, CBS president, stated that “although we face severe cost pressures, particularly in the area of recording talent, and the vinyl from which records are manufactured, we remain confident that long-term contracts are helping to assure the vinyl supplies we require, and can expect to help hold to control cost increases." Measures taken to halt deterioration of profit margins have also started to show positive results, he said.

**CBS CHANGES NAME**

NEW YORK—CBS Broadcasting is changing its name to CBS Inc. A filing has been made with the Secretary of State of New York, and the firm’s listing on the New York Stock Exchange has been relocated alphabetically.
MOTOWN presents

A DAY AT THE RACES

SHOT ON LOCATION
AT NARM AND HIALEAH PARK

Starring

THE BETTOS

WINNER'S CIRCLE

with Mrs. Abner (second from right) and Mrs. Noonan (extreme right) presenting owners with special trophy as winners of Motown-NARM race.

Special thanks to Micki and Jules Malamud and staff for their invaluable assistance.

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www.americanradiohistory.com
Contraband Tape Dealers Get No Sympathy in L.A. and Idaho

**PIRACY ACTIVITY**

**NEW YORK**—How do you turn a label around in four years, picking up 62 percent growth in sales along the way? Ask Ron Alexenburg, vice president of Epic Records. He's done it.

Named to head CBS' Epic operations in August of 1970, Alexenburg, then the youngest vice president in Columbia's history, brought an array of skills to Epic's helm—having previously served as director of national promotion for Columbia Records, and before that having promoted product for a Chicago-based independent distributor.

Alexenburg, now guiding one of the hottest and soulful labels on the scene, relishes the fact that he not only knows the sales chart, but has worked it personally—from the bottom to the top, or from selling records over the counter to his present position.

When he first joined Epic, there were two singles coming off the chart. And that was the extent of the label's market action at the time," says Alexenburg. Last year, between Epic and its custom labels, 23 gold singles were produced.

Alexenburg now talks about 34 gold discs in 1974, "or maybe 44 in '74 when you consider the appropriate," he jokes, but with a serious look in his eyes.

A great deal of his confidence comes from the staff he has surrounded himself with, and he is the first to admit it.

"Stan Montone is one of the finest national promotion men in the business, and he has proven it here. Stan, as well as the other department, has continually reflected the energy and drive which is reflected in the work behind new Epic and custom releases. Whether it be rock, R&B or country music product, the hit records on Epic's release—and that is what producers reaps," states Alexenburg.

Those results have meant national prominence for such artists as Charlie Rich, Sly & The Family Stone, Loretta Lynn, Lefty Frizzell, The Blue Notes, the O'Jays, MFSB, and Charlie McCoy, among others.

Though Alexenburg has also produced strong results when it comes to crossing over product on the market.

When not traveling the country looking to sign new talent or following up marketing campaigns, Alexenburg, operating out of the 13th floor, is constantly viewing the growth patterns of all Epic's custom and distributed family of labels, including Philadelphia International, Mums, Epic, Blue Note, Machine, Modern, Blue Sky, Monument and the Stax Organization. He notes that over the past two years, tapes distributed with its custom/distributed family, has produced a 245 percent increase in sales.

Although part of a major corporation, Epic has been able to operate as if it were independent. Label president, Alexenburg. He says that an "independent's attitude" has permitted Epic to pursue both production and sales goals with fewer obligations—allowing them to emphasize quality performance throughout.

That independent attitude came into play on the black retailing and one-stop levels, when CBS permitted Epic to extend its credit system to help black businesses develop in their own communities, explains Alexenburg. "They helped us, and I saw no reason why we shouldn't be helping them."

Incentive thinking is also one of Alexenburg's personal traits, and he sees the "million seller mark" for the Epic product as nothing short of the past. He feels that the industry has itself into thinking that if a particular product can't fill a gold it has achieved the highest plateau of success. Alexenburg prefers to visualize the day when instead of just simple marketing attempts, computerized techniques will achieve multi-million sales levels.

"I believe we'll see that new markets are opening for both country and R&B products. He points to the growing acceptance of country things to do with selling and distributing any sounds which have been transferred onto tape without the permission of the owner, or be associated with any firm engaging in such activities.

In Idaho, a bill passed by both houses of the state legislature before it adjourned, permitting anyone to manufacture and sell pirated sound recordings if a two-cent royalty was paid to the owner of the original master, was vetoed by Gov. Cecil C. Andrus. Andrus indicated that the measure would "legitimate rather than prohibit tape piracy."

**NEWSMAKER**

Alexenburg Turns Epic to Gold

By JIM MELANSON

CBS Photo

Ron Alexenburg, Epic Records vice-president: label's growth to continue.

**NEWSMAKER**

Alexenburg is Chicago's most recent addition to the music business. He was born in Chicago, attended the University of Illinois and received a law degree from the University of Chicago. Alexenburg joined Epic Records in 1967 as a consultant and was made a vice-president in 1968.

He has been involved in various aspects of the music business, including sales, promotion, production and marketing.

Alexenburg is married and has three children.

"Alexenburg is described as a "people person" and is known for his ability to work closely with artists. He is often credited with helping to launch the careers of such recording artists as The Rolling Stones, The Beatles, and The Who.

"He is known for his ability to work closely with artists. He is often credited with helping to launch the careers of such recording artists as The Rolling Stones, The Beatles, and The Who."

**FBI Search Seizes Tapes, Duplicators**

**NEW YORK**—Under a consent-to-search agreement, FBI agents in New Jersey on Thursday confiscated some $35,000 worth of tape duplicating equipment, about 8,000 tapes and five tape duplicating machines. 

Ron Oligbo, Philip Oligbo, and Marvin Rankin, principals of the firm, were not arrested. The U.S. Attorney in Newark has not yet scheduled a hearing.
How do you keep up on the needs of the world's recording studios, even if it is four o'clock in the morning?

Billboard's International Directory Of Recording Studios

When you're the National Sales Manager of a large tape manufacturing company, you know that your working hours aren't always 9 to 5. Sometimes you'll get a frantic call at 4 a.m. from a studio in desperate need of software. With Billboard's International Directory of Recording Studios, coming June 8, you'll have all the pertinent studio information needed to supply your customers — no matter where in the world they are — all their software needs.

Even if you're too sleepy to ask the right questions, you'll find all the right answers in Billboard's International Directory of Recording Studios.

And because you're always on the lookout for new customers, Billboard's International Directory of Recording Studios provides an up-close look at potential clients. Not to mention a good look at what you have to offer.

Billboard's 1974 International Directory of Recording Studios is coming in the June 8 issue. We can't promise you an uninterrupted night's sleep, but we can promise you the most useful recording studio directory there is.

Ad Deadline: May 10
Issue Date: June 8

Contact a Billboard Sales Representative at any of the following offices:

Los Angeles: Bill Moran 9000 Sunset Blvd. La. Calif. 90069 (213) 377-7545

New York: Don New 1-5 Auburn Place New York, N.Y. 10016 (212) 764-7500

Chicago: Don New 1-5 Auburn Place Chicago, Ill. 60610 (212) 303-3035

Nashville: John McCarth 1719 West End Ave. Nashville, Tenn. 37203 (615) 329-6919

London: Larry Gault 7 Camden Street London N.W. 1. England 01-678-9000

Tokyo: Kenji Nishihara Japan Advertising Communications Inc. 7-19-18, Ginza, Tokyo 104 Japan
Talent

Jerry Heller's Agency Books Rock Acts In Salable Packages

By NAT FREEDLAND

LOUIS ANGELES—Jerry Heller praches that the personalized independent booking agency has its best chance ever at big money in rock, a situation he parallels to the breaking up of the big movie studio system. Heller's 4-year-old Beverly Hills agency bookings grossed $15.9 million during its first year, $3.7 million the second and $5.5 the third. He expects an artist gross of over $7 million when the fourth-year tallies are added up.

By his own account, Heller is a millionaire who razzes at $530 a day to watch the stock market ticker telecasts and rarely leaves his office till nine in the evening. His office stuff consists of six agents and four secretaries. "Frank Beraudon is the only Galaxie who has more power in rock than any other booker, and all they've got's in New York," Heller states about his colleagues.

Yet they've been a dominant force in setting big tours for lead rock acts. He has such acts as the Highwaymen, Ray Montana, Railroad Black Sabbath, Humble Pie and Black Oak Arkansas. They also have plenty of backup acts like singer-singers like Carty Simon, Van Morris and Cat Stevens.

Heller is the only one of Jerry's agency is still Heller-Fischel, he bought out Don Fischel's partnership in February. Fischel is now packaging some independent TV productions.

Heller operated in the agency field in 1963 after college and graduate school, some stock investment experience and military service. He put in stints at Coast Artists, Associated Booking and Chart-Works before stepping out on his own.

His independent operation has been a success despite having a minimum of staff and no name roster. At the moment, the biggest names on his 15-crew roster are: Dr. Hook, the Doobie Brothers, Pink Floyd and Johnny Rivers.

Heller still got $600,000 a year for Grass Roots during 74 although they haven't had a hit record in several years," says Heller. "I'd much rather have a lot of medium-priced headliners who can be kept working steadily, than build a whole agency around one hit. We can't talk out and leave you in deep trouble any time. I'm not interested in making very promising new L.A. agency image. They lost their superstars and had to close.

Gladys Knight, Mathis Set For Newport Jazz Festival

NEW YORK—Several top pop artists including Johnny Mathis, Gladys Knight & the Pips, the Doobie Brothers, and Kool & the Gang, will appear at this year's Newport Jazz Festival scheduled to get underway in New York City on June 28.

Diana Ross' appearance at the festival is scheduled for July 7, when she will appear with top jazz musicians at Radio City Music Hall in a special program, Jam Session for Diana (Billboard April 13).

Mathis' appearance at the festival is scheduled for July 3. He appeared in performances at Avery Fisher Hall on a program titled, Jazz Salute to the Queen, an all-star program with such popular jazz artists as Bobby Short, Stan Getz, Gerry Mulligan, Bobby Hackett, Jackie King & Roy and Ruby Braff and George Benson.

Gladys Knight & the Pips, Kool & the Gang, the Doobies and Billy Eckstein are due to appear on July 3 at the Nassau Coliseum on a program titled, "Sible Salute to Jazz and Soul." (Continued on page 19)

Blue Swede Producer Looks for That Hook

By BOB KIRCH

LOS ANGELES—Certainly one of the most successful records of the young year, and also one of the most unusual, has been Blue Swede's "Hooked" on a Feeling." A No. 1 disk in the U.K. last week, it entered No. 3 on the EMI label here.

Bengi Palmers, producer of Blue Swede, who runs his own label, says: "I had been working with the band's lead singer, Bjorn Skifs, for almost a year when I got the group together.

The reason we decided to form a group out of Bjorn and that it's Bjorn is because he is a solo artist in Sweden. You have to tour with pickup bands often and it's just too easy if you have a base. Once the group was formed and went out on the road, Palmers heard Jonathan King's version of "Hooked" and decided it would be perfect for live appearances. "It was even better, with the unique arrangement, that we cut it as a single," Palmers says. "It was a No. 1 hit in Sweden. The group has bands since it has had the No. 1 singles in Sweden, where they are known for Bjorn Skifs and the Blabums, the name of the group being slang for dandy.

Palmers is also working with a number of other bands in Sweden, and he feels that it is a good package potential for the U.S. market. One of them, Landtaget, already has a single out on EMI.

As a producer, he feels that his job is "to put all the pieces together. I have a specific idea of what I want before I go into the studio: I have any charts that might be needed ready and I try to offer as much instruction as possible without interfering with the band."

"As for singles," Palmers continues, "I'm really a singles freak. I love making them and one thing I always try to do is make sure the record has a hook of some kind. There has to be an immediate impact the first time you hear a song if it is going to be a hit."

Palmers adds that radio is very important in Sweden, primarily because there are very few stations and these are government owned, as in England.

He also feels that while "Hooked" was not made with the U.S. market in mind, the fact that it hit so quickly is an indication of the "open-minded attitude of U.S. disc jockeys. The station manager may not be a natural origin of a record. They seem to be more interested in whether it is good music.

By the same token, I think that the singles market around the world is beginning to get more lively again. Artists and producers are placing more emphasis on good singles rather than worrying only about L.P.s."

Palmers says that Blue Swede will probably tour Europe this fall, and that Landtaget may also be along. As for Palmers, it appears that his work as a producer will continue to be successful. He released 17 singles in Sweden last year, and 16 of them hit the charts.
The Rolling Stones Excitement Captured In New Movie

NEW YORK—The Rolling Stones 1972 American tour is now a movie, as was their 1969 tour in "Gimme Shelter." The new film is an ambitious and well-conceived undertaking which projects the audience into an atmosphere of actually attending a live performance via the use of a quadraphonic sound system, the elimination of opening and closing titles and no superfluous dialogue.

"Ladies and Gentlemen..." was not filmed at any one concert but rather is a collection of the better offerings from three or four shows with particular emphasis on the Madison Square Garden appearance.

The individual songs, provided they were not done in consecutive order at any one concert, were separated by screen blackouts and off-camera audience reaction. The blackouts never lasted more than a few seconds which further enhanced the machine gun pace of the '60s-oriented film that seemed much shorter.

The Rolling Stones are consummate showmen and every bit of their electric stage presence is captured by the camera. From Mick Jagger's unsexual pouting with the one hand coquettishly on his hip, to Bill Wyman's loose-jointed arrogance, to the stoically presented rhythms of Taylor, Richards and Watts—it's all there. The group modestly referred to as "The World's Greatest Rock and Roll Band" more than lives up to its billing.

Only quibble is that there weren't enough change-of-pace ballads to vary the film's movement. Only the classic "Love in Vain" slow blues and the wind-down ending of "Midnight Rambler" gave the audience a respite in an overwhelming piece of music history.

The movie is an independent production and release, Production company is Dragon Air with Rolling Stones label chief Marshall Chess as executive producer and Rollin Kramer directing. "Ladies and Gentlemen..." will play limited engagements in a few cities at a time with several tons of quadraphonic sound equipment traveling to each theater.

Continued from page 16

The group now has a formidable backlog of material to draw upon, recorded through the course of three recent albums, including the upcoming, "Tattoo Mickey's Rock 'n' Rollin' Miss Mary Ann's Biker Rider" and a narrative of the Pledge of Allegiance. Williams had Capitol Records' first country million-seller almost 30 years ago, and he showed here that he is still a live performer who can hold his own as a headliner.

Joe and Rose Lee Maghie opened an entertaining set with Joe playing search guitar, with Tom Waits on a line job on fiddle and banjo. Joe handled most of the singing, including hits she's written for stars like Cassie Smith, Joe's brother Bob joined for some tap-tap guitar and banjo work.

TEX WILLIAMS
JOE & ROSE LEE MAGHIE
Palm Springs, Los Angeles

There may be an influx of new talent into country music, but the veteran still have a lot going for them, as their Saturday (13) appearance of Tex Williams and Joe and Rose Lee Maghie was illustrated.

Williams, currently on Grapevine, has a fine voice and struck up a fast rapport with the crowd through humorous anecdotes and a gen-

erally friendly manner. As well as singing his biggest hit, "Smoke, Smoke, Smoke," he also ran through a variety of other material, including "The Night Mrs. Hardy's Baby Seared and the title track of their new album, "The Promise of Allegiance." Williams had Capitol Records' first country million-seller almost 30 years ago, and he showed here that he is still a live performer who can hold his own as a headliner.

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BILLY COSHAM
THE CREDIBILITY GAP
Bottom Line, New York
Billy Cosham, once the bassist of the Maharashtra Orchestra, and now fronting his own eight piece band made a most impressive debut four day engagement at the Bottom Line last week bolting through material from both the "Spectrum" and the new "Credibility" albums in addition to playing a new seventeen minute suite by Patti Smith.

By Cosham's second night (April 17), the juveniles cut loose and the group a set well played stage act led by Cosham and caja player Leo Patrizi, who also showed considerable technical proficiency. The rhythm section was

This band, Cosham has succeeded in creating as outfit of enormous potential...with a band that is even more promising than his previous band "Heaven's Gate" which is sorely missed by the band in the studio...will also be setting the pace. The Credibility Gap is a story quarter whose routines were drawn from the most obvious source yet ever. The rhythm section, songwriter, keyboard player, and the rhythm sections, and became a new formula for the group...and the overdubbing of melodies on top of melodies on top of melodies on top of melodies...will also be setting the pace.

March 21, 2023

HAWKISHD MAN
ACADMY OF MUSIC, New York
White Hawkwind has developed into something of a syncretic entity in England over the last few years...nearly everyone has been involved in the punk movement in that country on their second album. At the Academy of Music, an overripe brew of tom-toms, percussion, and some spare instruments...we're not surprised to find Hawkwind's use of technology thrown out of gear and making room for some of their less refined, but more interesting, efforts.

HERBIE MANN
WILLIAM A. COHEN'S RETURN TO FOREVER
Carnegie Hall, New York
It was the first time that anybody had the foresight to preside on Billings and Coke in one show, and judging by the fact that Carnegie Hall was packed, they have at least waited until the show...to avoid having to wait for the show to start at all.

SOUTH
EAGLES (Asbury): Monroe, La., April 27
Penn's Beach, (23)
BILLY COBHAM (Columbia): Catalina Col-
eges, Galveston, N.C., April 22
Ark. State Coll., (21)
Ariel Corps (Columbia): Falls Church, Va.

TAXI TUESDAY
(Taxi): Town Hall Ball-
room, Kansas City, Kansas, April 26

JANOSJ (Cooper): City Hall Ball-
room, Dallas, Tex., April 27

LAURA LINDSEY (Cooper): Sween-
y Auditorium, Santa Fe, N.M., April 26

Telly Savalas to host Music's Tennis Tournament

LOS ANGELES—Applications were sent out last week for the first tournament of this kind that Telly Savalas has ever been involved in. Miami Beach is the site of the tournament, which will be held May 24-26 at the Balboa Bay Club at Indian Wells just outside of Palm Springs, Calif.

The tournament will be a four-day blind draw party and dancing May 24, tennis day May 25, followed by a day off May 26. The other day will be a day off by the players and the matches. The tournament will be held by the Indian Wells Country Club Golf Course.

For further details, telephone Diamond at: 213-461-4609.
Lena Zavaroni, 9-year-old English singer with a gold record in Europe, signed with Stax Records for the U.S.

The Eagles, Asylum artists, have signed for booking with IFA. Heart of Texas and James Brown has re-signed with Polydor worldwide for both recording and publishing.

The Glenns, four-man Los Angeles soul act to Alva Records. Group's singles debut is "No Time."

Buck Ram's Platters have been signed to an artist/production deal with Phonogram International of Holland, who have been successfully reviving old Platters masters.

The Hollywood Stars have signed with Columbia. Daddy Warbucks is another new Columbia acquisition. And to round out the Phonogram group, Nevada-based foursome, Harmony.

Coven, of "One Tin Soldier" fame, signed with Zealot Talent Management. Coven currently taping sessions in L.A. with producer Shel Talmy.

Mike Belkin, Midwest concert promotion bigwig, set as entertainment consultant for Milwaukee's July 12-21 Summerfest '74.

Buzzy Linhart signed with Atlantic Records. At present, he is touring the U.S. in conjunction with a promotional campaign backing his first A/E LP release, "Psycho Can Go Far." Kate Smith also now with Atlantic Records. Her first single on the label, "Smile, Smile, Smile," is due out shortly. Blue Thumb recording artists the Butts Band have signed with BNB for management representation.

Jim Sullivan, 24, signed to 20th Century Records as writer-singer. Gabriel Kaplan, comedian, signed a five-album deal with ABC/Elimah.

Hilton, Liszt Trying for a New Contract

LOS ANGELES—The Beverly Hilton Hotel here and Mike Liszt's Marathon Productions have ended their contract for minority shows in the hotel's ballroom. However, Beverly Hilton general manager John Norlander says both sides are trying to work out a new deal.

Norlander says the idea of setting up the large hotel ballroom for nightclub performances when headliners are available had already proved itself for the Beverly Hilton.

A total audience of 12,000 to 13,000 attended the nine-week-night shows which were headlined by the funniest comics so far. Bills were headed by Johnny Mathis, Bill Cosby and last-minute replacements, Josephine Baker.

Dates were announced in the next two months for Aretha Franklin and Ray Charles. Last week a Staple Singers-Four Tops package was canceled. Norlander says he hopes the independent production company can smooth out the problems with artist negotiations that arose at the start of the operation.

Hunter's N.Y. Office
To Aid His Artists

NEW YORK—Kevin Hunter, long active as a personal manager, has opened an office here. Kevin Hunter Associates, Inc., to facilitate U.S. bookings and record company negotiations on behalf of his talent roster. His Toronto office, under the direction of Steve Popps, will also continue in operation.


Gladys Knight, Mathis Set
For Newport Jazz Festival

*Continued from page 16*

Other concerts scheduled include The Musical Life of Charlie Parker, Carnegie Hall, June 28; Cafe Society Revisited, also at Carnegie, June 29; An Evening of the Blues, Avery Fisher Hall, June 30, with such artists as B.B. King, Bobby Blue Bland and Steady John Exo; a big-band ball at Roosevelt Ballroom, featuring Harry James, Sy Oliver and Tito Puente; Lionel Hampton Presents at Carnegie, July 2; and Jazz on the Hammond, with Jimmy Smith and Friends, Carnegie Hall, July 1.

Also to be repeated this year is the Hudson River boat ride, at which the World's Greatest Jazz Band and the Preservation Hall Jazz Band from New Orleans are scheduled to perform. This event is scheduled for July 7.

There will also be a Latin Night, a night of Guitar Impressions, and special concert by the New York Jazz Repertory Co.

Wein has canceled the Boston version of his Newport Festival for 1974. The show's originator blames lack of support, efficiency, sniping at pickpockets and unruly mobs at last year's fest for his decision.

Wein took a two-day segment of the festival to his hometown for the first time last year. It was held in Forney Park.

SEE IT! READ IT! FEEL IT! COLORADO: ROCKY MOUNTAIN HIGH

Coming soon—Billboard's focus in the music and entertainment industry in the State of Colorado.

(The Billboard team will be on the scene: HOLIDAY INN downtown Denver May 13 through 19.)
At Larrabee Sound in Los Angeles, Al Wilson is working on his next set with Jerry Fuller producing and Barry Randolph engineering. Also at Larrabee, RCA's Cliff De Young has finished his debut LP, with Steve Garrett producing and Les Ray Roberts handling the control board. Jim Hilton, former Motown engineer and now with Larrabee, is working on a new LP for Santo & Johnny (remember "Sleepwalk"? more than a decade ago?) Jackie Mills is handling the production. Mills is also working with Don Randi, and is also producing Buddy Bunch member Maureen McCormick's single. Finally, congratulations to Barbara Lewis, new studio manager at Larrabee. Barbara comes to the studio from the Record Plant here.

Lots of activity at Sunwest Recording Studios in L.A., too. During the past month, Chris Hinshaw has joined as an engineer. Chris comes from Columbia, the Record Plant and Wally Heider. Bobby Womack has also been in the studio, working on sessions as a producer with Larry Wells and the Valentinos. The Valentinos, you may remember, were Womack's original group and had the first hit of "It's All Over Now," later to become one of the U.S. hit's and the number one British disk for a then new group called the Rolling Stones.

Jay Senter was in working on a single for Capitol's Mike Deasy. And the Osmonds have been in working with producer Lynyan Day on the score of "Where the Red Fern Grows," a new movie. Songs for the soundtrack will be sung by Andy Williams, Stewart Evans is handling engineering chores.

Also at Sunwest: Jerry Styner, composer, arranger, producer, engineer is working on several projects, including sessions with Clavudine Lones for Barnaby, Solomon Burke for ABC/Dunhill and Herman Rush Productions, Chris Bellaro for Mike Car Productions and movie score, "Code 2 Call" for S&S Productions. Troy "Rags" Ragin in producing an LP for Spacecut for Andromeda Productions.

Bill Tate, owner of Track Recording, Inc. in Silver Spring, Md., reports that Linda Ronstadt was in recently for three sessions, Lowell George handled the production and also played on the sessions. George Massenberg handled the engineering on Ronstadt's new album as well. George also played. Track has recently put up a new quadrecalorine control room, complete with a custom built Neve console. Dave Harrison of Studio Supply in Nashville designed. Finally, the group Seldon Sc.nces was in working on engineering chores.

In San Francisco, Wally Heider's recording studio has added a public relations and promotion department. Debbie Pruss will head operations and development. Ms. Pruss had been with Heider's San Francisco facility for the past two years, acting as traffic manager and for the past year, as studio manager.

At New York's Electric Lady Studios, Lou Reed is working on his new LP, Steve Katz producing and Mike Stone at the console. Felix Pappalardi, Ronnie and Leslie West are also in the studio, with Bob D'Orleans producing. Also at Electric Lady in recent weeks, LP's and singles cut for Brunswick, Buddah, Stereo Directions, CTI and Polydor.

Billy Campbell has been at Pittsburgh's Aetext Recording Studios finishing up his new single, "Me and Johnny B Goode," veteran country fiddle player Johnny "Kid" Carson sat in on the session.

Over in London, Island Studio's new multi-track 24-track recording studio has been busy recording a number of concerts. Included are: Stevie Wonder at the Rainbow Theatre, Jermaine at the Drury Lane Theatre; Jack Osbourne at the Rainbow; and Truffle at the Olympia in Paris. At the session themselves on Basing Street, a number of artists have been finishing up LP's, including: Beckett, with Roger Chapman producing and George O'Keeffe engineer; David Bowie, producing himself with Keith Harwood at the controls; Petula Clark, with Tony Scotti producing and Philip O. on the board; Macayo, producing himself with Phil Brown engineering; Bryan Ferry producing himself with John Weather engineering; Savoy Brown, with Harry Simmonds producing and Howard Watts at the controls; Refugee, with John Burns producing and engineering; Badger, with Bob Peter handling production and engineering chores; and Mike O'Sullivan, producing himself with Tom Newman at the boards.

Ron Corran, president of Minot Sound Studios Inc., reports completion of a studio expansion plan that includes added space and new equipment. The studio, headquartered in White Plains, N.Y., now includes a 3,000 sq. ft. room with a new drum cage, vocal booth and a Steinway Grand. Also installed is an MCI 16-track recorder and Dolby Noise Suppression System.

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HBX 2166 — THE GREATER ST. PAULETTES

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Radio-TV Programming

KAGB-FM Mixes Public Good With Disk Variety

By CLAUDE HALL

KAGB-FM features a "bouillabaisse" format and is strictly on purpose. As one of the few black-owned radio stations in the nation, the station has a tremendously tough job ahead of it. Somehow it is licensed to serve Inglewood at 1039 on the dial with ERP 1600 watts. Clarence Avant is president of the station, which is operated by Avant Garde Broadcasting.

For another thing, the signal leaves something to be desired (engineers are trying now to create a better signal pattern).

Still, rather than chop overhead like most FM stations in the market, Avant Garde is making the public good. The station has been on the air for more than a year and it may take another 18 months to creep into the profit side of the ledger.

"But we look at this station as an audio magazine."

"Frankly, one of the major problems of the market are the standard stereotypes. We say that there were soulful experience for people who want to do it, but that cannot people to keep referring to us as a black station. Well, if you compete in the market as a black station, you have to compete for the black dollar in advertising with KGFJ-AM ... sometimes you just have to lick your black-owned FM station to do at the moment.

"The real tragedy is that if you're going to operate a radio station strictly for entertainment, okay, but this is the market set somewhere so they shouldn't be allowed to compete with us—the station that are striving to do public good."

"Radio was meant to be educational, but I'm not speaking out of bitterness. But if this premise isn't true,"

(Continued on page 27)

Artist Specials Scoring High With Audiences

LOS ANGELES—KAGB-FM is scoring considerable audience impact with a series of specials devoted both historically and musically to leading film recording artists. The specials are hosted by Edwin Littell, Aretha Franklin, Lena Horne, Nancy Wilson, Steve Wonder, Nat King Cole, and Billie Holiday.

From 6:30 a.m. until 9:30 p.m., the station airs one record an hour with an editorial lead-in. Then from 11 to midnight, the station broadcasts a special devoted strictly to the artist.

Program director of the station is Cal Shields, who invites leading people in the community or entertainment field to call in with comments about the person being honored. The special features a collage of the artist's best-known hits.

Clark's Radio Show Will Bow

LOS ANGELES—"The Dick Clark Music Machine," a new three-hour syndicated weekly special, hits the air the weekend of April 27 on more than 75 radio stations, according to Frank Furino, executive producer for the show which is being produced and distributed by Diamond P Enterprises here.

Diamond P, which also produces the weekly three-hour "Continental Country" country music show hosted by Jerry Naylor plus a wide variety of documentaries on recording artists, is headed by Harvey Pashl.

Producing the show hosted by Dick Clark is Philip Brownson, who also coordinates the appearances of recording artists on all of the shows produced by the firm.

Marked as the future of Clark into syndicated radio in several years, the first hour will be sort of a reflection on older good albums. The second hour will focus on current singles of today. The third hour will feature selected albums of today."

"Aside from all of the music research that we feel we can offer local radio stations who wish to carry the show," Clark says, "we plan to give them something they can't do locally—little bits and comments from the record artist themselves. These will be full and produced with the music, to color the show without bugging the listener.

Furino says the package is designed to fit formats ranging from oldies and MOR stations to rock and progressive FM stations.

The reason for diving back into radio syndication after several years and in spite of Clark's business years in television (he was involved in 169 shows this past year either as producer or appearing on them), is that "radio is still the most vital music medium. And I think that radio is going to face the same challenges that TV has—how can we present music in a competitive marketplace in as many interesting ways as possible."

"By sheer volume," he points out, "Diamond P has to rank as one of the largest syndicators of radio programming in business today."

Though the show will have its "reflective" hour, Clark says, "It's not that I'm not saying an oldies hour. "Reflecting on music from the past is just another way to approach that music without making the show a talk show. Anyway, a large portion of today's music has its roots in yesterday."

A key factor of the show, Furino says, is Clark's personal involvement over the years with most of the recording artists.

The show is so arranged so that stations can air all three hours in one time period or separate it and air it on three given nights.

Among the stations already set to broadcast the show are WOR-KY, Milwaukee; WOR-AM, Boston.

(Continued on page 27)

Radio Promo Pkg Set By Custom Fidelity

LOS ANGELES—Custom Fidelity here headed by David Berkus launches two new radio station promotional album packages within the next couple of weeks.

One of these will be a new MOR album, the first ever by the firm. The other will be a new country music package with all fresh tunes. Custom Fidelity has sold more than a million disks since entering the field a few years ago.

Rick Donovan, manager of special projects for the firm, also planning an easy listening album for stations with those formats, a news album for new format stations, plus an oldies package.

"In rock, we're constantly upgrading the tunes and normally issue two new packages a year, Donovan says.

Jason Majors is station representative for the special projects division and coordinates the promotion.

"Competition has become so fierce in the field," he states, "that we're now going to provide a T-shirt with the albums at no extra charge." Coke will be advertised on the back of the T-shirt, the station's call letters will be on the front.

In each case, the album jackets are customized for the station. A package for KRUL-FM in Houston features 24 oldies, the call letters of the station on the front of the jacket; photos of station activities and staff on the two inside panels, call letters and frequency and list of tunes on back panel.

Among the tunes are, "Don't Pull Your Love (by Hamilton, Joe, Frank & Renyolds), "The Candy Store" by Sammy Davis Jr., "Magic Carpet Ride" by Steppenwolf, and "California Dreamin" (by the Mamas & the Papas)."

Custom Fidelity has sold around 60,000 albums via radio this since December. The radio stations just put out money, they reap a portion of the money from each album sold. "We make a profit," Donovan says. "In fact, these are just excellent radio station promotions...they create an image for the radio station because the music on the albums is what they're playing on the radio." Custom Fidelity has done packages recently for station in the RKO General chain, the Delta chain; and in Meghan radio operations. Everything is manufactured in house, including the pressing of the albums and the jackets.

Donovan previously was with Custom Fidelity before joining K-Tel for a year. Although sales of radio packages can't compete with television (K-Tel had one package that sold around 2 million that Donovan worked on), radio packages can do quite well.

In 1972, CKLW-AM in Detroit sold around 80,000 of one LP, he says. And back in 1967, KRLA-AM in Los Angeles sold around 125,000 of a package. Both were by other custom firms.

Joel Liller photo

NEIL BOGART joins the WSAM-AM basketball team as a "ringer," Bogart, president of Casablanca Records, was on a Midwestern promotion tour when station program director Robin Mitchell talked him into playing against a faculty team at one of the local Cincinnati high schools. From left: Jim Scott, 6-10 a.m., air personality on the Top 20 station, Bogart, Mitchell, and music director and 1-4 p.m. air personality Bob Grode.

Vox Jox

By CLAUDE HALL

Radio-TV Editor

Don Wolfe and his Juke Un-Ltd. is raising Cain with me for all my corn, namely that I forgot to mention that samples of his humor publication costs $5. It's a monthly joke letter containing about 90 items each month.

You may obtain a copy by writing Jokes Un-Ltd., Dept. 84, P.O. Box 69855, Hollywood, Calif. 90069.

What happened was that I listed his NAB listing and he's been getting requests from everywhere in the world, but with no loot and it's costing him a fortune in postage to mail them and tell them it costs $5 per sample or $40 per year. Would you believe that I'm read in places ranging from Thailand to the right thighbone of Larry Liaug?

K.O. Boal is back with KILT-AM in Houston and is looking. Fantastic personality! Earns excellent ratings everywhere. Rock G thought for years that K.O. was black, he was that good! If you need a Top 40 personality, call him at (713) 783-0318. Incidentally, he comes with the recommendation of that famous non-air personality Shade W. Diamond.

(Continued on page 27)
Radio-TV Programming

Public Interest With Disk Variety

Continued from page 22

then why do radio stations have so many rules and regulations?

"Still, the question is: How can a station like this one compete in the market against the five or 10 or 15 radio stations whose public service commitments cannot equal mine?"

Whether winning or losing (that Shields intends to become a winner in both community affairs and advertising dollars eventually), KAGB-FM is programming a wide variety of music and public affairs programs. The playing of such a station includes 50 albums, 25 singles, five Latin albums, six gospel albums, a couple of alcoholic drinks, and about 10 new albums. During a normal hour, a listener might hear everything from soul to gospel.

"We have a format, but it's a liberal format. It's designed to reach people 18 to 50 years of age, yet we allow some personalities to be such unique personalities within the format.

"Leon Isaac, who bills himself as the lover, does ten cents every hour. Beverly Manning then does a half-hour show called "Women's World" that features five guests as well as stop pages and call-ins. But the mainstay of this unique brand of housewife show 11:30 a.m.-3 p.m. and provides a unique and entertaining break. The disc jockey is on 3-6 p.m., followed by Roy King with a jazz-oriented show, then Rollie the 6-10 p.m. with Latin-flavored music."

"Kaple Hill does the all-night blues segment, Don Riley and Morning show weekends and one of the highlights of the whole programming day is a live show 6-7 a.m. featuring the Rev. James Cleveland, a recording artist in his own right, who plays the gospel. The station is programmed by Cal Shields.

"It should be pointed out that while the uniqueness of the programming played over KAGB-FM is soulful, the format is not limited to black artists or even to black air personalities. The term "soulful" ascribes the programming to T.

However, the main drive of the station is in providing the listener with a variety of services. "We came into a market saturated by one station... a black station that had a lot of hits on the market... and a lot more talent... a station not necessary forced to do anything more than meet its FCC requirements.

"But we took the viewpoint that a radio station must be more than just on the air... it must be a constant catalyst in the community by people setting an example themselves, and a news program must not just report more than the usual fare.

And the station can point to a recent award from the Radio and TV News Assn. of Southern California for a special segment, the Golden Mike Award for best original news coverage. Most people in the radio station abided their programming responsibilities years ago to the record company. But the recent developments in the music industry, in fact he says, that local promotion extended its programming ideas to the station.

This criticism is against the program directors. Because it became much easier for the record company to receive albums and singles and play them... therefore giving up the space for local programming. The station has to stimulate the minds of the people.

"The radio program directors ran away in fear of television."

"And today syndication is an even greater copout."

"You see, radio, to me, is an art form. I don't think you can think of what radio could do!

"But, look. Maybe there's 25 black-owned radio stations... and so what? In the market, there are at least 25 million blacks, even though I personally feel the central cities... but history is, people really going to get out of any market, the blacks have not yet realized that radio stations have to do this rather than the FCC regulations.

"They are unable to really wage a programming war against AM competition. Even if Shields wanted to, KAGB-FM strives to do good for specific groups. "An AM station may think in terms of the man. I don't have that kind of signal. I have to think in terms of the various communities and, hopefully, offer some kind of more constructive improvement.

"For instance, we drive in and help a specific school as a Catholic school that doesn't have a gym but has a great basketball team. We'll be the first to line up and never the last to line up and never the last to line up for a good cause."

"Recording promotion."

"The recording promotion has become, out of necessity, very serious. Today, it allows no place for the "fun and games" image that has characterized it in the past. There may be those who still refer to us as a recording promotion tool, and it's a good deal of respect and understanding as to how our efforts to achieve them.

"For a dedicated promotion man, the true rewards lie in breaking new artists wide open, or helping sustain the careers of established performers over the years. At Columbia, every kind of music is promoted, reports from John Thompson for Baraka, from Scotty Roderick and the Hooligans."

"Peter Chidlo photo: FRIENDLY DUO—Chuck Thagard, right, with recording artist David Hayes. Besides record promotion, Thagard also is involved in artist relations.

"Among the few who have worked the past few years, first, Ron Aleschberg, now Steve Popovich. I went to be a state's attorney, it's to the same kind of contributions to the company and the industry.

"The record promotion profession has become, out of necessity, very serious. Today, it allows no place for the "fun and games" image that has characterized it in the past. There may be those who still refer to us as a recording promotion tool, and it's a good deal of respect and understanding as to how our efforts to achieve them.

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"Thagard worked seven years with Burdine's department store in Miami before being "discovered" by Columbia salesman Carmen La-Rosa (with whom Thagard took group promotions with Bob Beasley to do promotion for Columbia in Florida in 1966). Thagard became regional promotion manager two years later, working with Don Dempsey of Atlanta. In 1969, Thagard transferred to San Francisco, then transferred in 1971 to Los Angeles. He was promoted to his present position in 1973 and works closely with trade magazines, record suppliers, national radio chains and radio syndication firms.

Continued from page 22

Such things as "KAGB-FM is taking the "harder way" to try to become successful. "I wouldn't advise any radio station owner to follow our pathway, because we're trying to boost the black culture, but not with 30-second spots and one-minute spots. No, we slate well-produced hour specials. Here, we commit ourselves to at least six hours of public service programming a week, but we do much more than just to fulfill two of our regularly scheduled programs.

"And one of the significant things about an AM station is that we really set out to hire blacks... not only providing employment for all the blacks, but giving a chance to 20 people who live in the area, adding the bottom line.

"And the community gets its chance to talk-back, too. Rap time is 3-7 p.m. Monday through Friday. Each night, there's a different subject with a different host."

"This station really gets involved with the people... physically as well as acoustically."
**Soul Sauce**

**Masekela Is Rejuvenated By ‘Soundz’**

BY LEROY ROBINSON

LOS ANGELES—Eight years ago, a hit song from a masquerade going on in America thanks to Hugh Masekela. His arrival on these shores blowing a trumpet that was being touted as the most important jazz sound to come out of Mother Africa was also considered the most important contribution since the arrival of the slaver.

The rules had been reversed, however. An African, a South African to be more precise, had made “slaves” of a great number of American music aficionados. Just why is anyone’s guess. Some felt that maybe at last “High Life” music had finally found a vehicle through Masekela. Some others (not too many, however) felt that jazz music had found a new Messiah with some valid roots of the Mother Country.

Some found the arrival of Masekela, and the music he played, as nothing out of the ordinary; he didn’t even appear to be comfortable with it.

But recently, and with a new group, that has all changed. Hugh Masekela was immersed in “High Life” sound; and he appeared wearing a new musical clothing, drawn from and woven with some special African threads that suit him very well.

“Yes, it does feel good,” agrees Masekela. “You know when I first came to the States it was a jazz musician, and with all the groups I worked with I tried to project the African feeling, but it was different to get the Brothers into that feeling that they weren’t accustomed to. “It wasn’t that any of them were incapable as musicians—they just couldn’t get into the same feeling that I had grown up with in South Africa.”

“So, in 1973 I decided to treat myself to a pilgrimage of Africa,” he continues. “I felt if I was going to get into African music and project it in the proper way, the best thing I (Continued on page 29)
There are the albums that have been added this past week to the leading radio station's playlists.

BABYLON, N.Y.: WRAS-FM, Kathy Cunningham
IDEAL, CLEVELAND, OH: WBNS-FM, Jeff Pollock
EUGENE, OR: KFMY-FM, Janise Wittaker
HOUSTON, TX: KML-FM, Phillip Page
NEW HAVEN, CT: KQ tattoo, Ben Longmead
NEW YORK, N.Y.: WNEW-FM, Dennis Elsas
PHILADELPHIA, PA: WMMR-FM, Dennis Willis
AMERICAN ME: ECHO: WATC-FM, WATQ-FM
GATO BARBERI, CHICAGO, IL: WFLZ-FM
BLACK COMPOSER SERIES, Columbus: KFRPM-FM
GARY BURT: "Chocor, Cyclic Silence," Columbia: KFRPM-FM
CARLSON AND GALMOUR: Polynorn: KFMY-FM
COCKNEY ROCKETT: "Harmonious Man," EMF: KFRM-FM
DAVE COUSINS: "Two Weeks Last Summer," A&M: KFMY-FM
KING CRIMSON: "Stories and Bible Black," Atlantic: WQFM-FM, WQFM-FM, WQFM-FM,
CROSSWINDS: "Scorces," Blue Thumb: WPBF-FM
KEI DXE: "Looking For," MCA: WQAM-FM
DEAN DREYER: "Mama," RCA: WPBR-FM
LINDA PARKE: "Roll on Ruby," Chiswick: WQAM-FM
HUSSEIN FORD: "Richie," A&M: WQAM-FM
TOM FORGEBY: "Don't Let the Sun Go Down," Faraway: KFRPM-FM
FOUR TOPS: "Meeting of the Minds," ABC: WQAM-FM, WQAM-FM
GUEST WHO, "Food," RCA: KFRPM-FM, WPBR-FM, WQAM-FM
PAUL HAMILTON: "Empty Center and the Sleepy Stage," Capitol: IMPERIAL
BUZZ LYNH HART: "Passy Cats Can Go Far," Atlantic: WQAM-FM, KFRPM-FM
DANA GILLSPY: "Weren't Born A Man," RCA: WPFR-FM, WPFR-FM, WPFR-FM
GOLDEN LEAF: "Mean Max," MAX: KQFM-FM
GUEST WHO: "Food," RCA: KFRPM-FM, WPBR-FM, WQAM-FM
HAMILTON, THE NORTH AND VIRGIN, Go Far (Virgin): KFRPM-FM
CHRIS HINDE COMBINATION: "Who Can See the Shadow of the Sun," CBS: KFRPM-FM
VARIOUS ARTISTS, History of British Rock, Vibe: WPBF-FM
JACK JADE: "Tina," Columbia: WQAM-FM
IMPEDE IMPULSE ON TOUR, Infront: WPBF-FM
IRISH ROGUE, "Island," CARP: KFRPM-FM
JACK THE LAD, Chrstopher (Capitol): KFRPM-FM
JACKSON HEIGHTS, "Bumpy and Cold," Vertigo (Capitol): KFRPM-FM
JEFFERSON AIRPLANE: "Farewell Great," Coast: WPFB-FM
PRINCETON, N.J.: WPBR-FM, Dassan McMane
PROVIDENCE, R.I.: WPBR-FM, Dassan McMane
SANTA BARBARA, CA: KUTG-FM, Mike Stallings
TEMPLE, TX: KLYE-FM, George Bruce
TOLEDO, OH: WPFB-FM, Dave Conoco
UTICA, N.Y.: WOUF-FM, Tony Yoken, Steven Huntington
VALDOSTA, GA: WPFB-FM, Bill Willis
KANSAS: "Kansas," Warner: KFRPM-FM
MARVIN GROVE: "Soul Train," Atlantic: WQFM-FM
PLUMERV FLORALM: "Dreamtones," Motown: KFRPM-FM
PUNO PARK LANE KID, "SURFING OUT," RCI: WPFR-FM
BUZZ MARKS: "This Country Cowboy," Elektra: WQFM-FM
LARRY RASPBERRY and THE HIGH STEPPERS, "Highstepin' and Fancy Dandy," Enterprise: WPFR-FM
JOHNNY RIVERS: "Bud," Atlantic: KFRPM-FM, WQAM-FM
RUPES: "Rags to Riches," ABC: WPFR-FM
LYNN RUSKIN: "Tashok," CARP: KFRPM-FM
PHARRELL SANHOLDS: "Elegion," Impulse: WPBF-FM
BOB SEGAR, "Seven," Columbia: WPFR-FM
SHARING, "She Can't Do It," RCI: WPFR-FM, WPFR-FM
STACK RIDE, "The Man in the Bowler Hat," MCA (Imperial): KFRPM-FM
STEELER SPARE, "How She's Wee," Chrysalis: KFRPM-FM
STEELER SPARE, "How She's Wee," Chrysalis: KFRPM-FM
STEELER SPARE, "How She's Wee," Chrysalis: KFRPM-FM
SUNSHINE, "Into the Sun," Capitol: WPBR-FM
SUTHERLAND BROS. AND QUINER, "Dream Kit," Island: WQFM-FM
TRON BRIDGER, "Briquet," Chrysalis: WQFM-FM, WPFR-FM
MC GLEO TYNAN, "Blonde," Blue Note: WPFR-FM
VELUTUS UNDERGROUND, "Live With The Road Side," Mercury: KFRPM-FM
MUDVY WATERS AND HONKIN HOUND, "Rondel Revisited," Chess: WPFR-FM
MICHAEL WHITE, "Father Music, Mother Dancer," Impulse: WPFR-FM
ALLEY WILLIS, "Child Star," Epic: WPFR-FM
The Last Week
201 - BLACK HEAT, How To Do It, Denton (Texas) 76201
202 - MELISSA ARLIN, My Love 76202
203 - BRENNER & SHIPLEY, Apart 76204
204 - MAC DAVIS, Shop & Shop The Blues, Columbia 76205
205 - VELVET FUNK, Live With Lou Reed, Mexico 76206
76460 (Petaluma)
206 - BIRCH DARRYL, Dave 1920-1973, New York 76201
The Last Week
207 - DAVID WEINER, What Is, RCA APL-0390
208 - STEAM HEAT, The Painter's Clinic, Blue Thumb 76209
209 - MARVIN GROVE, Live With Lou Reed, Mexico 76206
210 - THE DELFINOS, Alive & Rocking, Phil Goff 76210 (Belt)
211 - B-M. STEVENSON, Colorado APL-0410

.BOLD - DOTTI XOO'S: THE DELFINOS, Phil Goff 76210 (Belt)

Constantine "Soundz" Rejuvenates Masekela

**Continued from page 28**

could do was go to Africa. At least I might be able to eliminate idioms, blockades and whatever."

Masekela's return to the continent was a "cultural rejuvenation" that was needed, since he had been gone for 14 years. He had not been back during that time, "so what ideas I had about the continent were fantasies of my own."

The music and the "feeling" he was looking for was no fantasy. It was there. "Hedidede Soundz" is the evidence. The first album drawn from that experience is with musicians from Ghana, some 4,400 miles away from Masekela's own homeland and culture.

And because of the difference between the African tribes of Ghana and Johannesburg there was a language problem. But no problems of communicating, musical. The feelings that result are real.

"Hedidede" which means "peace" seems an unlikely notion for Masekela and his men. The movement behind Masekela's trumpet style, or singing, or talking, is wild, frenetic, but rhythmic, pulsating and intense. It's a good feeling.

A musical tradition that bears the cultural fruits of Brazil, of Jamaica, and of Africa. But most of all, it's a musical direction Hugh Masekela can travel that is indigenous to the souls of all peoples.
LOS ANGELES--Angel Records is issuing "Sound of Silents," an LP program of music especially composed for film classics. The recording features organist Lee Erwin at the console of the Fox-Capitol Theatre in Washington, the organ he used in the Wurlitzer pipe organ. Erwin, organist-composer and veteran performer of silent films, radio and TV, has some scores which he recreates "The Eagle," "Phantom of the Opera," "Queen Kelly" and "The Thief of Bagdad." He also included some themes of "My Best Girl," "Wings" and Erno Rapee's ever-popular "Charleston." "What Price Glory!" and "Dance from "Seven Heaven." An Angel recording team headed by producer Paule Lauten and classical music recording engineer Canon Taylor, traveled to rural Mayland to the home of Richard F. Kline, Jr. to tape the Wurlitzer pipe organ. Originally housed in the Fox-Capitol Theatre in Washington, the organ was obtained by the organ enthusiast, Kline, who had a studio designed and constructed it.

Also incorporating a second Wurlitzer pipe organ, the organ is an example of these unique instruments. The Angel recording is scheduled for a May release, and will be available on LP, Cartridge and Cassette tape.

Further releases of Lee Erwin performances on the Wurlitzer are planned for summer and fall.

35 Small Indie Labels Meet Over Problems

**Continued from page 27**

All program directors please note: A first offense on a promotion cause is sending my kind of direction of phones bringing a soliciting, but the FCC intends to get very tough with repeaters.

**Continued from page 1**

inventories at stores, suggests quantities of better selling items, writes orders and sends them to companies. He then receives a 10 percent commission one month after the store is billed for the records he has sold. It was proposed that NMDS consider the hiring of a similar salesman. NMDS, a nonprofit organization, has one full-time salesperson who is seeking another through additional funding, it was stated. The peril of industry also includes getting the product to stores by an overzealous salesman, or label, and the need to check on credit of new accounts was other subjects aired.

Sale to libraries, music libraries and schools were discussed in depth. One company noted that this constituted some 20 percent of its sales. The general feeling was that the entire NMDS catalog should be used as a major selling point to many institutions across the country.

The increase in pressing costs also came under scrutiny and it was suggested that NMDS acquire a printing press or attempt to obtain a collective pressing plan. On the subject of promotion, NMDS announced that in many cases it would now waive the decision to the companies on the offering of promo copies to unknown radio stations and reviewers. It was stated that radio stations are being asked to purchase LPs at wholesale prices and are encouraged in submitting a list of receivable retail stores in their broadcast area. Other promotional subjects centered on the recommendation that the label itself also be supplied with stock copies with promotional copies for in-store play. NMDS had distributed the stores on a small scale. The distribution company offered to supply such labels with a list of selected stores for such a purpose and suggested that such a service designed to give an accounting paying notice that the LP was one of the entire catalog available from NMDS.

Advertising costs were discussed, and it was suggested that collective advertising be undertaken. It was pointed out that NMDS had placed ads in Schwarm Catalog and in other publications. Suggestions centered on ways of securing free or minimal-cost promotion, including public service spots on radio, the stress on the availability of the catalog.

Other items aired revealed that NMDS had been invited to attend the NARAD conference, and a recommendation of leasing of masters to foreign companies, over the precarious of exporting LPs. Also, it was agreed that something similar to NMDS in the way of nonprofit organization was needed for concert booking and promotion. The meeting concluded with a vote to hold a similar meeting the following week.

The next meeting was set for June 21. The group has named itself PRFRM (Friendly Independent Record Makers).

Company in attendance included CRI Records, Desoto Records, Opus One Records, Third World Records, CJR Records, PM Records, Indie Music Promotion and Recording Center for New Music Records.

Mike Butts reports from KIMN-AM in Denver where he's doing the morning show. Says he would like to thank Larry and Bobbi of the RCA office there for "hiring the guy and girl streakers who stick around my show. This morning I was doing an air streak strip to the stripped. Linker at the top now includes Butts until 10 a.m., Scott Kenyon until 2 p.m., Danny Davis 2-6 p.m., Dave Cherry 6-10 p.m., C.C. McCarthy until 2 a.m.

LEONTYNE PRICE and James Levine, principal conductor of the New York Metropolitan, chat at an RCA party and have recently for the singer the opening performance of "Don Giovanni."
Jukebox Programming

"45" Standards Vary Worldwide
Causing United Press on Quality

LOS ANGELES—The first comparison of worldwide standards for the 45-rpm jukebox recording industry has been made here, surprisingly one conforms and will result in a cutthroat competitive environment. The major U.S. associations of recording manufacturers and hardware manufacturers, the National Association of Recording Stores, have set standards which, as a result, the Ad Hoc Committee on Standards for Jukebox Recorders, chaired by Alan M. Greenberg, president of the Jukebox Manufacturers Association, has been established. This committee will meet in San Francisco early next year to discuss the standards.

The committee, which includes representatives from all major jukebox manufacturers, has set standards for the 45-rpm jukebox industry for the first time. The standards are based on a study of worldwide jukebox operations and have been approved by the National Association of Recording Stores (NARAS) and the Jukebox Manufacturers Association (JMA).

The standards include specifications for the physical dimensions of the records, the speed at which they must be played, the type of cartridge used, and the type of player required. The standards also specify that all records must be produced on the same type of press that is used to produce the standard records.

In addition, the standards require that all jukebox manufacturers must use the same type of cartridge that is used on the standard records. This will ensure that all jukebox manufacturers can produce records that will work in any jukebox that is sold.

The standards also include requirements for the jukebox frame, such as the size and type of the frame, the type of power supply, and the type of controls. The standards also require that all jukeboxes must be capable of playing any record that is produced on the standard press.

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Summer CES to Be Largest of Its Kind

NEW YORK—More than 500,000 square feet of space has been reserved at Chicago's McCormick Place by the Consumer Electronics Group of the EIA for the 1974 Summer CES, making it the largest single trade show of its kind in the world, according to Jack Wayman, staff vice president of the CEG/EIA.

Wayman says that almost all the space has already been assigned to a record of more than 400 exhibits, some 20 percent more than last year's figure.

Highlight of the 1974 Summer CES will be the first annual Video Systems Exhibition and Conference sponsored by the CEG/EIA. The event will be held concurrent with, but separate from the CES will feature a video library, an applications theater, a conference and an exhibition.

According to Wayman, the video library will provide free access to the vast array of videotape titles available and which will be seen at individual viewing booths equipped with VTRs and monitors.

The applications theater will provide a scheduled program of video用于 applications presented by the originating producer or institutional user.

The video conference is expected to include exhibitor executive spokesmen representing hardware, software and institutional users, while the exhibition will include exhibits of the major hardware manufacturers, as well as leading software suppliers and producers.

Wayman says that the advertising and promotion for the video event will be the most extensive undertaken for the industry, "It will include full-page advertisements in the leading video industry trade press, an intensive direct mail campaign, and personalized tickets of admission."


Rags call on buyers every day but relatively few reps were once themselves buyers and the perspective changes when you have been on the other side of the desk. This profile of Arnold Schwartz, beginning with this installment, will focus on such a reversal of roles, inasmuch as he was formerly a buyer with a modestly sized drug store chain in Michi Michigan, Schwartz is new head of his five-man rep organization that includes a woman sales person, and his philosophy behind hiring women is another reason for focusing on Schwartz as a new breed of rep.

The combination of shagginess in consumer electronics and the gas crunch has found Arnold Schwartz of Arnold Schwartz Associates, Troy, Mich., diversifying into one outlet and sliding into new accounts where he and his sales team often sell speakers and other playback items as well.

Besides recently being a buyer, Schwartz was also for seven years an engineer with GE's photo lamp division. At least two other unusual aspects of Schwartz, 31 this month, is being his rep for five different speaker lines with none of them conflicting and his use of the Phone-Mate 8005 system.

CES/ SMPTE Focus

Video System Outlook Still Good

By BOB KIRSCH

LOS ANGELES—The failure of two major users of the video systems field during the past year—Cunard, a Cunard Cruise, Inc. is more recently, Video Systems Corp.—has led many to wonder about the future of video. The overall outlook, however, is still an optimistic one as far as most in the industry are concerned.

Many point to the fact that the Consumer Electronic Show June 9-12 in Chicago will initiate a new era of mass-merchandising and exhibit on video systems. Also, companies are exposing systems widely, for example, MCA with its exhibitions and demonstrations of Disc-Vision here this week at the Society of Motion Picture & Television Engineers (SMPTE) convention at Century Plaza.

From Los Angeles, the outlook is that the Carriage, Television, of course, offered hardware to the consumer. More than the retail prices is probably the high price of the unit (in excess of $1,600). Video Recorders Corp., an East Coast firm looking for franchisers to make video tape and other related equipment.

850-Unit T.G. & Y.: Players, Software All-media Push

By GRIER LOWRY

EDITORS NOTE: T.G. & Y. is an 850-unit chain component of Household Finance Corp.'s merchandising group. Controlling 4,500 stores under City Products Corp., Des Plaines, III. Other stores of 1,512 franchised and 100 company-owned units: 4,500 franchised coast-to-coast units; 538-owned and 141 franchised White Stores, and individual decorator-arranged chains such as City (Chicago), Barker (Los Angeles) and Hoffman-Koon (New Jersey).

KANSAS CITY, Mo.—For the 18 family-center T.G. & Y. Stores Co., in the Kansas City area, an audio hard goods and soft goods concept is the steady series of all-media-push promotions with prime traffic departmental locations produces a blazing high turnover.

Behind the concept is a mutually useful marriage between retailer and the distributor of tapes and records.

The company has 850-plus stores and sales in the year ended December 31 totaled $525,518,000—an 11.8 percent growth over the previous year.

Calvin Skaggs, district manager for the company in the Kansas City area, which includes 60 stores, 18 of them family-centers with audio departments, declared recently:

Our return per square foot is in excess of $1,500 per unit: 1.54x the national average. Sales in music departmental of the tape store—of the line hard goods and soft goods—are also strong in this popular category.

Rackjobber Support

"Cal" Skaggs is quick to point out that a key factor behind the solid job the 18 family-center stores do in this category is the success of a workroom arrangement with ABC Kwik-Tape Sales, the Des Moines-based rackjobber. Declared the T.G. & Y. district manager: "It is my impression that this high degree of success is due to the district agency and its personal ambassador on the scene, the account salesman. The key to a good rackjobber is a good account salesman who handles all the essential details—keeping new releases coming in, training salespeople, setting up displays, and stocking the department and developing a promotional package which keeps traffic coming. These are the forces that keep our department active."

"We give the rackjobber virtually carte blanche (Continued on page 35)
Among firms pointing toward the May 8-10 NEWSCOM '74 at the Las Vegas Convention Center is TMC Sales Corp., Fort Lee, N.J., 97272, which has moved to a new office in the Vegas area. TMC's focus is on the electronics market, and they have moved to a new site across the street, said Tom A. Marchione, president. With Marchione at NEWSCOM will be Sam Burton, vice president, and John Foley, TMC will be headquartered at the same site.

Marchione pointed out that the new offices in a new, larger building offer more space for both sales meetings and seminars with customers. Also, in keeping with the move to a new area, the firm believes it will be better able to make full use of its inventory, which is located at the old address for 13 years, and also does some warehousing.

TMC's phones remain the same: (201) 944-3840 and for New York (212) 505-5185. The new address is 350 Oneine Ave.

...continued from page 33

Safeway Will Market Longines Blank Tape

LOS ANGELES—Safeway Stores have added Revere's Longines Symphonique blank tape for its "F-Hook" program.

Ken Hilt, Safeway merchandising manager, says the tape will probably be available in most of the chain's 2,300 outlets. The program is named for the supermarket chain's display unit, 40-inch hooks placed near cash registers.

Phono Cable Bows

FAIR LAWN, N.J.—A new phono cable (ATM6) to boost performance of CD-4 discrete turntables has been introduced by Audio-Technica here. Retail price is about $6.95.

Motorola Counters

CHICAGO—There is no change foreseen in Motorola's ownership of its automotive products division following the much-publicized spinoff of the company's home television business to Matsushita, reports officials of automotive products division.

Meanwhile, Motorola has countered criticism of the proposed sale (Billboard, April 20).

In reference to statements released by Sen. Birch Bayh urging investigation of the sale, Motorola issued a reply stating the transaction "is not a threat to American jobs, but is designed explicitly to save thousands of American jobs...it is the income of the merchants who serve those employees...the business of Motorola's distributors...and to preserve the ongoing supplier relations of hundreds of U.S. suppliers of Quasar and their thousands of employees.

Stating that essentially, Matsushita is buying just the color TV assets, Motorola said: "Matsushita is not buying Motorola's principal black and white TV production facilities in Taiwan. Assertions that the combined business will have 15 percent or 16 percent of the U.S. television market are erroneous."

Months ago, both companies voluntarily informed the Department of Justice of the discussions about the sale and have continually and fully kept the Justice officials informed, Motorola said.

Pioneering to the "new world of multi-national companies," a Motorola bulletin says: "This transaction would be a positive factor both in international relations and its effect on jobs in the U.S.

"American investment is received with reasonable cordiality in most developed nations." One official points out that with this instance, there is an all-French operation in France and that the Quasar operation will merely be an all-American one in the U.S. owned by the Japanese.

Morse & Ross Agree to Sale

NEW YORK—Morse Electro Products, manufacturers of "Electrophone" home audio systems, has signed an agreement in principle for the purchase of Ross Electronics, a subsidiary of the Interphoto Corp. Morse is expected to be acquiring the purchase of York Radio Co. and its line in Hackenack, N.J., which includes a line of compact and portable audio products in this country.

Closing date for the Ross Electronics deal is April 30. Letters of intent were signed around the end of February.

Ross' net sales for the year ending Feb. 28, 1974, were $26,541,000, a decline from $32,500,000 for the first fiscal quarter.

ED-PIC's new W23-3000 'disc' stereo sound system features receiver, 8-track player, turntable and two high sensitivity speakers. The receiver includes automatic frequency control, tape signals manually or automatically and optional speaker terminal are provided. Unit priced at $395.00.

3M adds Scotch brand cassette and 8-track head cleaners to its tape accessory line. Cleaners are inserted directly into tape unit and remove dust and oxide from capstans, rollers and magnetic heads. Cassette cleaner is $1.75; cartridge cleaner, $3.00.

50% of the BEAUTY. 50% of the POWER. 50% of the SAVINGS.

At $79.95, the New "200 MACH" makes it possible to have beauty, power and savings in a single instrument. Its beauty is in its streamlined design, its power is in its 100% capacity, and its savings in that it offers a 20% discount over comparable units.

...continued from page 33

Although not one of his growing list of titles, use of the phone device by Schwartz is a prime example of a new trend to be seen in the tape market. The BOWA will take 30 messages of 30 seconds each, or with the tape recorder on, a total of 130 calls. He said that a C-120 can theoretically absorb on one side 120 calls, plus another 130 on the machine.

Schwartz really finds valuable, however, the remote feature whereby he can phone in from any location and hear the last eight calls play back. The ninth call replaces the first in the cycle, as he calls back repeatedly during the day. Meanwhile, Mrs. Schwartz, or the office staff, can log the entire day's calls if Schwartz is away.

Adding Lines


Key Car Stereo

BSR Introduces Its Music Sound Level Meter which has a built-in microphone, calibrated 0-50 micro meter and sensitivity control matching the meter to sound levels of up to 110dB. A test record is also included.

New Products

GE'S Sc3211 stereo sound system features receiver, 8-track player, turntable and two high sensitivity speakers. The receiver includes automatic frequency control, tape signals manually or automatically and optional speaker terminal are provided. Unit priced at $395.00.

COLUMBIA'S U-Series videocassette line in 10-, 30-, and 60-minute lengths at $17.50, $25.00 and $35.00. The Sony U-Matic type cartridges are loaded with 3% chromium dioxide tape for quality and durability.

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Among several major companies, additives of telephone directories, home appliance companies, and housing giants are the most prominent. The Associated Press report says that the bell companies have invested in and paid off the "profit" of the government's emergency management system. The AP report said that the government's emergency management system has made a "profit," but that the company is not "profit." The report says that the company is "profit."
Tape Audio Video Directory
Consumer Electronics
Blank Tape
Manufacturer Reps
Duplicating Equipment
Tape Services
Accessories
The word's getting out.
We're growing.

Our time has come.
There are more than 80 audio manufacturers adding QS-encoding capability in their 4-channel equipment.
More than 600 records have already been encoded in QS. The list is growing every day.
FM stations are moving our way. We've tipped them off to the ways they can encode discrete 4-channel tapes into 2-channel for transmission over FM MPX, or even make live encoded 4-channel broadcasts that retain all current standards of hi-fi stereo reproduction. Inexpensively, with our QSE-5B 4-channel encoder.
Hardware people are onto us. They've discovered that QS has more technical advantages, and fewer disadvantages, than any other 4-channel system.
The QS system is complete. And the word's out.
Are you listening?

QS 4-Channel Stereo.

SANSUI ELECTRIC CO., LTD. 14-1, 2-Chome, Izumi, Suginami-ku, Tokyo 156 Japan

www.americanradiohistory.com

We're the PieceMakers. We know your needs. That's why we're major recording companies and voice/music distributors all over the world turn to Audio Magnetics. We know dependability is the key to your product's success. And you know dependability can depend on us for unparalleled performance. Operational reliability. Price engineering. Proven production techniques. Years of professional experience. That's why we say, whatever your needs, talk to the people who have all the right answers. It pays to go to pieces with Audio Magnetics.
Maxwell is going to increase your business at absolutely no cost to you. All you have to do is give away an 8-track 60-minute Maxwell cartridge to every customer that buys two 8-track tapes.

Best of all, Maxwell supplies the free cartridge automatically, with every two 80s you buy. It’s that simple and profitable.

And to make sure that people will be aware of this promotion, Maxwell is advertising it in major audio magazines, as well as consumer magazines like Playboy. In addition, free counter cards will be available for your store.

Besides being a great traffic builder, this super promotion counts toward Maxwell’s Dial-a-Trip incentive program. Want to know more about Maxwell’s Traffic Increaser and Dial-a-Trip? Get in touch with your Maxwell representative. He has all the answers.

Our business is improving. So can yours.
Maxwell Corporation of America, 130 West Commercial Avenue, Moonachie, New Jersey 07074.

Maxwell 60 minute giveaway offered on May 15th, 1974.

(Continued on page TR-23)
## TAPE SERVICES

### DESIGN & ARTWORK

#### ARIZONA
- **Phoenix** (Area Code 602)
  - 1234 2nd Ave., Suite 500, Phoenix, AZ 85004; Tel: 602-123-4567
- **Tucson** (Area Code 520)
  - 3456 Main St., Tucson, AZ 85701; Tel: 520-789-0123

#### California
- **Costa Mesa** (Area Code 714)
  - 789 1st St., Costa Mesa, CA 92627; Tel: 714-567-8901
- **Los Angeles** (Area Code 310)
  - 987 6th Ave., Los Angeles, CA 90017; Tel: 310-456-7890

#### Colorado
- **Denver** (Area Code 303)
  - 1234 5th Ave., Denver, CO 80201; Tel: 303-678-9012

#### Connecticut
- **Union City** (Area Code 201)
  - 567 1st Ave., Union City, NJ 07087; Tel: 201-789-0123

#### Iowa
- **Council Bluffs** (Area Code 715)
  - 543 2nd St., Council Bluffs, IA 51501; Tel: 715-890-1234

#### Delaware
- **Wilmington** (Area Code 302)
  - 456 1st St., Wilmington, DE 19899; Tel: 302-987-6543

#### Indiana
- **Evansville** (Area Code 812)
  - 567 1st St., Evansville, IN 47712; Tel: 812-543-2109

#### Kentucky
- **Louisville** (Area Code 502)
  - 678 1st St., Louisville, KY 40201; Tel: 502-987-6543

#### Louisiana
- **Baton Rouge** (Area Code 225)
  - 345 1st St., Baton Rouge, LA 70801; Tel: 225-890-7654

#### Maryland
- **Silver Spring** (Area Code 301)
  - 678 1st St., Silver Spring, MD 20901; Tel: 301-987-6543

#### Massachusetts
- **Boston Metropolitan Area** (Area Code 617)
  - 456 1st St., Boston, MA 02109; Tel: 617-987-6543

#### Michigan
- **Detroit Metropolitan Area** (Area Code 313)
  - 567 1st St., Detroit, MI 48201; Tel: 313-987-6543

#### Minnesota
- **Minnepolis-St. Paul Area** (Area Code 612)
  - 456 1st St., Minneapolis, MN 55401; Tel: 612-987-6543

#### Missouri
- **Independence** (Area Code 816)
  - 567 1st St., Independence, MO 64050; Tel: 816-987-6543

#### Illinois
- **Batavia** (Area Code 312)
  - 456 1st St., Batavia, IL 60510; Tel: 312-987-6543

#### New Jersey
- **Camden** (Area Code 609)
  - 567 1st St., Camden, NJ 08101; Tel: 609-987-6543

#### New York
- **Great Neck** (Area Code 516)
  - 456 1st St., Great Neck, NY 11021; Tel: 516-987-6543

#### Ohio
- **Akron** (Area Code 330)
  - 456 1st St., Akron, OH 44301; Tel: 330-987-6543

#### Pennsylvania
- **Philadelphia Metropolitan Area** (Area Code 215)
  - 456 1st St., Philadelphia, PA 19106; Tel: 215-987-6543

#### South Carolina
- **Spartanburg** (Area Code 864)
  - 456 1st St., Spartanburg, SC 29303; Tel: 864-987-6543

#### Tennessee
- **Tennessee Valley** (Area Code 423)
  - 456 1st St., Chattanooga, TN 37401; Tel: 423-987-6543

#### Washington, D.C.
- **Washington, D.C.** (Area Code 202)
  - 456 1st St., Washington, DC 20001; Tel: 202-987-6543

**Tape Services Directory**

**April 27, 1974, Billboard, Page 6**

Additional entries may be found in the full publication, which is not included here.
**Win an Acapulco Holiday for Two!**

...or any of 137 other Sweepstakes prizes!

**...and earn valuable gifts too!**

Enter TDK's "GOING PLACES" Program today! Imagine! You can win a dream vacation for two at the exciting Costa del Mar Hotel in Acapulco, Mexico! You'll enjoy round-trip transportation, first-class accommodations, meals and sightseeing. Or any of 137 other great GOING PLACES Sweepstakes prizes! If you are involved in the retail sale of tape, you can earn one of these exciting sweepstakes prizes when you sell a TDK tape product you sell. Ten points give you an entry in the GOING PLACES Sweepstakes, and another chance to win the Grand Prize or any of 137 others. And under the Go to the GOING PLACES Program, every point you earn is redeemable for valuable gift certificates. Here's how to enter: If you haven't already received your GOING PLACES Program Kit from your TDK Rep, fill out and mail the coupon below. It registers you in the Program and becomes your first entry in the Sweepstakes. We'll send you the Program with all the materials you need to submit additional Sweepstakes entries, and to earn valuable gift certificate merchandise. So get started! Enter TDK's exciting GOING PLACES Program NOW! Mail in the coupon today and you'll be on your way... may be to Acapulco!

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**OFFICIAL RULES**

**TDK'S "GOING PLACES" SWEEPSTAKES & INCENTIVE GIFT PROGRAM**

1. The program runs from April 1, 1974 thru May 31, 1974. All Sweepstakes entries must be received no later than June 30, 1974.

2. All retail sales of any TDK products made during this period, when recorded on a TDK GOING PLACES Entry Sheet and verified by the retailer's management, qualifies as an entry in the Sweepstakes, and also entitles ten (10) Incentive Gift Points.

3. Sweepstakes prizes will be determined by random drawings conducted by an independent judging organization. All prizes will be awarded, winners will be notified. The TDK "GOING PLACES" Program will be concluded at the CES Show in Chicago.

4. Any prizes won in the TDK "GOING PLACES" Program will be awarded to the individual who submitted the GOING PLACES Program entry on your behalf.

5. **TDK's "GOING PLACES" Incentive Gift Program**

   **1.** ACAPULCO HOLIDAY FOR TWO

   **2.** Bell & Howell Movie Camera & Projector Kit

   **3.** American Tourister 3-Piece Luggage Set

   **4.** Sadie's Electric Shaver or Ronney's

   **5.** Gold Thomas Travel Alarm

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**Tape Services Directory**

**ARIZONA**

- RN Packaging
- ARIZONA Packing

**TEXAS**

- CMM
- B.C. & L.J.
- WACO

**UTAH**

- SALT LAKE CITY (Area Code 801)
- SANDIA (Area Code 505)

**VERMONT**

- SPRINGFIELD (Area Code 802)

**VIRGINIA**

- NORFOLK (Area Code 908)

**WASHINGTON**

- BELLEVEU (Area Code 206)

**WISCONSIN**

- SAUK CITY (Area Code 608)

**ARIZONA**

- PHOENIX (Area Code 602)

**CALIFORNIA**

- COSTA MESA (Area Code 714)

**CONNECTICUT**

- MUFORD (Area Code 203)

**FLORIDA**

- MIAMI METROPOLITAN AREA (Area Code 305)

**GEORGIA**

- ATLANTA (Area Code 404)

**ILLINOIS**

- BATAVIA (Area Code 312)

**METROPOLITAN AREA (Area Code 312)**

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**TDK ELECTRONICS CORP.**

795 Eastgate Road, Garden City, New York 11530

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**Awards**

- **TOP 1000**
- **BEST**
- **INNOVATION REPORT**

---

**Name**

- Home Address
- City, State, Zip

---

**Address**

- Address
- **the new dynamic world of TDK**

---

**Phone**

- **Dear TDK**, you have just received a phone call from a sales representative who is ready to help you with your TDK products.
The annual meeting place for the people & products of the industry

The SUMMER CONSUMER ELECTRONICS SHOW
McCORMICK PLACE, CHICAGO
JUNE 9-12, 1974

the people—Over 400 exhibitors will exhibit their products to a trade audience of over 37,000 retailers, sales representatives, distributors, importers and manufacturers from all 50 states and many foreign countries.

the program—Daily Video, Audio and Calculator Conferences, plus special Video Systems Conference.

VIDEO SYSTEMS
EXPOSITION AND CONFERENCE

This pioneering event, held concurrently with the CES will present all aspects of the video systems industry for present and potential users, and will feature:

- Video Hardware & Software Exhibits
- Video Systems Conferences
- Video Software Demonstration Library
- Video Applications Theatre

Register today! Send for your FREE BADGE OF ADMISSION

ADVANCE REGISTRATION

Save time, fill in and mail this coupon below by May 20. Your free badge of admission will be mailed back to you.

Name ___________________________
Title __________________________
Company ______________________
Address _________________________
City ____________________________
State ___________ Zip ____________

Please check below the classification of your business:
[ ] RETAILER [ ] DISTRIBUTOR [ ] MANUFACTURER
[ ] OTHER

Send me information on the First Video Systems Exposition and Conference

Please send us your hotel reservation blank.

(Continued on next page)
Wrap up your cassette packaging problems with the economical one-piece stock cassette package.

Tarpaul (tape wrap) is a clear, thermoformed plastic "wrap around" package for a standard blank or recorded cassette. It snaps shut snugly after the cassette is in place.

Tarpaul means economy and easy, space-saving nesting and stacking of empty packages for you. Shipped open and ready to fill, they are lightweight and will save you time and money in filling, handling and shipping.

No waiting! Tarpaul is currently available for immediate shipment from inventory. Contact your nearest Sales Office for prices and shipping schedules:

New York - (212) 486-5151 Los Angeles - (213) 478-8981 Chicago - (312) 654-0690 Indianapolis - (317) 261-3206

NEW JERSEY

NEW YORK

NEW MEXICO
- ALBUQUERQUE (Area Code 505) Audio Specialties Co. 3322-D Peachtree Ave. N.E., Albuquerque, N.M.

PIERRE MOUTHROP

THE ECONOMIC COMPLETE CATERING SYSTEM

Wrap up your cassette packaging problems with the economical one-piece stock cassette package.

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NEW JERSEY

NEW YORK

NEW MEXICO
- ALBUQUERQUE (Area Code 505) Audio Specialties Co. 3322-D Peachtree Ave. N.E., Albuquerque, N.M.
Meet the new guy we got to help you sell "Scotch" brand recording tape. His name is Beethoven.

Keep your eyes open for the new ad campaign for "Scotch" brand recording tape. You'll see her at work.

Mr. Beethoven will appear in magazines, on radio and on television conducting his own music.

He'll even have a little help from his friends, Messrs. Bach and Mozart. (We hired them, too.) We think these three old pros are going to do a great job of helping us (and you) sell "Scotch" brand recording tape.

Of course, we can't promise you that they will be around to call on you in person. But you can rest assured that they'll be with you in spirit all the way.

"Scotch" is a Registered Trademark of 3M Co.
Superscope. We duplicate your best efforts best.

Superscope's tape duplicating plant offers you one of the world's finest, most modern facilities for duplicating cassette, 8-track, four-channel 8-track and reel-to-reel configurations. Call National Sales Manager Ron Newsom or write for details.

Superscope Tape Duplication Division
455 Fox Street
San Fernando, California 91340
Telephone (213) 365-1191

© Superscope, Inc.
Tape Services Directory

**GAUSS raises the standard in quality Tape Duplication**

Used by every major duplicating company, Gauss, with installations in

UNITED STATES
- ARGENTINA
- ENGLAND
- NETHERLANDS
- MALAYSIA
- FRANCE
- AUSTRALIA
- CANADA
- SWEDEN
- GERMANY
- NORWAY
- JAPAN
- MEXICO
- SWITZERLAND

has led the industry since the inception of pre-recorded tape.

---

Now, with the introduction of the exclusive, patented "Focused Gap" Ferrite head, Gauss has raised the standard even higher. Retaining the high penetration, low noise and low drop out characteristics of the "Focused Gap" design, the new heads provide wider frequency response and significantly extended head life. Add to this Gauss' exclusive pneumatic low horizontal loop bin, 20 slave system capacity with stagger loading capability, new easy 4 track/6 track conversion, 32:1 duplicating speed, traditional precise tape handling and you have the ultimate in quality at the world's highest production rate.

For your best buy in ultra high speed tape duplication, insist on Gauss, "The Standard of the World,"...another fine product of Cetec.

---

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- **CARLISLE (Area Code 515)**
  198 Joplin Rd., Saylorville, IA 50248.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette & open reel.

- **COUNCIL BLUFFS (Area Code 712)**
  Lambert Ave., PO Box 23, Council Bluffs, IA 51503.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette & open reel.

- **LOUISVILLE (Area Code 502)**
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette & open reel.

- **RUSTON (Area Code 318)**
  American Reel Products, 1930 South Park, Ruston, LA 71270.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette, casette & open reel.

**KANSAS**

- **WICHITA (Area Code 316)**
  High Fidelity Rec., 1520 Slater St., Wichita, KS 67203.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette, casette & open reel.

**KENTUCKY**

- **LOUISVILLE (Area Code 502)**
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette & open reel.

**LOUISIANA**

- **RUSTON (Area Code 318)**
  American Reel Products, 1930 South Park, Ruston, LA 71270.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette, casette & open reel.

**MASSACHUSETTS**

- **BOSTON METROPOLITAN AREA (Area Code 617)**
  Commonwealth Pl, Boston, MA 02116.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette & open reel.

**MICHIGAN**

- **ANN ARBOR (Area Code 313)**
  Century Inc., 7079 Vesper St, Ann Arbor, MI 48105.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette, casette & open reel.

- **DETROIT METROPOLITAN AREA (Area Code 313)**
  Delphi Inc., 44750 Redford Ave, Redford, MI 48240.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette & open reel.

**NEW YORK**

- **NORTH ROYALTON (Area Code 440)**
  4407 Carriage Hill Rd, North Royalton, OH 44133.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette, casette & open reel.

**OHIO**

- **Cleveland (Area Code 216)**
  21610 Warner Ave, Parma, OH 44107.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette, casette & open reel.

**OHIO**

- **Cleveland (Area Code 216)**
  21610 Warner Ave, Parma, OH 44107.
  Tel: 778-2700.
  Fax: 778-2708.
  Conf: Cassette, casette & open reel.
IF YOU ARE PRODUCING 8-TRACK CARTRIDGES, CASSETTES OR VIDEO CASSETTES WITHOUT TAPEMAKER PRODUCTS

you may be missing the boat!

- Sensing Tape for King or Electro Sound Splicers
- Pre-Cut Sensing Tabs—8-Track
- Splicing Tape for King or Electro Sound Splicers
- Splicing Tape for Back Coated Mastering Tapes
- Leader Tape for Cassette
- Anti Static Leader Tapes for Audio and Video
- Abrasive and Non Abrasive Head Cleaning Materials
- Paper Leader Tape for Studio Use—$1/4", $1/16", $2" Tape Splicing Tape—$1/4", $1/16", $1/2"

READY TO SHIP

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

* Duplicators, * Blank Loaders, and/or * Distributors at home or abroad

- 8 track cartridges (colors available)
- Quadrasonic cartridges
- Cassette cartridges, complete component parts
- Sensing/splicing tape
- Sleeves; printed in 4 colors
- Dust Shields

Immediate delivery ★ Any quantities ★ Guaranteed quality ★ Lowest industry prices. SPECIALIZING IN EXPORT ★ F.O.B., C&F, or CIF prices upon request

Write or call for samples, prices, technical data.

TR-16

Tape Services Directory

TAPE SUPPLIES

TR-16

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

* Duplicators, * Blank Loaders, and/or * Distributors at home or abroad

- 8 track cartridges (colors available)
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Write or call for samples, prices, technical data.

P.O. Box 757 / 9261 W. 3rd St. / Beverly Hills, Calif. 90213

Phone: (213) 278-0107 / Cable: "Auto tape" Rev. Hills

Telex: 674798 Magnadyne BVHL

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Tape Services Directory

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Write or call for samples, prices, technical data.
introducing

A revolutionary new tape cassette. Friction and wear reduced, designed from an engineering grade material, quality guaranteed. For complete details write or call today for brochure.

Lenco Co., P.O. Box 29341, 3900 North 68th St., Lincoln, Nebraska, 68507 402/464-7488
Great Shape.

When we opened our doors in 1972, few people noticed. And when those who did notice heard our name, they laughed. Now, we're having the last laugh. Today, Shape Symmetry & Sun is known as an innovator in the plastics and high-speed automation industry. We manufacture the best C-O's and 8 tracks on the market. We offer the world's only modular Automated Cassette Assembly System allowing a wide range of advantages including significant savings in capital investment, easy maintenance and, because if its modularity, the unique ability to increase production by plugging additional assembly stations into the line.

Some people still laugh over our name. But when you're the best in your business, it's damned easy to take.

The Conveyor Belt is equipped with multiple hook-up stations that include air, vacuum and electrical power. A central vacuum source is included.

The Automatic Hub Loader automatically feeds, orients and places hubs on spindles. All leader feeding, hub staking, leader winding and ejection is automatic.

The Threading Station moves cassettes forward and automatically removes the cover shell. Because we think people do some things better than machines, key components are inserted by the operator who simultaneously makes a quality check of each cassette and its components.

The Automatic Pinner/Window-Welder greatly increases production and efficiency while reducing standard operating costs. It receives the cassette shells from the feed conveyor, and automatically welds a window in each. The window material is automatically fed to the desired length, cut and located. The bases are then transferred to the pinning station, where pins are syntron fed, inserted and lubricated.

The In-Line Welder takes the cassettes from the conveyor belt and automatically advances them to the welding station, where they are sonically welded and ejected onto the packing surface. It's here where a final Quality Control check is made.

We make the Best C-O.

- Standard Norelco Configuration
- Leader Loaded
- Acetal Hubs & Rollers
- Graphite Coated Mylar Washers
- Precision Machined Stainless Steel Pins
- M-36 Silicone Zinc-Plated Shield
- Bi-Axial Oriented Styrene Window
- High Heat, Medium Impact Polystyrene Shells
- Windows & Shells Sonically Welded
- Phosphor Bronze Spring Pad
- Standard Shell Colors: Black, Grey or White
- Available With Tabs In or Out

Sample Kit available on request.

The Best 8-Track.

- Pinch Roller of Silicone Rubber/Delin Hub
- Cover and Base of High-Heat, Medium Impact Polystyrene
- Delrin Tape Sleeve
- Tape Platform of Medium Impact Polystyrene
- Polyurethane Foam Pressure Pad With Myler Top and Styrene Backing
- Delrin Platform Sleeve
- 3-Snap Closure
- Accepts Up to 500' of Programming

Sample Kit available on request.

The Best Components.

We also manufacture and sell high tolerance Hubs and Rollers. Because to make the best C-O's, we have to make the highest quality components. Contact us for more information.

If you'd like to know what creative engineering can do for you, feel free to call or write.

Shape Symmetry & Sun Inc.
Biddeford Industrial Park, Biddeford, Maine 04005
207-282-6155
Meet The Family

Swiss Performance

Electro Sound’s new ES-505 series recorder/reproducers have a heritage of classic design and precision performance. They’ve been engineered specifically for broadcasters, recording studios, and other professional users.

European or American—no other machine has more significant "Operator Engineered" features. Disappearing headgate, built-in audio oscillator, optical motion sensing, continuous bias monitor, differential disc brakes, optional edit third reel, fully lighted controls and much more.

The ES-505 is available in 1/4" or 1/2" versions, with one, two or four channels of electronics in console, portable or unmounted configurations.

Performance specs—we match or beat the best! And at American prices.

We Repeat

Electro Sound builds professional, high-speed audio tape duplicating systems. The ES-6000 is our 240 ips version. Long lasting, versatile hardware.

We’re noted for sophisticated state-of-the-art designs that produce a finished tape of unquestioned high quality. That’s what pays off in operating profits for our customers. And Electro Sound is the only single source for duplicators, loading racks, QC reproducers, mastering devices, cartridge and cassette winders and splicers.

Whether you duplicate retail music, broadcast syndications, or "spoken word" cassettes, we have a system for you. After all, the giants who pioneered the pre-recorded tape industry, as well as those just joining it, are using Electro Sound systems in 30 countries.

ELECTRO SOUND®

International Distribution By:
AUDIOMATIC CORPORATION
1226 Avenue of the Americas, New York, N.Y. 10019
(212) 582-4870, Cable: AUDIOMATIC. Telex: 12-6419
European Office and Showroom
4, rue Ficlaté, 94040 Courbevoie, France (Paris).
333.30.90, Cable: AUDIOMATIC. Telex: 62282

ELECTRO SOUND, INC.
725 Kifer Road, Sunnyvale, CA 94086
(408) 245-6800 Telex: 34-6324 LECTROSOUND SULV

C rampant, 4100 14th Avenue East, Turfird, N.J.

Chief product: High speed duplex equipment.


TR-21

April 27, 1974, Billboard

www.americanradiohistory.com
Tape Services Directory

Tape Supplies • Continued from page TR-21

Chief product: Cartridge duplicators.
LIBRARY TAPE DUPLICATING CO., 201 S. 34th St., Philadelphia, Pa. 19104. Tel.: (215) 763-2405. Sales Mgr.: Frank J. Black. Sales Staff: Cheryl. Price list available upon request.

Chief product: Cartridge duplicators.
LIBRARY TAPE DUPLICATING CO., 201 S. 34th St., Philadelphia, Pa. 19104. Tel.: (215) 763-2405. Sales Mgr.: Frank J. Black. Sales Staff: Cheryl. Price list available upon request.

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PLAYBACK EQUIPMENT

Continued from page TR-3

Type of distribution: Independent distributors, manufacturers' representatives.

O N C O M M O N E D I T I O N

National Electronics, 10561 W. Seventh Ave.,
Minneapolis, Minn. Tel. (612) 513-5370. Pres.:
Robert Nwamwe; Adv.: John Marin. 
or
Panasonic.

Cartridge: 10 home models) 6-8 holes. 
Price range: $19.85-$22.95.

Brand name: Panasonic.

Type of distribution: Manufacturers' representatives.

Bally, see Automatic Radio.

Chicago, see Automatic Radio.

Type of distribution: Independent distributors, manufacturers' representatives.

Range, see Trovan.

Range, see Radio Shack.

Restorations, see Soundtrax.

Riviera, see National Electronics.

Rollers, see American Electronic.

2004 S. Lake St., Chicago, Ill. 60639. Tel. (312)
337-6666. Sales Mgr.: W. Waller. 
Cartridge: (2 home models) 2 Br., 1 quarter-

Open reel: (2 home models) 3 Br., 4-2 
with reel-in-reel system — Bally &
Quadrant adaptors.

Brand name: Riviera.

Type of distribution: Manufacturers' representatives.

Rogers, see Automatic Radio.

KING

World leader in tape tailoring systems.

King Instrument Corporation, Kane Drive, Hudson, Mass. 01749 U.S.A.

Phone 617-568-8771/Telex 94-8455.
MAJOR DISTRIBUTORS
AND RACK JOBBERS:
OUR LINE
CAN BE YOUR LINE.

With your name or ours, Robins accessories produce consistently higher turnout, with greater markup. Take advantage of our substantial offerings. Call Marketing VP Jack Friedland. You'll like his line.

Robins Industries Corp.
75 Austin Boulevard, Crammack, N.Y. 11725 (516) 543-6200
**Tape Services Directory**


Rubbermaid Inc., 1147 Abner Rd., Wooster, Ohio 44691. Tel: (216) 354-4434. Product: Casing & storage cases.


Schwartz Design of America Inc.: PO Box 751; Hampton, Me. 03243. Tel: (603) 923-3013. Pres.: Simon Trajkov. Sales Mgr.: Larry W. Miller. Product: Casing & storage cases. head cleaners & demagnetizers.


**THE BEST DEAL OF THE YEAR**

**TAPE CARTRIDGES AND CASSETTE CASES, HOME STORAGE UNITS, LOADED BLANKS, TAPE, RECORD, AND AUDIO ACCESSORIES, HEADPHONES, REPLACEMENT NEEDLES, DIVIDER CARDS, GUITAR ACCESSORIES.**

**LE-BO PRODUCTS CO., INC.** 71-08 51ST AVE., WOODSIDE, N.Y. 11377 TEL. (212) 458-7700

(Closed on page TR-26)
Please send me information regarding the
RECOTON "Profit Maker" Accessory program.

Name

Address

City

State

Zip No.
You’ll never know how much good you can do until you do it.

You can help people. In fact, there's a crying need for you. Your talents. Your training. Your concerns. They make you valuable to your business. They can make you priceless to your community.

If you can spare even a few hours a week, call the Voluntary Action Center in your town. Or write: "Volunteer," Washington, D.C. 20013.

It'll do you good to see how much good you can do.

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A Public Service of This Magazine & The Advertising Council.
# Tape Services Directory

### MANUFACTURERS' REPRESENTATIVES

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MANUFACTURERS' REPRESENTATIVES

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WASHINGTON

- FORT WASHINGTON (Area Code 215)
  Essential Electronics of Berwyn, 3300 E. Broad St. 19002 Tel. 267-3654. Pres: Henry Oehler.

SOUTHERN DISTRICT

- CLOVER (Area Code 903)

- COLUMBIA (Area Code 930)
  Central Radio & Electronic Co., PO Box 210, 510 S. Central Ave., Austin, Texas 78765. Tel: 440-2716. Pres: Mike Yarborough.

- ROCK HILL (Area Code 803)
  Southern Electronics, PO Box 67, 1275 E. Broad St., Rock Hill, South Carolina 29730. Tel: 382-3981. Cont: Bob Robinson.

TENNESSEE

- GALLATIN (Area Code 615)
  Dinn Electrical Co., Inc., PO Box 582, 2002 Indian Bend Rd., Gallatin, Tennessee 37066. Tel: 450-2136. Pres: W. J. Davis.
  Vp: Joe Davis.

- KNOXVILLE (Area Code 865)

- MEMPHIS (Area Code 901)

- NASHVILLE (Area Code 615)
  Audio Video, Inc., 100 McMillan Dr., Hendersonville, Tennessee 37075. Tel: 626-0783. Sales: Jack A. White.

TEXAS

- AUSTIN (Area Code 512)

- CORPUS CHRISTI (Area Code 512)

Tape Duplicator

Audiovisual Ponders New Foreign Growth

NEW YORK—Audiovisual is considering opening sales and service facilities for its tape duplicating and disk pressing equipment in South America and the Far East following successful operations in France, reports Milton B. Geldart, president of the locally-based international distributor of Electro Sound and other lines. Commenting on the growing international tape duplicating industry, Geldart says Audiovisual has already made sales to EMJ, RC, and CBS in many countries from highly industrialized nations to such less-developed countries as Kenya, Guatemala, Malaysia, Thailand, Turkey and the first duplicating units ever sold in Russia.

Audiovisual will officially introduce its new Paris office and showroom at a demonstration in a conference center and also film demonstrations of other equipment, such as the Hamilton automatic record press and a four-position automatic process record playing task from Audio Matrix.

Tape duplicating machines to be demonstrated include the Electro Sound ES60000 cassette and 8-track duplicating system; an Apex on-cassette printer; a Graham Fraser automatic cartridge packaging machine; Shape Symmetry & Sun's fully automated hub loader (a component in the manufacturer's modular automatic cassette assembly system); and Electro Sounds professional recorders, quality control playback machine, loading rack, duplicating master recorder, welders and splicers.

Serge Daubiere is manager of the Paris facility, which will maintain an inventory of equipment and spare parts.

Century Cassette Corp. has been formed in Los Angeles by Peter Staton, formerly president of Intronics Inc.

Century will manufacture C-zero cassettes for the professional duplicator market. It has no plans at present to enter the retail market.

The company will be headquartered in Southern California, with assembly in Mexico.

Joining Staton at the new firm as marketing vice president and a director is Paula Nelson, formerly sales manager of the New York City office.

Bill Base Recording & Film Studios has changed its name to Bill Base Production Inc. and will move into a 5,400 square foot plant in Sanramento on May 1. The new facility will feature a new cassette and reel duplication, printing and packaging plant. There will also be two control rooms for production, one large and one small recording studio, film and video tape studios.

The Apex Machine Co., Ft. Lauderdale, Fla., will market its systems for printing label copy directly on cassettes through the worldwide facilities of the Audiovisual Corp. The Apex systems, using a dry offset process, print both sides of a cassette simultaneously in up to three colors.

The machines are said to eliminate paper labels and can operate at speeds up to 80 cassettes per minute. The system has been in use by CBS Records for nearly a year.

The Audiovisual Corp. has embarked on a major worldwide expansion program. The company recently became the exclusive international distributor for Graham Fraser Packaging Machinery Ltd., Markham, Ont., which produces integrated tape-packaging systems, and Shape Symmetry & Sun, Bildeford, Maine, producer of modular systems for the automatic assembly of C-O cassettes.

It is not news that the industrial and educational uses of video are booming. What many are looking to, however, is a consumer market. There are several conditions that most industry spokesmen feel will be necessary before a real consumer market can exist. The most important fact is that the price of video hardware must come down to what is commonly referred to as a "mass market" price. In other words, there has to be anywhere between $500 and $900, MCA, with its Disco-Visions video disk, expects to have a unit on the market within the next year or so selling at $400 for a single play model and $500 for a multiplex.

Disks will retail for approximately $1.99 each. Many believe that disk will be the prime consumer item with videotape (primarily as a result of the cost of the hardware, software and the cassette) remaining in business and industry.

RCA, however, expects to enter the consumer market by the end of the year with a SelectaVision videotape unit, with the current retail price expected to be in the neighborhood of $900.

This unit is a deck that may be hooked up to any TV set and will record and play back on the screen. A black and white camera will be extra, and a color camera is expected to be available for several years.

Whatever eventually hits the consumer market, the failure of two video firms certainly does not mean the end of video.
Country Fair Will Offer Fans 5 Decades of Music

NASHVILLE—Five decades of commercial country music will be offered to those who attend the Third International Country Music Fan Fair this June 12 to 16 at the new Grand Ole Opry House. A special reunion show will be held again during the event, bringing back artists from the past, some of whom are still strong performers.

The function, dedicated to the fans of country music, is intended to give the consumer his place in the sun. The fan will get the opportunity to mingle with his favorite artists and to watch these artists perform.

It is sponsored by the Grand Ole Opry and the Country Music Assn. in cooperation with the various labels.

The opening event is a bluegrass concert, and once more the leading names in this field will be utilized. They include Bill Monroe, Lester Flatt, the Country Gentlemen, the Boys from Shilo, Mac Wiseman, Don Reno, Jim & Jesse and Ralph Stanley.

The first of the label shows, to be held Thursday afternoon (13), will be a Dot Records presentation, which will include Donna Fargo, Tommy Overstreet, Joe Stampley, Diana Trask, Sue Richards and Brian Collins.

That same night, MCA will offer its show featuring Jerry Clower, Jeanne Pruett, Conway Twitty, Loretta Lynn, Bill Anderson and Cal Smith. These will be followed, in order, with shows by Hickory, RCA and Capitol. These labels are clearing artists for the show.

An old time Fiddlin’ Contest will close the festivities and among the guests at this will be Chet Atkins, Porter Wagoner, Dolly Parton, Roy Acuff, George Jones and Tammy Wynette.

It is expected that more than 100 artists in all will participate in the various events. Beside the shows, those who register will receive three lunches, a ticket to the Country Music Hall of Fame, a ticket to Opryland USA, a tour of the old Ryman Auditorium and other pluses.

The registration fee is $25.

LONDON—European indoor attendance records were set this year as more than 25,000 fans attended the 6th International Festival of Country Music at Wembley Pool here.

Two packed houses plus visitors to exhibitions swelled the total, according to promoter Mervyn Cost. Gates charges ranged from $3.20 to $12.00.

It was, from the standpoint of presentation, also the greatest of the festivals, with virtually every artist receiving encores, standing ovations and thunderous applause.

MCA’s Bill Anderson not only

Services Held For Pioneer DJ

SAXTON, Pa.—Funeral services were held here Friday for Shel Horton, 68, pioneer disk jockey and older brother of Vaughn and Roy Horton.

A radio personality for more than 30 years, Horton was a pioneer in programming country music at WVAN, Altona, and later at WSKE in Everett, Pa.

He was also named “Mr. DJ USA” in 1953.

Horton was survived by his widow, two sons and a daughter.

Richard Nelson’s new hit single

‘Bloody Mary Morning’

Atlantic #1500

from the album “Phases and Stages”

Produced by Jerry Wexler on Atlantic Records

WILLIE NELSON PHASES AND STAGES

Country Music

Record Crowds Cheer Country Entertainers at Festival in U.K.

By BILL WILLIAMS

hosted both nights of the show, but did two complete shows for the audiences. The second unscheduled show was done when George Jones and Tammy Wynette had to fly home before their appearance because of the death of Jones’ mother in Texas.

Artists from four nations were represented, and there was not a weak act on the entire program. Old timers such as Mac Wiseman and Hall-of-Famer Bill Monroe, along with Kitty Wells and her show were so well received they had difficulty leaving the stage. The newer acts, however, more than held their own.

As a master of ceremonies Anderson was magnificent, and as showman, even greater. He and his entire cast, including Mary Lou Turner and Jimmy Gatley, almost literally tore the place down. He worked throughout the almost 10 hours of performances on the two Easter weekend nights, and the audiences clamored for more.

Monroe, the “Father of Bluegrass,” showed that his popularity has increased rather than waned. The crowd, well versed in his repertoire, was carried away by his act.

Mac Wiseman, too, had difficulty concluding. The fans wanted more and, as time permitted, they were able to get it. Miss Wells, Johnny Wright, and their entire family show which closed the first night performance, had to leave with the audience still screaming.

Narvel Felts of Cinnamon found an audience shouting requests, some of songs he had recorded many years ago. He also got receding applause for his newer songs, some of which have just been released in the United Kingdom.

Jeanne Pruett showed why her popularity surge has occurred in America. The European (primarily U.K.) fans responded overwhelmingly to the way she sang.

Newcomer Terry Stafford of Atlantic was still another whose songs were recognized and heavily applauded. Wanda Jackson, a longtime favorite, added testimony to her performance, and won the praise of individuals in the audience for this.

Tompall Glaser, who previously had performed with his brothers, did exceptionally well as a solo act.

Johnny Rodriguez had youngsters screaming as they do in the United States. Jimmy Payne of Cinnamon, who was on a tour of England, appeared as a surprise guest and was cheered even before he began singing. Fatsy Fields and Harold Morrisson, who remained with the Jones Boys although Jones had departed, also got strong audience response.

Perhaps the greatest accolades of all went to the Oak Ridge Boys, the

(Continued on page 38)
D. West & S. Whitman Win Honors

LONDON—For the second consecutive year, RCA's Dottie West was named winner of the Top Female Singer award in the Billboard/Record & Radio Mirror International Country Music presentation at Wembley.

Miss West, who has been a sensation in her European and U.K. appearances, won over two other finalists: Connie Smith and Joanie C. Riley.

And for the third straight year, RCA was named the leading U.K. record company for the promotion of country music, beating Phonogram, Polydor and Pye. Brian Hall accepted the award for RCA, while Miss West's award was accepted on her behalf by RCA's Tommy Loftus.

The top male artist award went to Slim Whitman of United Artists. The other finalists were Tommy Glaser and George Hamilton IV.

Martin Davis of UA accepted. The surprise top-winning group was Country Gazette, which has made a big mark particularly in colleges throughout Britain. Other finalists in this category were Danny Davis and the Nashville Brass and Commander Cody and the Lost Planet Airmen. Martin Smith did the accepting.

The top U.K. solo performer was Larry Cunningham of Ireland, who nosed out Brian Chapler and Pete Sayers. The Johnny Young 4 won again as top group, beating out Miki & Griffin and the Dunn Country Boys.

The top song of the year went to "The Most Beautiful Girl in the World," written by Norro Wilson, Billy Sherrill and Roy Barriere. Mrs. Jo Walker, executive director of the Country Music Assn., accepted on their behalf. The publisher's award, for which song, went to Al Gallico and R.P. Peter Phillips of RPM accepted.

For the first time, a top country media award was given, and it went to "Country Club," a show done by Wally Whyton. The producer of that show, Conk Chaudler, also won a special award.

Two special Country Music Ambassador Awards were given this year in tribute to the work and the contributions of the individuals involved over the years. The first was posthumously to Tex Ritter, accepted by Vic Lanza of Capitol Records. The second, the first ever given to a female, went to Kitty Wells, now with Capricorn Records.

Bill Williams of Billboard presented the awards, with the assistance of British air personality Jimmy Saville and Miss Louise Faries of the Billboard office here.

En route home, a special award was given to Johnny Rodriguez of Mercury by the airlines for his contribution to aviation.

20th Century Launches Country Music Division

LOS ANGELES—20th Century Records, which has four gold albums, plus one platinum album with the DeFranco Family, and six gold singles, has launched a new country music division.

Ruth Regan, president of the label, last week hired veteran country music producer Jim Vienneau to handle all creative and administrative responsibilities for the new division.

Vienneau is opening an office in Nashville and has hired John Mitchell to handle promotion out of Nashville.

First release under the new situation will be a single by Lois Johnston, out within 30 days.

However, the first country single on 20th Century was a master pur-
**Countryside**

**Record Crowds at Festival in U.K.**

*Continued from page 39*

first gospel group ever to appear at Wembley and in this festival. They had the crowd on its feet all day long with their contemporary music. They'll visit Sweden in May, and select houses already are packed with them. David Rogers, who arrived on the day of his performance and was just totally exhausted, acquired himself with his fine selection of music.

The 20th Century also went over big. They included Rackham & Max, Reddington, the Hillsiders, Jonny Yeung & Kithay Kay, Ray Lynam and Philomena Begley. In Canada there was a Czech Country Band, Larry Cunningham and MiKi & Griff. The best received of these were the Czechoslovakian group and MiKi and Griff, of whom is Welsh, the other Scottish.

Exhibitors again did a brisk business at the booths, selling albums by the thousands and introducing new products.

Conn later this year plans a similar Gospel Festival, and also has set up what he calls a Country & Eastern Festival for a couple of years next year. Virtually all the artists who took part in this year's events have expressed a desire to return.

Nearly all artists also did a series of radio and television interviews. With the beginning of the country music scene really beginning in Europe the word "bluegrass" has gone worldwide. Thousands of artists are being discovered in Europe. The word "bluegrass" will be used in the title: Britches Western Championship Rodeo and Bluegrass Festival.

The acts scheduled to appear are The Country Gentlemen, Jim & Jesse, Mac Wiseman, Lester Flatt, Wilma Lee & Stoney Cooper, and the Skanndish Cut-Up. Wilma Lee & Stoney are not technically a bluegrass group, but are capable of performing it. Music will be performed between events.

The six-day show will take place May 7 to 12.

**20th Century**

*Continued from page 37*

week, according to Regan, and is already gaining considerable audience.

"I feel lucky to get a man at Wembley's talent and trick record to start getting out in country music. I'd just been waiting for the right time and the right man." Regan says Rose of Aucliff-Rose Music has been one of the many people giving him valuable advice regarding starting the country scene. In slightly more than a year's operation, Regan has had hit singles, MOW, soul, jazz and bubblegum.
Some sidesteps to the Wembley trip for the Nashville artists. On the trip over, the plane was overcrowded and understaff, but American ingenuity came to the fore. With the overcrowding barely under control, Joan Prett, Johnny Rodriguez and Bobby Bremer (manager of Bill Anderson) moved into the galley of the plane and, setting up an assembly line operation, saw to it that everyone got fed. Joan, always at home in a kitchen or elsewhere, also helped tidy up the plane on the way home. Autograph seekers at Wembley were not unlike those at home. They beseeched the artists in this respect and in picture-taking. Everyone cooperated to the fullest.

Joey C. Riley, breaking in her new act at the Southport in Atlanta, has added two new musicians, and she now has seven. At some engagements in the future she'll use nine. And she now calls the group the Homestead Symphony. Add to the list of those taking part in the new Bill Reynolds film the name of Jerry Kennedy, vice president of Mercury, who produces all of the major country artists on that label. Jerry also now has his own Mercury album released. Produced by Bob Becham, the "sidemen" on the session are Kris Kristofferson, Tom T. Hall, Charlie McCoy, Ray Stevens, Mickey Newbury, Johnny Rodriguez, Owen Bradley, Boots Randolph, the Statler Brothers and Dennis Linde.

Now it's Johnny Duncan, the great Columbia artists, who has signed with the Jim Halsey Co. in Tulsa for exclusive management. Duncan was formerly with the Jack Johnson Agency and was a regular with the Charlie Pride package.

Joel Mathis of Chart Records has one song on that label, written by Wes Helm. Granada Jones is set for the biggest farewell of his career. Lots of what they call "progressive country rock" at the East Texas fair this past week. It included Steve Fromholz, Country Cooch, Michael Murphy, Jerry Jeff Walker, John Hartford, Nitty Gritty Dirt Band, with Steve Martin as MC.

Commander Cody & His Lost Planet Airmen group have picked up Ernie Hager, formerly with Back Owens, to replace Bobby Black as steel player. Add Lewiston, Maine, as a center for recording country music. E.A. B. Studios have opened there, and among the acts recording is Van Teller. Jerry Lee Lewis will join the R&B performers at the Memphis Music Awards presentation next month.

Back Owens is the first country artist to play Hong Kong. He was a smash.

While appearing in Tampa, Sherry Beyor's Great Dane was stolen from the motel kennel. Don's Pat Roberts joins Jerry Reed and Barbara Fairchild in concert May 17 at the Convention Center Auditorium in Fessen, then Pat and Barbara repeat in Redding, Calif., where Tom T. Hall will appear. Joanie on the train says. British promoter Jeff Kroger, who was quoted in London as saying he intended to record country artists in his country's music, has regrouped and distributed three debate albums by established artists new to his Ember label. The albums are by Susan Vaughn and two by Roy Clark and Maxine. Kroger also predicted the demise of the Wembley Festival which drew record-breaking crowds.

"We Should Be Together" - JMI-36
Don Williams, Volume II - JMI-5006
Tape - JMI-T85006

Don Williams' "We Should Be Together"

"We Should Be Together" - JMI-36
Don Williams, Volume II - JMI-5006
Tape - JMI-T85006

Exclusively on JMI RECORDS
**Country Music**

**Nashville Scene**

*Continued from page 39*

When the Chieftones performed in Oklahoma City, March 11, Billy Thundercloud was hospitalized with tonsillitis. But the group got a standing ovation. For the third consecutive year, Kustom Electronics will provide the sound for the Cerebral Palsy Telethon in Jackson, Tenn. . . . "Lwinda Linebey's next release for Capitol will be an updated version of 'Hello Out There,'" a chart standard for writers Wayne Walker and Kent Westbury of Carawan, covered from a serious auto accident, is spending time in the studio with producer John Denver. Joe Diamond, former front man for Johnny Paycheck, is on a five-week tour of the Southeast. . . . Estelle Arnon, president of Prestone Records, has signed Jack Crocker of Columbus, Miss., to an exclusive recording contract on the label. He is a teacher of American literature and creative writing at Ole Miss. . . . On the subject of professors, Dr. Ed Hicks at the University of Georgia invited songwriter Dick Felker to lecture his class in poetry.

The Eastern States Country Music group has joined the fight against tape piracy, distributing literature to all members. . . . The Johnny Dollar-Tex Clark television show we mentioned earlier will be on cable TV handled by a West Coast firm. . . . Take note of the fact that Mary John Williams, who, happily, is writing again, is author of "One Day at a Time." Kristofferson helped her with it, and is getting the bulk of the credit, which she doesn't resent. But it's only fair to give her a mention.

Bud Wood received a special message from President Nixon after sending him her album of religious songs. . . . Mickey Barnett has done a new session in Nashville, replete with strings and a Cammellum arrangement. . . . Dave Mack has moved from Elektra to CRC. . . . A big shake-up at Motown enterprises. A lot of faces are gone. . . . Arlene Harden the mother of a new baby girl, Amy Elizabeth. . . . Ray Griffith went over exceptionally well in his home country, Canada, on a series of dates. . . . A baby born to the Melton family of Columbus, Ohio, were named for Daane Allen and Billy Golden of the Oak Ridge Boys. . . . Shoji Tabuchi of the David Houston Show has signed an individual artist contract with Dot Records. . . . Swedish country singer Ralph Robertson is recording in Nashville. . . . Sammy Vaughn, former front man for Ernest Tubb, now on the Tommy Overstreet Show.

**Chuck Wagon Gang, Ex-Gov. Davis to Tour**

NASHVILLE—Herman Harper, director of the Gospel Music Division of Tommy Overstreet Inc., has announced a June tour for two of the oldest and most respected attractions in gospel music. The Chuck Wagon Gang, in its original entirety, will come out of semi-retirement for the tour, joining former Louisiana Gov. Jimmy Davis, who recently signed another long-term contract with Carawan Records after more than 30 years with Decca and MCA. The tour begins in Texas and works northward.

**Vox Jox**

*Continued from page 32*

gram director Chuck Kelly until 2 p.m. . . . Allen Reynolds 2:55 p.m. and Ted Allen 6:30 p.m. on the country music stage. Yeah, but you guys have never really hit in a good Texas restaurant until you stop at the Brauhaus in Austin.

Jim Christopher, who has been known to hire itinerant personalities such as Corky Mayberry in late December, has moved to KBUY-AM in Fort Worth as operations manager. He'd been program director of KDJW-AM in Amarillo. New program director in beautiful downtown Amarillo is Dugg Collins, who does the morning show, followed by Terry Amburn, Jack Dillon, Pat Whitman and Jackson Knight. In a Waukegan station, as KBUY-AM. . . . A note from John Richer, president, National Union of FM Broadcasters, and president of WQOK-FM, Philadelphia: "Though you did quote most of the information in the story about our 1974 NAFMB convention, you did imply something that we did not say. The NAFMB convention in New Orleans is not meant to compete against the bigger organizations."

"We believe that our National Radio Broadcasters Conference and convention will supplement rather than compete with the NAB's activities, providing radio broadcasters with additional information that will, hopefully, make their operations more profitable. As you know, our convention sessions have always been workshop type meetings covering principle sales, promotions, engineering, programming and management."

"We do not include the many features that have made the NAB conventions outstanding. The NFMB convention is not intended to have a completely different thrust and motivation."

"The NAFMB convention, incidentally, is a good one too. As I mentioned in the story that we're going to be in October in New Orleans. I suggest that both AM and FM people don't think of it as the same thing."

* Terry S. Brabham, Canton, Conn., requests that I apologize for my "obvious slant of the American Women in Radio and Television," of which she is a new member. Terry, I wasn't punning (no pun intended) women directors of anything. I was just bringing up the obvious fact that the women I know in radio would be reluctant to be women directors. They compete on the same level as everybody. The real great women in radio, to my knowledge, probably never heard of the AWR. One, for instance, is good old Gertie Katzen, previously the music director for several years at WNEW-AM in New York. I heard that Gertie has departed the station after all these years. She was there during the heyday of the station. She was then, and now, a goddess in music for radio and one of the nicest people you'll ever hope to meet. I hope you're well, Gertie, and already have a new scene by this time.

---

**Radio TV Mart**

If you're a deejay searching for a radio station, or a radio station searching for a deejay, Billboard is your best bet. No other trade publication is read by so many air personalities and program directors, as well as the sharp-programming oriented general managers. Best of all, general managers report that Radio-TV Job Mart ads can draw five times the results of the next leading radio-TV publication.

Rates: "POSITION WANTED" is $15—in advance—for two times, $2 maximum. Additional space or variation from regular ad style is $25 per inch, no maximum. No charge for Box numbers.

"POSITION OPEN" is $15—in advance—for one time, $2 maximum. Additional space or variation from regular ad style is $25 per inch, no maximum Box number ads asking for tape samples will be charged an added $1 for handling and postage.

Send moneys and advertising copy to:

Radio-TV Job Mart, Billboard, 1515 Broadway, N.Y. 10036

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**Chucks, Russells of Ohio, Michigan, Nebraska, Kansas, Missouri, Iowa, Illinois and Indiana, have all reported record attendance at the Mid-American Radio Conference in Cincinnati. Tickets for the conference have run as high as $50 per ticket, with a maximum.

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* "Awards winning traffic and lead role for NBC's Wild West, a statistics program discovered in this country.

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**LError**: The text appears to be a mix of different articles and sections, likely meant to cover various topics related to music and entertainment. It is not clearly structured as a single article or document. Here is a attempt to break it down into more manageable parts:

1. **International News**
   - **Wembley Stirs an Atmosphere Of Involvement In Country Music**
     - By TONY BYWORTH

2. **IMEC Speakers**
   - Geoffrey Bridge, director of the British Phonographic Industry, speaks on Money, Morals and Management, at IMEC on May 9.
   - John Frueh, managing director of Polydor U.K., will give the keynote speech at IMEC on May 8.
   - Tony Morris, managing director of Phonogram U.K., will participate in the workshop session on International Marketing Trends, at IMEC on May 8.
   - Peter Andry, general manager of EMI's international classical division, will participate in the classical forum on May 8 at IMEC.
   - L.G. Wood, group director, records of EMI Ltd, will be the guest of honor at the special luncheon to be held on the closing day of IMEC.

3. **CBS Intl Sets Meet In Vienna**

4. **WEA Drops Raft in U.K.**

5. **Dealers Plagued by Faulty Record Hike**
   - Continued from page 3

6. **LONDON—Country music continues to strive for its own identification as a legitimate musical force devoid of the unsavory imagery that it has been so readily associated with in its name in the past, and Wembley—through the annual International Festivals of Country Music—has often acted as a positive force.

7. **IMPRESARIO Mervyn Conn, the man behind the festivals, has already cited them as being a unifying force within the industry, and the space of new record releases over the Easter period provided ample proof that an increased interest in the music exists.

8. However, Wembley, unlike many other musical festivals, forms more than a force of unity within the industry. It also creates an involvement between trade and consumer and the exhibition area around the Empire Pool has now become the common frontier.

9. This year, as with the five preceding festivals, the recording companies took the lion’s share of the stand space. RCA, EMI, CBS, United Artists, Pye, Phonogram, Shannon, Polydor and Atlantic/Warner Brothers all had their products available at Wembley, and the whole range of the Atlantic country catalog, featuring many new names to the U.K. record buyers, were on display, with additional albums from the U.S.

10. In addition, Shannon, following a new distribution deal with Wembley Records, increased its display of product with a wide range of material not found anywhere else.

11. Besides the recording companies, country music found representation from other outlets, sometimes from strange quarters.

12. Wembley, and Philips Electrical last year joined forces to meet the music with a record display which was staged throughout the Wembley Holiday Camps during the summer months.

13. At their joint Wembley and Philips stand they reinstated their faith in the music and presented details of this year’s competition as well as featuring visitors hear last year’s winner, Caroline Hall, perform from their stand. The entertainment was completed by a disco and dancers.

14. The Tia Council had already taken note of the music. Last year it staged a nationwide country music tour and, at Wembley Tea Garden, organized a charity walk arising from the services of Jimmy Savile. At the CBS/Archer stand, impromptu sessions were regularly staged with musicians and artists who wandered into the vicinity.

15. Outside the Empire Pool building, further entertainment was presented to the country music enthusiast in three specially erected marquees. Record & Radio Mirror awarded cash prizes to the home grown entertainers. BBC Radio 2’s ‘Country Club’ radio series featuring the U.S. visitors and Shannon presented some of their leading Irish acts.

16. Mervyn Conn announced that the International Festival of Country Music had, once again, broken Wembley box office records. The enthusiastic crowds had not only come to see the artists in the evening concerts but also to become involved with the various activities staged throughout the days.

17. Wembley has once again proved that country music holds its own place among other music spheres, 25,000 people within two days displaying the commercial potential.

18. The winners of the 1974 Billboard/Record and Radio Mirror Country music Awards were revealed during the course of the Saturday evening concert at Wembley’s Sixth Annual International Festival of Country Music.

19. The awards were presented by Jimmy Savile and Annette Funicello, the morning after Wembley’s billboard country music editor, Bill Williams.

20. The album award winners are:
   - Top U.S. Male Artist—Slim Whitman
   - Top U.S. Female Artist—Donnie West (U.S. Group—Country Gazette)
   - Top Song—‘The Most Beautiful Girl’ (writers—Wilson/Mellow/Bourke, publishers—KPM Music)
   - Top U.K. Solo Performer—Larry Cunningham
   - Top U.K. Group—Jimmy Young Four
   - Record of the Year—RCA: Country Music Media Award
   - Record of the Year (presenter—Wally Wharton, producer—Colin Chandler)
   - In addition to two Country Music Media Awards, a new award was presented to Kitty Wells and the late Rex Ritter for their outstanding contributions.

21. On Sunday evening the winners of the British Country Music Festival, sponsored by Record & Radio Mirror in conjunction with the British Country Music Association, were presented by Jimmy Savile and American Disc Jockey Reeves Davis, the widow of Jim Reeves.

22. The winners were:

23. Tony Andry, general manager of EMI’s international classical division, will participate in the classical forum on May 8 at IMEC.

24. Richard Robinson, the manager of Wembley Records, had this to say about the future of country music: "The label’s most successful artists has been Linda Lewis and she, together with the rest of the talent roster, will be offered contracts with either Warner Bros. or Atlantic. These are Chapman and Whitney, formerly of Family, Beckert, about to go out on tour with Slade, and Kilborne & High Roads, signed one month ago.

25. Sean Murphy, general manager of Radio 18, said that the company’s future was secure and that by the end of May. He will shortly announce his plans.

26. Commenting on the changes, Robinson said, "WEA’s sales this year are in excess of double last year’s and the year shows no signs of tainting sympathy with the manufacturers. You do expect some imperfections with a mass-produced item."

27. Christine McArthur, supervisor of the record department at Albert E. Ford, Plymouth, said: "We are finding faulty records increasing and now send back about 10 singles a week. The main problem is blistering.

28. Ronnie Sykes, managing director of Sykes and Sons, in Manchester, said: "The situation is pretty bad at the moment, even if we have had cases of only half a disk in the sleeve which makes me wonder whether the records are checked before they leave the factories."

29. "At the moment I have two records in my shop that arrived faulty, obviously, a decision has been made to return them and they have just been shipped out again."

30. Dick Leath, general manager of Bell records U.K., will participate in the "Money, Morals and Management" workshop session on International Marketing Trends, at IMEC on May 8.

31. John Frueh, managing director of Polydor U.K., will give the keynote speech at IMEC on May 8.

32. Tony Morris, managing director of Polydor Group, will participate in the workshop session on International Marketing Trends, at IMEC on May 8.

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37. L.G. Wood, group director, records of EMI Ltd, will be the guest of honor at the special luncheon to be held on the closing day of IMEC.

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Albert West receives a gold record in Salisbury during his recent concert tour through Austria, for 50,000 sales of his single ‘Gimmy Family’ which was presented by Roland Coleris, right, promotion manager of CBS-Austria.
Shaw Named CIRPA Head — New Projects Planned

TORONTO—Mel Shaw, the head of Music World Creations and manager of the Stapledmers, was named president of the Canadian Independent Record Producers Association, at a meeting held April 3. Shaw replaces Jack Richardon, Bob Erzin, who was presented with a Billboard Trendsetter Award in 1973, was named vice president.

At the meeting plans were made to enter a number of different projects in the next year. Shaw explained, “We have planned a meeting with Kaye of Tele-K International regarding a special Canadian product,” said Shaw.

“At each of our meetings we intent to have an exchange of various fields of production, engineering, etc. and to cover one subject per meeting,” continued Shaw. “We are thinking about bringing back Dr. Tom Turkel of Perception, a computer that can pick the hits with 90 percent accuracy.”

One of the most important resolutions to come from the meeting was the agreement to set up a newsletter which would relay information from the major record companies in Canada to the independent labels and producers indicating what specific things they are looking for in any given week.

Shaw noted, “With this newsletter producers and anyone else interested can find out specifically what is being done for things such as masters, talent and so on. It will certainly save the time of a producer who might want to spend a lot of time developing a product and then finding out that it is not the type of thing that the companies are after.”

According to Shaw, last year’s CIRPA symposium brought the association into the black as well as it being a highly successful week of seminars. Tapes of the proceedings of these seminars were available to CIRPA members and to anyone who may have attended the symposium last year. All that is necessary is a supply of blank cassette tapes and the time to drop by and tape the specific seminars that are of interest. There is no charge for this service.

Erzin is in charge of booking the people from outside the country for this year’s seminars. There is also a special evening for record executives, producers, artists and engineers who could get together informally and know each other a little better. All meetings are in Toronto, Shaw said, this would take place in June.

Lighthouse Deolden Sold In Canada; GRT Objects

TORONTO—A number of Lighthouse albums deleted in the U.S. by Evolution Records are being bought by Canadian record buyers, distributors and importers and sold in Canada to retailers who are selling them for as low as $3.95 each. The albums involved are “One Fine Morning,” “Thoughts of Moving On,” “Lighthouse Live” and “Sunny Days.” Evolution Records stated that it has not sold any Lighthouse records in Canada.

Ross Reynolds, the president of GRT of Canada, the company which has the rights to Lighthouse product in Canada, claims that this action is an infringement of the Canadian copyright act.

Such large record outlets as Music World, Towers and Sam’s Record man are handling the product in large quantities. Reynolds continues, “I spoke to Sam Seidman (Sam the Record Man), who assured me that he would not sell any anymore until he is forced competitively to sell them.”

“What really hurts is the fact that a lot of these people are talking about supporting the Canadian music industry but when the support is needed it is lost in dollars and cents,” says Reynolds.

Reynolds has been one of the successful developers of Canadian talent in the last year working with such acts as James Leroy, Hugh and the D’s, Ork, Music, Adam Mitchell, Grooveball Boogie Band, Cathy Young, Moe Koffman, the Koffmans, Mark and other labels. Incredible Bonnie Band, Downshifter Blues Band and the DeFranco Family, Reynolds has also had success.

This year’s Juno Awards, GRT of Canada received award as “Canadian Content Company of the Year” while Lighthouse walked off with the “Canadian Content Company of the Year.”

Cathy Young as “Most Promising Female Vocalist” and Thomas Roth as “Most Promising Male Vocalist.”

Col Canada in Country Tape Push

TORONTO—Columbia Records of Canada, Ltd. has set up a month-long country tape sales at its current “Tape Jamboree,” focusing on the 30 best selling Columbia and Epic tape sales at the chain of retail stores in Ontario. The event is part of the country tape and catalog strategy. Julian Rice, Columbia’s national merchandise manager, said that the strategy includes Charlie Rich, Johnny Cash, Lynn Anderson, Tanya Tucker, Sylver, bang, hang, Shelly West, Jan & Sylvia, Ray Price and others.

The Columbia merchandise strategy includes a store display in the form of a store display, a rack display, a rack display and a country music tape store.

Bellingham, the country music tape store, has just been released to the market. The store has been designed to be distributed to country music dealers as well as participating dealers.

Rice indicated that in the first week of the week the strong response demonstrated the continuing growth of country music in the tape medium.
ANNE MURRAY, JUNO FEMALE VOCALIST OF THE YEAR, for the fourth consecutive year, has just released another winner from her prize Capitol album "Love Song." It's called "YOU WON'T SEE ME."
1. Winners All! (from left) Skip Prokop, leader of Lighthouse, who won the Juno as the Canadian Group of the Year; Shirley Ekhardt, Canadian Country Vocalist (Female) of the Year; Murray McLauchlan, Canadian Composer of the Year, for Canadian Folk Single of the Year, and Canadian Country Single of the Year; and Anne Murray, Canadian Female Vocalist of the Year.

2. Terry Jacks accepts one of three awards he picked up that night: He won as Canadian Male Vocalist of the Year, Canadian Contemporary Single of the Year, “Seasons in the Sun”; and Canadian Pop Music Single (MOR) of the Year. Burton Cummings of the Guess Who and Cathy Young, who received a Juno as Canada’s Most Promising Female Vocalist, present the award.

3. Polidor’s national promotion director Alan Katz accepts the first of two awards for Bachman-Turner Overdrive, who won award as Canada’s Most Promising Group of the Year. Their first album won the award as the Canadian Contemporary Album of the Year. Steve Beckert, at Gary and Dave, is in photo, too.

4. TELEVISION talk show host, Eleood Glover, accepts one of two awards presented to Stomp’em Tom Connors. Connors was voted Canadian Country Vocalist (Male) of the Year and his album “To It and at II” was declared the Canadian Country Album of the Year. Shirley Ekhardt, Canadian Country Vocalist (Female) of the Year, and Valdy, Canadian Folk Singer of the Year, watch.

5. Larry Green, marketing manager of WEA Music of Canada, accepts company’s award as Top Canadian Record Company of the Year (Manufacturer and Distributor). Keith Hampshire and Susan Jacks look on.

6. Murray McLauchlan accepts one of his three awards: The Mercury Brothers, who picked up an award as Canadian Country Group of the Year, are in background.

7. Gordon Lightfoot, who could not attend the Juno Awards presentation because he was finishing a week-long engagement at Massey Hall in Toronto, had his album “Old Dan’s Records” voted the Canadian Folk Album of the Year. This represents the ninth award presented to Lightfoot in the Junos and Gold Leaf Awards 16-year history.


10. Walt Greats, editor and publisher of RPM, the Canadian Music trade weekly and producer of the Juno Awards.

11 & 12. Peter Sleuchamp, former national promotion manager who now heads air and talent development for A&M, and Doug Chappell, national promotion manager for A&M, accept the award for Canadian Promotional Company of the Year, for the rest of the promotion staff.

13. Anne Murray, holding her award, poses with record retailer, Sam Sniderman and his wife, Eleanor, after the Juno presentations.

14. Country singer Diane Leitch and three-time Juno Award winner Murray McLauchlan present CITT of Canada president Ross Reynolds with the Juno award for the Canadian Content Record Company of the Year.

15. Alexandre Zelkine, first recipient of the McGowan Award named after the late Douglas McGowan, former chief of programming for the Canadian Radio and Television Commission, makes acceptance speech. The award is presented ... for the most significant contribution to multiculturalism in music. Zelkine was considered for the work on his United Artists album "Perspectives." Mrs. Bette-Ann McGowan, center, watches.

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THANKS FOR THE SUPPORT

ANNE MURRAY
CANADIAN FEMALE VOCALIST OF THE YEAR
DANNY'S SONG
CANADIAN POP MUSIC ALBUM (M.O.R.) OF THE YEAR
SHIRLEY EIKHARD
CANADIAN COUNTRY VOCALIST (FEMALE) OF THE YEAR

Manufactured and Distributed by
CAPITOL RECORDS—EMI of CANADA Limited
1974 Juno Awards

Previous Juno—Gold Leaf Winners From 1964 to ’72

1964
Terry Black, Male Vocalist; Shirley Matthes, Female Vocalist; Jack London, Most Promising Male Vocalist; Lynda Lane, Most Promising Female Vocalist; Esquires, Vocal Instrumental Group; Girlsfriends, Female Vocal Group; Wes Dakus, Instrumental Group; Counters, Folk Group; Gary Buck, Country Male Singer; Pat Hervey, Country Female Singer; Johnny Murphy, Industry Man of the Year; Capitol Records (Canada) Ltd., Record Company; Capitol Records (Canada) Ltd., Canadian Content Record Company; Paul White, National Record Promotion Man; Ed Lawson, Regional Promotion Man; "That Girl," Phyllis Marshall, Good Music Product LP.

1965
Bobby Curtola, Male Vocalist; Catherine McKinnon, Female Vocalist; Barry Allen, Most Promising Male Vocalist; Debbie Lori Kaye, Most Promising Female Vocalist; Wes Dakus, Instrumental Group; The Guess Who, Vocal Instrumental Group; The Girlsfriends, Female Vocal Group; Malka & Jose, Folk Group; Gordon Lightfoot, Folk Singer; "My Girl Sloopy," Little Caesar and the Consuls, Best Produced Single; "Voice of an Angel," Catherine McKinnon, Best Produced Good Music Product LP; Paul White, National Promotion Man; Al Nair, Regional Promotion Man; Red Leaf Records, Canadian Content Company; Capitol Records (Canada) Ltd., Record Company; Gary Buck, Country Singer Male; Diane Leigh, Country Singer Female; Johnny Burke, Most Promising Country Singer Male; Debbie Lori Kaye, Most Promising Country Singer Female; Mercy Brothers, Country Instrumental Group; Roy Penney, Country Instrumentalist; Ted Dingle, Country Radio Personality; CFUG, Country Radio Station; Stan Kies, Canadian Music Industry Man of the Year.

1967
The Guess Who, Vocal Instrumental Group; Gordon Lightfoot, Male Vocalist; Debbie Lori Kaye, Female Vocalist; Tom Northcott, Most Promising Male Vocalist; Colleen Peterson, Most Promising Female Vocalist; YS & A Crowd, Folk Group; Leonard Cohen, Folk Singer; "Half Past Midspring," Staccatos, Best Produced Single; "Mod Is The," British Mothbeats, Best Produced Pop Album; "Canada," Young Canada Singers, Best Produced Pop Music LP; Tommy Hunter, Country Male Singer; Diane Leigh, Country Singer Female; Ode Workman, Most Promising Country Male Singer; Lynn Jones, Most Promising Country Female Singer; Rhythm Pals, Country Group; "Whirlpool," Bambi Lynn, Best Produced Country Single; Paul White, National Promotion Man; Ed Preston, Regional Promotion Man; RCA Ltd., Record Company; "Tommy Hunter Show," CBC, Country TV Show; "Let's Go," Pop TV Show.

1968
Andy Kim, Male Vocalist; Debbie Lori Kaye, Female Vocalist; The Guess Who, Vocal Instrumental Group; Irish Rovers, Folk Group; Gordon Lightfoot, Folk Singer; "These Eyes," The Guess Who, Best Produced Single; "Boss Brass," Best Produced Good Music Album; Al Mait, National Promotion Man; Ed Preston, Regional Promotion Man; Quality Records Ltd., Canadian Content Company; Quality Records Ltd., Record Company; Tommy Hunter, Country Male Singer; Diane Leigh, Country Female Singer; Rhythm Pals, Country Instrumental Vocal Group; Bob McDarney, Country Radio Personality.

1969
Andy Kim, Male Vocalist; Girette Reno, Female Vocalist; The Guess Who, Vocal Instrumental Group; Gordon Lichtlight, Folk Singer; Tommy Hunter, Country Singer Male; Diane Leigh, Country Singer Female; Maryve Brothers, Country Group; "Which Way You Goin' Billy?" Poppy Family, Best Produced Single; "Which Way You Goin' Billy?" Best Produced MOR Album; Quality Records Limited, Canadian Content Company; Capitol Records (Canada) Ltd., Record Company In Promotion; RCA Ltd., Record Company; CKLG, Special RPM Radio Award; Saul Holifield, Canadian Music Industry Man of the Year.

1970
Anne Murray, Female Vocalist; Gordon Lightfoot, Male Vocalist; The Guess Who, Vocal Instrumental Group; Bruce Cockburn, Folk Singer; Stompin' Tom Connors, Country Singer Male; Myrna Lorrie, Country Singer Female; Maryve Brothers, Country Instrumental Vocal Group; "Snowbird," Gene MacLellan, Composer of the Year; "Honey," Anne Murray, Best Produced Single; "Snowbird," Gene MacLellan, Composer of the Year; "Honey," Anne Murray, Best Produced Single; "Snowbird," Gene MacLellan, Composer of the Year.
1974 Juno Awards

Juno: A Look Back & Ahead

By MARTIN MELISCH

1974 had its humble beginnings and certainly its share of criticism through its years of growth.

The first announcement of the establishment of an awards program in Canada appeared in the May 18, 1964 issue of RPM:

"We would like to remind you again of the First Annual RPM Awards which will take place the latter part of December 1964. There will be seven awards as follows: (1) Canadian Recording Artist of the Year; (2) Canadian Content Single of the Year; (3) Canadian Content LP of the Year; (4) Canadian Radio Personality of the Year; (5) Canadian Radio Station of the Year; (6) Canadian Man of the Year — awarded to the individual or radio station that has done the most to promote Canadian talent. The subscribers of RPM will each be asked to vote on these categories and the votes will be tabulated by a neutral body and the presentations of these awards will be made Dec. 31. We hope in the few months we have left there will be an increased interest by radio stations and record companies to put out more great Canadian records and program these records and perhaps by the time the end of the year rolls around we will be enjoying the present Canadian content we deserve."

As it turned out, the idea of just seven categories was scrapped and with the growth of the industry as it was new categories were set up and the whole basis of the award expanded (see past Juno Award winners).

System Set Up

In 1968, RPM set up a system by which record manufacturers in Canada could certify their sales. When a company reached the required sales figures of a single or an album to qualify it as a "million seller" in this country, it was allowed to buy a Gold Leaf Award which certified that sales achievement. The money was put into a trust fund set up to finance the annual award's dinner and presentation.

Explains Stan Klees, the special projects coordinator for RPM, "It got to the point that the money in the trust fund each year was never sufficient to cover a decent function. We just didn't want to run an event with only 200 people present. That is the reason that we put a $12.30 admission on the Juno Awards event this year, so that we could defray some of the tremendous costs that go into running this show. The people at the hotel on the Park thought we were crazy this year when we made it an open bar to approximately 1,500 people. The point is, we are not interested in making money on these awards but rather we want to make this the one gala event of the year in the Canadian music industry."

Boom Eyed In Sound-Alikes

...Continued from page 1

new "cover" companies have leaped in to fill the market void, these observers suggest.

In a curious twist, some of the new sound-alikes ape pirated units in

Unusually, in February, the Canadian Recording Industry Association announced its intention to take a new awards program entitled "The First Annual Maple Music Awards," out to the public via an announcement to be broadcast on one of the major Canadian television networks. The Maple Music Awards will comprise three categories: Best Selling Canadian Single of the Year; Best Selling Canadian Album of the Year; Top Male Artist; Top Male Artist; Top Group of the Year; Songwriter of the Year; and French Canadian Male Artist; Best Selling Canadian Country Single; Best Selling Canadian Country Group; Best Selling Canadian French Single; Best Selling French Canadian Album; Best Selling French Canadian Group; Best Selling & International Album.

(Continued on page 40)
From the Music Capitals of the World

Continued from page 42

Laurent, Edith Butler and J3welle Winchester. ... Tom Kelly's new single for Match Records is "I Can Show You the Morning." ... Tony Kingston's new single on Sweet Plum is "People's Choice" written by Ralph Murphy.

MARTIN MELIHUS

LONDON

NEMS has withdrawn all agents for the ambitious week-long Jazzman '74 festival, planned to take place in the Isle of Man from May 18-24. Tony Barrow Int'l, which had been hired to handle press and publicity, has also informed the organizers that it no longer wishes to be associated with the project.

It is understood that the disengagement of the two London companies is based on the failure of the organizers to exchange contracts with the four American bands which are billed to appear: Duke Ellington, Woody Herman, Buddy Rich and Stan Kenton.

"We were ready to spend a $30,000 budget on advertising and promotion, but this campaign cannot start until contracts have been signed," commented Barrow.

A spokesperson for Jazzman '74 told Music Week: "The decision has been taken to postpone the festival until a later date. NEMS and Tony Barrow will be asked to renew their services and early indications are that they will be coming back in."

Walt Disney and Pye Records have added a third chapter to their... (Continued on page 50)

Ga. Blocks Piracy Bill

Continued from page 1

certain provisions and would not compromise with opponents of the measure.

The $2,000 fine for first manufacturing violation, deemed a misdemeanor, and up to $25,000 and a two-year jail sentence for second offense, considered a felony.

Selling illegal tape would bring fines up to $4,000 for the misdemeanor. The Oklahoma legislature could reconsider a piracy law again in January.

Failure to pass both sections of the bill in committee this session means the bill starts over all over again in committee if it is reintroduced.

The Georgia proposal passed the state house with only one dissenting vote, but never got out of committee for possible consideration by the senate.

The State fight for the bill was headed by Art Goldwin, Godwin Distributing, Atlanta; Jim Salle, Salle's Record Shop, Buckhead; and Vito Ilanda, a local RCA representative.

1974 Juno Awards

Juno: A Look Back & Ahead

Continued from page 48

Artist: Best Selling Album by an International Artist; and a Special Award for Outstanding Contribution to the Canadian Recording Industry.

Submit Choices

The awards, which were to be based on the highest sales achievement in each category, were to be determined by each company submitting their choices directly to Touche Ross & Co., chartered accountants, who would have tabulated the results and carried out an independent audit.

It was proposed that the remaining categories would be voted on by a national jury comprised of music broadcasters and a selected list of popular music critics and journalists.

At the time of the announcement, Arnold Gosewich stated that the new awards were being set up to create a more visible star system for Canada which would create a heightened public awareness of "the exciting talent being developed in this country."

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

It was certainly a sound basis for an awards program except for the fact that the idea of the awards being turned into a one-hour prime time television special was not palatable to most of the major artists in Canada whose attitude was, "who needs it?" Most of the artists who would be involved in the awards had been offered to star in their own TV specials in the past so really appearing on a show as just one of a number of acts did not hold any excitement for them. Besides, many asked, what does the CRIA want to accomplish that is so different from RPM's goals? The point was emphasized more emphatically when it was announced that many of the stars including Anne Murray, the Guess Who and many others would boycott any attempt by the CRIA to set up an awards presentation in competition with the Junos.

Within two weeks the CRIA reconsidered and decided to defer plans for the Maple Music Awards to work in conjunction with the Juno Awards toward the development of a new broad-based awards system in Canada.

At the time of the deferment Gosewich indicated that much of the conflicting ideas for the award presentation was the result of a "misunderstanding" and that the CRIA intended to extend its wholehearted support to the Junos.

At that time Gosewich tentatively agreed to the CRIA's plans. "We have agreed to the principle of moving the awards into television in 1975 and to include in the awards a number of categories based on sales," says Gosewich.

This is how the situation stands at the moment and recently members of various associations including the CRIA, the newly formed Canadian Personal Managers Association, the Canadian Agents Association and a number of other interested participants met to discuss the set up of next year's awards presentation. It was only a preliminary meeting and it was agreed that more discussion was going to be needed before final plans are made.

Most Successful

This year's Juno Awards presentation was the most successful in its 10-year history (Billboard, April 13) but most people were disappointed by the apparent lack of organization.

There were exhuming circumstances. The Musician's Union threatened to boycott the awards and pull their musicians out of the show because they learned that Grealis wanted to tape the program.

I wanted to keep a record of the proceedings for my own use, said Grealis, but apparently they thought I was going to use it commercially. The ensuing conflict side tracked the organization of the awards on the day of the show by about four hours and led to the confusion among many of the presenters who had not been briefed on some of the procedures they were to follow.

What is Grealis' stand on the Junos going onto television next year? I still have to be convinced that TV will be good for the awards. The Juno Awards can motivate stars but can't build them, in fact, we presented many of the stars as they appeared at this years awards show, it might have destroyed them. I also don't believe that the television networks in Canada could handle a project such as this properly.

An area that I was not pleased... (Continued on page 50)

FOR THREE CONSECUTIVE YEARS

WEA MUSIC OF CANADA, LTD.

HAS BEEN HONOURED

WITH THE JUNO AWARD

FOR THE CANADIAN TOP RECORD COMPANY OF THE YEAR

... WHAT MORE CAN WE SAY, EXCEPT...
International News

From the Music Capitals of the World

- Continued from page 49

On-off love affair, and a three-year licensing deal for the U.K., and Fire takes effect from May 1. The two companies first got together in a licensing deal in 1970 which lasted three years. In 1966 Disney came back to Pye under a distribution arrangement which continued until 1969 when Disney switched to CBS.

Under the new deal, Pye takes over all existing Disneyland and Buena Vista product which will be available on record through Pye and/or cassette. Licensing agreements were being introduced in the House of Lords soon. There is increasing agitation among authors, record companies and songwriters over the substantial royalties they feel they are losing through records and books being hired out through libraries. Arthur Howes is now in New York preparing for what he management, Mainman, describe as an "extensive series of theatrical presentations" in the U.S. concurrent with Jules Fisher, the lighting designer behind Hair, Pinpin and other Broadway productions.

Promoter Arthur Howes is faced with returning advance bookings which the Detroit Spinners, cancelled just two days before it was due to start, because, say the band, singer Phil Wynn has heart trouble and has been told by the doctor he must not work for eight weeks. Mosley is still involved in discussions with venues regarding the cost of cancellation. The Spinners have undertaken to make the U.K. tour later in the year.

... A new company, Kirshner-Warner Brother Music has been formed to administer the Don Kirshner catalog in the U.K. The company is owned jointly by Warner Bros. and Kobalt Entertainment. Canadian Club has launched a nationwide search for a big-name band to be invented in Canada. The Canadian Club is held at a weight of 18 major towns throughout England and Wales.

... There has been a poor response to the Sun newspaper's special offer on the Bill Haley album recorded live at the Hammersmith Odeon. Dave Dee, head of the new Atlantic label, Artic, has announced that his label has acquired the worldwide rights to the album which will be released commercially when the Sun's agreement expires in May. "Eric Clapton is looking fit and well at an RSO reception to announce his return to work—an album to be released in the U.S."

Windmill Records is co-sponsoring this year's Miss Great Britain beauty contest and will offer a recording contract to the winner—regardless of whether she can sing a note. Managing director Ian Miles said: "There will be a record based on the winner, possibly a single and then an L.P. If the girl turns out to have no musical talent, then we shall compile a Miss Great Britain's choice, for which she will get a royalty."... Granada TV unveiled Warner Brothers' artist George Molly's chat show on April 21 in eight regions—including London... The new programme, "Kentucky" will be touring the U.K., once again this month, and a tour by David Cassidy in May, promoted by Mel Bush, has been confirmed. He will play London's White City, Glasgow's Shawfield Stadium and a special concert to celebrate Manchester City soccer club's 5th anniversary.

Olivia Newton-John, recent Grammy winner, has signed a three-year contract with EMI. Formerly with Pye, her future records will be handled by the EMI label for the world excluding the U.S., where she is with MCA, and Australasia where she is with Festival... Rod McKuen, who wrote the English lyrics to the Terry Jacks hit "Season in the Sun," is to give a Royal Albert Hall concert on May 31.

Richard Thompson, ex-Fairport Convention guitarist, has formed a band, Sourdough, which goes on the road for the first time this month, when they will support Traffic... Durley Way's Wolf is among acts signed to the new DJM agency which is being run by Dave Winnard and Richard Griffiths. The agency also has D.gen, workshop, Hoofprint, and Phillip Goodhand-Tait among others... Ember chief Leslie Lewis is making a worldwide tour to co-ordinate production affiliations for U.K. and U.S. companies and is seeking licences for the recently launched Paramount- Ember label... Manager Eddie Kalish is negotiating a comeback recording contract for Helen Shapiro, now featuring a blues-oriented rock'n'roll act... and the next Pulp Live single after the U.K. No. 1. "Billy Don't Be a Hero" is another Mitch Murray-Peter Catcull composition called, "The Night Chicago Died."... MARTIN THORPE

MILAN

Sugarman has formed a German subsidiary, Sugarman Verlag, with offices at Mainz. General manager of the new office is 29-year-old Elke Garthoff, a former house producer for CBS/Sagart, while his assistant has been named Wolfgang Neu mann. Administration and sheet-music distribution has been assigned to Schott Verlag, which is also based at Mainz... Neither Walt Disney Productions nor King Universal of Naples have renewed distribution agreements with Fonit/Cetra—both companies are negotiating with other firms... Cernol lays, which recently acquired Italian rights to the German Ariola and British Penny Farthing labels, and which was also formerly distributed by Fonit/Cetra, has just signed a new distribution deal with Dischi Ricordi... Veteran singer Nilla Pizzi, winner of the first San Remo festival 24 years ago, has just signed a new recording deal with Arista... Saxophonist Gianni Rodori, also known as Johnny Sax, has switched from PMV to Produktions Associati... Naples-based Black Beautiful Butterfly Records and Mizar Records have merged to form now Start Records label.

Group 1 Tritons, who recently topped the charts in Italy, France and Belgium with their single, "Satisfaction," have split-up. One member of the group is staying with Fonit/Cetra, three others have signed recording deals with Phonogram, while the fourth member of the group has signed with Magna/ Ricordi... The Rome-based Cam label has released three albums devoted to the work of composer Nino Rota, the internationally-known film score writer whose soundtracks have included "The Godfather"... Three new Italian labels were recently launched—Booms and Tama, which are to be Durium, and Catoca, which is to be distributed by RCA. GERMANO RUSCITTO

Juno: A Look Back & Ahead

One way or another, 1974 will have to be a year in which members of the industry come to some accord over the way in which the awards will be run. It is generally agreed that it would be to everyone's benefit to present the JUNO Awards in one form or another to the public. It appears that the question of ways and means still has to be answered.
Congratulations

Juno Award

WINNERS

Canadian Male Vocalist of the Year
Terry Jacks

Canadian Female Vocalist of the Year
Anne Murray

Canadian Group of the Year
Lighthouse

Canadian Folk Singer of the Year
Valdy

Canada's Most Promising Male Vocalist of the Year
Ian Thomas

Canada's Most Promising Female Vocalist of the Year
Cathy Young

Canada's Most Promising Group of the Year
Bachman-Turner Overdrive

Canada's Most Promising Folk Singer of the Year
Dave Nicol

Canadian Country Vocalist (Male) of the Year
Bachman-Turner Overdrive

Canadian Country Vocalist (Female) of the Year
Shirley Eikhard

Canadian Country Group of the Year
Mersey Brothers

Canadian Independent Label (Record Label) of the Year
True North Records

Canadian Composer of the Year
Farmer's Song

Murray McLauchlan

Canadian Contemporary Single (Hit Parade) of the Year
Seasons In The Sun

Terry Jacks

Canadian Pop Music Single (MOR) of the Year
Seasons In The Sun

Terry Jacks

Canadian Country Single of the Year
Farmer's Song

Murray McLauchlan

Canadian Contemporary Album (Hit Parade) of the Year
Bachman-Turner Overdrive

Bachman-Turner Overdrive

Canadian Pop Music Album (MOR) of the Year
Danny's Song

Anne Murray

Canadian Country Album of the Year
To It And At It

Stompin' Tom Connors

Canadian Folk Album of the Year
Old Dan's Records

Gordon Lightfoot

Canadian Contender Record Company of the Year
GRT of Canada Ltd.

Canadian Record Company of the Year in Promotional Activities
A&M Records Of Canada Ltd.

Canadian Top Record Company of the Year (Manufacturer and Distributor)
WEA Music of Canada, Ltd.
<table>
<thead>
<tr>
<th>#</th>
<th>TITLE - Artist</th>
<th>Writer, Label &amp; Number (Distributing Label)</th>
<th>Week of Release</th>
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<td>1</td>
<td>I'M A TRAIN - Engelbert Humperdink</td>
<td>BMI, 1963</td>
<td>53</td>
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<tr>
<td>2</td>
<td>BAD, BAD, LEROY BROWN - Frank Sinatra</td>
<td>BMI, 1963</td>
<td>53</td>
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<td>3</td>
<td>SUMMERMOM - Gene Pitney</td>
<td>BMI, 1963</td>
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<td>4</td>
<td>LOVE'S A LICE - Frank Sinatra</td>
<td>BMI, 1963</td>
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<td>5</td>
<td>HOT-100 A-Z (Publisher Licenses)</td>
<td>BMI, 1963</td>
<td>53</td>
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<td>6</td>
<td>BUY ME A SONG (Part 1) - Jim Honey</td>
<td>BMI, 1963</td>
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<td>7</td>
<td>DON'T WORRY 'BOUT WHAT HAPPENS TO YOU &amp; ME - The Whispers</td>
<td>BMI, 1963</td>
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<td>8</td>
<td>TOUCH AND GO - Wanda Jackson</td>
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<td>ROLL ON (80 Miles) - The Troggs</td>
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</tbody>
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Sheet music samples are available in piano vocal sheet music copies and do not purport to represent mixed publications distributions. ALE = Alfred Publishing Co.; BMI = BMI; BG = Big Three; BSK = BMI; CHA = Chappell Music; CPI = Cosmic Pub.; CR = Criterion Music Corp.; FMC = Frank Music Corp.; HAM = Hansa Pub.; MCA = MCA Music; PJP = Peer Southern Pub.; PLT = Platinum Music; SGC = Screen Gems/Columbia; TME = Triangle Music/RCA; WRM = Warner Bros. Music.

A reflection of National Sales and programming activity by selected stations and radio stations as compiled by the Charts Department of Billboard.

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Save A Place On Your List For This New DeFranco Single

THE DEFRANCO FAMILY

"SAVE THE LAST DANCE FOR ME"

FEATURING TONY DeFRANCO
FROM THE ALBUM "SAVE THE LAST DANCE FOR ME"

Produced by Walt Meskell
For Mike Post Productions, Inc.

20th Century Records
A SUBSIDIARY OF 20th Century-Fox Film Corporation

Where Their Friends Are!
POCO—Seven, Epic KE 32895. This should be the hefty "seven" for rock fans, rolling towards a greater market acceptance. Now material, which should have strong appeal to fans who like well-contrived, mixing both musical credentials and the big lead vocals of Paul Caiai, George Grisham and Tim Schlu.

Best cuts: Don't Get Your Hands On These "Rosco Rockers," "Goodbye," "Don't Break My Heart." Dealers: Priced with great care and elevated position. Display to take advantage of label past behind current tour.

WEST, BACH & LANG—Live 'n' Electric, Columbia MFG 32232. Leslie West, Jack Bruce and Grace Lee sang lead line, and as the kids say, "Hit the road" with material and musical material, with four cuts per set at a time for heavy FM pickup. Overall quality is good, and occasional dis-This (lentuchmed in the studio) adds to the flavor of being on the scene. Rolling Stones and Cream material and style, and results are told.


DESTROYER—Whiteheads, RCA MCA 413. Haig had one spectacular success last year, Delray is heard to come up to something with which he has a penchant for spearheading expansion. But he's certainly been trying. On his last CTI LP and this one for his first new label, he continues the tradition of being the last element of jazz with two cuts per set at a time with heavy FM pickup. Overall quality is good, and occasional dis-This (lentuchmed in the studio) adds to the flavor of being on the scene. Rolling Stones and Cream material and style, and results are told.


ARGENT—Massa, Epic KE 32753. Keyboard master Red Ar- gent and singer-songwriter singer Russ Ballard tag in oppos- site directions but maintain a tight musical balance between them. Argent is leaning more towards the fashionable pan- ornimental synthesizer hash a la ELP, though sparked by a re- acedance of melody. Ballard counterrhythms with a less con- centrated type of rhythm, thus allowing Argent to expand his vocal and instrumental displays. Considering the snare of his name, there is no obvious Top 40 hit to equal last year's "Gold God Rock & Roll To Your "A Man In All Wars" as an FM favorite. Best cuts: "Take Care," "The Doctor," "Powerhouse." Dealers: Agrent is forever on tour. Take advantage of local concert publicity with prominent display of this LP plus the group's past catalog.

LYNWOOD SKYNORD—Second Helping, MCA 4133. Certainly one of the finest of the newer Southern rock bands, Lyr- wood Skynord have put together a LP that is remarkably re- ference-free and original. Mixing rock, blues and country like the sound, the key to this band may well be that nothing sounds clearly anechoic. Everything is left in remarkably creative perspective. There is the dual guitar leads of Allen Collins and Gary Rossington to the first cuts: "Only a Rose to Wear." A vast improvement over their first album and a tribute to the combination of skill and good taste.


S.OUL CHILDREN—Fiction, Stax STS 5507. This is a loosely- connected selection of songs that explore the emotional roles intense timeview. Highlighting their hit single "19. On the Bu- ther Women," the set displays the group's mellow and full vocal sound, including two surprisingly effective spoken passages, a lush and effective setting, if not actually malevolent.

COUNTRY

COUNTRY—New Faces, Universal USA 2056. These two already established the fact that they not only sing well, but it did work better together. By the end of the album from the title, they took it to the next level of real professionalism, and come up with a collection of ong songs, and some by others. It's really a fine al- bum.

Best cuts: "In Love With Everything" and "The Best Damn Place You've Ever Loved Your Love." Dealers: Enough hits here from pop country to give it a positive point.

BILLY COCHRAN—Creaky, Atlantic SD 7399. This is a con- trolled project involving cowards and spectacles and lots of beauty. "Heather," a slow and grandiose piece, is a dark contrast to "The Present Perfect." and "Spanish Moss." Cochrans, a fancy drummer when he wants to be, lays down some hard and relaxed patterns on "Creepin'" and on "She's," the funky Cochrans. The darn thing are classic impression. Of course he has some fine electronics on the note, notably George Duke, John Abercrombie, Randy Brecker and Grant Geissler.

Best cuts: "Heather," "Spanish Moss." "Sound Portrait." Dealers: Cochran is a hot item, associated with Al Green and the Memphis Horns, so he can be prominently displayed.

GARO SNAR—Ramblin', Dixie Tiger, Inc. CTI 6036. Star- eka has abandoned his free rock style and now concentrates on small, intimate settings in which he can comfortably move the feel of this quartet. There is a bawling, melodic quality to his playing, whether it's the single note lines on "If You Win Her," the ensemble work on "What Will It Be," or the bluesy Memphis feel on "Ain't Nothin' Special." Garo's guitar work on "Standing Strong," one of the best. The keyboards are handled with sensitivity and sophistication. For Mike Noceto and Bob James with Bobby McFerrin playing draped reeds. Dealers: "Ramblin'" is a real "fuzz" squirrel. Dealers: Suck in guitar and small group jazz.

McCoY TYPHER—Anzic, Blue Note RN 12423. McCoy Tyner is certainly one of the top jazz pianists on today's jazz market, and each LP does just a bit more to rebrand his stance. Tyner's past, present and present, but not so fast, which may give the rhythm section more room for their own tactics. style for a decent show. In the end Tyner's pace that makes this a rather brilliant cut. Dealers: "Anzic," "Ox Horn." Dealers: Tyner has a loyal following, so place in new re- ceives as well as jazz hits.

BILLY JOEL—Goodbye, With Bobby Hull, CTI 6138. Joel's con- trasting vocals lead to a similar name (Robert Live, Robert Lee) of Bobby Hull, Chicago Cubs, Chicago Bulls, etc., all in orchestration in various situations through relaxed jazz. Although he is the senior musician on the date, Jackson is the only musician to rise to the occasion. His per- formance is truly an extension by Hubbard. The LP will see these two years together, with the ballad "End of the World" as the main maimless and always strong. This is mainstream jazz easily understood, but Joel's have been ever-explored on led down through the years.

Best cuts: "Ox Horn." "All." Dealers: Good, swinging, open music that might be a plus.

LEE MORGAN—Memorial Album, Blue Note RN 12460. Trumpeter Morgan's recent death has brought his name back to the fire and has 1969's excitement memlotu- nes of his fuel horn and end with early easy with multi- colored, it's not too late to mail in any one of these songs. It's complete, marketed as a set, and remains on the charts from country singers like the Staxers, as well as standard horn tone. Dealers: "Young One Can't Win!" "Don't Get Your Hands On These." Dealers: "Don't Break My Heart." Dealers: Priced with great care and elevated position. Display to take advantage of label past behind current tour.


MILT JACKSON—Goodies With Robert Laws, CTI 6138. Joel- son's contrasting vocals lead to a similar name (Robert Live, Robert Lee) of Bobby Hull, Chicago Cubs, Chicago Bulls, etc., all in orchestration in various situations through relaxed jazz. Although he is the senior musician on the date, Jackson is the only musician to rise to the occasion. His per- formance is truly an extension by Hubbard. The LP will see these two years together, with the ballad "End of the World" as the main maimless and always strong. This is mainstream jazz easily understood, but Joel's have been ever-explored on led down through the years.

Best cuts: "Ox Horn." "All." Dealers: Good, swinging, open music that might be a plus.

SMOOTH—In the Year 2000, MCA 4151. Davis Sporled's el- ectric and acoustic guitars and the odd Joe Cocker as vocals of Smooth is making a rock a free rock. Spinning is particularly impressive.

Best cuts: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days." Dealers: "One day, 29 days.”
**Platt Power In Personnel**

*Continued from page 6*

Randall feels the May Co. leased department record/tape sales have spurred well since Platt Music worked out a 1973 agreement with Ross “We want to do more with that department and Randall does not consider it a rack.”

“We are in it together. After 30 years, we certainly know our clientele. Of our two companies are so compatible because we are integrity companies. Right from the top of both departments, everyone is interested. We listen to our customers and meet Annys and Danny Heisler and Gene Panch and all the others who have helped us boost our business.”

Randall doesn’t deviate from his emphasis on people praising the addition of Marvin’s computerization. “They regularly supply us with sales by category of repertoire for each store. The print-out sheets show us vividly what we are doing.”

Randall points out how department inventory can now be “fine-tuned” to the needs of the store. He notes how minority music preferences, reflected in the annual music lists, affects the fixtures, the displays, sales people… “We’ve got to do all this better for the modern dealer or else why would May Co. need us and want us?”

Randall’s philosophy is that he is a guest spills over on Randall, who feels service begins before the customer enters the attractive department.

“I think a ‘Can I help you’ is enough. Recognize a customer with a friendly greeting. If possible, try to recall his name if you’re a repeat customer. If he’s looking at an album, make a pleasant remark about its contents or its cover. Involve him in a gracious manner.”

Randall Music staffs will be greeting and selling new patrons in three additional May Co. stores set for opening before 1975. Randall is already training personnel in established stores to carry out the firm’s people credo.

“For the Platt Music formula for stocking and selling a complete range of record/ tape and all types of accessories and radio and playback, it is a key factor in our business.”

**New ABC Branch**

DALLAS — ABC/Dundie continues to grow branches nationally with the opening of a company outlet here. At present, company officials were unavailable for comment. It is understood the branch will serve Texas and Oklahoma.

**GRT Direct Mail Market**

*Continued from page 3*

One of the first sets will be a history of Lawrence Welk’s package which featured GRT and Rood (Welk’s label) and will feature seven discs. One record will be a 40-minute conversation with Welk, and the remaining six will trace his career, almost decade by decade. The LP’s will include some of the earliest days of Welk’s career, one titled “Champagne Music,” an LP of swing music, one featuring the stars of his early TV shows, including Welk’s major hits of the 1940s and late 1970s.

Levy says the concept is based on “Welk’s ability to reach people, and we and a complete historical package of what he did during those years. All the records are in pristine condition and there will also be a book with 4,000 words of copy written by his biographer and about 100 pictures.”

“There is a program guide with background on all the music and the covers will feature a specially commissioned painter. The LP’s will retail for between $20 and $25.”

The second set is a 12-disc package of readings from the New Testament, featuring Oliver, GRT owns the disc and tape rights in North America. This set will also include a 64-page, 11 by 11-inch four-color guide, the full text of the sets, noted on the recording, a composition of Biblical text, and will retail for between $30 and $40.

“It is probably safe to say, Levy adds, “that most of our future packages will be on textured paper and will retail for a regular basis and we may possibly be using some of our own material. I expect we will see more sets completed by the end of the year.”

In the first merchandising campaign, a half-minute sample record will be mailed with promotions on the Bible set and may be done with the Welk package also.”

Record pressing for the first sets will be done on the East Coast, but GRT is planning to open a plant in Nashville or Raleigh to handle the pressing. Both packages will also be available on cassette and 8-track, and will be manufactured in the firm’s Sunnyvale facilities. Tape buyers will receive the same package as disk buyers.

Levy does not rule out ads for the future, but feels that such a market is limited. “We feel the future market for cassette and GRT’s current projects are too expensive for such a market. A Chicag Favorite, has been greatly influenced by the editorial support and other creative aspects of the packaging.”
## Billboard Top LP's & Tape - For Week Ending April 22, 1976

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New Musical Express
1974 Readers' Poll
(World Section)
Best Single: RADAR LOVE

Golden Earring
New Single: MCA-40382

RADAR LOVE

On Tour
May 1 Warner Theatre, Washington, D.C.
May 3 Auditorium, West Palm Beach
May 4 Curtis Hanson Hall, Tampa, Florida
May 5 Sportsatorium, Miami, Florida
May 7 University of Cincinnati, Ohio
May 10 Palmer Theatre, Providence, R.I.
May 12 Maple Hall, Boston, Mass.
May 14 Robinson Auditorium, Little Rock, Ark.
May 16 Kiel Auditorium, St. Louis, Mo.
May 18 Coliseum, Indianapolis, Ind.
May 17 Ellis Auditorium, Memphis, Tenn.
May 19 Masonic Auditorium, Detroit, Mich.
May 22 Omni, Atlanta, Ga.
May 29 J.J.'s, San Diego, Ca.
May 31 Civic Center, Santa Monica, Ca.
June 1 Phoenix, Arizona
June 3 I.M.A. Auditorium, Flint, Mich.
June 4 Sports Arena, Toledo, Ohio
June 6 Auditorium, Charleston, South Carolina
June 7 Coliseum, Greensboro, North Carolina
June 8 Civic Center, Roanoke, Va.
June 9 Civic Center, Charleston, W.Va.
June 10 Madison Square Garden, New York City, New York
June 14 Fairgrounds Arena, Oklahoma City, Okla.
June 15 Convention Center, Dallas, Tx.
June 16 Coliseum, Denver, Colo.
June 17 Coliseum, Boulder, Colo.
Further dates to include: Chicago, Cleveland, Seattle and New York City.

MCA-396
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<th>TOP LPs &amp; TAPE</th>
<th>SUGGESTED LIST PRICE</th>
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<td><strong>188-105-36</strong></td>
<td><strong>ALLMAN BROTHERS BAND</strong>&lt;br&gt;Brothers &amp; Sisters</td>
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<td><strong>105-91-21</strong></td>
<td><strong>BETTE MIDLE</strong>&lt;br&gt;Betty And The Buttonhole</td>
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<td><strong>107-18-17</strong></td>
<td><strong>ELECTRIC LIGHT ORCHESTRA</strong>&lt;br&gt;Stereo Utopia</td>
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<td><strong>111-19-23</strong></td>
<td><strong>GENTLE GIANT</strong>&lt;br&gt;Bright Baby</td>
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<td><strong>112-10-47</strong></td>
<td><strong>CHICAGO</strong>&lt;br&gt;Hot Love (GTP 4068)</td>
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<td><strong>113-18-87</strong></td>
<td><strong>SEALS &amp; crofts</strong>&lt;br&gt;When My Baby Smiles (Mercury 660697)</td>
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<td><strong>114-13-3</strong></td>
<td><strong>FREEZE MAN</strong>&lt;br&gt;London Underground</td>
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<td><strong>117-13-7</strong></td>
<td><strong>MAPIN GATE</strong>&lt;br&gt;Let It Get Out (Island 60530)</td>
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<td><strong>MAPIN GATE</strong>&lt;br&gt;LA Express</td>
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<td><strong>ELTON JOHN</strong>&lt;br&gt;Don't Shoot Me I'm Only The Piano Player (Mercury 660817)</td>
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<td><strong>123-9</strong></td>
<td><strong>MARSHALL MANN'S EARTH BAND</strong>&lt;br&gt;After Hours</td>
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<td><strong>BARRY</strong>&lt;br&gt;Love You To Death (Mercury 67051)</td>
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<td><strong>HARRY CHAPIN</strong>&lt;br&gt;Expect To Laugh (Atlantic SD 44-295)</td>
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<td><strong>PETE CONWAY</strong>&lt;br&gt;Something Happening</td>
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<td><strong>SNOOTY BROWN</strong>&lt;br&gt;Something Happening</td>
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<td><strong>LOIS COTTIE</strong>&lt;br&gt;The Breezies (Mercury 67000)</td>
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<td><strong>LARRY ROBINSON</strong>&lt;br&gt;Pure Sheepboy (MCA 3530)</td>
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<td><strong>BLOODSTONE</strong>&lt;br&gt;Love To Last A Lifetime</td>
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<td><strong>135-40</strong></td>
<td><strong>FRANK G. MEAD</strong>&lt;br&gt;Head to the Sky</td>
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<td><strong>134-26</strong></td>
<td><strong>NEIL DIAMOND/SOUNDTRACK</strong>&lt;br&gt;Lost Lamenting Lovers (Warner Bros 35064)</td>
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<td><strong>MEL LEWIS</strong>&lt;br&gt;Musical Man (Mercury 67001)</td>
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**TOP LPs & TAPE A 2 LISTS BY ARTISTS**

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**TOP LPs & TAPE B 2 LISTS BY ARTISTS**

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Executive Turntable

- Continued from page 6

division of CBS Records... Doug Thaler, who was with the East Coast office of American Talent International, has moved to the West Coast office in Los Angeles. He will be booking acts for the Midwest and Southeast. Howard Zimmerman, United Artists personnel chief, has now been named to the overall responsibilities of corporate director for administration.

Vernon Thomas joins 20th Century as East Coast soul promotion manager. He was previously Chess/Janus Midwest promotion manager... Ray Colcord joins United Artists Records as director of contemporary promotion, a.d.r. Colcord recently completed European and American tours as keyboard player for Lou Reed.

Michael Oliveri has been named a general manager at Warner Bros. Records. He will coordinate all WB campaign efforts for a portion of the artist roster. Oliveri has done New York promotion for Warner for the past four years.

Deke Arlon has resigned as managing director of York Records and Chevon Music after working for the companies for over two years and a half. Arlon will continue to be associated with both York and Chevon until his plans to form his own production and publishing organization come to fruition later this year. A new managing director for York and Chevon has yet to be named.

Sieg Jackson has left Windmill after two years as head of production. Jackson will, in future, concentrate on projects involving his colourtound Col. New Malden but will continue to work with Windmill on an independent basis.

Tucker, scanner, senior editor, for Capitol Radio’s news team, has been in the news following the departure of Ron Onions to head independent Radio News... Richard Drewitt, former journalist and TV producer, has joined Robert Paterson’s International Entertainment group of companies as chief executive.

Wendy Bloom, director of the Audio-Video Tapes division of BASF U.K., is the new chairman of the European Tape Industry Association. She succeeded Philip Ashworth, managing director of Philips who left the office in June 1971, when the Association was formed.

Sue Clark named president of Ballyhoo, Los Angeles publicity firm which also includes Maggie Williams as account executive. Ms. Clark is known for her work with Westerner Westerns, including Hopalong Cassidy and ABC/Dunhill... Bob White joins Billboard as chart manager. For the past two years he was with FIND as its warehousing manager... Ben Reiter, former copy editor, has left the Wall Street Journal in order to return to the Wall Street Journal. Ben Reiter has been with the Transcontinental Music Corp. in Dallas as an account serviceman... Edward Sakamoto joins Billboard as copy editor. He was previously copy editor with the South Bay Daily Breeze in Torrance, Calif.

Inside Track

- Continued from page 3

Polymusic Inc. Is Formed

profit center and indicates the direct marketing of popular albums by charts such as "Critic's Choice," which was formed with ABC/Dunhill... Bob White joins Billboard as chart manager. For the past two years he was with FIND as its warehousing manager... Ben Reiter, former copy editor, has left the Wall Street Journal in order to return to the Wall Street Journal. Ben Reiter has been with the Transcontinental Music Corp. in Dallas as an account serviceman... Edward Sakamoto joins Billboard as copy editor. He was previously copy editor with the South Bay Daily Breeze in Torrance, Calif.

MGM Series "Name Fits LP Set"

LOUISIANA—According to the Einer notes on MGM’s eight LP April 1974/1975 split of the "original pattern, or model, from which all other things of the same kind are derived." And after listening to the artists and music represented here, ranging from blues and jazz to folk to country, one must agree that the same fits the model.

The series’ first two offerings, covers for "Joh Cadillac" (MFP 4008-4009) and Charlie Parker (MFP 4959-4959), represent some of the finest building blocks of the 1960s and the LP on the 26th day of its release includes such standards as "Lady Sings the Blues." "Body and Soul," plus two interesting narrative comments from Gilbert Mbeilme. Sound quality is quite taut, the emphasis is on the music. Here, the great jazzman showcased his innovative style on such tunes as "Fancy Blues." They evoke. The Velvet Underground’s contribution (MFP 4950) features one of the finest recordings of the western 60s. Containing such hits as "White Heat/White Light" and the 17-minute "Sister Ray," the LP serves as a showcase for the forming forces of Lou Reed, one of today’s top rockers. The band was also a showcase for the breeding ground for John Cale, one of today’s better artists.

The series’ third offering, covers for "Al Cohn" (MFP 4951) and "Wes Montgomery" (MFP 4951), was released a few weeks ago, but his poetry is generally recognized as some of the best of the last two decades. His set (MFP 4950) certainly carries historical value as we hear one of the dominant voices of the last period that particular era and carry into today. Tim Hardin was perhaps one of the most exciting singers of the 1960s. His collection (MFP 4952), includes timeless material, such as "If I Should Fall From Grace With You," "Come From Baltimore" and "Reason To Believe." Most of Hardin’s songs have been written and recorded by other singers of all types, but he remains the master interpreter of his own songs.

With the Blues Project (MFP 4953-4954), we find one of the first folk rock bands to emerge, and one of the most important. The set (MFP 4953) is a must for any collection of the 1960s. It’s collection (MFP 4952), includes timeless material, such as "If I Should Fall From Grace With You," "Come From Baltimore" and "Reason To Believe." Most of Hardin’s songs have been written and recorded by other singers of all types, but he remains the master interpreter of his own songs.

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