Disk Postal Hikes Slowed by Senate
By MILDRED HALL
WASHINGTON-The Senate has voted to cut the price of mailing records and books to 30 cents for the first year and 50 cents for each additional year by July 1, 1976, under the projected Postal Service budget.

The recently passed bill, S. 411, would not lower the projected rates, but would end the phase-in period in 1979, possibly cutting scheduled increases due to July 6 this year by approximately half, and lowering subsequent increases because of the time stretch.

The bill, passed by a 71 to 11 vote in the Senate, would add an extra three years' time to the original five-year period set by the Postal Service for reaching the high rate, for completion in 1979.

Muntz Name Phased Out By Clarion
By STEPHEN TRAIMAN
NEW YORK-The Muntz name will be phased out completely over the next year as a result of the formation of Clarion Corp., of America, a new Japanese firm which will consolidate the Clarion Corp. and Muntz Stereo lines under the new label.

The new company, formed by Clarion Shoji Co. Ltd., joins the growing number of Japanese electronics firms taking a more active role in the American market.

Muntz Stereo-Pak is, of course, the company founded by Earl Muntz, the father of the 6.25-inch record cartridge concept in this country. Muntz sold his interest in the firm to Clarion in 1971 and is out of the home electronics industry.

Clarion's involvement with Muntz dates back to 1962 when Muntz first hosted Yutaka Oyama, Clarion's president in New York and sold him on car stereo.

Clarion had been and is still the leading producer of car radios in Japan and worldwide dating from 1947.

In phasing out the Muntz name, Clarion expects to introduce the 'Grateful' Label Plans Antipiracy LP Moves
By EARL PAIGE
LOS ANGELES-Los Angeles—The price of polystyrene used primarily in singles is shooting up at the rate of over 4 cents a month and causing a delay in the release of records that offer double-war characteristics.

Generally around 14 singles can be derived from one pound of polystyrene.

Skip Cypert, advertising director for the Richardson Co. in Chicago, notes that polystyrene is up from 33 cents to over 37 cents in six weeks following the end of price controls April 30 and a shift to more direct competition.

He sees the price continuing to soar because many raw materials that in polystyrene, certainly styrene monomer, are rising steadily.

He would not identify other ingredients.

(Continued on page 12)

Styrene Cost Rise Affecting Singles

Harrison, A&M Ties Open New Avenues for Beatles
By NAT FREEDLAND
LOS ANGELES—The increasing volume in the so-called sound-alikes industry is evidenced by the start of an oldies "cover hits" cataloging by Tom Wright, an Atlanta recording studio owner. Wright's "Funkadelics, a pronged

Horn!
Paul Horn
Paul Horn's flutes work magic on contemporary songs by Stevie Wonder, Joni Mitchell, David Crosby, Joan Baez and Batten, an audience-expanding journey.

Badger
White Lady
Songs and vocals by the incomparable Jackie Laudy keyboards by Tony Kaye, formerly with Yes, lead guitar, Paul Pinckie, former Steeler's Wheel; bass and drums by Kim Gardner. Produced by Allen Toussaint.

Zombies

Time of the Zombies
Their great hits, plus the complete, classic Odyssey and Oracle album; plus eight never-before-on-any album Zombies items. Two records, especially priced.

New on Epic Records and Tapes
Produced by Milt Okun

The big new album.
The big new promotion.
In the works now.
At the stores soon.

Jerry Weintraub MANAGEMENT THREE, LTD.
ABC Close To Buying Word Label

WACO, Tex.—ABC Leisure Time of New York is very close to buying Word Records and its subsidiaries, based here, according to Word of official.

Papers have been drawn up and a meeting is scheduled for June 4 to finalize the purchase of Word, Myrrh and Christian Records.

"Nothing would change except the ownership," says Billy Ray Crofts, president of ABC, the owner of Word, "except that ABC would take the Myth distribution."

"Negotiations have been going on for some time, and we are within 98 percent of having things finalized," he added.

He says management would remain exactly as it is, but the purchase would mean more involvement in movies, radio and television.

Earlier ABC had negotiated for the purchase independently of the records in Nashville, but the deal fell through at the last minute.

Word is one of the largest religious music organizations in the world and has moved sharply into the contemporary field through the Myth label.

Stayan Into Retail Sites

LOS ANGELES—Rod McKuen's Stayan Records and Records now almost exclusively a mail-order label, will soon move into retail outlets through a series of independent music record stores.

According to Stayan president Wade Alexander, "It was absolutely necessary for us to move into retail at this point, though we see no reality of abandoning the mail-order wing of the operation."

Stayan currently has some 70 LP's, with 20 more expected in the next six months. Some of the product is in retail outlets now, Alexander says, but this is merchandise that is ordered directly.

Among the distributors named so far are: RR Record, Los Angeles; and Sage Recordings, New York; A&R; Philadelphia; D&H, Baltimore-Washington; S&F, Seattle; Tropical Record, Florida, and Records Ltd., Los Angeles.

Records Ltd. will handle some areas of the Midwest and will export product.

Musicor, Times In Product Pact

NEW YORK—Musicor Records and the New York Times Music Corp. have entered into a production pact whereby the firms will share costs and production royalties from combined efforts in new product to be produced by Musicor.

New copyrights acquired through the arrangement will be shared by the companies, with copyright administration handled by the Times Music Corp.

Dawbreaker Addition

LOS ANGELES—The Seals & Crofts publishing arm, Dawbreaker, has signed ASCAP house, Jasmine Music.

Signed to Jasmine are songwriters Arman Elster, Walter Heath and Jack Gogu.

Thank You, Duke

Thousands Say Farewell to Ellington, A Prince Who Loved People Madly

By RALDCLLOE JOE

NEW YORK—For 30 years Duke Ellington's theme to his audiences had been, "We Love You Madly," and last Monday under grey and melancholy skies more than 12,500 mourners reciprocated that love and respect for Ellington, the Prince of the Negro Renaissace here.

In his hour of need hard pews or just bare, shifting their weight from one leg to another, while a seemingly endless stream of artists, politicians, critics and friends eulogized Ellington as one of the musical geniuses of our times.

Elia Fitzgerald, another legendary jazz vocalist, eulogized Ellington in song, selecting such tunes as, "In My Solitude," an Ellington composition, and "A New Orleans funeral hymn, "Just a Closer Walk With Thee."

There were other people at the services like Count Basie, Ray Nance, Earl Hines, Bing Crosby, Fred Astaire, Arnold Stang and Louis Rawls, whose names have been an integral part of the jazz scene for many years.

President Nixon was represented by singer/actress Pearl Bailey, and Stanley Scott, White House assistant on minority affairs, New York’s Mayor Abraham Beame was represented by Cultural Affairs Commissioner the Rev. Ed O’Connor, who delivered the eulogy, called "The Duke called himself God’s messenger boy. He was beyond categories because he was God’s instrument."

The Rev. O’Connor addressed himself to the deceased when he said, "Duke, we thank you. You loved us madly. We will love you madly, today, tomorrow, forever."

But even as Ellington’s physical presence passed from the scene, his music continues. His band, headed by his son, Mercer Ellington, is in Bermuda fulfilling an engagement to which it had committed several months before. On the decision to go through with the concert, the younger Ellington said, "The Duke would have wanted it that way."

Ellington was buried at Woodlawn Cemetery, in the Bronx, N.Y., next to the graves of his parents.

Evergreen Music Debuts ‘73-’74 Hits In Sound-Aligns

OMAHA, Neb.—Newest entry in the sound-aligns debuts is four-month-old Evergreen Music, operated here by Sonny Strouts, one-time University of Michigan, and Lloyd Barry- Perman employee.

Strouts has amassed a 40 tape cartridge catalog with releases of new recordings projected at regular intervals. Strouts is spotlighting collections of 1973 and 1974 hits under $2.95 list.

Thus far, his catalog is made up of approximately 250 different "replicas," provided by Tom Wright of Atlanta.

Strouts says he intends to record some of his own hits from on his own studio here. Evergreen Music cartridges are duplicated in the factory where "Evergreen Music 8-track cartridges are sold direct to roads, one-stop and dealers with a suggested $2.99 list.

ABC Meet Covers Soul & New Product

LOS ANGELES—Discussion of new marketing and merchandising techniques, promotion and sales of soul product, and a preview of new product highlighted ABC Records' national sales and promotion meeting, May 30, at the Beverly Plaza Hotel here.

The opening day included a meeting of top ATCO Records and ABC Records management, plus a回顾 of the company with new product plans here.

This meeting was held Friday. The first, chaired by ABC staff manager for Records, brought Louise Stovok, discussed special promotional projects. Vice President Denis La-

vitual chaired the second meeting.

Ex-Bell U.K. Chief Leahy Starting New Disk Firm

By RICHARD ROBSON

(Music Week Staff Writer)

LONDON—Departing Bell U.K. general manager Leahy is about to inaugurate a new U.K. record company with the Gem Toby Organisation. Leahy will be managing the company's new worldwide label to be called GT Records.

This week's announcement confirms rumors about the move that has been circulating in the music industry.

Leahy is currently managing the manufacturing and distribution arrangements for all territories. In some countries, he will be signing full licensing deals for the label, while in others, it will be for promotional and distribution only. The first signings will be announced shortly. The label will be based at BGT’s headquarters here until separate offices are found. Both the move and the company he has chosen to go with are logical ones. Leahy said, "It is my goal to build-as I have at Bell-U.K. a record company of my own in the obvious next step. And in view of his association with GT while with the American independent, through the Gary Glenhicks label..."

(Collected on page 47)

Old Gold Catalog Sparks Single Sales

NEW YORK—RCA Records has discovered that its Old Gold singles (and its Green Glow singles) with increasing sales of the line so far this year by 34 percent over the same period in 1973.

The series features recoupings of back-to-back hits and is made available largely to feed the nostalgia market in retail and on jukeboxes.

SALES GUSTO

3 Rags LP’s Hit Billboard Jazz Chart for First Time

LOS ANGELES—Jazz retailers are reporting sales of three rags albums which have hit Billboard’s jazz chart for the first time.

Over the past several years, rag-time albums have made some unex- pected reason gained initial sales reaction in the classical music field.

New copies of one of the most in-demand rags—"Red Back Book" by Gunther Schulter on Angel and Scott Joplin's "Piano Rags, Vol. 1" and "2" by Joshua Rifkin on Nonesuch.

All three LP’s have been available for several years. The main new news exposure area in jazz has been the free form, discotic school of expression. So this new entry by ragtime players has some observers wondering if they’ve hit the back in this era of regression.

Sound Duplicator Raided by FBI In Copyright Hassle

CHARLOTTE, N.C.—A federal grand jury, convening here in June or July, will consider evidence of alleged copyright violations, which are under- circled P federal copyright law by Sound Duplicator Systems Inc.

A raid on the producers of the film were raiding Thursday (23) by Federal Bureau of Investigation agents, acting under a search warrant. An FBI spokesman says the raid was preceded by a lengthy investigation, information from which copyrighted sound tapes confiscated during the raid, provide the basis for the grand jury meeting.

The firm has been operated for some time here by Jerry Fettes, con- stant dealer to be major unlicensed dis-
Disneyland to Unveil Show On U.S. Musical Heritage

LOS ANGELES—Disneyland will unveil a new attraction this July focusing on America’s musical heritage titled “America Sings.”

The 24-minute presentation will encompass tunes from the early South, Old West, Gay Nineties and modern times.

Over 115 new Audio-Animatronics characters are being created by WED Enterprises to perform the 40 musical numbers.

Humor permeates the theme of the musical trip through America’s 200-year history, explains Al Bertino, one of the show’s creators.

The selection of numbers was not only based on popularity, but also on how the songs would be used, so that visually express a song’s meaning.

This attraction is the first designed exclusively for Disneyland’s America’s musical heritage at the Southern California tourist attraction.

CONVENTION BOOTH—Barrie Bergman, president of the Record Bar chain, and his executive corps by their first exhibit booth, set for the International Convention of Shopping Centers’ convention in Toronto last week. With him, is his wife, Mrs. William J. Fielden. Among them is his daughter, Mrs. William J. Fielden.

Bergman says, He points out that the normal 10-year leasing agreement with its dollars per square foot against a percentage of sales basic provision places a burden on the lessee. The five-year history of mall stores has convinced him malls are where it’s at.

Greenberg’s full-time surveillance is getting a fix on new mall opportunities. Bergman admits finding power is growing when the bidding for a mall store begins. Greenberg finds mall builders look to lessees for a public appeal. They favor the youth of the patrons such a store pulls. The Record Bar promotional brochure lists 47 developers with whom they have negotiated for present and future locations.

Bergman admits loving record/ tape retailing. “But what we’re in it for is profit. And we only make a profit if we sell records at a price where we show good margin. Our gross profit is 50% plus, and we sell for $5.98 new for $5.29, when two-and-one-half years ago, our gross profit was 47%.

Bergman says he has recently sold his 10 stores chain. He is now a consultant to the industry.

RCA Folding Its Home Audio Line

LOS ANGELES—The consumer electronics industry won and lost one last week. RCA announced it would bow out of the home audio line. The move came as a surprise to several.
VICKI-Taking Off With A Non-Stop Single!

It's Taken Eight Weeks For This Great Record To Gain Supporters. Now The Momentum Is Beginning. WATCH IT SOAR!

VICKI BRITTON

"FLIGHT 309 TO TENNESSEE"

Produced by Al Capps for Blue Monday Productions
Bell #45,453

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.
When Pure Talent Meets A Smash Single!

BO COOPER

“DON’T CALL IT LOVE”

A Career Launching Single
Produced by RON DANTE & BARRY MANILOW
Bell #45460

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.
Peebles, Green Win Honors at Memphis Event

MEMPHIS—Despite a near-apocalyptic series of technical problems, Dramas halls and lighting personnel put on a show Thursday night as the 2002 American Radio History, or ARH, Awards Program went off as programmed here last week.

As Green won the top male vocalist honors while Ann Peebles was named female vocalist. Willie Mitchell of High Records won the outstanding producer award, while the Dr. John/Donna Summer-influenced instrumental group, the Oktoba’s, won the outstanding instrumental group award. The outstanding single was “I Can’t Stop This Thing We’re Doing” by Green and “Call Me” as listed as the best album. Ron Capone was the lead actor.

Songwriter of the year was won by Al Green a musician award was given to Wayne, Rhode Chalmers and Rhodes were named the outstanding vocal group and Louis Prima was named the outstanding new artist. Special tribute awards were given to Carl Perkins and Rufus Thomas.

Unfortunately, Miss Peebles was one of those who did not show up, even though she was introduced. It was later explained that she was ill and Knox Phillips won the Recording Executive of the Year award. She presenter inadvertently listed someone else as the winner, and that unforeseen mix-up could all have to do with the stage before the error was discovered.

Other problems included a spotlight on which could find, an elevated orchestra pit which lowered and raised at the wrong time, the sound system and gaps of empty stage. A special Robert Johnson Memorial award for lifetime achievement was established, announced by director Charles Seiber of the Memphis Press Scum.

AFM-Musicians In Pact Accord

NEW YORK—Settlement has been reached in the American Federation of Musicians’ strike against the record companies.

Included in the new pact is an agreement by the networks that they will pay for the rerecording of new music for shows produced in the U.S. or Canada, as well as a pay scale parity for all AFM members, no matter whom they work for—indeed or network producer.

The new agreement provides for an increase in royalties per minute of music from 6 cents to 7 cents in the first year and a 6 percent raise in the first year of scale for a one-hour show.

Rinde Goes Solo

LOS ANGELES—Allan Rinde has formed his own group, Rinde, and has returned from management and record production firm with singer/songwriter/producer Brent Hinds. Rinde comes from Columbia Records, where he was West Coast A&R. He now manages an outstanding group such as Ten Years After, Dr. Hook, Nicky Hopkins and Willowfield Road, as well as producers such as Roger McGuinn and Billy Joel.

Odd Music Debuts

NEW YORK—Odd Music has been formed here as the parent company of Tom Morrissey’s Wooden Nickel Music and Yvonne Fitzner’s Van Amst Music. The firm will publish all material co-produced by Morrissey and Ms. Fitzner.

This Week’s Legal Action Suit Over Dramatics Gig

LOS ANGELES—James R. Gage, Litigator, Frye & Company, a concert promotion firm, are seeking a return of a forfeited $3,900 bond and $1,400 transportation fees plus $1,000 in alleged profits, revolving around a disputed one-night gig involving the Dr. John.

The Superior Court filing claims that the Dramatics were booked Jan. 16, 1974, through Sol Saffian of American Talent International, a cordon, here for $4,000, an appearance in Bakersfield Feb. 8. Gage claims he was informed Feb. 9 that the Dramatics could not appear because they had a prior date in San Diego.

In order to hold the date, Gage alleges he agreed to put up $9,000 bond that he would deliver the Dramatics to the San Diego date promoter, Dr. Gage of Dr. Gage Enterprises here, not later than mid-March.

Complaint states the defendant firms jet two pilots to fly the Dramatics from Bakersfield to San Diego, but because the Dramatics arrived in San Diego shortly after midnight the bond was forfeited. Gage seek recovery of bond, plane transportation cost and an additional $10,000 which he claims as loss profit on the Bakersfield one-nighter when word got out that the Dramatics might not appear.

Wilkes & Braun Sue Ode/A&M

LOS ANGELES—Album packaging specialists Wilkes & Braun have filed suit in Superior Court here, seeking $113,000 in damages from Ode Records over a hassle involving the Grammy award-winning “Tommy.”

Company claims they created and design fees for the cover, slip jacket and lithographed packaging copyrights to Ode and forewent secondary merchandising such as T-shirts and posters in exchange for which the defendants allegedly agreed to reimburse Wilkes & Braun for out-of-pocket expenses and to buy packages from the plaintiff firm.

Claimant demands owe Wilkes & Braun $113,000 in inventory loss and $75,000 in profits lost in packaging and assembly when Ode/A&M bought packages from a competitor.

FTC Curbs Disk Clubs

WASHINGTON—Record and book clubs will have to begin strict observance of Federal Trade Commission (FTC) rules to protect subscribers from unwanted product, as of June 7.

The rules apply to the so-called “negative option” (right of refusal) plans which require subscribers to notify the club if certain items are not wanted. Most record and book clubs have already begun to comply.

White Front Discontinued

LOS ANGELES—Sony Corp. of America has filed suit in Superior Court here, seeking payment of $76,603, allegedly due them from the White Front stores for merchandise purchased over two years ago.

The White Front stores here are involved in a lengthy financial crisis (Billboard, March 4) in that the parent organization, Interstate Corp., is in the throes of major financial change.

thanks to a warning put out by the FTC last year, when a court test of the commission’s rule-making powers held up the effective date of the negative option plans approved back in February 1972 (Billboard, March 3, 1973.)

The rules call for full and clear disclosure, in all promotional material, of the terms of a club’s negative option plan, and a minimum 10-day period of time for the subscriber to cancel the subscription. The rules also require giving full credit and post payment for items returned by subscribers who were not obligated to receive them.

Other disclosures must be made: any minimum quantity buying requirements, and whether billing charges will include postage and handling costs. The club member must be told of his right to cancel membership any time after completing his contract. Subscriber must also be told that the seller has to give him credit for any items justly returned.
6 SINGLES WITH 6 STARS ON THIS WEEK'S BILLBOARD CHART

6*
ABC-11435
"BILLY DON'T BE A HERO"
BO DONALDSON & THE HEYWOODS

38*
ABC-11439
"RIKKI DON'T LOOSE THAT NUMBER"
STEELY DAN

41*
D-4386
"ONE CHAIN DON'T MAKE NO PRISON"
THE FOUR TOPS

70*
D-4385
"COME MONDAY"
JIMMY BUFFETT

84*
ABC-11447
"WORKIN' AT THE CAR WASH BLUES"
JIM CROCE

87*
ABC-11433
"WHO ARE YOU"
B. B. KING

THANKS TO EVERYONE

abc Records
OMEGA-ALPHA has filed a $115 million suit against two accounting firms in connection with its 1972 merger with Transcontinental In-vesting Corp. and two subsidiaries, Transcontinental Music Corp. and North American Acceptance Corp. The accounting firms named were Touche Ross & Co. and Hertz, Her-son & Co. The suit alleges that financial statements contained "errors, omissions and irregularities" which misrepresented the profit opportunities of the acquisition.

K-TEL INTERNATIONAL, Minneapolis, expects its fourth quarter to show some improvement over last year and "that fiscal 1974 will produce record sales and earnings," the company says.

SUPERSCOPES expects a 50 percent increase in second quarter earnings, compared to the 87 cents a share earned in the same period a year ago. Joseph Tushinsky, presi-dent, told stockholders that "sales of $160 million and earnings of $5.25 a share" are forecast for 1974.

PLAYBOY ENTERPRISES predicts earnings for fiscal 1974 will drop to 60 cents a share from last year's $1.30 a share. The company says that its Entertainment division, which includes Playboy Records and movie operations, would post losses of $3.5 million in fiscal 1974. In fiscal 1973, the entertainment divi-sion had a $3.5 million loss before taxes.

COMPUTER EQUIPMENT CORP., El Monte, Calif., has changed its name to Comco Corp., which manufactures products in the broadcast and tape duplicating mar-ket and the Gauss, Langeria, Electronics and Comco brand names. Hugh P. Moore, president, says Ce-tec has two new products--a port-a-ble tape duplicating unit and a spuri-ous antenna for use by television stations--that have "substantial sales potential." The company had earnings of $231,000 (including a special credit of $99,000), or 21 cents a share, on sales of $27.5 million in 1973. Moore told shareholders he expects per share operating earnings in 1974 to increase more than 20 percent from 1973's earnings of $277,000, excluding the special credit, or 17 cents a share.

ABC expects operating earnings in the second quarter of 1974 to in-crease over the 99 cents a share earned in the same period last year. In the second quarter a year ago, ABC had income, before a special credit, of $149 million, on revenue of $2.16 billion.

The company also announces that The ABC Record & Tape Sales Corp., a division of ABC Leisure Group, ac-quired Sound Channel Inc., Indianapolis, a record and tape record mer-chandiser. Terms of the agreement were not disclosed.

** **

MOTOROLA closed the sale of its TV business in the U.S. to Matsui-shita Electric Industrial Co. Ltd. of Japan. The transaction includes purchase of Motorola's television facili-ties, assets at Franklin Park, Pontiac and Quincy, Ill., the leased assembly plant in Markham, Ontario, and re-lated inventories in the U.S. and Canada. Matsushita will acquire the assets through a new company called Quasar Electronics Corp., which will be a unit of Matsushita's U.S. subsidiary.

** **

INTERSTATE STORES (White Field Stores) which filed a Chapter 11 bankruptcy petition, lists assets of $192,933,000 and liabili-ties and deferred items of $185,614,000. Inter-state blames the firm's problems on its discount store division, which it intends to eliminate. Twentieth Century-Fox Film Corp., says its pro-posed purchase of 747,900 shares of the company's common stock from David Merrick for $6.7 million has been completed.

ABC expects operating earnings in the second quarter of 1974 to in-crease over the 99 cents a share earned in the same period last year. In the second quarter a year ago, ABC had income, before a special credit, of $149 million, on revenue of $2.16 billion.

The company also announces that The ABC Record & Tape Sales Corp., a division of ABC Leisure Group, ac-quired Sound Channel Inc., Indianapolis, a record and tape record mer-chandiser. Terms of the agreement were not disclosed.

** **

MOTOROLA closed the sale of its TV business in the U.S. to Matsui-shita Electric Industrial Co. Ltd. of Japan. The transaction includes purchase of Motorola's television facili-ties, assets at Franklin Park, Pontiac and Quincy, Ill., the leased assembly plant in Markham, Ontario, and re-lated inventories in the U.S. and Canada. Matsushita will acquire the assets through a new company called Quasar Electronics Corp., which will be a unit of Matsushita's U.S. subsidiary.

** **

INTERSTATE STORES (White Field Stores) which filed a Chapter 11 bankruptcy petition, lists assets of $192,933,000 and liabili-ties and deferred items of $185,614,000. Inter-state blames the firm's problems on its discount store division, which it intends to eliminate. Twentieth Century-Fox Film Corp., says its pro-posed purchase of 747,900 shares of the company's common stock from David Merrick for $6.7 million has been completed.

ABC expects operating earnings in the second quarter of 1974 to in-crease over the 99 cents a share earned in the same period last year. In the second quarter a year ago, ABC had income, before a special credit, of $149 million, on revenue of $2.16 billion.

The company also announces that The ABC Record & Tape Sales Corp., a division of ABC Leisure Group, ac-quired Sound Channel Inc., Indianapolis, a record and tape record mer-chandiser. Terms of the agreement were not disclosed.

** **

MOTOROLA closed the sale of its TV business in the U.S. to Matsui-shita Electric Industrial Co. Ltd. of Japan. The transaction includes purchase of Motorola's television facili-ties, assets at Franklin Park, Pontiac and Quincy, Ill., the leased assembly plant in Markham, Ontario, and re-lated inventories in the U.S. and Canada. Matsushita will acquire the assets through a new company called Quasar Electronics Corp., which will be a unit of Matsushita's U.S. subsidiary.

** **

INTERSTATE STORES (White Field Stores) which filed a Chapter 11 bankruptcy petition, lists assets of $192,933,000 and liabili-ties and deferred items of $185,614,000. Inter-state blames the firm's problems on its discount store division, which it intends to eliminate. Twentieth Century-Fox Film Corp., says its pro-posed purchase of 747,900 shares of the company's common stock from David Merrick for $6.7 million has been completed.

ABC expects operating earnings in the second quarter of 1974 to in-crease over the 99 cents a share earned in the same period last year. In the second quarter a year ago, ABC had income, before a special credit, of $149 million, on revenue of $2.16 billion.

The company also announces that The ABC Record & Tape Sales Corp., a division of ABC Leisure Group, ac-quired Sound Channel Inc., Indianapolis, a record and tape record mer-chandiser. Terms of the agreement were not disclosed.

** **

MOTOROLA closed the sale of its TV business in the U.S. to Matsui-shita Electric Industrial Co. Ltd. of Japan. The transaction includes purchase of Motorola's television facili-ties, assets at Franklin Park, Pontiac and Quincy, Ill., the leased assembly plant in Markham, Ontario, and re-lated inventories in the U.S. and Canada. Matsushita will acquire the assets through a new company called Quasar Electronics Corp., which will be a unit of Matsushita's U.S. subsidiary.

** **

INTERSTATE STORES (White Field Stores) which filed a Chapter 11 bankruptcy petition, lists assets of $192,933,000 and liabili-ties and deferred items of $185,614,000. Inter-state blames the firm's problems on its discount store division, which it intends to eliminate. Twentieth Century-Fox Film Corp., says its pro-posed purchase of 747,900 shares of the company's common stock from David Merrick for $6.7 million has been completed.
You can stop wondering when Leon would be releasing a new album. It's been two years since Carney, and now available

"STOP ALL THAT JAZZ" LEON RUSSELL

Stop and catch Leon in person with The Gap Band:

May 25  Tampa, Fla.; Fairgrounds
May 27  Redding, Pa.; State Fairgrounds
May 29  Tallahassee, Fla.; Florida State Univ.
June 1  Chattanooga, Tenn.; Engel Stadium
June 2  Knoxville, Tenn.; Bill Meyers Stadium
June 7  Columbia, S.C.; Univ. of S.C.—Carolina Stadium

June 8  Winston-Salem, N.C.; Memorial Coliseum
June 11  Indianapolis, Ind.; Ind. State Fairgrounds
June 12  Dayton, Ohio; Dayton Hara Arena
June 14  Pontiac, Mich.; Winner Stadium
June 15  Allendale, Mich.; Grand Valley St. College
June 16  Toledo, Ohio; Toledo Sports Arena
June 17  Warren, N. Kent, Ohio; N. Ohio Speedway
‘Grateful’ Label Antipiracy Moves

Continued from page 1

Leonard feels it is worth it to fight counterfeits. In a number of other projects: the two labels will now enclose all LP’s in a polyvinyl inner to prevent warpage, create a mailing list based on the fan club in an effort to move product through retail and mail-order channels simultaneously, and carry a manned booth to meet concerns. Here questions on the band’s itinerary, who plays what instrument, what cut was on what LP and others will be answered as well as offering postcards and signing new members to the fan club.

Concerning the polyvinyl inner, Leonard says, "We did a lot of research and the end result of our records became defective after or during shipment rather than the sleeve. The new sleeves will stop warpage and we feel that the way the record should not break through. This idea came from some important deals where if the defect rate is not nearly as high as it is domestically." The fan club, besides helping spot counterfeits, will check stores to see if there are counterfeits LP’s. It was one of those people who helped spot the last batch of counterfeit," while the new process is "substantially more expensive per cover," Leonard feels it is worth it to fight counterfeits.

WHAT ARE WE GOING TO DO WITH ALL THIS VINYL
PLASTIC EXPORTERS OF AMERICA
925 NORTH THIRD ST., PHILADELPHIA, PA. 19123
Phone (215) 627-2277

We also purchase vinyl scrap and overstock.

For Total Capability in Custom Mastering, Plating, Pressing, Printing

Compatible Discrete 4-Channel Records

CONTACT: JVC Cutting Center, Inc.
3633 Sunset Boulevard
Hollywood, California 90226
(213) 467-1166

TV mail-order house. Rosalind Kerr of that firm’s entertainment division, has been negotiating with Wright.

Wright says he has leased his more recent cover recordings to nine different U.S. firms. On the Music Trends disk and tape "impressions" of series, Wright is listed prominently on the front cover as producer.

He has also leased material consisting to Charm, a division of Magnetic Video, Omega Sales, and Greer James (see separate story on the latter firm). All these deals deal primarily through the distribution to retail outlets or points to mass users and retailers. In addition, Wright has leased cover material to OMO Sales, Minneapolis, N.Y., a pioneer in TV mail-order of sound-alikes. Wright is also negotiating with Longines Symphonette for additional placement (Billboard, May 15).

During the two-and-one-halves years, Wright has been producing "covers," he says, he has also leased material to firms in Sweden, Holland, England, Japan, Austria and France.

Wright, in releasing his cover hits to a lease, merely supplies an inclusion of a performance of an artist doing the recorded hit. The leasing firms then package the performance, utilizing a variety of wording, to indicate the performance is an imitation, and not the actual hit rendition.

Disk Postal Hikes Slowed By Senate Extension Bill

Continued from page 1

1976 over the years 1974 through 1979.

Commercial postal rates for records and books are due to go to 20 cents the first pound and 8 cents the additional pound on July 6 this year. Library rates are due to go to 8 cents the first pound on records, books and materials in July. Each additional additional pound rate will be smaller if the present bills to reauthorize the Library Rate Act are passed in time by Congress.

Styrene Spiral

Continued from page 1

ents because labels have proprietary mixes they use.

Big RCA Promo For Denver LP

NEW YORK—A heavy campaign will support RCA’s June release of John Denver’s new album, “Back Home Again.”

Advertising will begin breaking June 3rd and will include trade insertions, seven continuous days of national radio spots on Top 40 and progressive radio stations, the 20 major markets, streamers for in-store use two weeks previous to the release, newspaper advertising and a stand-up display for special Denver store windows.

A major part of the campaign will be centered in Los Angeles and will include his other albums as well. There will be a two-page spread in the Calendar section of the Los Angeles Times, as well as 100 mini-billboards throughout the city.

Sound-Alike Will Turn Nostalgia to ‘Cover Hits’

Continued from page 1

Wright, who operates Melody Recording Studio, Atlanta, has copyrighted every one of the 600 music hits over which he has had recorded under provisions of the encroaching P copyright law, he says. First prospective house for his contemplated oldies catalog would possibly be Dynamic House, the New York-based

RCA Bluegrass Promotion Push Being June 14

NEW YORK—RCA Records will launch a nationwide bluegrass promotion campaign June 14, plugging five new albums and 26 catalog items.

Larry Gallagher, manager of national promotion, and supporting advertising would appear in the trade press as well as Bluegrass Magazine, Country Music News and Country Music Magazine. In addition, advertising will be placed in consumer newspapers where bluegrass concerts are held.

A country music radio station bluegrass sampler, featuring cut from all five albums, will be mailed to country music stations and radio dealers.

Epic-Col Labels Go ‘Radioactive’

NEW YORK— “Radioactive Summer," a national Top 40 and underpromotion which has been launched by Epic and Columbia, has begun its campaigns. Running through July, it encompasses broadcast and retail aids and ads, including a special LP for dealer-in-store play.

Artists involved in the campaign include Eddie Money, Larry Gatlin, John Hiatt, Barefoot Band and Murray McLauchlan.

Copyright All Rights Reserved
www.americanradiohistory.com
Two exciting new albums from Big Tree Records

BROWNSVILLE STATION SCHOOL PUNKS

Produced by Morris-Stevens Productions

Based on the great “Brownsville Trilogy” of school, sex and the 24 hour party, Brownsville Station’s “School Punks” is a real good time, rock ‘n’ roll record. The notorious Brownsville Station can make even a teacher’s pet into a school punk.

LOBO JUST A SINGER

Produced by Phil Gernhard

Lobo’s new album, “Just A Singer,” proves that he is far more than that. Singing his own personal favorite songs, he shows himself to be an interpretive song stylist who sings with a fluid, meaningful and mellow voice.

Big Tree Records
Distributed by Atlantic Records
LOS ANGELES—"Soul Train's" Don Cornelius has been named executive director for entertainment at the sixth annual Chicago Black Expo Sept. 25-29. Quincy Jones returns as music director.

Black Expo concerts have averaged 300,000 trouble-free attendance during the past few summer seasons.

Rev. Jesse Jackson, president of PUSH, the community organization that puts on Black Expo, says, "With Don Cornelius this summer assuming the major responsibility of putting together our concert series, PUSH will now be able to concentrate on winning Black Expo the full national media attention it deserves."

Record stars already set for Black Expo '76 include Gladys Knight and the Pips, James Brown, Marvin Gaye, Stevie Wonder, Bill Withers, the Temptations, R&B. King and the Fifth Dimension. Most of these performers have appeared at Black Expo previously.

"Black Expo has year after year assembled some of the greatest entertainment packages in the history of popular music," says Rev. Jackson. "And it's about the time the rest of the country knew about it."

The past roster of record stars appearing at Black Expo also includes Isaac Hayes, Barry White, Nancy Wilson, Al Green, the Jackson 5, Earth, Wind & Fire, the O'Jays, Aretha Franklin, Roberta Flack and Johnny Taylor.

For the first time major white acts may be performing at Black Expo. A number of white artists have approached Expo about appearing in the 1976 series.

In particular, Elton John is very interested in playing Expo. Elton had a surprise soul chart hit with "Benny & the Jets" and is reportedly greatly pleased by his breakthrough.

Besides the concert series, which is the top revenue raiser for the event, Black Expo is an annual black cultural and economic exhibit held at various facilities throughout Chicago. Seasonal include meetings of the nation's main black businessmen and politicians.

This year a special ceremony will be held honoring Rev. C.L. Franklin, Aretha Franklin's father, for his long contributions to gospel music.

"Of course, Black Expo couldn't put on such great concerts if the artists didn't treat it as the important nonprofit benefit it is," says Rev. Jackson. "And the record companies with major black talent rosters have always been extremely cooperative."

THE WONDER 57—Yes, it's Stevie Wonder at the board in the Los Angeles Record Plant, where he's doing some producing for the next solo album of no-longer-so-little Michael Jackson.

UA Joins Richard Nader In Live Concert Promotion

NEW YORK—United Artists Theater Circuit's special events division has joined forces with Richard Nader, concert promoter specializing in "oldies shows," to co-produce five major packages.

This is UA's first venture into live concert promotion, according to theater president Salah Hassanain. The UA-Nader production partnership is titled UA Happy Associates.

First two efforts of the team were at Madison Square Garden: the Sixth New York Latin Music Festival on May 31 with Vol. 16 of the "Original Rock & Roll Revival Show" due Friday (7).

UA-Nader is also putting three shows into the Atlantic City Convention Hall during the July 4 holiday weekend, traditionally the biggest days at the New Jersey beach resort. Set so far are a July 4 show starring Gladys Knight and the Pips and a July 5 Rock & Roll Revival hosted by Dick Clark. The July 6 show will be announced.

(Continued on page 19)

Professional Larry Coyle and Acoustic's Black Widow Guitar.
<table>
<thead>
<tr>
<th>BRITISH TALENT MANAGERS Ltd.</th>
<th>Representing</th>
</tr>
</thead>
<tbody>
<tr>
<td>WISHBONE ASH</td>
<td>CLIMAX BLUES BAND</td>
</tr>
<tr>
<td>RENAISSANCE</td>
<td>AL STEWART</td>
</tr>
<tr>
<td>THIN LIZZY</td>
<td>STACKRIDGE</td>
</tr>
</tbody>
</table>

Currently on tour

### CLIMAX BLUES BAND

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 19</td>
<td>Syracuse, N.Y.  — U. of Syracuse</td>
</tr>
<tr>
<td>April 20</td>
<td>Garden City, N.Y.  — Adelphi U.</td>
</tr>
<tr>
<td>April 21</td>
<td>Buffalo, N.Y.  — Century Theatre</td>
</tr>
<tr>
<td>April 23-25</td>
<td>Boston, Mass.  — Performance Center</td>
</tr>
<tr>
<td>April 26</td>
<td>Paseaic, N.J. — Capitol Theatre</td>
</tr>
<tr>
<td>April 27</td>
<td>Washington, D.C. — T. P. Warner Theatre</td>
</tr>
<tr>
<td>April 28</td>
<td>Wilkes-Barre, Pa. — Wilkes College</td>
</tr>
<tr>
<td>May 1</td>
<td>Toledo, Ohio — Renaissance Theatre</td>
</tr>
<tr>
<td>May 3</td>
<td>Memphis, Tenn. — Ellis Auditorium</td>
</tr>
<tr>
<td>May 4</td>
<td>Gainesville, Fla. — Fl. of Fla.</td>
</tr>
<tr>
<td>May 5</td>
<td>St. Petersburg, Fla. — Bayfront Ctr.</td>
</tr>
<tr>
<td>May 6</td>
<td>Atlanta, Ga. — Municipal Auditorum</td>
</tr>
<tr>
<td>May 7-8</td>
<td>St. Louis — Kiel Auditorium</td>
</tr>
<tr>
<td>May 9</td>
<td>Kalamazoo, Mich. — Municipal Auditorum</td>
</tr>
<tr>
<td>May 10</td>
<td>Kansas City — Cowtown Ballroom</td>
</tr>
<tr>
<td>May 11</td>
<td>Minneapolis — Mimir Sports Ctr.</td>
</tr>
<tr>
<td>May 12</td>
<td>Bloomington, Ill. — Southern U.</td>
</tr>
<tr>
<td>May 13</td>
<td>Detroit, Mich. — Masonic Temple</td>
</tr>
<tr>
<td>May 14</td>
<td>Columbus, Ohio — Veterans Memorial Auditorum</td>
</tr>
<tr>
<td>May 15</td>
<td>Dayton, Ohio — Ohare Arena</td>
</tr>
<tr>
<td>May 16</td>
<td>Potsdam, N.Y. — Clarkson College</td>
</tr>
<tr>
<td>May 17</td>
<td>Philadelphia, Pa. — Spectrum</td>
</tr>
<tr>
<td>May 18</td>
<td>New York — Academy of Music</td>
</tr>
<tr>
<td>May 19</td>
<td>Oklahoma City — Civic Ctr.</td>
</tr>
<tr>
<td>May 20</td>
<td>Carbondale, Ill. — Southern Ill.</td>
</tr>
<tr>
<td>May 21</td>
<td>Wichita, Kan. — Century Two Conv. Ctr.</td>
</tr>
<tr>
<td>May 22</td>
<td>Chicago — Aragon Ballroom</td>
</tr>
<tr>
<td>May 23</td>
<td>Indianapolis, Ind. — Busch Stadium</td>
</tr>
<tr>
<td>May 24</td>
<td>West Palm Beach, Fla. — Auditorium</td>
</tr>
<tr>
<td>May 25</td>
<td>New Orleans, La. — St. Bernard Civic</td>
</tr>
<tr>
<td>May 30</td>
<td>Albuquerque, N.M. — Auditorium</td>
</tr>
<tr>
<td>June 1</td>
<td>Fresno, Calif. — Selland Arena</td>
</tr>
<tr>
<td>June 2</td>
<td>San Diego, Calif. — State U.</td>
</tr>
<tr>
<td>June 3</td>
<td>Sacramento, Calif. — Civic Auditorium</td>
</tr>
<tr>
<td>June 4</td>
<td>Los Angeles — J.C.L.A. Royce Hall</td>
</tr>
<tr>
<td>June 5</td>
<td>Vancouver, Canada — Agradome</td>
</tr>
<tr>
<td>June 7</td>
<td>Seattle, Wash. — Moore Theatre</td>
</tr>
<tr>
<td>June 9</td>
<td>Edmonton, Canada — Jubilee Auditorium</td>
</tr>
<tr>
<td>June 10</td>
<td>Winnipeg, Canada — Plymouth Auditorum</td>
</tr>
<tr>
<td>June 11</td>
<td>Duluth, Minn. — Civic Ctr.</td>
</tr>
<tr>
<td>June 14</td>
<td>Port Chester — Capitol Theatre</td>
</tr>
<tr>
<td>June 15</td>
<td>Englishtown, N.J. — Raceway</td>
</tr>
</tbody>
</table>

### AL STEWART

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 24</td>
<td>Boston — Symphony Hall</td>
</tr>
<tr>
<td>March 26</td>
<td>Hempstead, N.Y. — WJIR Simulcast</td>
</tr>
<tr>
<td>March 29</td>
<td>Toronto — Massey Hall</td>
</tr>
<tr>
<td>March 30</td>
<td>Philadelphia, Pa. — Spectrum</td>
</tr>
<tr>
<td>April 2</td>
<td>Allentown, Pa. — Roxy Theatre</td>
</tr>
<tr>
<td>April 3-7</td>
<td>New York — Bottom Line</td>
</tr>
<tr>
<td>April 10</td>
<td>Seattle — Paramount</td>
</tr>
<tr>
<td>April 11</td>
<td>Portland — Paramount</td>
</tr>
<tr>
<td>April 13</td>
<td>Edmonton, Canada — Jubilee Arena</td>
</tr>
<tr>
<td>April 14</td>
<td>Calgary, Canada — Jubilee Arena</td>
</tr>
<tr>
<td>April 15</td>
<td>Detroit — Masonic Temple</td>
</tr>
<tr>
<td>April 16</td>
<td>St. Louis — Ambassador Theatre</td>
</tr>
<tr>
<td>May 19-30</td>
<td>England</td>
</tr>
<tr>
<td>May 2-3</td>
<td>Philadelphia — Main Point</td>
</tr>
<tr>
<td>May 3</td>
<td>Roslyn, N.Y. — My Father's Place</td>
</tr>
<tr>
<td>May 4</td>
<td>Providence, R.I. — Palace Theatre</td>
</tr>
<tr>
<td>May 5</td>
<td>Nassau, N.J. — Capitol Theatre</td>
</tr>
<tr>
<td>May 8</td>
<td>Fallsburg, N.Y. — Sullivan County Community College</td>
</tr>
<tr>
<td>May 11</td>
<td>Potsdam, N.Y. — Clarkson College</td>
</tr>
<tr>
<td>May 12</td>
<td>Port Chester, N.Y. — Capitol Theatre</td>
</tr>
<tr>
<td>May 13</td>
<td>St. Louis — Ambassador Theatre</td>
</tr>
<tr>
<td>May 16</td>
<td>Lansdale, Pa. — Lansdale Theatre</td>
</tr>
<tr>
<td>May 22</td>
<td>Allentown, Pa. — Roxy Theatre</td>
</tr>
<tr>
<td>May 23</td>
<td>Parippany, N.J. — Joint in The Woods</td>
</tr>
<tr>
<td>May 24</td>
<td>Asbury Park, N.J. — Sunshine Inn</td>
</tr>
<tr>
<td>May 25</td>
<td>New York — Academy of Music</td>
</tr>
<tr>
<td>June 1-2</td>
<td>Boston — Performance Center</td>
</tr>
<tr>
<td>June 3-5</td>
<td>Toronto — McKenzie Corner</td>
</tr>
<tr>
<td>June 7-9</td>
<td>Cleveland — Smiling Dog Saloon</td>
</tr>
<tr>
<td>June 10-11</td>
<td>Chicago — The Happy Medium</td>
</tr>
<tr>
<td>June 12</td>
<td>Milwaukee — Stone Tower</td>
</tr>
<tr>
<td>June 18-22</td>
<td>San Francisco — Boardhouse</td>
</tr>
<tr>
<td>June 22-26</td>
<td>Los Angeles — Troubadour</td>
</tr>
<tr>
<td>July 4-7</td>
<td>Denver — Ebbets Field</td>
</tr>
</tbody>
</table>

### RENAISSANCE

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 22</td>
<td>Philadelphia, Pa. — Tower Theatre</td>
</tr>
<tr>
<td>March 29</td>
<td>New York — Academy of Music</td>
</tr>
<tr>
<td>March 30</td>
<td>Parsippany, N.J. — Joint in The Woods</td>
</tr>
<tr>
<td>April 2</td>
<td>Allentown, Pa. — Roxy Theatre</td>
</tr>
<tr>
<td>April 3-5</td>
<td>Roslyn, N.Y. — My Father's Place</td>
</tr>
<tr>
<td>April 6</td>
<td>Westbury, N.Y. — Music Fair</td>
</tr>
<tr>
<td>April 8</td>
<td>Green Bay, Wis. — Brown County Arena</td>
</tr>
<tr>
<td>May 9</td>
<td>Milwaukee</td>
</tr>
<tr>
<td>May 10</td>
<td>Davenport</td>
</tr>
<tr>
<td>May 12</td>
<td>South Bend — Cancelled due to illness</td>
</tr>
<tr>
<td>May 13</td>
<td>Providence</td>
</tr>
<tr>
<td>May 16</td>
<td>Detroit</td>
</tr>
<tr>
<td>May 20</td>
<td>Philadelphia, Pa. — Valley Forge</td>
</tr>
<tr>
<td>May 21</td>
<td>Buffalo, N.Y. — Century Theatre</td>
</tr>
<tr>
<td>May 22</td>
<td>Trenton, N.J. — Trenton State College</td>
</tr>
<tr>
<td>May 24</td>
<td>Battle Creek, Mich. — Kellog Auditor</td>
</tr>
<tr>
<td>May 26</td>
<td>Nassau, N.J. — Capitol Theatre</td>
</tr>
<tr>
<td>May 27</td>
<td>Washington, D.C. — T. P. Warner Theatre</td>
</tr>
<tr>
<td>May 28</td>
<td>Teaneck, N.J. — Fairleigh Dickinson College</td>
</tr>
<tr>
<td>May 30</td>
<td>Bloomington, Ill. — Miller Park Pavilion</td>
</tr>
<tr>
<td>May 3</td>
<td>New Brunswick, N.J. — Rutgers U.</td>
</tr>
<tr>
<td>June 4</td>
<td>Bristol, R.I. — Roger Williams College</td>
</tr>
<tr>
<td>June 5</td>
<td>Columbus, Ohio — Agora</td>
</tr>
<tr>
<td>June 6</td>
<td>Cleveland, Ohio — Agora</td>
</tr>
<tr>
<td>June 7</td>
<td>Toledo, Ohio — Agora</td>
</tr>
<tr>
<td>June 8</td>
<td>Atlanta, Ga. — Municipal Auditorium</td>
</tr>
<tr>
<td>June 10</td>
<td>Miami, Fla. — Jai-Lal Fronton</td>
</tr>
<tr>
<td>June 11</td>
<td>Tampa, Fla. — Curtis Nixon Hall</td>
</tr>
<tr>
<td>June 12</td>
<td>Orlando, Fla. — Tech. Inst.</td>
</tr>
<tr>
<td>June 14</td>
<td>Fallsburg, N.Y. — Sullivan County Community College</td>
</tr>
<tr>
<td>July 17</td>
<td>New York — Academy of Music</td>
</tr>
<tr>
<td>July 18</td>
<td>Port Chester, N.Y. — Capitol Theatre</td>
</tr>
<tr>
<td>July 19</td>
<td>Wayne, N.J. — William Patterson College</td>
</tr>
<tr>
<td>July 20</td>
<td>Chicago — Auditorium Theatre</td>
</tr>
<tr>
<td>July 24</td>
<td>Asbury Park — Sunshine Inn</td>
</tr>
<tr>
<td>July 25</td>
<td>Indianapolis — Bush Stadium</td>
</tr>
<tr>
<td>July 26</td>
<td>Detroit — Springfield Oak Stadium</td>
</tr>
<tr>
<td>July 27</td>
<td>Middleton, Fl. — U. of Miami</td>
</tr>
<tr>
<td>July 29</td>
<td>Kansas City — Cowtown Ballroom</td>
</tr>
<tr>
<td>July 30</td>
<td>Milwaukee — Wisc. — Riverside Auditorium</td>
</tr>
<tr>
<td>July 31</td>
<td>Summit, N.J. — Summit High School</td>
</tr>
</tbody>
</table>

### Coming:

- **RENAISSANCE** — July 10–Sept. 1
- **CLIMAX BLUES BAND** — Aug. 7–Sept. 1
- **THIN LIZZY** — Aug. 7–Sept. 15
- **STACKRIDGE** — Sept. 10–Oct. 25
- **WISHBONE ASH** — Nov. 10–Dec. 20

British Talent Managers Ltd.

All artists exclusively booked by CMA

65 E. 55th St., Suite 604
New York, N.Y. 10022
Tel: (212) 355-6469, 688-6472

www.americanradiohistory.com
TEN YEARS AFTER
Z.Z. TOP
Madison Square Garden, New York
Ten years after, a group staple in the realm of rock, returned to its headlining position following a performance May 13 at a heavily-populated Garden concert. That the band has yet to lose a member of its personnel after almost 10 years together, was best shown by the cohesive playing of the four-member Columbia act. An enthusiasm well imparted through music instead of stage theatrics.

LEAD SINGER AND master guitarist, Robin Lee, knows what rock n’ roll is all about. Looking every inch the rock superstar, Lee’s swinging guitar leads, full of bite, soul and thrilling power. As the time the closing rock medley rolled around, the fans were on their feet with screams in hand.

A couple of encore’s later, including still yet another other side, “Sweat Little Sinners,” it was best summed up by the new five years after album generation anthem.

PLATE GELOMINI

JERRY JEFF WALKER
Elliehim Field, Denver
The remarkable power of progressive country-music to thrill with acoustic rock and a highly sophisticated level could hardly be better illustrated than in the large group of Texas legends Jerry Jeff Walker.

Walker, best known as writer of “Mr. Bo-Jangles,” is one of the biggest attractions on the Southwest folk-country circuit, a super star in Texas-Cole county. When his home-town band swung into their version of “Country Cousins” on May 16 the jam-packed young Denver audience burst into a roar of approval as they were hearing their personal Southwest generation anthem.

The descriptive low-slung singing and picking of Walker is as precise and effective as a Zen exercise, never losing into blood-accented hokum. Shuffles Field is an outstanding room, with fine sound, lighting, stage and comfort despite things yelling outside. But the rest of the U.S. needs Jerry Jeff and now.

NAT FREELAND

PROCOL HARUM
Felt Forum, New York
Making a generous helping of old material with the new Procol Harum played a diverse, but well-rounded repertoire of music called from their two albums May 14.

Their stage act is nicely orchestrated, but this only serves to underscore the strong, swinging soulful harmonies that are Procol Harum’s forte. The fluted guitar lines of Nick Graham, which is quickly emerging as an excellent musician in his own right, just content to rest the notes suggested by his two predecessors in the band.

With Chris Copping on organ or bass, Alan cricket Wright on bass, and B.J. Miller, drums, the group stands as a quintet of competent musicians. If B.J. had to be A symbol, it is as they unwillingly have to take chances by deviating from the arrangements reproduced on the note wise band record.

"Butterfly Boys" from the group’s latest Chicago album, Exotic Birds and Fruit, put them off to a brisk start and set the pace for the rest of the evening, as most of the numbers were the ones building both bands charts like "Whaling Stories," "The Devil Came From Kansas," "Small Sided," and "Brand New." The new material, most notably "The Idol," "Beyond the Pale," and "Nothing But the Truth" was handled with some enthusiasm, and even if Brooker strains to reach higher registers, the songs are as strong as anything the group has done since their early albums.

A rocking version of "Little Queenie" scored points for them before they were called back for an unprecedented encore of Shannon Foster’s "Old Black Joe," but the crowd refused to leave without getting to hear what they had come for, so Procol responded with the obligatory "White Shale Or Pain."

BARRY TAYLOR

CHASE BOBBY HUNT & BOB WELCH
Whisky’s, Los Angeles
At this point, Chase can’t seem to decide if they’re in the Tijuana Brass or Weather Report. Following various portions of their lengthy version of "MacArthur Park" they sounded like either extreme. But the audience adored the four-trumpet pyrotechnics. When they finished the sight of the group one of the biggest ovations heard at the Whisky in months.

For their last local appearance in over a year, Chase sounded somewhat more relaxed than they’ve been. With Jim just sort of hanging around, it was really a delight to see the show go on. The high notes of the lead singer are still there, but he’s that much more of a leader now.

KISS "Kissin’ Time" 91
As above photo shows, Kiss is into theater-rock. They are first album artists from Warner-distributed Casablanca label and have had a determined push from President Neil Bogart and his promotion toppers.

What seems to have gotten both the LP and single onto the charts after weeks of bubbling under is a massive Radio promo contest in some 13 major markets. Single is actually not on the album and was released for the contest tie in. It’s a slightly heavy-metal version of the Bobby Rydell oldie written by Kai Mann-Bernie Lowe in the "Dancin' USA" format.

Kiss is new from the New York glitter punk scene, managed by Rock Steady, produced by Kerner-Wise, booked by ATI. In stage show includes wall-to-wall amp and a blinking six-foot neon KISS sign.

TALENT IN ACTION

Talent in Action is over, with some interesting material showcased from their new "Pure Music" album. Dancing at this engagement was a most interesting new lounge hostess by Bobby Hunt, with those high notes and fast runs as exciting as ever.

(Continued on page 18)
Lance Smith
former President and founder of Athena Enterprises

and

Keith Case
former Executive Vice President of Athena Enterprises

proudly announce the formation of a creative artist development company

STONe COUNTY INC.

Representing (in alphabetical order)

Vassar Clements • Colours • The Dillards • John Hartford • Steve Martin
Chuck Mitchell • Michael Murphey • New Grass Revival
The Nitty Gritty Dirt Band • Red, White and Blue (grass) • John Stewart

Staff

Madi Berger • Sami Cable • Penny Case • Cheryl Hodgson
Public Relations • Concept Development • Creative Consultant • Special Projects

At home in the historic H.H. Thomas Residence 2104 Glenarm Place Denver, Colorado 80205 Telephone 303.573-8477

www.americanradiohistory.com
Talent in Action

Continued from page 16

from the front seat of her car. "It's a preparation.
been a pressure cooker," saysilda.

Barbara Mandrell

"Superstar potential" is a term handed about all too freely in the music business, but it is a rare talent that actually possesses that certain quality which endears itself to the audience as well as to the stars. That's the kind of quality Barbara Mandrell displayed here May 7.

She is a hardworking and a recording artist, Ms. Mandrell leads one of the most entertaining and skillfully arranged shows in country music. She may be a smaller package than many of her more established counterparts, thanks to her "The Right Stuff," "Show Me," a fine strips of steel, guitar, saxophone and bass, and Ms. Mandrell is made to look just as capable as any of those. To handle the dual these he had with Dusty

MELISSA MANCHESTER 3's COMPANY

Melissa Manchester is well on her way to becoming New York's favorite torch songstress. The former wife of the late Roger Miller has now released her third album, "Long Way," and was able to make it at the capacity level in the world around. With hits like "Right Where I'm At," "Show Me," a fine strips of steel, guitar, saxophone and bass, and Ms. Mandrell is made to look just as capable as any of those. To handle the dual these he had with Dusty

Paul Bley and Scorpio

Cafe, New York

Paul Bley has always been a trend-setter in the jazz world and his new group helps him move one step further. The synthesizer that has been such a big part of his music the last year is joined by the other Bitter End full house by storm during her opening May 11. Bothered at first by a little naiveté, Ms. Manchester soon got into full voice and was able to make it at the capital level in the world around. With hits like "Right Where I'm At," "Show Me," a fine strips of steel, guitar, saxophone and bass, and Ms. Mandrell is made to look just as capable as any of those. To handle the dual these he had with Dusty

Ian Thomas with the Talented

Philadelphia, Pennsylvania
Paul Bley and his group with his new group helps him move one step further. The synthesizer that has been such a big part of his music the last year is joined by the other Bitter End full house by storm during her opening May 11. Bothered at first by a little naiveté, Ms. Manchester soon got into full voice and was able to make it at the capital level in the world around. With hits like "Right Where I'm At," "Show Me," a fine strips of steel, guitar, saxophone and bass, and Ms. Mandrell is made to look just as capable as any of those. To handle the dual these he had with Dusty

First Edition to Launch Special

NEW YORK—A one-hour TV special presnting music in a special format and featuring Kenny Rogers and Reba McEntire will be shown on ABC. Aided by a pedigreed group of accompanists, Bley's group is a relatively smooth mix with original songs of the same. Top man for the show is the recent breaking heat of May 17, yet the packed

Smothers Bros. Back To Clubs In Triumph

By LAURA DENI

The Smothers Brothers have triumphantly returned to the nightclub business, after seven years off the boards. The shows are a television special and more albums.

In his first visit up tonight political situation is an asset. There is more reason right now for people wanting to forget what is going on," agrees Dick.

"People want to hear satire on politics," comments Dick. 'Depends upon what you do. Right now comedy is going in a serious vein. I don't think it is the same road. You know the curves and so the excitement isn't there. You know there is some mad up there and you have to deal with certain people, so it's harder.'

The Smothers Brothers took at Harrah's with Toyota about sponsoring a television special for the network. They got the deal, but bought it will be a 90-minute special the middle of September or early October. "Maybe a summer thing in August," Tom relates. Prime time and we'll do a great deal of performing.

"If you're not on television people think you've passed away. Bob and I would go out and get ourselves into something, put down Campbell's special. How come they get specials? All those left wingers get specials and it's okay," says Don. "We're not famous. I don't know why the hell we are.

Dick is out of auto racing and into acting. He is in the dressing room when he was building the Sewar catalog for order wire fencing.

"It's happened again, I didn't realize a lot of things," admits Tommy. "If you do an analysis, that's the only way you can think if you've got the talent you're going to be able to play. My whole life has been on stage and time is when I would see the young. Now I realize that's the like you will never see him, head, but the lips go. Well, my timing is off. You forget it's a lot of things you need to be doing in your work, you have four years for seven years to get it together."

The Smothers Brothers recorded 12 albums and with the era of "The Lost Generation" considered classic comedy. "I've learned that even today we're not really doing much," Dick laments. "It will take however long it takes until we reach a point where we feel we have to put something down on tape, and we don't have it yet. We're doing it because. It's in that spot where you get really good.

Concert Law 'Generation Gap'

LAS VEGAS—A proposed rock concert law would force concert promoters to get a privileged business license to operate and a $10,000 bond was bailed by a "generation gap."

County commissioners were ready to call for a vote on the ordinance when one promoter demanded to see a copy of the law. "We're talking about rock, soul and blues music."

"I didn't know there was a difference," one promoter said to County Legal Council George Ogilvie, who drew up the ordinance.

A copy of the law was there for question about the law to the various forms of contemporary music that make it back to the drawing board.

County Commissioner Myron Leventhal said the county was not considering a "real legislation" when he asked Ogilvie if it was to apply to laws that regulated group or band performances or a soul or blues enter- tainer.

The ordinance would have required promoters to undergo a stringent investigation similar to that imposed on applicants for a gaming license.

Rock promoters would also have been forced to put up a $10,000 in- cense bond and pay for a permit plus police salaries at each concert.
Would all @/?!?★ break loose if your parcel didn't get to New York by 2 p.m. today?

Don't worry. Just get your parcel to the nearest American airport passenger ticket counter 30 minutes before departure time and it will be on its way on the flight you specify. Then call your receiver and give him the flight and ticket number. He can pick up the parcel minutes after arrival at the baggage service office.

The fastest way to send 50 pounds or less. This lets-you-look-at-yourself service applies to any parcel weighing up to 50 pounds and measuring no more than 90 inches in combination of length, height, and width.

Does wherever American flies. Priority Parcel Service is available on all daily jet flights to every domestic city American flies — which covers 82% of American industry.

Charge the charges. American's charges are based on airport to airport service. You pay as you would for your airline ticket. Cash, check, any acceptable credit card — or we'll bill you later. If you need pick-up and delivery, we can arrange it. For more information call American in the Yellow Pages.

American Airlines Freight System
633 Third Avenue, New York, N.Y. 10017, U.S.A.

*Carriage of letters subject to Private Express Statutes and applicable tariffs.
Categories to be included in the 1974-75 International Buyer's Guide are:

**RECORD MANUFACTURERS**
- Plating & Processing Plants
- Pressing Plants
- Printers & Lithographers
- Promotion & Publicity
- Tape Custom Duplicators
- Tape Duplication/Marketing

**MUSIC PUBLISHERS** (please list label credits)
- Independent Record Producers
- Sheet Music Jobbers & Suppliers
- Record & Tape Wholesalers
- Music Publishers

**SUPPLIES FOR THE MUSIC-RECORD-TAPE INDUSTRY**
- Envelopes & Mailers
- Jackets
- Labels
- Polyethylene Bags
- Professional Tape Supplies
- Recording Studio Equipment
  - (Please specify chief product)
- Record Processing Machinery
  - (Please specify chief product)

**MANUFACTURERS OF RECORD & TAPE DEALER ACCESSORIES & SUPPLIES**
- Catalog Services
- Cleaners, Cloths & Brushes
- 45 RPM Adapters
- Head Cleaners & Demagnetizers
- Needles

**MANUFACTURERS OF STORE FIXTURES & MERCHANDISING AIDS**
- Browser Boxes
- Display Racks
- Divider Cards

**TAPEPLAYBACK EQUIPMENT MANUFACTURERS & IMPORTERS**
- Juke Box Manufacturers
- Juke Box Title Strip Manufacturers

**MANUFACTURERS**
- RCA
- EP
- CBS
- EMI
- Philips

---

**Bus. Classification**
- Name of Company
- Address
- City
- State
- Zip
- Tel. Number
- Area Code
- Top Executives: Name & Title
- Branch Offices: U.S. & International

---

### Campus News

**Penn State Concerts Beat Summer 'Blahs'**

By Jim Fishel

**NEW YORK—**Penn State University has solved the usual scarcity of summer entertainment that plagues the university community. Freshman John Dodd, a professional promoter, has found a way to attract interest by instituting its own mini-concert series commencing June 15 and running through Aug. 17.

Coordinator for the series is John Dodd, a professional promoter who works the area and heads his own company, Entertainment. Dodd says his company books for all of Pennsylvania, but that the Penn State campus is the ideal spot to hold the series.

The campus has 11,000 students attending the summer session and Dodd says the area, “about 90 miles from nowhere,” is starved for entertainment.

“There is almost nothing to do during the summer and we have scaled our tickets at a price lower than the movies,” he says. “Our ticket will cost $2 for students and $5 cents more for outsiders.”

Major acts will be presented in this series, including Maggie Bell, Steelye Span, Fleec, Frampton/Carney, Livingston Taylor, Jo Jo Gunne, James Montgomery Band, Bad Company, Spooky Tooth, Montronse, Lindbergh, Foghat and several other artists who will fill out the respective bills.

Dodd, who has been working for fraternities on the Penn State campus, says he got the idea for the series from a few birth advertisements for approaching several booking agencies, but most were not willing to think that far in advance and make summer commitments, according to Dodd.

“I approached Mark Felton at Premier Talent and told him the limited budget we have to adhere to for each show,” he recalls. “Then Felton gave us a list of available Premier artists and from that group we picked all of our acts.

“Because we're using all of their acts, they have given us a package discount deal.”

Two university facilities will be used for the concerts: the 6,000-seat recreation hall and the 3,000-seat ice pavilion.

“We are more than hopeful for the series’ success,” Dodd says, “Going on the school's previous track record, I don't think we'll have any problems.”

Dodd says that most of the campus concerts during the school year are immediate sellouts, and that is why the university's inter-fraternity council took on the summer project as a fund-raising idea.

The council will put out a program for the series and all of the profits from the over-all event will go toward promoting fraternities in the future. Dodd says, “Part of the profits will go toward publicity and part of it will go toward promoting a free round of golf in the fall to promote fraternities.”

Most colleges haven't been as fortunate as Penn State in their financial ability to cope with the dropout enrollment during the summer session.

American Talent International Licenses, Greg McCaffrey, says college booking drop-offs occur every year and it doesn't have much effect on the agency.

“During the summer we book our acts into outside concerts and keep in touch with colleges for the fall term,” he says.

Bob Miller of Boston-based Folklore Productions says his agency books artists who work commercial dates such as festivals that spring up in the summertime.

Agency for the Performing Arts Bruce Nichols concurs with the other agencies that this current summer booking is not rare. He says many of his acts book recording sessions during the summer lull.

“Some colleges do $500 or $1,000 dates but major concerts are rare.”

Dick Waterman of Boston's Avalon Productions says many of his acts have to leave the smaller college towns and move into metropolitan areas, sometimes playing injuv clubs. Some of the acts that usually play college dates are going to Canada for the summer and playing in Canadian clubs.

---

### Talent in Action

- Continued from page 18

House stood swelling and cheering at the end of each of the acts, just as if we'd been able to breathe.

Sire Records' ultra-artsy Renaissance brought their face 2 orchestra (mainly instraudibly behind the electric instruments and visible behind a semi-sparse scrim: the performing debut of producer Howard Stern, who joined the group on piano for 'Avalon Are Burning'..." a flower slide show, the chance to view scenes through to the event and every inch of the place is lighted.

Renaissance's songs suites are pretty enough, but they are hardly the cultural breakthrough that the preparatory burst seemed to herald. The music is thin in content and not particularly memorable in melody, and Anne Hunter's lead vocals are distinguished by a remarkable lack of phrasing. The stuff is a grand idea, far more than the superficial and superficially clever, however. However, the audience received the group like conquering heroes, so there may yet be something to be found in this.

As Fairport Conventions go, the one that opened for Renaissance was neither the best nor the worst. Steve Lacy added a much-needed harmonic touch to the group's harmonies, and Sandy Denby's dramatic singing and song choices were always enough to make a show worth attention.

As in most Fairports, there was a bit too much of Dave Swarbrick's influence in the group's music and too little in their stage presence. However much Fairport personnel changes, it always changes within the same group of people and, sadly, their musical interactions seem to have become quite routine. A bit of nothingness is in order.

---
Jukebox Programming

Wurlitzer's Nostalgia Model Is Big Seller

By ANNE DUSTON

CHICAGO—A restaurant that is so elite it doesn't even have a name for public viewing, has installed a Wurlitzer Nostalgia 1050 model jukebox to fit the atmosphere. Ann's, which has "just off the nightclub Rush Street area, installed the box on its tiny dance floor. The jukebox has been customized with music as old as Al Jolson and as new as Ray Stevens' "The Streak." The nostalgia model has been a very successful seller, according to A.D. Palmer, advertising manager for Wurlitzer. Some boxes are still available through distributors, he says, although the run of 2,000 was completely sold out by the manufacturer. Palmer says that availability of parts and trim will continue for six years to the date of manufacture.

Operators in the Chicago area see the box as a good investment that will outlive the flashy boxes, "It's already a collector's item," says Ray, A. & H. Entertainers, claims. The box will last a long time in the same place and will continue to draw attention. "Owners ask for it for different reasons, to match their place, because they don't want anyone being told they want an older feeling," says Hesch. Has placed them in locations as varied as tiny department store shopping centers, and pubs "with a dark interior and beans." More than 50 percent of all Wurlitzer selections are programmed olde pieces.

Mac Brier, treasurer and partner of American Leisure, has been able to sell boxes in spots that ordinarily wouldn't take a jukebox, for example: Long John's Tavern in the prestigious First National Bank Building downtown, where the box fits the motif and the Junius cocktail lounge and restaurant. The customers tend to be in their late 40s and 50s, and identify with the post-war era the company represents. The program with easy listening music from about 1950 with about 20 percent new or old R&B programming, as theme from the 'Sting.' This clientele is generally conservative about playing the box.

Old time boxes should have old time prices. Don Valent, owner of Architectural Phonograph Service, decided, and his Wurlitzer 1050 at the Pet Belly Inn on Chicago's far south side handles 3/25, 75/25, 11/75/25, and 16/50 ($1 coin combination). He adds the top ten to re-don music from the 30s, 40s and 50s. "The lower price has raised my profit 15 to 20 percent," claims Valent. Not surprisingly, the Wurlitzer 1050 gets plugged a lot more as a second box in the game room in place of Wurlitzer which programmed with pop records of 2/25 cents.

"If you keep the cabaret in good shape, you can depend on a jukebox and find a location for the box. It's quite a showpiece, especially when placed in places where the people who came in, it will be made to use that person," he says.
Radio-Programming

PAMS Voices to Sing Radio & Disk Industry Awards at Forum

LOS ANGELES—The voices behind the PAMS radio station ID jingles—four guys and three girls—will sing the radio and record industry awards at this year’s International Radio Programming Forum awards luncheon Aug. 17 at the Plaza Hotel, New York.

Bill Meeks, president of PAMS, and Jack G. Thayer, general manager of the Nationwide Communications chain, made the announcement. Thayer is chairman of the advisory committee for the Forum this year and responsible for organizing the agenda for the Aug. 16-17 meeting and the moderators and speakers.

Music for the “jingles” for the awards luncheon will be produced by

Music Shows to Fill 'Sonny, Cher' TV Time Slot

LOS ANGELES—Not just one, but several music shows will be the summer replacement for “The Sonny and Cher Show” this summer on CBS-TV network.

Tony Orlando and Dawn debut July 3 in that time slot for four weeks, Bobbie Gentry does three weeks, and then “The Hudson Brothers Show” fills the rest of the summer starting July 31.

The Hudson Brothers show will be three musicians who do comedy in double. They also be on MCA Records. All of the show will be Gary Owens, air personality with KMPC-AM in Los Angeles; Ronnie Rice, host of the Voices of America show; and Miss Edwards, the “AM Show” on KABC-TV, Los Angeles.

Sallie Brown and Ernest Chambers produce the Orlando show. The Hudson Brothers show will be produced by Allan Blye and Chris Beard.

NEED MATERIAL?

A new joke service created for Radio and TV personalities.

Hollywood's top comedy writers bring you professional, original, joke-letter containing topical one-liners and stories—about 100 terms a week—plus punch line lead-ups.

One who talks for a living should be without this valuable material. Only $60.00 per year. Sample issue $5.00. Send check to:

JOKES UN-LTD.
DEPT. 86
P.O. Box 69855
Hollywood, Cal. 90069

Radio Research Division Formed

LOS ANGELES—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years,

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.

Radio Research Division Formed

Los Angeles—A new radio research division has been launched here by Burns Media Consultants Inc. Burns, head of the firm, George A. Burns and his wife Judy, and Jim Long, chief operating officer for TM Productions Inc., announced the formation of Burns Media Consulting Inc. Burns and Long, 40 and 45 respectively, have worked together for 20 years.
INTERVIEW
KIIS-AM Playlist Divided Into 5 Categories

EDITOR'S NOTE: This is the third installment of an interview with Chuck Blure, programming consultant to KIIS-AM in Los Angeles, but a man noted for synthesizing the three business aspects to Top 40 radio. The interview was conducted by Claude Hall, Billboard's radio consultant.

HALL: How many records are on the KIIS-AM playlist at this time?
BLORE: Our playlist is broken up into A, B, C, D, E, and G. The G's are all the hits. The B's are unproven records, but records that are moving up. The reason to believe will be hits. There are about 25-30 records on the A list, including the D and E's. On the B list we feel either fit the image of the sound of the station or enhance the station itself. We'll play records on KIIS-AM that you might not hear on any other station. The rationale, if you will, is that it's a ten to fifteen minute cassette if it was done musically. We also have something called entertainments, which are... I'm not sure what things to break up double spots. It's got to be rewarded after reward after reward. That's what we try to give them. A lot of things that they can't get anywhere else. I remember to said that to show two commercial spots at these listeners in a row was a little pushy, so we've found a whole mess of delightful little things which we call entertainments. Which earn their right to be on the air by being totally entertaining. And they will break up the two spots. They can be 10 seconds long... even a minute. A great example would be Carl Simon's "Hotcakes," Plays a minute and 10 seconds. Zap, it's in there and gone. Really nice. So, we've got all of these little entertainments happening all of the time.

HALL: How about your R list?
BLORE: The R list is composed of recent... records that are about a year old. Not old enough yet to be considered an oldie. And yet, you'd still like to hear them one more time. I can tell you that I was sick of "That's a Yellow Ribbon" "Round the Old Oak Tree" that I wanted to vomit. But I heard it again about three times as an R record, and I said: 'Wow! I haven't heard that for such a long time. But, there again you get that little bit of delight by hearing it again. Whatever the record is. But if we couldn't get in the first place to play that record our station would have taken on the sound of an old radio station. People would have said: 'Are they still playing that thing?' So, you can just leaf records like that on your playlist in the A category. Then you have the G's... the golden oldies.

BLORE: And even those come in two classifications, because we have the old... records that go back to about 1905. But, from that period back, they're the real giants, the classics. And we play at least one of these classics every show, but the regular golds, well, we put them in a regular rotation pattern. A classic comes up at least every four hours.

HALL: Do you have a mini-drama for every gold record?
BLORE: No. Not every one, because we have so many. We have like 100. But we're doing about three mini-dramas a week for the golds, so we may have about 100 of them by now.

HALL: Has the station reached that feeling that you wanted initially to have on the air?
BLORE: Pretty much. Not totally. I'm still making changes in staff. Still looking for the new and better things. We still have the same financial problems that we began with... well, it's a very expensive format to run. The creative department, for one reason. We haven't gotten to the point, for instance, where I can say, well, I'm going to get an all-night gay. We don't yet have an all-night gay... we're either taped or we're playing records all night. Back-to-

back. With some little insert: We're certainly at a point where we're about to have an all-night man. But, frankly, we've arrived at the point somewhat back where we could say: Now look at this son-of-a-gun start straight away. We've had the blues, we had everything. And that's when the economy just fell on its butt. The condition of all radio at this moment is just dreadful.

BLORE: And yet, we're a very healthy radio station. But not to the point where we say: Now we have everything we want. That will be a little while yet. We still have to pay back all of this money we spent in format. H: Have you started paying yourself yet?
BLORE: Well, I'm not working on a salary. But now we're getting into a situation where we are syndicating our material that we created for KIIS-AM.

EDITOR'S NOTE: Next week, details about Blure's syndicated product.
Ellington's Soul Lives In His Music

By LEROY ROBINSON

LOS ANGELES—On May 27, 1974, Edward Kennedy Ellington was laid to rest in New York at the age of 75. It was ironic that this man should be memorialized on that day, along with our dead heroes of past wars. But it is also fitting because this man fought his own wars; the kind of wars that left no casualties, that left no spoilage, or any unhappiness.

It was an unusual war, perhaps bringing about brotherhood through music, but it was a triumphant war after more than half a century of daily battle by the man we all came to know and love as "Duke.

Many of us who knew Duke through our parents because he first brought joy and happiness into their lives. He did it through his wonderful orchestra and his far-reaching music, which caused many a pair of happy feet to find a reason to dance. And because it was both black and white feet dancing to Duke's music, that was perhaps, his greatest sign of unity in a country that was lacking, for sure.

In later years, however, with unity still a major battle for Duke, he entered into a campaign of spreading knowledge and an understanding of his people, their history and struggle. He did it with such tone poems as "Black, Brown, and Beige," "Blue Bells of Harlem," and "Liberian Suite." They were heavy stories of the evolution of black people which Duke wanted to share with nonblacks who had obviously been deprived.

Duke, who was born in Washington, D.C., was believed to be a product of New York's Harlem. He had certainly spent a lot of time there, both with his orchestra and his thoughts; thoughts which created such wondrous work as "Sophisticated Lady," "Harlem Air Shaft."
DARLENE VALENTINE
SINGS
APRIL IS
THE MONTH
FOR LOVING

The Month For Loving

Special thanks to stations for moving so fast on the record

WINN
WAUE
WBRI
WHOK
WEET
WXEE
WOUB
WWN
WLON
WNNI
WLGN
WGBG
WHIZ
WTHI
WEWP

also reported in Gavin

Nashville Scene
By BILL WILLIAMS
Dana Douglas, who played the role of Ellie Mae Clampet for years in the "Beverly Hillbillies," has signed a recording contract with Chet Atkins Records in Nashville. President Don Smith negotiated the contract with Earl Owen and attorney R. David Ludwig. She will begin recording right away, after winding up an Alaskan tour... Benefits are still very much in evidence. A busload of retarded children were on hand at the airport when Freddie Hart arrived in Pueblo, Colorado, to do a show for mental retardation, and the city proclaimed a Freddie Hart Day... Chet Atkins took time off to visit the famed foundation at Warming Springs, Ga.

Leon Russell is touring the country with his Kustom 75 sound equipment, supervised by L.A. Kauffman, research development engineer from the Kansas firm... Jesse Browne and Grant Grieve are booked solid in Texas throughout June, July and August, including the re-opening of West World in San Antonio after expansion from a 100 capacity building to 1100. The dates were set by Glen Daniels and Chuck Raynes... Gene Pool Jr. is doing several promotions with local police departments in the Southeast, Billy Thundercloud back on the road working after a tonsillectomy... A new label with an interesting name is Broke Records... Monument's Larry Gatlin did a stint at the Tulsa in Boulder, Colorado, with marvelous Buffy St. Marie. He's also scheduled to play in the Youth-California Jerry Naylor Celebrity Golf Tournament August 11 at the Vailanae course.

Billy Holman has signed a new contract with Music Towne Records of Nashville, and his new release is a country-rock thing called "Rock Medley"... Producer Bob Johnston says he has cut a single for Tracy Nelson, without Mother Earth, and also will have her do a duet with a leading country artist... Howard Vokes has gone back into the country music park business, and will bring in acts at various places he books in that state... Danny Davis, whose life is a series of accolades, was praised by Frank Heidemaker Sr., publisher of the Gubler (Alb.) Times, for his activities at Point Aquarius, where he entertained at the golf tournament... Leroy Van Dyke, who has never missed a performance and has never been late, had to circumvent a big accident on the road in Missouri to keep his record intact, but he made it.

McA's Wayne Kemp is putting together his own band which will be getting traveling with him in July... Joanne Presert is spending a month off the road in June, but will need all her strength for Fan Fair... Arlene Harden's husband, Bill Dossman, has concluded his law studies is preparing to take the bar exam... Ray Geier is handling out wooden nickels to promote his fan club, which is sometimes as big as a team of horses... Johnny Bernard and Julie Jones are mixing radio promotion with their concert tours and getting strong reaction... Monument's Terry Lane, now managed by Carla Sunberg, has wound up a tour of Ireland and England, which included several network appearances... RCA's Gary Stewart is on a 12-city promotion tour in the east and midwest. Morning man Pappy Filbrook at WHIM in Providence says his traffic pilot, Captain Jack, gets nervous whenever a

Country Music

Nashville Scene
By BILL WILLIAMS

Jimmy McHugh Music, Inc.
GAMMON & GURREN: Production
SONNY CRAVER: Regional Promotion
Columbus, Ohio (614) 233-1335

alva RECORDS
9301 WILSHIRE BLVD.
BEVERLY HILLS, CAL. 90210
(213) 271-1967

"Crash" Craddock song is mentioned.
GRT has picked up the master of the Harrison Jones tune, "Tonight I'm Gonna Love You," from Tribute to give it national distribution... Paul Chris has finished putting together his new band, and its debut performance will be announced soon.
Don't let go of this record because it's top ten bound!

Mel Tillis & Sherry Bryce

'DON'T LET GO'

MGM #14714

Bookings:
ROGER TALENT ENT.
1722 West End Ave.
Nashville, Tn. 37203
(615) 327-3644

Exclusively on MGM RECORDS

From their exceptional album:
"LET'S GO ALL THE WAY TONIGHT"

MGM # SE-4937
Country Music
Acuff-Rose
Blue Crest Operation

NASHVILLE—Acuff-Rose expanded its publishing operation to an even greater extent last week with the outright purchase of Blue Crest Music.

Attorney Richard Frank, who handled the transaction, would say only that the sale involved a "substantial sum of money."
The catalog of nearly 1,000 songs includes scores of standards, and other tunes which have topped the Billboard charts.

Ray Baker, sole owner of Blue Crest, who made the sale, will be retained in an executive capacity with Acuff-Rose, according to Frank. All of the Blue Crest music will become part of the Acuff-Rose catalog.

The best-known writer for Blue Crest over the years has been Dallas Frazier, and he will not become part of the Acuff-Rose operation. Singer D. Shafer is another outstanding writer under contract.

Some of the hit songs for Blue Crest over the years include: "There Goes My Everything," "All I Have to Offer You Is Me," "I Can't Believe That You've Stopped Loving Me," "Johnny One Time," and "I'm So Afraid of Losing You Again."

Songwriters Assn. Joins in Filming

NASHVILLE—The Nashville Songwriters Assn. has participated in the filming of a television documentary produced here titled "The Songwriter," to be aired later on Public television.

Board members Bill Anderson and Harlan Howard, together with a group of members, who had attended one or more of the special courses at the University of Tennessee, spent considerable time on the filming, which took place at the university's extension here. Assistance was given by Dr. Guy Ruckman, professor of music at the university.

NSA also will be represented at Fan Fair here with booth information for all prospective writers. The organization also is in the process of moving to larger quarters in the Music Row area.

'Country Crossroads' Wins Gabriel Award

FORT WORTH—"Country Crossroads," produced for radio by the Southern Baptist Radio and Television Commission, has received the Gabriel Award for excellence from UNDA/LSA, formerly the Catholic Assn. of Broadcasters.

"Country Crossroads," produced by Jim R оформление, is heard on 529 stations across the nation and was cited for excellence determined by arbitrary, informational, educational and technical approaches.
The Gabriel Award and the certificate of merit to a companion show, "Master Controll," were presented at an awards ceremony in Phoenix.

"Country Crossroads" is hosted by LeeRoy Van Dyke, Bill Mack of WBAF-AM, Fort Worth, and Jerry Clover.

---

Country Music Weekly

Country Music
Acuff-Rose
Blue Crest Operation

NASHVILLE—Acuff-Rose expanded its publishing operation to an even greater extent last week with the outright purchase of Blue Crest Music.

Attorney Richard Frank, who handled the transaction, would say only that the sale involved a "substantial sum of money."
The catalog of nearly 1,000 songs includes scores of standards, and other tunes which have topped the Billboard charts.

Ray Baker, sole owner of Blue Crest, who made the sale, will be retained in an executive capacity with Acuff-Rose, according to Frank. All of the Blue Crest music will become part of the Acuff-Rose catalog.

The best-known writer for Blue Crest over the years has been Dallas Frazier, and he will not become part of the Acuff-Rose operation. Singer D. Shafer is another outstanding writer under contract.

Some of the hit songs for Blue Crest over the years include: "There Goes My Everything," "All I Have to Offer You Is Me," "I Can't Believe That You've Stopped Loving Me," "Johnny One Time," and "I'm So Afraid of Losing You Again."

Songwriters Assn. Joins in Filming

NASHVILLE—The Nashville Songwriters Assn. has participated in the filming of a television documentary produced here titled "The Songwriter," to be aired later on Public television.

Board members Bill Anderson and Harlan Howard, together with a group of members, who had attended one or more of the special courses at the University of Tennessee, spent considerable time on the filming, which took place at the university's extension here. Assistance was given by Dr. Guy Ruckman, professor of music at the university.

NSA also will be represented at Fan Fair here with booth information for all prospective writers. The organization also is in the process of moving to larger quarters in the Music Row area.

'Country Crossroads' Wins Gabriel Award

FORT WORTH—"Country Crossroads," produced for radio by the Southern Baptist Radio and Television Commission, has received the Gabriel Award for excellence from UNDA/LSA, formerly the Catholic Assn. of Broadcasters.

"Country Crossroads," produced by Jim R оформление, is heard on 529 stations across the nation and was cited for excellence determined by arbitrary, informational, educational and technical approaches.
The Gabriel Award and the certificate of merit to a companion show, "Master Controll," were presented at an awards ceremony in Phoenix.

"Country Crossroads" is hosted by LeeRoy Van Dyke, Bill Mack of WBAF-AM, Fort Worth, and Jerry Clover.
Country Music

15,000 Expected at 3rd Fan Fair; 200 Artists Ready to Participate

NASHVILLE—With some 8,000 fans already pre-registered, officials of the Third Annual Fan Fair here are estimating up to 15,000 will attend this year's consumer-oriented event June 12-16.

The pre-registration has exceeded last year's total by some 2,400, and the only problem now is accommodations.

"There just aren't enough rooms in this area to take care of all the people," says Jerry Strobel, promotion director for the "Grand Ole Opry," which co-sponsors the event with the Country Music Assn.

"We've sent them the list of available accommodations in nearby towns, advising them of the commuter distance, and many of them are taking advantage of it," he adds.

Fan Fair, organized in 1972, is a four-day event intended to give the consumer the opportunity to meet favorite country acts, see them perform, attend parties and dance all day and all night. It is an outgrowth of the "Grand Ole Opry" birthday celebration in October, which is industry-oriented. So many fans were trying to attend the annual event that the CMA and the "Opry" came up with joint plans for sponsorship of the June program, which has grown from 3,000 registered guests the initial year to the current figure.

Most major labels and some independents are taking part in the Fan Fair, showcasing their leading artists and their new acts. It's estimated that more than 200 artists will take part.

The event begins with a bluegrass festival on June 12 and concludes with an old-time fiddler's contest the following Sunday. In between are a string of activities, mostly shows for the registrants.

On the Monday night preceding Fan Fair, the International Fan Club Organization, representing several hundred groups around the world, will have its annual banquet and already is sold out.

Another special added attraction this year is a softball tournament featuring eight teams. The final of this will play an exhibition in Atlanta Stadium prior to a Braves baseball game.

Teams entered are those of Billboard, Conway Twitty, Bill Anderson, Dot Records, RCA Records, Columbia Records, WKBW-AM, and WSHU-AM. The winners also will be entered in the nationally televised Conway Twitty tournament in Oklahoma City in August for the benefit of Muscular Dystrophy.

Sounds and Styles Show Slates Awards to Women

NASHVILLE—Nashville Sounds and Styles Show, an annual event featuring wives of country music artists, will include an award show this year for the women who have contributed their time and efforts for scholarships over the years.

The show, which offers style with entertainment, has a guest list which includes Del Reeves, Mel Street, Guy Shannon, Jeannie Bar, Crystal Gayle and the Becky Brown Dancers. Mrs. Bar, the wife of Bobby Bare, while Mrs. Brown is the wife of Jim Ed Brown.

The show will be hosted by recording artist Richard Garratt, and by fashion coordinator Betty Borth. A special award will be given to this year's chairman, Bernice Putman, and her songwriting husband, Curly Putman, for their contributions.

The show is sponsored by the Music City Chapter, American Business Women's Association, with the proceeds providing scholarships for underprivileged girls.

The two-hour show, to be held June 17 at Belmont College, is produced this year by Maryanna Moore.

The First Big Splash of Summer! Tex Williams' New Single

"Those Lazy, Hazy, Crazy Days of Summer"

BY DEMAND FROM HIS ALBUM ON GRANITE RECORDS AND GRT TAPES

PUBLISHING: ATV MUSIC GROUP (213) 462-8933
PRODUCED BY: CLIFFIE STONE
MANAGEMENT: VAN BARKER (213) 985-1908

Cherish, Beckwith Sign Distribution, Marketing Pact

NASHVILLE—Cherish Records has entered into an agreement with Tom Beckwith, Leisure Time Marketing Inc., Atlanta, for marketing and distribution representation.

Beckwith's first project will be a major campaign for Buck Finley, a singer just signed by Cherish. A kick-off campaign for the artist was held at ASCAP here, hosted by Ed Shea.

Finley, whose first single release is scheduled this week, also has an album in the works. Following participation in Fan Fair, he will have on a 40-city, 15-state promotional tour.

Fred Vail, vice-president of Cherish, says the signing of Finley is the beginning of a reorganization of the company, and the first major move to change Cherish from a custom label to a full-line record firm. The label will be announcing other releases shortly.

"Boogie Woogie," From the Man Who Made the Harmonica the Biggest Instrument in the Country: Charlie McCoy

CMA Instrumentalist of the Year Charlie McCoy is the Boogie Woogie Harmonica Man of Nashville, U.S.A. His new single, with Barefoot Jerry, out just a few weeks, is top country station in 63 major markets across the country. It broke on the charts at a bullet No. 89, and it's rising.

"Boogie Woogie," Charlie McCoy's hot new single.
On Monument Records.
Latin Music

Latin Scene

MIAMI

TR Records has signed an agreement with CBS Records for distribution of TR product outside of the U.S. . . Feltlow (Gema) has a new LP on the market, "Quiero Vencer, La Salsa," and, on the same label, Tata Ramos' "La Voz Indoluble de Tata Ramos." LP is selling well locally. Ramos is currently playing Johnny's Place, a local club. . . Alhambra Records has made arrangements to distribute all Sound Triangle disks in Puerto Rico, including product by such artists as La Suela, Jovenes del Hierro, Wild Wind, Opus, and Ray Fernandez, among others.

Word has it that Jose Fajardo will return to the Club Número Uno. Fajardo is also expected to sign a recording contract within the next month. . . Peerless Records has released Los Baby's new single, "La Fiesta de Blas." . . . Velvet Records is releasing Sophy's new single "De Acusteras De Mi," along with her latest LP. . . Tipica Novel (TR) opened at the Centro Español here May 29. While in town they'll also play a dance and tape television appearances. . . Blanca Rosa Gill's recent club appearance here has boosted sales action on her latest LP on International Records. . . Miami Records has released Formula's V's "La Fiesta de Blas." Album. Also, Miami is releasing Pedro Villar's new album. Villar has long been known as a leading composer in the Latin market.

ART (ARTURO) KAPPER

NEW YORK

Jerry Massucci, Fania Records president, recently returned home from a European trip, during which he signed a three-year license agreement with Vaya Records with the Society Francaise Du Son in Paris. He also obtained permission from the French company to release an LP containing a performance of Manu Dibango with the Fania All-Stars at Yankee Stadium. . . Olga Guillot opened at the Chaute Madrid here Wednesday (5). Joining her on the bill is Marcelo's Ballet Español. . . Joe Battan's "Saludos!" LP, having crossed over into the R&B market, and the group Mocedades' "Enes Tu" single, having crossed into the pop market, have a number of top Latin executives, both here and in Miami, scouting the Latin music market for product with similar potential.

Carnegie Hall was the scene here for the Trio Alegre All-Stars concert May 31. It proved to be a success for both audience and artists alike. . . . The Fania All-Stars play Carnegie Friday (7). Curacao Wednesday (12), Panama (13), and New York July 26.

JIM MELANSON

The June 22nd issue features Billboard's second annual focus on the dynamic growth of Latin music in key U.S. markets

THE EAST

FLORIDA

THE MIDWEST

TEXAS

CALIFORNIA

A look at today's artists, at media, at the producers——at the distribution picture of one of the most vital repertoire categories of the 70's.

CALL YOUR
BILLBOARD
EXEC NOW!

LOUISIANA: New York:
1534
Bill Morris
P.O. Box 596
Chicago, Ill.
1005
Bill Morris
P.O. Box 596
Chicago, Ill.
1534
Bill Morris
P.O. Box 596
Chicago, Ill.
1534
Bill Morris
P.O. Box 596
Chicago, Ill.
OUR BIG ANNUAL JAZZ GIG!
FEATURING
THE SOUND OF JAZZ TODAY
QUINCY, ROBINSON, ET AL ON ARRANGING
THE IMORTAL DUKE: STANLEY DANCE
NEW YORK'S JAZZ SCENE
THE CROS-SOVER FACTOR
MERCHANDISING: WHO SELLS WHAT?

--- AND MUCH, MUCH MORE

BILLBOARD’S JUNE 29TH ISSUE

DEADLINE: JUNE 19TH
CALL YOUR ACCOUNT EXEC RIGHT NOW.

LOS ANGELES:
Bill Moran
800 Sunset Blvd.
L.A., Calif. 90069
(213) 273-3042

CHICAGO:
Jill Hellman
150 No. Wacker Drive
Chicago, Ill. 60606
(312) 644-6816

NASHVILLE:
John McCarthy
1719 West End Ave.
Nashville, Tenn. 37203
(615) 328-3285

NEW YORK:
Bill Waldron
1 Asia Plaza
New York, N.Y. 10036
(212) 764-7300

Copyright 1974. Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.
Col's ‘Switched-on Bach’ Tops Mil Copies Sales

NEW YORK—William Col, who has signed an exclusive long-term agreement with RCA Victor's Music Corp, is being called the first in a new generation of virtuoso keyboard players. Col's new album, "Switched-on Bach," which he recorded with the Philadelphia Orchestra, has sold over one million copies in the U.S. Since its release in October, 1968, the album has been hailed as a landmark in the field of electronic music and has been widely praised by critics and performers alike. The album features Col switching to various electronic keyboards and synthesizers to create new and exciting interpretations of Bach's music. The success of "Switched-on Bach" has inspired other performers and producers to explore the possibilities of electronic music, and it is expected to have a significant impact on the music world in the coming years.

**MUSIANCE**

**SUNRIS**

**TODAY**

**JUNE 8, 1974, BILLBOARD**

**Easy Listening**

**Classical Music**

**MERC GOLDEN IMPORTS—QUALITY PAYING OFF**

NEW YORK—The conversion of the Mercury classical catalog, begun last November with the initial release of Mercury Golden Imports, has continued in 1974 with the two subsequent releases. The decision to venture into this market, with which the best of Mercury is reappearing in a full-price Philips pressesize format, just how incon- structible fine classical performances and recordings really are, according to the limitations of the classical division. The en- sumers today, in addition to good performance and presentation, look for superior sound in which Mercury was a pioneer, it said. "The sales volume of the Mercury line was extremely good, not just on new releases, but also on a continuing basis, which is certainly proof of the classical consumer's overriding interest in quality prod- ucts.

There have been over 30 disks released to date, and at least another 30 are in various stages of production and production for later this year and for 1975. The eventual total number of Mercury Golden Import albums will be established. The May release brought an album of Sibelius Marches by Frederick Fennell and the East- man Wind Ensemble; the Two Suites for Orchestra by MacDowell performed by the Buffalo Orchestra, and the Eastman-Rochester Orchestra; a collection entitled British Band Music, performed by Frederick Fennell and the Eastman Wind Ensemble, the Chausson Symphony in B-flat and Chausson’s "Love for Three Oranges Suite" and "Soyan Suite" along with Bartok’s "Miraculous Mandarin Suite"; the Dvorak "Slavonic Dances" (com- plete) and excerpts from Smetana’s "The Bartered Bride" in a two-record set featuring Dorati and the Minneapolis Symphony; and finally a three-record set of the legendary Starker performances of all the Bach Suites for Unaccompanied Cello.

MURRAY PINCHOT, solo flutist of the Chicago Symphony Orchestra, records his contribution to Music Minus One’s New Laureate Series of Con- cert Solos. He joins 16 other musical in- luminaries, including Julius Baker, Mason Jones, Armando Ghi- no, Vincent Abate, Keith Brown, and Stanley Drucker, who have par- ticipated in this project. He has ap- peared on the Columbia and RCA la- beis. The Laureate Series features music chosen from the MEOC ap- proved list of concert solos, and is graded according to the criteria of each organization. Each LP also of- fers a piano accompaniment for the same compositions for at-home practice. The printed music book contains the solo parts for the re- corded selections, and a coment- ary by the artist outlining his approach to the music.

Col’s ‘Switched-on Bach’ Tops Mil Copies Sales

NEW YORK—William Col has signed an exclusive long-term agreement with RCA Victor's Music Corp, Music was announced by Joseph Amsler, president of RCA. Marc, vice president of RCA. Marc will represent all of the mus- ical works of the pianist Rudolf Buchbinder, whose "Gerstwin" album for Nonesuch records released the classical best- seller of all time. The album has sold over one million copies worldwide. Col has recorded widely for Nonesuch, in- cluding his album "Mailbox Bouquet," which only includes works written by Scott Joplin, and some com- paratively recent works. Col's latest composition, "Frescobol," a 28-minute work for two pianos, harp and harpsic- chord, was recorded by the duo pia- no team of Bruce and Pieree Maitland for Columbia Master- works, and is due for release on Nonesuch later this month.

In addition to completing three record albums as a performer, Col is editing a book with a score for a new motion picture due to be released this summer and is completing a new recording for the Northwest Music Festival in Portland this summer.

On the music staff at the Univer- sity of Michigan, Bobcol teaches composition and theory. Marc is currently preparing a monograph of Prokofiev as well as a new piano recital by Col, "Raggin' Rudi," a tribute to Rudi Blech.

**Classical Notes**

**The San Diego Symphony Orches- trata programmed many Treu- ral works with Eugene Ormandy con- ducting at the Civic Center May 30. Ormandy's program included the famous, well- known, and made and sold more records than any other conductor-orchestra team in the U.S.

**... DORTMUND Symphony Orches- trata named Aldo Ceccato as music direc- tor for three years. ... Young Vien- tiane pianist Rudolf Buchbinder, who has recorded for Teleedel, set dates for U.S. University of Roch- ester's Eastman School of Music has received a gift of $50,000 to establish a Classical Music Scholarship Fund for young musicians.

Benno Goodman opens Blossom Music Center June 27 in gala pops concert, by Cleveland Orchestra under direction of Erich Kamehl. ... Lili Kraus will conduct a master class June 26 at Texas Christian University. She's serving as artist-in-residence at the university. ... Pitts- burg Symphony Orchestra Chamber Orches- trata toured Virginia Islands in resi- dency program. ... Cleveland Orchestra last week for second tour of Japan. Music director Lorin Maazel will conduct 12 concerts in seven cities.

Cecile Staub Gerhart Scholarship Fund the prime mover, Gert- hauf Goodman opens Blossom Music Center June 27 in gala pops concert, by Cleveland Orchestra under direction of Erich Kamehl. ... Lili Kraus will conduct a master class June 26 at Texas Christian University. She's serving as artist-in-residence at the university. ... Pitts- burg Symphony Orchestra Chamber Orches- trata toured Virginia Islands in resi- dency program. ... Cleveland Orchestra last week for second tour of Japan. Music director Lorin Maazel will conduct 12 concerts in seven cities.

Cecile Staub Gerhart Scholarship Fund the prime mover, Gert- hauf Goodman opens Blossom Music Center June 27 in gala pops concert, by Cleveland Orchestra under direction of Erich Kamehl. ... Lili Kraus will conduct a master class June 26 at Texas Christian University. She's serving as artist-in-residence at the university. ... Pitts- burg Symphony Orchestra Chamber Orches- trata toured Virginia Islands in resi- dency program. ... Cleveland Orchestra last week for second tour of Japan. Music director Lorin Maazel will conduct 12 concerts in seven cities.
FOR SALE

POP STAR POSTERS
Trade inquiries invited for range of low cost, high quality color printed posters. Special orders welcomed. Direct mail only, fast delivery in Europe. Quick delivery. Sample 100 for £5 minimum freight. Cash with order. Special discounts for large quantities.

Address: To P.O. BOX 2115, London, W.11

MISCELLANEOUS

POSTERS
FOR SALE

/POSTERS POSTERS POSTERS POSTERS
Large selection of prints. Incl.-Bury-Body Oil-Headpaves
WHOLESALE ONLY
Send for free catalog:
F.D.C. GRAPHICS
5000 Cook Rd.
Belleville, Mich. 48111

BILLBOARD ON MICROFLM
Monthly issues of articles from any of these issues may be obtained from BILLBOARD Publications, Inc., for $3.00 per page or $30.00 per year. 
Includes copies of additional and for further information contact: 
Martin Feudy 
General Services 
Billboard Publications.

BILLS WANTED

FOR SALE

A.H. Leavitt, Collector Antiques, Fine Furniture, Fine Art, etc.
Also handle rare items. Students, collectors and dealers welcome.

DISTRIBUTORS WANTED

and MANUFACTURERS REPS

Black Starr type cases and envelopes. 
Most superior and highest quality mailers and coated metal type cases. 
A well known mailer company for over 40 years. 

DISTRIBUTORS WANTED

UNION RECORD COMPANY, Inc. 604 E. Market St., Suite 10, Richmond, Indiana, 47374, with its own address and $.05 per case postage. 
We do catalog mailers and mailing envelope cases. We also make cases in the U.S.A.

Billboards

DISTRIBUTORS WANTED

(Continued from Eastern States) George Back- 
Vision Enterprises, Inc. 834 W. 23rd St. (Dept. 5) New York, N.Y. 10011.

DISTRIBUTORS WANTED

PRICED TO SELL

P.O. Box 20867
Lincoln, Ne. 68501

WANTED TO BUY

PORTABLE BASKET BALL COURT

WANT TO BUY OR LEASE

400 Pollard St., S.W. Boston, Mass.

P.O. Box 19143, Detroit, Mich. 48211

or call 313-394-0211

RECORD MADE FROM YOUR TAPES

P.O. Box 19143, Detroit, Mich. 48211

or call 313-394-0211

QUALITY PHONOGRAPH TAPES

P.O. Box 19143, Detroit, Mich. 48211

or call 313-394-0211

RECORD MADE FROM YOUR TAPES

P.O. Box 19143, Detroit, Mich. 48211

or call 313-394-0211

QUALITY PHONOGRAPH TAPES

P.O. Box 19143, Detroit, Mich. 48211

or call 313-394-0211

QUALITY PHONOGRAPH TAPES

P.O. Box 19143, Detroit, Mich. 48211

or call 313-394-0211

QUALITY PHONOGRAPH TAPES

P.O. Box 19143, Detroit, Mich. 48211

or call 313-394-0211

QUALITY PHONOGRAPH TAPES

P.O. Box 19143, Detroit, Mich. 48211

or call 313-394-0211

QUALITY PHONOGRAPH TAPES
Bubbling Under The 100

101 - LEAN IT ALL ON ME, Diana Ross, Oct 1767 (Fonzo)
102 - STANDING IN THE RAIN, The James Gang, Oct 1766
103 - HONEY HEE, Gloria Gaynor, MGM 1706
104 - TELL ME SOMETHING GOOD, Rufus, ABC 11427
105 - SADIE TAKE A LOVER, Sun records, A&M 1523

Bubbling Under The Top LPs

251 - CHARLIE ROY, Foul Reality, Mercury SRI 27055 (Phonogram)
252 - DAVID CARMAN & JOHN DATES, Abandoned Lonesome, Atlantic 3D 7268
253 - KANSAS, Kansas Z 22317 (Columbia)

106 - ONLY HAVE EYES FOR YOU, Mel Carter, Ria 716 (Motown)
107 - BURBON STREET, Warner Bros. B 7039
108 - THE NIGHT CIRCUS DEED, Paper Lace, Mercury 73492 (Photo gram)
109 - SWEET STUFF, Sylvia, Vibration 329 (All Platinum)
110 - YOU KEEP ME HEARING (Ringing), Ann Peebles, W 2286 (London)

Ellington's Soul Lives

- Continued from page 28

"Mind Indigo," "Solitude," and the incomparable "Take A Train." But while they were not just another famous works. They were extended tributes to his family, and the first real soul music. After a while, Duke's music became the expression of America for people of foreign shores. Duke's music also came to the attention of such musical authorities as Stravinsky.

Marks, Camillo Pact

NEW YORK—Musical's achievement in an important role in the careers of, among others, Duke Ellington. His legacy is his music and his music was his soul.
Continued from preceding page

"We tell customers who want to buy stereo but wonder what they would have if they wanted quadrasonic sound later that we do stock an adapter for 4-channel conversion of stereo," says Berryman. "We don't downgrade the idea but we don't pitch it hard either. We have a $39.95 adapter and twin speaker setup, which we display on the end of an island, but we point out to the customer that this does not result in pure 4-channel sound."

Are Penney's customers presold? About 50 percent are, he feels, though not all the way and all require some qualifying as to prices, whether their interests lie with stereo or 4-channel, whether they want built-in track recorders and player or just the track unit, or just the record player.

Among built-in places, Penney's has in closing sales a special credit plan, a time-pay account plan which offers longer term and low payments.

By using this plan for electronics purchases, Penney's customers free their revolving charge accounts for other purchases. This optional credit plan is an important item in closing sales, Berryman says.

Another feature which helps so wrap up deals is the written warranty covering 90 days on labor and a year on parts. It is mailed to the customer after the sale from the service center and is taken off the sales tickets. The warranty program is strengthened by a plan that extends the labor warranty to a full year and is priced at $9.95. This extended warranty plan is stressed with customers.

The volume in automotive stereo at this store, which is stocked in the showroom of the detached automotive center, runs 50-50 in dash and hang-ons. Until recently one side of a 30-foot gondola located in the showroom was devoted to showing pre-recorded 8-track tape with the idea of picking up up to 40 sales among car owners.

The first three months this experi-

ment was made only a handful of tape sales were generated and the desire was to shift the tape to the store's regular software area. This space was then utilized for showing more hang-on units and with the improved selection earns a measurable pickup in hang-on sales.

Both hang-on and in-dash units are made for Penney's by a Japanese manufacturer and carry the "Penncresl" label. Prices of the hang-on units range from $32.95 to $59.95, and a big turnover represented by the $49.95 and $59.95 units. Basically, the hang-on stereo buyer is young, according to Tom Trumble, automotive sales manager, and finds that merchandise fits his pocketbook.

In-dash stereo prices range as low as $69, but an 8-track player AM-FM radio multiplex unit priced at $99.95 outguns all other units in sales.

The offer of on-the-spot immediate installation packs no little clout in pinning down in-dash sales, according to Trumble, who explains that installation charges are based on number of speakers, whether installation is to be in the rear deck, roof or door.

The in-dash panel display consists of about 15 units set up with speakers ready for demonstration and is located by the entrance to the service department. Demonstrations are de-

sign to permit buyers to make comparisons of the sounds of the various units.

In automotive, as in home stereo, the consumer has the option of extending the regular 90 days labor and year on parts warranty to the full year's coverage on labor for $9.95. And in this area, as in home stereo, the extended warranty is an effective closer.

Automotive stereo is advertised in the newspaper six times a month, sometimes in automotive comics ads, other times in ads which accent this equipment exclusively. "We like ads," says Trumble, that convey the message that we have a good selection for both in-dash and hang-on buyers. We like the idea of appealing consistently to both types of buyers. We're in such an attractive price area on our units we don't have to do a lot in the way of price-breaking to get results in ads. Pushing our regular prices and our ready installation gets business."
Penney Push On Quadrasonic and In-Dash Car Stereo

EDITOR'S NOTE: Guidelines for rehandling software and players of Penney's come from New York, here Bob Gagnarini is home and car stereo buyer and Russ D'Agostino buys tape and records. The first part of this profile of the 16-unit Kansas City district (Billboard, May 25) concentrated largely on software.

KANSAS CITY, Mo.—J. C. Penney stores are aggressively pushing 4-channel and in-dash car stereo as two leading consumer electronics items. A good example is the Blue Ridge Mall full-line store here.

On the second-level electronics hard-lines floor, three sales specialists receive training in the fundamentals of selling 4-channel sound and how to deal with power rating data. They also perform up selling and customer-qualifying techniques.

Francis Berryman, department manager, is in the key to this area and he and his three cohorts are deep into 4-channel sound demonstration and sales.

"The name of the game in selling stereo is product information," Berryman believes.

"We get it in training film and in manufacturers' literature but down-to-earth expertise comes from fielding customer questions on the floor. We have wattage charts on all pieces of equipment. Many stereo shoppers are confused on the difference between actual wattage and peak power output ratings. We tell these customers that Penney's talks in terms of RMS ratings but that if they want peak power output ratings, we can provide them.

"There's not only confusion but some customer caution setting in on equipment power rating," says Berryman. "People looking at equipment at discount stores are told a piece has 50 or 100 watts and then we come in with our 5-watt figure and a questioning look flashes across their faces. Then we go into our over-simplified explanation of RMS rating and peak power ratings."

Step up selling tactics center on the hard facts of what a customer gets for more money. This is the kind of information customers are responsive to, says Berryman. People realize they are investing in equipment that will last five or 10 years and they'll dig up $50 or $100 extra if you can show them where it is smart shopping. Demonstrations at this store start with component setups, then move to the medium-sized sets and then move to the higher ranges. When this strategy is followed, customers have a tendency to step themselves up as they note the difference in the sounds. The component room display includes about 14 different demonstration-ready combinations of turntables, amplifiers, speakers and tape decks, all stamped with Penney's "Pendie" label. The component in these "packages" are balanced to the speakers and prices range from $179 to $349 with a lot of the business done in the $279 and $299 range.

Two speakers are placed on opposite sides of the component room for use in demonstrating 4-channel systems. Normally, three units are available for demonstration and prices are from $279 to $349 with a $300 4-channel multiples outfit with extra jacks for external speaker and additional tape deck, a big seller. Young married account for a large portion of 4-channel sales, says Berryman. One of the tough problems in selling 4-channel, Berryman believes, lies in tackling the bewilderment of many buyers over the difference between matrix and discrete sound. Berryman says he and his salesmen have experimented with detailed answers which included a lot of technicalities on the difference. In most instances, this served only to further perplex the shoppers. Now he says they often explain the difference in the simplest possible way.

(Continued on following page)
Memphis Group Will Push Country Sound

MEMPHIS—Due to the resurgence of country music here, a new organization known as Country Memphis Style, Inc., has been formed to promote the country sound from this city.

With more rock and soul artists turning to country, and radio formats following suit, the need for such a promotional arm was obvious, according to the founders.

Among the original Memphis-based artists in the country field today are Charlie Rich, Johnny Cash, Jerry Lee Lewis, Carl Perkins and Elvis Presley, the latter selling in all fields.

Austin Arena Schedules Top Country Artists

AUSTIN, Tex.—The new Phillips Menn Arena, one of the largest covered installations for entertainment in Texas, has just opened its doors with a top list of country artists.

Ray Stevens is the opening act, followed by shows of George Jones, Tammy Wynette, Danny Davis and the Nashville Brass, Linda Lintz, Lorrie Lynn, Cal Smith and Freddie Hart.

The arena, in addition to its country entertainment, will handle such events as horse shows, rodeos, basketball games and the like. Present seating capacity is 6,600, with plans to expand it to 15,000.

The arena is owned by T.P.A.J. Corp., which has engaged MBA Productions of Austin as exclusive entertainment consultants. Roy Montgomery has been named entertainment director.

Melba Montgomery Gains Exposure With Country Hit

NEW YORK — Having broken through as Elektra/Asylum's first country success, Melba Montgomery is now going strong in the television and personal appearance fields.

She has appearances set on the "Mike Douglas Show" and "Midnight Special," as well as a Central Park appearance in New York this summer.

"No Charge," her recent No. 1 country single, is being duplicated by the album of the same name, which is climbing Billboard's country survey.

Although she has had top 10 country singles in the past, "No Charge" is her first top tune as a soloist.

Peep-Southern, Shade Tree Music Ink Pact

NEW YORK—Shade Tree Music, owned by Merle Haggard and Peer-Southern Publications have entered into an agreement for printed music representation.

Sheet music already is available on Haggard's recent success, "If We Make It Through December" and his current release, "Things Aren't Funny Anymore."

A personality fad entitled "Merle Haggard Today" is scheduled for release shortly and will include Haggard's top hits of the 1970s.

“Our purpose is to help promote country music produced in Memphis,” said Jim Queen of River Records, chairman of the group.

“We will work with Memphis Music Inc. and the Memphis Songwriters Association in helping publicize what is happening here.” He also said the group would work within the framework of the Country Music Association “in helping promote Memphis-produced country records.”

Memphis Music Inc. speaks for the $125 million annual recording industry here. The Songwriters Association was formed to help writers get their material placed in the Memphis studios.

One of the first promotional steps will be a weekly radio show on KWAM-FM, a country outlet, with guest artists taking calls from the public. There also will be promotional shows, the first of which is scheduled for the Overton Park shell Aug. 1. It will feature O.B. McClinton, Tommy Ruthe, Ace Cannon, Sam Dorence, Pautie Tyler, Beverly Wilks and Jack Cocker.

The new organization has an impressive list of directors, which includes: Queen, Wayne Jackson, leader of the Memphis Horns; Ted Sturgis, Audio Dubensus; Renee Brooks, Fretime Records; Lewis Willis, Allied Recording Studios; Johnny Phillips, Select O-Hits Records; Knox Phillips, Sam Phillips Studios; Eddie Ray, Sounds of Memphis Studios; and James King, Commercial Appeal. Legal counsel for the group is Martin Berlant, with the law firm of Hazel, Harsh, Crawford and Streibich. Bob Taylor, president of the Memphis Federation of Musicians, is an advisor to the organization.
Audio/Video Imports Down In 1st Quarter

By MILDRED HALL

WASHINGTON—First quarter 1974 U.S. imports of audio and video products totaled $371 million, down 7.4 percent from the $401 million total in the January-March 1973 period, Commerce Department reports.

The first quarter shipments from Japan dropped 11 percent to $190 million total, down $8 million from the corresponding 1973 period,

But Taiwan imports here, valued at $87 million, were up over 44 percent for the first quarter, indicating a corresponding increase in the import volume. Korea registered the highest gain of any foreign supplier, up 193 percent to $15 million, also due to rapidly expanding Korean electronics armament.

Continuing a trend of recent years, U.S. electronics shipments to the several 10 nation blocs were down. U.S. textiles shipments remain high, however, according to the government.

(Continued on page 43)

* * *

Innovations in tape and video equipment will be the center of attention at the 1974 Chicago Consumer Electronics Show, scheduled for Chicago June 9-12.

According to Charles Kain, executive vice president of the National Association of Electronics Retailers (NAER), 10 of the new systems will be made available with a wide range of television, tape and speaker combinations.

Kain disclosed that these units with 8-track recording capabilities will be receiving increased interest by U.S. consumers and pointed out that the 1973 model had a demand for $300,000.

Kain said that both units will be identical in that the equipment in full-size full-color tape recorder on the Chicago. The top executive further disclosed that the unit will be fully compatible to continue manufacturing the line’s model No. C4-3242, which is the basis of a full line of units. These are the basic units and are tagged at $300 and $400 respectively.

Kain assured that the emphasis in modular stereo units was on units with 8-track players and that the only units being produced for the next two years were being made available with 8-track players.

JVC: First IC Chip CD-4 Q’ Receiver

NEW YORK—JVC America will introduce what it believes to be the world’s first CD-4 4-channel receiver, which will incorporate a CD-I chip demodulator in the upcoming Summer Consumer Electronics Show scheduled for Chicago in June.

The chip will be incorporated into the JVC model 546X0 CD-4 4-channel receiver, which JVC technicians are billing as the most advanced record playback system available on today’s market.

In addition to its advanced circuitry and automatic carrier level control, the 546X0 also features a special low-distortion decoder for all of the matrix systems including SQ. There are an exclusive 4-channel ready FM section for discrete FM broadcasts if and when they become a reality. The unit will carry a price tag of $395.95.

Also billed as a world first by JVC is its new 8-track record playback deck with built-in automatic noise reduction circuitry (ANRS). This unit, an exclusive JVC technique, forward switch, pause control, a professional VU meter, two record level controls, selectable automatic program repeat and automatic program repeat and manual trim and full speaker selection. The unit is designed to meet the exacting demands of the professional market.

Continuing the new 4-channel line is the model 546X0 CD-4 receiver with 400 watts of HI power, special BT circuitry so that the front power is doubled when used in a stereo mode with the unit up to 200 watts of power per channel.

The 546X0 places emphasis on ease of operation with a special circuit that switches automatically between the built-in CD-4 and matrix modes #1 and #2. This enables the listener to switch between the 4-channel mode and a full matrix mode without having to readjust the receiver after each change.

This unit also features a twin side panel CD 4-channel, low-distortion matrix decoders, and complete automatic matching between CD-4 and matrix and stereo modes. Other features include a special 8-track SE leap tone control system that provides for the record and equalization calibration. The unit also provides two tone input and noise reduction inputs and outputs, remote control balance provision, tape monitor and full speaker selection.

The FM section is described as being highly sensitive and ready for the discrete 4-channel broadcasts.

(Continued on page 44)

Lampoon’s Demo to Stick In Ear

By RADCLIFFE JOE

NEW YORK—National Lampoon has developed a demonstration hi-fi record, "Stick It In Your Ear," which will be made available to all advertisers at the Summer Consumer Electronics Show for distribution to dealers and consumers.

According to National Lampoon officials, "Stick It In Your Ear" is designed as a test record for hi-fi systems and is being packaged with specially prepared hi-fi primer, "The Birds & The Bees of Reproduction" type. This is calculated to entice as well as inform readers about their hi-fi equipment.

Distributed on the course of the CES, National Lampoon, and its advertisers will make some 15,000 copies of the LP and primer package available to dealers for charge of an introduction or a unique promotion.

Packaged also will be an order blank for dealers to purchase quantities of the package at $1.99 per package.

Lampoon’s distribution of the package to its advertisers will be based on per page of advertising, with each participating manufacturer receiving 100 demo records/primer for each page of advertising.

The National Lampoon, which hopes to distribute in excess of 105,000 copies of the package by the end of this year, will promote it through advertising in National Lampoon magazine, spots on the National Lampoon Radio Hour and point-of-sale promotions at nationwide hi-fi shows.

Blank Tape Promo: It’s Perfectly Clear

CHICAGO—In the "Why didn’t I think of that?) department, Lampoon has prepared a promotion on Watergate Blank Tape with the slogan "It’s Perfectly Clear(588,36),(781,74). The tape is in Audio-Magnetic private label and comes two C-60’s to a blister package for $2.98.

(Continued)
MARKMAN Co. president Mark Markman (light tie) and sales winners Mark Graby (left) and Carl Roberts. John Hollands, president, ISIR McDonald USA, poses with the winners too. Roberts exceeded $1 million in ’71 and Graby achieved thatfigure last year as both passed $2 million for the Calabasas, Calif., rep organization.

Audio, Video Imports Dip

- Continued from page 40

nations: 182,000 units, down 35.3 percent; home type radios: 7,415,000, down 21.9 percent; and phonographs/record players/turntables: 1,755,000, down 12 percent. Auto radios made a slight unit gain of one percent, totaling 1,991,000 although the dollar value registered a 6.4 percent increase over the 1973 first quarter.

In dollar value, auto radio imports were $22.8 million, a comparatively modest gain over the $21.4 million in first quarter 1973, which had registered an astonishing 70 percent gain over the 1972 first quarter. Tape recorders/players totaled $114.3 million, down 15 percent from the 1973 first quarter total of $139.4 million.

Import value of phonographs/record players/turntables was $54.9 million, up 5 percent from the $52.7 million total of 1973 first quarter. Radio/phonograph combinations dropped steeply in value, from $137.7 million in 1973 to $5 million this year, down 17.1 percent. Home type radios held their own with $94.7 million in the quarter, up 6.4 percent from $89 million in January-March 1973.

1st Quarter Report on Import Volume

1st Quarter ’74 Unit Volume vs. ’73

<table>
<thead>
<tr>
<th>Product Type</th>
<th>’73 Unit Volume</th>
<th>’74 Unit Volume</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home-type Radios</td>
<td>7,415,000</td>
<td>6,490,000</td>
<td>-12.5</td>
</tr>
<tr>
<td>Tape Recorders/Players</td>
<td>118,200</td>
<td>94,700</td>
<td>-19.5</td>
</tr>
<tr>
<td>Phonographs/Record</td>
<td>1,755,000</td>
<td>1,991,000</td>
<td>13.5</td>
</tr>
<tr>
<td>Players/Turntables</td>
<td>1,755,000</td>
<td>1,991,000</td>
<td>13.5</td>
</tr>
<tr>
<td>Auto Radios</td>
<td>1,991,000</td>
<td>2,249,000</td>
<td>12.5</td>
</tr>
</tbody>
</table>

Motorola Auto Units Not Hurt by TV Sale—Kusisto

CHICAGO—As Motorola Inc. announced the completion of the sale of its television operations to Matsushita Electric Industrial Co., Ltd., Mr. Kusisto, the president of Motorola Automotive Products reaffirmed that he had no negative impact on his division.

Oscar Kusisto says that the only real problem involved would be relocation of his headquarters to another Chicago-area location from the current Franklin Park operation.

The recently announced manufacturing of new Q8 tape units for one of the Big Four car manufacturers (Bilboad, May 11) in 1974 models on sale in fall 1973 will be handled in the new plant now on-line just outside Anthony, Neb. “We are very pleased with results to date,” he notes.

All production of 4- and 8-channel tape cartridge units, and other products now manufactured in the Quincy, Ill., plant will be phased out gradually through next year to the Texas facility. The Illinois plant will be taken over by Quasar Electronics Corp., the subsidiary of Matsushita and will establish as a separate company to continue Motorola TV operations.

Car Stereo

Motorola Auto Units Not Hurt by TV Sale—Kusisto

CHICAGO—As Motorola Inc. announced the completion of the sale of its television operations to Matsushita Electric Industrial Co., Ltd., Mr. Kusisto, the president of Motorola Automotive Products reaffirmed that he had no negative impact on his division.

Oscar Kusisto says that the only real problem involved would be relocation of his headquarters to another Chicago-area location from the current Franklin Park operation.

The recently announced manufacturing of new Q8 tape units for one of the Big Four car manufacturers (Bilboad, May 11) in 1974 models on sale in fall 1973 will be handled in the new plant now on-line just outside Anthony, Neb. “We are very pleased with results to date,” he notes.

All production of 4- and 8-channel tape cartridge units, and other products now manufactured in the Quincy, Ill., plant will be phased out gradually through next year to the Texas facility. The Illinois plant will be taken over by Quasar Electronics Corp., the subsidiary of Matsushita and will establish as a separate company to continue Motorola TV operations.

Audio, Video Imports Metric

- Continued from page 40

nations: 182,000 units, down 35.3 percent; home type radios: 7,415,000, down 21.9 percent; and phonographs/record players/turntables: 1,755,000, down 12 percent. Auto radios made a slight unit gain of one percent, totaling 1,991,000 although the dollar value registered a 6.4 percent increase over the 1973 first quarter.

In dollar value, auto radio imports were $22.8 million, a comparatively modest gain over the $21.4 million in first quarter 1973, which had registered an astonishing 70 percent gain over the 1972 first quarter. Tape recorders/players totaled $114.3 million, down 15 percent from the 1973 first quarter total of $139.4 million.

Import value of phonographs/record players/turntables was $54.9 million, up 5 percent from the $52.7 million total of 1973 first quarter. Radio/phonograph combinations dropped steeply in value, from $137.7 million in 1973 to $5 million this year, down 17.1 percent. Home type radios held their own with $94.7 million in the quarter, up 6.4 percent from $89 million in January-March 1973.

1st Quarter Report on Import Volume

1st Quarter ’74 Unit Volume vs. ’73

<table>
<thead>
<tr>
<th>Product Type</th>
<th>’73 Unit Volume</th>
<th>’74 Unit Volume</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home-type Radios</td>
<td>7,415,000</td>
<td>6,490,000</td>
<td>-12.5</td>
</tr>
<tr>
<td>Tape Recorders/Players</td>
<td>118,200</td>
<td>94,700</td>
<td>-19.5</td>
</tr>
<tr>
<td>Phonographs/Record</td>
<td>1,755,000</td>
<td>1,991,000</td>
<td>13.5</td>
</tr>
<tr>
<td>Players/Turntables</td>
<td>1,755,000</td>
<td>1,991,000</td>
<td>13.5</td>
</tr>
<tr>
<td>Auto Radios</td>
<td>1,991,000</td>
<td>2,249,000</td>
<td>12.5</td>
</tr>
</tbody>
</table>

Motorola Auto Units Not Hurt by TV Sale—Kusisto

CHICAGO—As Motorola Inc. announced the completion of the sale of its television operations to Matsushita Electric Industrial Co., Ltd., Mr. Kusisto, the president of Motorola Automotive Products reaffirmed that he had no negative impact on his division.

Oscar Kusisto says that the only real problem involved would be relocation of his headquarters to another Chicago-area location from the current Franklin Park operation.

The recently announced manufacturing of new Q8 tape units for one of the Big Four car manufacturers (Bilboad, May 11) in 1974 models on sale in fall 1973 will be handled in the new plant now on-line just outside Anthony, Neb. “We are very pleased with results to date,” he notes.

All production of 4- and 8-channel tape cartridge units, and other products now manufactured in the Quincy, Ill., plant will be phased out gradually through next year to the Texas facility. The Illinois plant will be taken over by Quasar Electronics Corp., the subsidiary of Matsushita and will establish as a separate company to continue Motorola TV operations.

If you own a fine bass, if you own a fine organ, congratulations. You're half way there. Now get into your JBL dealer's and finish the trip.
K151
18 inches. As much bass fundamental as two 15 inch drivers. Virtually unburstable. Two K151's can solve your burn-out problems. 150 watts RMS. Hear the earthshaker, the K151. $198.

K145
If the K145 looks different, wait till you hear it. Flawless definition. Bright! Punchy! Memorize that true acoustic bass sound. (Wouldn't you like to hear you on a K145?) 150 watts RMS. It's 15 inches and goes for $135.

Every JBL Musical Instrument Loudspeaker comes packed with a small piece of forever: a warranty, without time limitations, against manufacturing defects.

(Some of the finest musical instruments ever made are loudspeakers.)

James B. Lansing Sound, Inc./Professional Division 3249 Casitas Avenue, Los Angeles 90039
TO MILT GELFAND AND AUDIOMATIC

GOOD LUCK IN EUROPE
AFTER YOUR FANTASTIC OPENING

AND THANKS

MARSHALL RUBENSTEIN

RCA Bows Tape Unit

NEW YORK - The Parts and Accessories division of the RCA Corp. has introduced its first automatic cassette player with automatic reverse, with a suggested list price of $112.95.

The unit, model LR1570, is slightly larger than conventional automobiles, motor homes, recreational vehicles, boats and trucks, and utilizes a 12 volt DC negative ground power.

According to RCA officials, the unit plays both sides of the cassette automatically. Programs can also be switched automatically or through manual pushbutton selection.

The unit also incorporates an eject button designed to reduce the hazards involved in changing tapes while driving. There are also indicators which show the direction of the mechanism, the amplifier with integrated circuits, slide controls, tweeter balance, a dust cover for the protection of the front-loading slot, and automatic shutoff and eject.

Muntz to be Phased Out

Continued from page 1

Henry Fenchener, Clarion's operations vice president, admits his big- gest fears are the impact that suppliers will have on the new Clarion line, and that the new Clarion will continue to maintain the high standards and reliability of the Muntz line.

He says this will be accomplished with an intensive program of involving the 80 full-line distributors, approximately 700 key accounts and another 1,700 dealers that carry Clarion and/or Muntz units in a consumer marketing program.

A new group of in-store sale materials will be available this summer and co-op advertising is under review.

Clarion's plans for its major American thrust were outlined in an exclusive interview prior to the May 28 press conference announcing the new company, involving president Oyamada, Fenchener and Clark Yamauchi, the executive vice president.

Yamauchi emphasized that Clarion will continue its successful regional manager setup and will rely on key people to service distributors and dealers. The new management team also will be investigating some of the major outlaws who are now handling both tape hardware and software.

Oyamada is a firm proponent of the cassette over 8-track, although Clarion has a full range of both modes, including a new discrete quadrasonic 8-track unit that is selling well. He points to the fact that nearly half of all cars in Japan have stereo tape units, with most in the cassette mode.

Fenhencer notes that most of their in-dash units are coming off the production line with no name- plate. Clarion will continue its practice of encouraging dealers to order "empty"- and have the Clarion distributor install and service the unit. "This way," he explains, "the dealer doesn't have to worry about inventory, can offer a much wider range of options than the factory and get a much better profit on each sale."

Clarion now has an assembly kit program for all 75-74 Ford, Mercury and Chevrolet models to build to the dash. The relatively new auto- matic-reverse models are expected to make the first real dent in 8-track supremacy (Oyamada just smiled when asked if Clarion had any connection with RCA's recent announcement of its first auto-reverse cassette player).

"Our objective for the future," Oyamada later told a press conference, "is to achieve a leadership position of number one in the U.S. market in two years by developing and distributing quality products at competitive prices."

Clarion's entry into California dates back to 1966 when Clarion Shojo Co. Ltd., was established in Los Angeles. Five years later in 1971, Clarion acquired a controlling 60 per cent interest in Muntz Stereo Corp. of America as Oyamada decided to take a more direct involvement in the growing U.S. market. An East Coast branch was opened at Saddle Brook, N.J. last year.

Over the years both Clarion and Muntz have existed as separate lines, but as the industry evolved into combination AM-FM radios and more sophisticated in- dash and add-on units, the two firms began crossing paths more often.

Clarion Corp. of America is the result, with the advantages of a combined marketing team, expanded warehouse, engineering and research and development facilities to open lines in Laurelton, Calif. and expansion into the home market to bolster the car stereo market.

SAV-A-TAPE cassette repair kit contains splicing equipment, labels, instructions and all components necessary for repairing broken pre-recorded tapes. Set of two kits is $6.00.

PANASONIC introduces its NV-2125 1/4 inch video cassette recorder with built-in UHF/VHF tuners. Other features are a built-in RF adaptor for playback through a TV, automatic tape threading and dropout/noise compensator.

TeleX Wins Court Suit

MINNEAPOLIS, Minn.?A judgment by the United States District Court, in favor of the TeleX Corp. and TeleX Communications Inc., ordered the defendant, Royal Sound, to pay TeleX the balance due on tapes account and dissolved a distribution agreement existing at the time between TeleX and Royal Sound.

A petition for arbitration and counterclaim by Royal Sound were dismissed. The suit arose out of an international marketing agreement between the parties, says TeleX marketing vice-president, James S. Arrington.

Telex Wins Court Suit

MINNEAPOLIS, Minn.?A judgment by the United States District Court, in favor of the TeleX Corp. and TeleX Communications Inc., ordered the defendant, Royal Sound, to pay TeleX the balance due on tapes account and dissolved a distribution agreement existing at the time between TeleX and Royal Sound.

A petition for arbitration and counterclaim by Royal Sound were dismissed. The suit arose out of an international marketing agreement between the parties, says TeleX marketing vice-president, James S. Arrington.

JENSEN's new Model 17 two-way speaker features an 8 inch woofer and 3 1/4 inch direct radiator tweeter and computer designed crossover network. The cabinet is hand-rubbed oil-lacquer and suggested retail price is $69.00.

GE's "Strata II" three speed changer offers an 11 inch turntable, cueing control, a deluxe tubular arm with adjustable counterweight and a dust cover among its many features. The CAS60 lists at $74.95.

Pfanstiehl has cables & connectors

New from the same dependable source that makes SAME DAY SHIPMENTS of our line of Analog, Digital, Hi-Fi, and Computer Audio Cables, Connectors, Speaker Cables, Headphones, Adapters and more.

Pfanstiehl has cables & connectors

New from the same dependable source that makes SAME DAY SHIPMENTS of our line of Analog, Digital, Hi-Fi, and Computer Audio Cables, Connectors, Speaker Cables, Headphones, Adapters and more.

Pfanstiehl has cables & connectors

New from the same dependable source that makes SAME DAY SHIPMENTS of our line of Analog, Digital, Hi-Fi, and Computer Audio Cables, Connectors, Speaker Cables, Headphones, Adapters and more.

Pfanstiehl has cables & connectors

New from the same dependable source that makes SAME DAY SHIPMENTS of our line of Analog, Digital, Hi-Fi, and Computer Audio Cables, Connectors, Speaker Cables, Headphones, Adapters and more.
International News

Naptha Shortage Worries France
By HENRY KAHN

PARIS—the new French government has been asked by the petrochemical industry to think twice about the petrochemical industry, which is suffering from a 15 percent shortage, as far as the record industry is concerned—only 10 percent sales are down. Also, the shortage might well lead to new problems. The French government is considering a 33 percent value added tax, but it is not clear if the new government will be able to raise the value added tax. If not, the government has been asked to consider a 15 percent reduction in the value added tax.

The official price in France has been almost doubled by imports from Rotterdam and Genoa. The last French government, believing that the price should come down, held on to the official price, but American buyers entered the market instead of raising the price. The official price is about $115 which is about $20 lower than the French price. If the industry does not get satisfaction, the production of PVC might be curtailed, bringing possible far-reaching effects.

According to Mason Forester, of the Federation of American Industry, the French industry has not felt the effects of any shortage, although prices have had to be increased. Summer, however, is a very important season. New talent is often launched by the disco house parties in the South of France, whose leads are primarily in the French media. The government might also have to change some of the existing regulations, which are considered to be beneficial. At present, records are subject to 33 percent value added tax, the highest in Europe. It is known that the new government would like the tax to be more or less equalized in all European countries among them.

If this does come about, and no one believes it will be easy, the tax on discs could be reduced to 10, recording the more the company. It will depend, in the long run, on the situation in the rest of Europe. As France is not yet the most advanced, it might make a different approach to even economic questions for the benefit of industry and the consumer.

Ex-U.K. Chief of Bell Launches New Firm

Continued from page 3

U.K. Retailers Price War

Continued from page 3

CBS to Move Distrib Center

LONDON—CBS is about to start the gradual move of its distribution and administration setup to new West Los Angeles premises. The existing warehouse, in Barfly Road, West Kensington, was formerly occupied as an automobile maintenance center by the Rootes Group, and has floor space of over 100,000 square feet. The new move will mean that CBS will be located in a new building in the existing William Road depot.

"It is a spacious building which

Who’s Who on Rubettes Hit?

LONDON—PolyGram has issued an official statement to clarify the line-up of the Rubettes on the original, "Sugar Baby Love," which was submitted for the Eurovision Song Contest but which was omitted from the official entry list by the selection panel.

Alain Williams, one of the featured singers on the record, is now living in England, having been voted as the Rubettes hit of the week. He has been working with the band since the summer of 1975.

Alan "Prewer" Wilson has been working on the record, which was recorded in the third week of the Music Week charts, with a new single being released on May 10th. The song will be announced by the selection panel.

The record is now available in LPs, 12-inch singles, and 7-inch singles. It is expected to be released in May and will sell for a price of $3.50 in the U.S.

Publication Attacks Industry in Denmark

COPENHAGEN—A fierce attack on the Danish record industry for "disgracefully" business practices has been made by the Danish consumer protection magazine Tanken (Think).

The allegations concern incentive schemes for record dealers which have proliferated over the last six months. The schemes, the magazine claims, are dishonest and prohibited by Danish law unless unprofitable and damaging to the interests of the consumers. The Tanken story has been taken up by Danish newspapers and the stories have been even more by the Supreme Court ruling that such incentive schemes are unfair because they tend to drive the price to the consumer.

One paper quoted the example of a consumer who ordered a new album at a record shop at Christmas asking for a Christmas record with a Danish lyric. The record was offered on a ten-year subscription by Frans Anderson and the Danish Boy's Choir. But the announcement by the producer entitles "Rosario and Julietta" to the top 15 of the influential Swedish music chart in Quebec.

By Anderson's production released under the name "Rosario and Julietta" and the single is scheduled for release in France, Japan and Italy. Anderson is a Swiss composer and the single will be released in Italian for the latter. Also in collaboration with Bishop, Anderson has released a new single and also an English single "Last Dance." Both songs were produced by Bishop and Anderson is the producer of several of his own singles and has begun work on his first single French.

Arrangements are being made for a series of five appearances across the country, but in the meantime Good Noise is preparing a special color videotape of Bishop to be used for promotion purposes.

Chairman of the GRC, he says plans $14,500 in LPs sold at the 50 store Harlequin chain of which he is managing director, for promotion purposes.

"Of course, it is a very good idea to live with it, as it may be even harder for the woman," he says, "and we will be able to make the cuts and keep the results at an average of 200 stores.

Recording dealers to take courage and hit back is Laurie Kieler, chief of the GRC. He says, plans $4,000 in LPs sold at the 50 store Harlequin chain of which he is managing director, for promotion purposes.

Chairman of the GRC, he says, "Of course, it is a very good idea to live with it, as it may be even harder for the woman," he says, "and we will be able to make the cuts and keep the results at an average of 200 stores.

Recording dealers to take courage and hit back is Laurie Kieler, chief of the GRC. He says plans $4,000 in LPs sold at the 50 store Harlequin chain of which he is managing director, for promotion purposes.

15 Stampeders Dates Attract Full Houses

HALIFAX, N.S.—The Stampeders have just completed a 15-date sweep of Canada, and it was not without success as most of the venues were packed and the band received an enthusiastic reception. The Beatles' emergence in the mid-60s.

Security precautions had to be stepped up in centers where the band was scheduled to perform. It was even possible to close the street and the threatened the safety of the band members.

Stampeder were given a promotion push by most of the Top 40 stations in the area and CICH in Halifax was the only station to give a positive promotion for the band's Halifax Forum appearance with the announcement of the concert in the newspaper. The band, which had the price of lunch with Rich Doug, Ronnie King and Suzie Good Noise, have now played on the day of the show, two tickets to the evening performance and a set of the day's events.

Present at the lunch was the band and contest winners were Pat St. John, the program director of CICH, and Andy Kay, one of the station's deejays. Later in the afternoon the band, St. John and Brent Lyle, the Stampeder's promotion representative, visited the local school for the blind where the band signed autographs and spoke to some of the students.

The tour was promoted by Don-a-lud K. Donald Productions and Keith Brown of D.K.T. worked with the show to help with the organization.

Appearing on the same bill with the Stampeder for the Maritime dates were Alex's Lorenzo Madonna and all their acts and another acts.

Following the Maritime tour, the Stampeder will return to Ontario for a special opening of a new Western Canada tour. Lorenzo Madonna has been opened and are currently playing a show of his strong showing in the Maritimes.

The band's latest album, "From The Fire," has just been released in Canada by Capitol Records of Canada and they are on World Music Records, distributed by Quality Records.
PARIS

A new Polydor promotion scheme includes the setting up of a panel comprising 5000 consumers, has a paper called Extra, and Polydor label managers. The panel will listen to all new albums on the Polydor catalog, as well as catalogs distributed by Polydor, and select records for second releases. Those selected will carry a special label called "Selection Extra." The first choice included "Breakfast in Bed," from the German group "Griffin" and the double LP, "The Guitar Album...." An International Festival of Jazz will be held at Divonne from June 24 to July 7.

The Los Angeles Chamber Music Orchestra will take part during its first visit to Europe....CBS has announced that the Three Degrees will make their concert appearance in France during a visit to Europe. The group will be touring the U.K., and will make only one concert appearance outside--in Brussels....Phonogram's Jean Guillou, an expert, will tour the States during June and July. The visit will include concerts in Cleveland, Dallas and New York....Les Fresco Jacques, a vocal quartet which specializes in classical music, has announced that after 30 years they are having difficulty in finding suitable material....HENRY KAHN

TOKYO

The three songs to represent Japan at the June 30 final of the 3rd Tokyo Music Festival's International Song Contest were chosen. Thus, 24 vocal compositions from 14 countries will vie for the 1974 World Popular Song Grand Award of three million yen (over $10,000) and other cash prizes totaling 3.1 million yen, as previously reported (Billboard, May 4). Japan's final entries are: (1) "Wakare no Kane no Ne" with music by Masaaki Hisata, lyrics by Yoko Morimoto, arranged by Takaji Ryzantski, vocalist by Minoru Miki, recording artist Hiroshi Hirokawa, (2) "Romantika" with music and arrangements by Makoto Kawanishi, vocalist by Miki Inoue, arranged by Akira Fusa, (3) "Ai no Yume" with music by Yoshio Araki, vocalist by Torihama, arranged by Yoshio Araki, and the latter two songs are held by Watanabe Music Publishing Corp., while both the King recording artist and discos come under the management of Watanabe Productions. Each of the three songs won a Golden Canary Award of 100,000 yen in competition with 15 other final entries at the Tokyo Music Festival's National Contest, which was held May 25 and 26 at the Nippon Gekijo before a capacity audience.

Thursday, May 26, the Millennial Bandy offered the contest via the radio/TV networks of the Tokyo metropolitan area, with an audience of 600,000.

Tickets at 2,500 yen to 6,500 yen at each of the Franschini stores show scheduled for July 2 at the Nippon Hotel Budokan in this music capital are being offered by Universal Orient Promotions in Osaka. Return fare via the "Hikari" express train is expected to cost the traveling rate of 28 yen to the U.S. dollar. A "dinner show" at a price of 100 yen will be offered at the Osaka Neo-World Hotel for those who purchase a ticket for the Osaka Hikari Express. The show is scheduled for Tom Jones Nov. 17 at the Royal Hotel in Osaka....Maria Callas, who was due here May 29, has been forced to postpone her scheduled concert tour of three Japanese cities, the Executive Committee of the World Madame Butterfly Concours says. Tickets, already sold out, will be valid for recitals arranged for September, says the sponsoring committee. The American soprano has previously been forced to cancel two recitals--one in this music capital, one in Osaka and another in Tokyo--because of illness. Giuseppe di Stafano, the Italian tenor....

From the Music Capitals of the World

AUSTRALIA

This Week

SEASONS IN THE SUN--Terry Jacks (Bull--Bobby Wright) (Polydor) 1
SHELTER.Stream--Spice (Jewel) 7
HERVEY Bay--Shane (Warner Bros.) 2
THE REDS--The Reds (Warner Bros.) 5
THE WINGS--The Wings (RCA Victor) 4
Mylooking--(RCA Victor) 6
YOU CAN'T FIND ANOTHER STAR (EMI) 8
SONG OF THE NIGHT--Pat Boone (Columbia) 9
THE WAY WE SEE−−Starlee (Capitol) 11
MOODSWINGER--Cary Simon & James (Cappy/Capitol) 16
MISS RACHEL--Pansy Brown (Columbia) 23
THE LORD'S PRAYER--Sidney Pearlman (Epic) 13
MY DOG--Pat Boone (Columbia) 14
LOVE ME--Love Me (RCA Victor) 12
FISH IN THE NIGHT--Vlad Lawrence (Columbia) 19
LOVE'S THEME--Love Unlimited Orchestra (Columbia) 28
15 TEENAGE RANTER--The Sweet (RCA) 17

BELGIUM

(Courtesy of EMI of Belgium)

This Week

SEASONS IN THE SUN--Terry Jacks (Bull--Bobby Wright) (Polydor) 1
WATERFALL--Ella (RCA Victor) 3
BE MY BURDEN--Carlson (Polydor) 14
THE CAT CHEW IN--Rudi (EMI) 4
I WILL MEET YOU IN THE NIGHT--Jack Jackson (MGM) 15
LITTLE PARADISE--George Baker Selection (RCA Victor) 5
LOVE EPIDEMIC--Trammmps (EMI) 23
LOVE IS--Raf (Polydor) 10
I SEE A STAR--Mash & Mitchell (EMI) 6
BEN Pardi--I Love You (RCA Victor) 21

SPAIN

(Courtesy of EMI of Spain)

This Week

BESIDE YOU--Roberta Carlos (CBS) 1
LOVE--Love Unlimited Orchestra (EMI) 22
DIXIELAND (RCA Victor) 2
LOVE STORY--Raf (Polydor) 1
LIVERPOOL--Exoterismo (EMI) 4
THE ENTERTAINER--Manuel Trujillo (EMI) 3
JULIO IGLESIAS (RCA Victor) 5
JENSEN'S JIVE--(EMI) 10
DAD--(EMI) 11
I NEED A LITTLE--Peter Lawton (EMI) 13

WASHINGTON, D.C.

Quick Pace Set

By Bowie LP

LONDON--RCA is looking to top all previous sales achievements with David Bowie's new album, "The Rise and Fall of Ziggy Stardust and the Spiders From Mars." Brian Hall, marketing manager, told Billboard, "We shipped well in excess of 100,000 copies in advance of release. I am sure that the album is going to do better than any other Bowie album which sales since release of around 600,000 copies by the end of the year...." Hall disclosed that although Bowie has not performed here for about one year there is evidently no slackening of interest in his hits. "Diamond Dogs" had shipped 250,000 copies, more than "Aladdin Sane" and 20,000 copies less than "Pin Ups," which of course was not competitive with the peak year-end buying season.

RCA has put its visual comprehension of the Humphrey Bogart film title december.

bind "Diamond Dogs" and is hopeful that it will complete a battrette of David Bowie's operatic score before the number one position in the first week of release. Most of the promotion has come via the extensive advertising in trade and national newspapers and window displays but, not so far on this occasion, television. "We have some plans for television exposure," commented Hall, "but these have not been finally decided."

Australia

This Week

SEASONS IN THE SUN--Terry Jacks (Bull--Bobby Wright) (Polydor) 1
SHELTER STREAM--Spice (Jewel) 7
HERVEY Bay--Shane (Warner Bros.) 2
THE REDS--The Reds (Warner Bros.) 5
THE WINGS--The Wings (RCA Victor) 4
Mylooking--(RCA Victor) 6
YOU CAN'T FIND ANOTHER STAR (EMI) 8
SONG OF THE NIGHT--Pat Boone (Columbia) 9
THE WAY WE SEE--Starlee (Capitol) 11
MOODSWINGER--Cary Simon & James (Cappy/Capitol) 16
MISS RACHEL--Pansy Brown (Columbia) 23
THE LORD'S PRAYER--Sidney Pearlman (Epic) 13
MY DOG--Pat Boone (Columbia) 14
LOVE ME--Love Me (RCA Victor) 12
FISH IN THE NIGHT--Vlad Lawrance (Columbia) 19
LOVE'S THEME--Love Unlimited Orchestra (Columbia) 28
15 TEENAGE RANTER--The Sweet (RCA) 17

Belgium

(Courtesy of EMI of Belgium)

This Week

SEASONS IN THE SUN--Terry Jacks (Bull--Bobby Wright) (Polydor) 1
WATERFALL--Ella (RCA Victor) 3
BE MY BURDEN--Carlson (Polydor) 14
THE CAT CHEW IN--Rudi (EMI) 4
I WILL MEET YOU IN THE NIGHT--Jack Jackson (MGM) 15
LITTLE PARADISE--George Baker Selection (RCA Victor) 5
LOVE EPIDEMIC--Trammmps (EMI) 23
LOVE IS--Raf (Polydor) 10
I SEE A STAR--Mash & Mitchell (EMI) 6
BEN Pardi--I Love You (RCA Victor) 21

Spain

(Courtesy of EMI of Spain)

This Week

BESIDE YOU--Roberta Carlos (CBS) 1
LOVE--Love Unlimited Orchestra (EMI) 22
DIXIELAND (RCA Victor) 2
LOVE STORY--Raf (Polydor) 1
LIVERPOOL--Exoterismo (EMI) 4
THE ENTERTAINER--Manuel Trujillo (EMI) 3
JULIO IGLESIAS (RCA Victor) 5
JENSEN'S JIVE--(EMI) 10
DAD--(EMI) 11
I NEED A LITTLE--Peter Lawton (EMI) 13

Washington, D.C.

Quick Pace Set

By Bowie LP

LONDON--RCA is looking to top all previous sales achievements with David Bowie's new album, "The Rise and Fall of Ziggy Stardust and the Spiders From Mars." Brian Hall, marketing manager, told Billboard, "We shipped well in excess of 100,000 copies in advance of release. I am sure that the album is going to do better than any other Bowie album which sales since release of around 600,000 copies by the end of the year...." Hall disclosed that although Bowie has not performed here for about one year there is evidently no slackening of interest in his hits. "Diamond Dogs" had shipped 250,000 copies, more than "Aladdin Sane" and 20,000 copies less than "Pin Ups," which of course was not competitive with the peak year-end buying season.

RCA has put its visual comprehension of the Humphrey Bogart film title december.

bind "Diamond Dogs" and is hopeful that it will complete a battrette of David Bowie's operatic score before the number one position in the first week of release. Most of the promotion has come via the extensive advertising in trade and national newspapers and window displays but, not so far on this occasion, television. "We have some plans for television exposure," commented Hall, "but these have not been finally decided."
Onrot Talent Umbrella Covers Shows, Management & Records

By MARTIN MELULISH

TORONTO—There are very few promoters—with the exception perhaps of Don Tarlton of Donald K. Productions—too few promoters who have done as much to bring a consistently excellent talent to this country as Onrot. He has been a well-planned and well-executed concert producer, as Martin Onrot has been the cause of presenting talent in 1961 when he ran a small Toronto folk club called the Fifth Page. Onrot now runs a full-time organization to handle the organization of the Mari- 

pusa Folk Festival.

In 1964, Peter, Paul and Mary asked Onrot to produce their Canadian concerts and consequently his reputation as a highly organized and dedicated promoter began to spread. He was a friend of Albert Grossman, who at that time had an office at the Toronto World and Mary and, not surprisingly, Onrot had the opportunity to book the Canadian concerts of Grossman’s other clients, including Bob Dylan. In 1966, Onrot had a chance to book the Leonard Cohen tour, and they excitedly agreed. Cohen stated that he could see the other area of his career as a full-time concert promoter. We decided to promote him in this country.

In 1971, Onrot put his own money on the line for a concert in 1967 when he ran a show with Canadian folk singer Ian & Sylvia in Montreal. From that time on it was just a

love suffers no loss in Capitol-EMI Pact Waiver

TORONTO—With the announcement that Capitol-Records-EMI Canada Ltd. has signed the contract to be the exclusive supplier of records to Capitol, the company has signed an agreement to keep the company's exclusive supplier to the Canadian market. The agreement will allow for the release of new Capitol releases in Canada, and will also allow for the release of new Capitol records to Canadian audiences.

Love Suffers No Loss in Capitol-EMI Pact Waiver

Goodwin Single Spurs Junket

EDMONTON—The good news about Don Goodwin’s “Time To Sing” single in western Canada has prompted him to sign an exclusive agreement with his record company, Silver Records. The single, “Time To Sing,” was released in February and has been a hit in the Canadian market. The agreement will allow for the release of new Goodwin singles in Canada, and will also allow for the release of new Goodwin records to Canadian audiences.

Goodwin, already on the charts, has just hit another milestone with the release of his new single “Ain’t Nothin’ Left of Me,” which was released in March and has been a hit in the Canadian market. The agreement will allow for the release of new Goodwin singles in Canada, and will also allow for the release of new Goodwin records to Canadian audiences.

Goodwin Single Spurs Junket

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

Canadian News

From the Music Capitals of the World

Tyrone: John Small, national promotion director for Capitol Canada, has been sent to the United States to work on the promotion of the new single “Ain’t Nothin’ Left of Me.” The single, released in March, has been a hit in the Canadian market. The agreement will allow for the release of new Tyrone singles in Canada, and will also allow for the release of new Tyrone records to Canadian audiences.

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

CARAVAN STEREO LTD.

SITUATIONS VACANT

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.

6826 NOTREDAME ST. W.
MONCTON' P.Q. H4C 1V4

W. 939-1365 or 934-2855

SALESMEN WANTED . . .

To call on key retailers, Chains & Racks

Contact: Ibn Liss or Diane Johnston

CARAVAN STEREO LTD.
LENNY LEWIS—140 Country, Mercury 17.100. An appropriately named album, since intercourse 40 Nash- ville and Memphis, and this album does much the same. Pro- duced in Nashville by former Memphis Skylar Stansell, he is no more in Nashville than in Memphis. And if its sound is country, it is Southern country, a big country music consumer market, on the cover.

DAN ALLAN COE—the Mysterious Hypercubes, Columbia 127492. If you're looking for something different, something raw and leering, this Hendrix-like act will be right up your alley. Hendrixlike shows off his own songs, covers of R&B hits, melodic and plaintive compositions that will turn on any people who find them in tune. Between the Clyde, Motown 31. Of August, and "Old Man's Delve Me."

Best cuts: The self-written floor verse contains a great deal of aged.

DOUG KIRKWOOD/Tommy King, Warner Bros. 2719, 2720. Kirkwood, in this LP, performs all of his own tunes, and the Cajun background (at times almost resembling zydeco)

With the track record already secured in the U.K. Darkie Delaire should be the way to a closer relationship. Basically a rock 'n' roll band, their mate- rial is fresh and presented with some strong instrumenta- tion. Vocals are also good. Best cuts: "Find Me Rolling Train To," "1 AM At Home," "Ripple," and Curios.


WHITE WITCH—Capital LP. 7202. Vast improve- ment over band's first effort, this fine show themselves fine examples of expanding the Southern sound. Excellent! Best cuts: "What I Left You High Money (Bagged)," "Snow and." "Noonio—Bed Speed, Warner Bros. 2772. Former Stealer Who (remember a pillars situation with a unique Wilson is the farily 1964. Rough but pleasing voice and instru- mental firepower should make for strong FM play. "See All Big Are," "Dear Day."

MIGHTY SPARR—Hot and Smooth, Warner Bros. 2771. Mighty Sparrow is a legend in the Islands and has been a major star there for years as well as a tourist to his U.K. and has bought his LP's. With his first really commercial effort in this country, he should be able to play many years. "I'm Not Big Ass," "Suck My Lickin."

DANNY WILLARD—Two Nights In November, Poppy PP 2465. Guitars and vocal work are still the stars, with some solid material as well. Very quietly do "Sucks My Lickin."

AL MARTINO—Love Last Day Without You, Capitol. T 12302, a love song as also a sure bet for heavy rock LP. "Martino has come an act with another act. Very similar to Bread but the band has a lot of fine, left-handed acts. Lots of possible singles on this set. Best cut: "Ross," "You've Got Me Ever Heart.


BECKY WHITE—Big Daddy, Bugle RLP 12089. Recording at the time of this album. The LP has come up with a product that is both nostalgic and refreshing. One of the legend group's best albums. A world class female vocalist and is always good with her vocal and playing guitar. Best cuts: "If you're years that's at video blues.

Jazz

As Chopin's "Elegy," and it goes from sensitive bass and cats and work on the more splendid sounds of his own blues work. The more contemporary styles of jazz.
Jimmy Lewis

"is that any way to treat a lady?"

jimmy gets
"totally involved"
in his music
from his album,
"totally involved"

HA-50000

A total entertainment concept
A MICHAEL THEVIS ENTERPRISE

GENERAL RECORDING CORPORATION
174 Mills Street, N.W., Atlanta, Georgia 30313
(404) 854-1621; CABLE: GRC ATL (810) 751-8129
Where the Star Action Is!

Paul and Linda McCartney during their recent visit at Billboard's Research and Chart Department.

Only the Billboard Hot 100 Gives You All These Features on One Page!

- This week's and last week's position are reported
- Number of weeks on chart is reported
- The publishers are listed
- The performing rights society is listed
- The songwriters are listed
- The title, artist, label and number is listed
- The distributor of the label is listed
- The sheet music supplier is listed
- RIAA million seller seal shown
- Statement giving sources for compilation of information
- Disclosure of how stars or bullets are awarded
- Advance hi-lighting of new "Chartbound" releases

There Is A Difference.
The Commodores' 'MACHINE GUN' is a hit... hit... hit... hit.

Produced by James Carmichael and The Commodores.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Made in</th>
<th>Price</th>
<th>Made in</th>
<th>Price</th>
<th>Made in</th>
<th>Price</th>
<th>Made in</th>
<th>Price</th>
<th>Made in</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;We Don't Need Another Hero&quot;</td>
<td>Steve Miller Band</td>
<td>MCA</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>2</td>
<td>The Message</td>
<td>The Message</td>
<td>MCA</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>3</td>
<td>La Bamba</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>4</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>5</td>
<td>All Day All Night</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>6</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>7</td>
<td>La Bamba</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>8</td>
<td>The Message</td>
<td>The Message</td>
<td>MCA</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>9</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>10</td>
<td>All Day All Night</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>11</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>12</td>
<td>La Bamba</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>13</td>
<td>The Message</td>
<td>The Message</td>
<td>MCA</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>14</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>15</td>
<td>All Day All Night</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>16</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>17</td>
<td>La Bamba</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>18</td>
<td>The Message</td>
<td>The Message</td>
<td>MCA</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>19</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>20</td>
<td>All Day All Night</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>21</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>22</td>
<td>La Bamba</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>23</td>
<td>The Message</td>
<td>The Message</td>
<td>MCA</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>24</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>25</td>
<td>All Day All Night</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>26</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>27</td>
<td>La Bamba</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>28</td>
<td>The Message</td>
<td>The Message</td>
<td>MCA</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>29</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>30</td>
<td>All Day All Night</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>31</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>32</td>
<td>La Bamba</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>33</td>
<td>The Message</td>
<td>The Message</td>
<td>MCA</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>34</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>35</td>
<td>All Day All Night</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>36</td>
<td>Born 2 Be Somebody</td>
<td>The Dead</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
<tr>
<td>37</td>
<td>La Bamba</td>
<td>The Clash</td>
<td>EMI</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
<td>EMI</td>
<td>1.97</td>
</tr>
</tbody>
</table>

For more information, visit www.americanradiohistory.com
TALK ABOUT KEEPING THE BALL ROLLING

AND THE SINGLE AND THE ALBUM HAVE GONE TO GOLD

PRODUCER JIMMY IENNER

GREAT TEAM WORK!

3 DOG NIGHT • CARIBOU MANAGEMENT: (GUERCIO, FITZGERALD, KAUFMAN) • JAY LASKER • ABC/DUNHILL RECORDS
PAUL, LINDA & DENNY
"BAND ON THE RUN"
Album & Single #1 across the boards—again!
**late News**

**Inside Track**

**JGE Appeal Boost**

*In Fair Trade Hassle*

**NEW YORK**—In what may well be the first appeal for fair trade dissenders, the Appellate Division of the New York Supreme Court, has granted permission to JGE Enterprises to go to the Court of Appeals to test the constitutionality of New York’s antitrust laws, by specifically its controversial antitrust laws.

**JGE’s decision to apply for permission to appeal, and the subsequent granting of the decision by the court, developed out of an earlier fair trade violation suit brought against JGE by the Sony Corp. of America.

In that case, JGE lost one of the three judges suggested that there were certain merits to JGE’s defense, and that JGE should be allowed to appeal.

**Evro With Jacobs**

**LOS ANGELES**—Burt Jacobs Management is working with the Evro Tradition, newly signed family of nine. Jacobs returns to the personal management field after 10 months as manager of Pinnacle Artists Ltd., artists' agents.

**New Companies**

**Soulvation Formed**

**PITTSBURGH** Soulvation Records, a new soul label, has been formed in this city as a division of Western World Music. Bill Lawrence will head the label and Alan Laxson, former of the director of sales and promotion.

**Kershenaum Bowman**

**LOS ANGELES**—David Kershenaum Bowman, a staff writer for RCA Records’ A&R department here, has launched David Kershenaum Bowman Management. Kershenaum has entered into an agreement with RCA to produce three new acts for the label. He will be working for other companies.

**Perla Sets Label**

**WOODCLIFF LAKE, N.J.—** Gene Perla, former bassist with Elvis Jones, Sarah Vaughan, Woody Herman and Nina Simone has formed P.M. Records here. Artists on the label include Steven Greensman, Don Allen, Jan Hammer and Perla.
England's best selling import has just been imported to America.

MUSIC THAT MELTS

PHAEDRA by TANGERINE DREAM

"Tangerine Dream is like nothing you've ever heard. It is a floating, liquid wave of sound created by three young German musicians on synthesizers and assorted keyboards. Their albums have outsold every other foreign group, including Americans, in England during the last year."

"Phaedra", their newest album, is already racing up the English charts. Now, Tangerine Dream moves across the waters to lead what Newsweek has called "a huge European force poised to invade the American musical scene."


From Virgin Records and Tapes, the "Tubular Bells" people. (Distributed by Atlantic Records)
RAY STEVENS
Don't look, Ethel, but listen all you want. Ray Stevens, the most consistently funny man in popular music, has followed his multi-million selling #1 record, "The Streak," with an equally hilarious album. Ray's humor shines on every track, from "Freddy Feelgood" & his little five piece band" & "Bridget The Midget (the queen of the blues)" to "Bagpipes That's My Bag" & "Don't Boogie Woogie."
Plus his soon to be released single "Moonlight Special." The title alone can make you smile.
On Barnaby Records

ETTA JAMES
Ee'na is back with a dynamic new album, "Come A Little Closer," produced by, Gabriel Mekler. She unearths all her considerable vocal power on "Mayor Told Me," "Power Play," and "Sooki Sooki"; the title song and "Let's Born Down The Cronfield" are sexy ballads; "Get na Have Some Fun Tonight" is alive with a party atmosphere; and on "Feeling Closey," which has no lyrics until the very end, Ee'na half-painted gasps of pleasure and orgasmic screams into a truly amazing expression of emotion.
On Chess Records

MEL STREET
The first single released by GRT Records, "You Make Me Feel More Like A Man" by Mel Street, is now climbing up the charts. Mel has two consecutive #1 records with "Borrowed Angel" and "Lovin' On Backstreets"; he was Top Ten with "Walk Softly On The Bridges," and Top Five with "Lovin' On Borrowed Time," which is included along with "You Make Me Feel More Like A Man" on Mel's debut album for GRT Records, "Two Way Street."
On GRT Records

BOBBY G. RICE
On GRT Records

JUKKA TOLONEN
Jukka Tolonen is the lead guitarist in Tassavallan Presidentti, Finland's top rock band, and he's already considered in the same league as Eric Clapton, John Mahavishnu McLaughlin, Jimi Hendrix and Larry Coryell.
It's another strange-sounding name to contend with, but it's worth the effort to listen to Jukka Tolonen.
On Janus Records

IAN THOMAS
Just a couple years ago, a young, unknown Canadian singer-composer came out with an exciting debut album containing the smash hit "Poloed Ladies."
"Long Long Way" is a magnificent album, ranging from breney country rock tunes to powerful, fully orchestrated compositions employing a 30-piece string section, three French horns, tympani and an Arp synthesizer. Guitarist Mick Rabbids from Mott The Hoople and steel guitarist B. J. Cole are among the top musicians backing Ian's soaring vocal harmonies.
On Janus Records

CYMande
One of the most unusual new sounds to emerge in the past few years was that of Cymande, an eight-member band of musicians from the West Indies who now live in London and combine elements of jazz and rock with their native rhythms. "The Message," from their first Janus album, became a hit here. Since then, Cymande has made two U.S. tours, with a third currently being planned.
On Janus Records

THE WHISPERS
A Mother For Me Children," their recent hit single, "Once More With Feeling," Where Is The Love" and "Don't Take Your Love Away," have an irresistible appeal that will get you on your feet dancing.
On Janus Records

TASAVALLAN PRESIDENTTI
Tassavallan Presidentti, which means President of the Republic, is Finland's foremost rock band. The albums are popular throughout Europe and at U.S. record stores that stock import LPs. The group is so highly respected in their own country that the government awarded them two special grants.
Now, this outstanding quartet (vocals, guitar, sax, flute, drums and bass) is being introduced to U.S. record buyers by Janus with the exciting "Milky Way Moses" album.
On Janus Records

HARMONIZING FOUR
On their latest Checker album, "My Lord And I," which was produced by Marcel Warrick, the Harmonizing Four deliver an invigorating program of traditional and original songs, most of which were either arranged or written by Thomas Johnson or Joseph Williams. Selections include "Royal Telephone," "The Lord Will Answer (When You Call)," "My Lord And I," and "I'm Bound For The Promised Land." This is the real thing.
On Checker Records