ABC Ups 45's Price; Other Labels Next?

By ELIOT TIEGEL

LOS ANGELES—ABC will raise its suggested retail price on singles to $1.29 with the release shortly of Three Dog Night's "Star as I'm Sitting Here" disc.

The label looks to be the first in the country to move to a higher price plateau from the 98 cents level at which singles are commonly priced.

Indications are that ABC will be followed by Columbia, with A&M and Warner Bros. both reported sitting on the fence and mulling over when to go the same route.

Raising singles prices was among the topics discussed during last week's NARM committee meetings at the Century Plaza.

Columbia had surveyed St. Louis market retailers last March, and during the NARM meetings last week, reaffirmed its intention to go to $1.29.

In a spot check around the country, the following labels said no when asked if they planned a price hike: Bell, UA, Atlantic, Capitol.

(Continued on page 12)

Sansui QS LP's Get 'Stereo' Tag

By CLAUDE HALL

LOS ANGELES—A lot of record companies, both in the U.S. and in Japan, are pressing quadraphonic albums using the Sansui QS matrix system, but labeling the albums only as stereo.

This has been suspected for some time and is now confirmed by Mono.

(Continued on page 12)

CES Facing Many Moods

By STEPHEN TRAUMAN

CHICAGO—As an expected 40,000 registrants converge here for the biggest Consumer Electronics Show, the key is a genuine measure of where the economy will take the consumer market through 1974 and into next year.

In addition to viewing the usual blend of new products and improved models, most attendees will be taking their own industry pulse—weighing these vital factors:

- The average retailer's sales are up 7 percent from 1973, but prices are up more, and unit volume is down.

- In U.S. dollars, Japanese unit labor costs rose 17 percent last year vs. only 3 percent in America—and 1974 labor costs for major audio/video exporters Japan and Germany also are expected to exceed the U.S.

(Continued on page CES-1)

Senate Panel Sets Vote on Mechanical Rate & Royalty Fees

WASHINGTON — Senate Judiciary Committee members will vote this week on expansive amendments to the McClellan Copyright Revision bill, S. 361. These include: a jump in mechanical rates to 3.5 cents per use; a move to kill the controversial record performance royalty outright, or lower or delete payments for record play by broadcasters, according to committee sources.

Another amendment would exempt jukeboxes from any review of the proposed $1 per box music performance fee except by Congress—bypassing the Copyright Tribunal set up in the bill to oversee and review statutory rates in the bill, such as jukeboxes, mechanicals and cable TV royalties.

The Judiciary Committee markup hearing, which was put over from last week to Tuesday (11), moves the embattled revision bill S. 1351 nearer the Senate floor vote determinedly sought by its author, copyright subcommittee chairman Sen. John H. McClellan. However, very little hope is held out for completing revision action by the House in the remainder of the session.

An amendment to raise the revision bill's mechanical royalty rate for recording copyrighted music from 2.5 cents to 3.5 cents per tune will be offered by Sen. Philip A.

(Continued on page 12)

Capitol's Merco Expanding Into Retail Store Network

By JOHN SIPPEL

MELVILLE, L.I., N.Y.—The Merco division of Capitol Records is hustling nationwide to build a network of retail stores. The thrust of Merco, which had been toward record-jobbing and leased departments, will instead swing toward retail, with an emphasis on enclosed mall locations.

Merco has had four stores in the New Jersey/New York area for sometime. Ed Khoury, Merco president, is heading up the retail store drive. The first four stores, which were originally called "Sound of Music," have been changed to "Record Den," the name under which Merco will continue its chain.

Merco will open stores anywhere they find good locations in the U.S. Two Midwestern stores are already locked up, with indications that Merco is high bidder for retail record locations in Montgomery, Ala., and Albany, Ga., where malls are to be opened by Arrow Realty.

Merco has representation at the recent national convention of the International Council of Shopping Centers in Toronto.

Merco's expansion retailwise would make it four labels now in retail, with Columbia's Discount Records and Pacific Stereo: ABC Leisure group's new retail chain, division headed by Al Franklin and the four ChicagoLand retail stores owned jointly by A&M Records and Bert Inden, Chicago veteran retailer, and Jack White and Seymour Greenbaum, who also sold their long-time Summit Distributors last week.
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 #45,460

BELL RECORDS
A Division of Columbia Pictures Industries, Inc.
**General News**

**Liebenroth Buys Disk Division**

MILWAUKEE—Liebenroth Enterprises, Minneapolis record/tape wholesaler, has acquired the recorded product division of Taylor Electric Co. here. James J. Taylor emphasizes that the sale to David Liebenroth, president of the firm that bears his name, resulted because Taylor feels Liebenroth will continue the same integrity which the longtime local firm maintained.

Liebenroth says he will phase the division out of record/tape distribution, concentrating on his present field of clothing. Liebenroth's firm dropped distribution in Minneapolis in 1970. Liebenroth will keep the division's sales wing intact, with Pete Stocke, Jim Hanke and Ron Burby continuing in major sales management roles.

Liebenroth will not continue with a location here. His Chicago and Minneapolis warehouses will service the Wisconsin and upper Michigan accounts which he acquired.

Taylor Electric was a record distributor for over 25 years. The Taylors, James J. Taylor Sr., 71, will continue to operate divisions in hardwoods, electronic parts, sound equipment and appliances from their present Mequon, Wis. base.

Hal Cook Fete Raises $100,000 For City of Hope

LOS ANGELES—A City of Hope testimonial dinner honoring Hal Cook raised $100,000 for the noted hospital. Over 550 persons attended the dinner at the Beverly Hilton Thursday (6), sponsored by the musical appliance-radio-television chapter of the hospital.

Cook, a former Billboard publisher, was honored for his contributions to the music/recording industry and for his efforts on behalf of the hospital.

In accepting his award from last year's honoree, Curly Stein, chairmen of Warner Bros. Records, Cook noted he was working on a project to help the hospital celebrate the 100th anniversary of recorded sound in 1977.

Entertainment was provided by the new Neal Hefti band and TV personality Andy Griffith.

**Car Tapes Inc., Auto Stereo Chain Merging**

LOS ANGELES—A San Francisco-based venture capital group is backing the marriage of Car Tapes Inc., a 30-employee, quartered car tape manufacturer, with Auto Stereo, a Kansas City, Mo., National Auto looms as the largest exclusive automotive source anywhere in the U.S.

Car Tapes, an 8-year-old firm located in nearby Chatsworth, and headed by James LeVitus, is acquiring all the assets of NAM, founded by automotive air conditioning pioneer Carl Capps and his wife, president. Both firms are privately held. Car Tapes has 350 stockholders and NAM #7 and #8, just proved the merger.

Key to the merger is Page Mill Group (PMG) of San Francisco, headed by Dan Sullivan, 33, who comes from the venture capital group of Monasen. LeVitus says PMG is made up of a "bunch of young guys who have searched the potential of the car stereo field, particularly the promise of magnetic tapes.

LeVitus met Sullivan when LeVitus tried unsuccessfully to acquire the merging subsidiary of Giese. PMG put together a purchase of NAM and LeVitus's merger was part of the package. LeVitus explains, LeVitus would not reveal the financial terms of the deal, for PMG is a Car Tapes merger. Central to the marriage is the fact that both firms are exclusively in the retail market, both did make a stab at home equipment.

NAM, styled for expansion capital until now, has warehouses in Houston, Dallas, Atlanta and Kan.

(Continued on page CES-14)

**Tape Industry Shortage Eases; Benefits Gained**

**CAR TAPES INC., AUTO STEREO CHAIN MERGING**

By EARL PAIGE

LOS ANGELES—A year ago this month, "shortage" was one of the words of the year. The tape industry, today one does not hear that word so much, with the primary reason being the successful production of0 an 8-mm hitting tape a year ago is not around anymore. There is a problem relating to raw materials for the manufacture of tape, however, and that is price.

Most of the raw materials necessary to the manufacture of blank tape—audio, polyester film and ethylene-oxycane—are now, more so than last year at this time, thus shoring some of the crisis facing the tape industry last year.

A brief summary is necessary of the events which led up to last June's general awareness of the shortage problem. It was already widely known that there was a serious vinyl shortage in the record industry.

Among other things, this was the result of the crude oil shortage. Since much of the in line with manufacturing of tape and the new method of having the tapes are also crude oil based, it is used to rule out the possibility that a shortage in these areas might be in the offing.

A Billboard survey conducted during last summer's Consumer Electronics Show revealed that there were shortages in the wind indeed. At that time, representatives of major companies in tape and solvents necessary to the manufacture of tapes were all concurring that it was difficult to get both. The only mention of these solvents and crude oil was in petroleum derivatives. The most serious affecting materials were toluene, ethylene-

(Continued on page CES-12)

**GRT Acquires 2 Artists’ Pacts**

NASHVILLE—GRT has stepped up its expansion activities with the acquisition of the contracts of singer Steve Lewis and Earl Richards of Ace Records and Golden Horn Productions.

Earlier (Billboard May 25) the firm had signed former MCA artist Dan Howard and acquired a master contract from Harrison Jones from Prine Records.

Reached under the terms of the agreements, the company said it was interested in securing some for GRT. The contract calls for the takeover of the current single and al-

GRT is releasing and overselling the Lewis single “Lady Lover” during the next 2 weeks. The label also will reissue and reissue the current Lewis LP.

(Continued on page CES-15)

**Tape Industry Shortage Eases; Benefits Gained**

By RICHARD ROBSON

Music Week Staff Writer

LONDON—Pleaseing ignorance will no longer save tape dealers from the law, a test case in the High Court has established.

A judge has ruled that record companies taking dealers to court for selling pirated product no longer have to prove that retailers know the product they are selling is illegal.

A etase in the copyright law states that knowledge should be proved. Until now this had been construed as meaning the onus is on the record manufacturers to prove that a dealer sold pirated records or (Continued on page 45)

**Ignorance As Plea Denied**

By RICHARD ROBSON

Music Week Staff Writer

LONDON—In a piracy case, one defendant had to prove that he did not have any legal right to the product.

The case, where a photostated document "which he did not have any legal right to," had been sold interstake and where the defendant had been found guilty of violating the law.

(Continued on page 14)

**Evidence Shows Tape Shipments**

By JOHN SIPPLE

In a case where a photostated document "which he did not have any legal right to," had been sold interstake and where the defendant had been found guilty of violating the law.

Miller also alleged that prerecorded tape was not "goods and merchandise" and then used the document reference.

Defense argued that terms like 'pirate' and 'counterfeit' and that "speed channels" are only used in words, not in the government complaint. Judge Hill upheld the plaintiff's verbiage.

In an exchange between Brown and Judge Hill, who tried the case, and that "speed channels" and "impossible to make," the government's tape makers and that tapes being hit on their artists doing their hit records.

White was trying to place some information on expert testimony to be supplied by the FBI's testing labora-
“Billy Paul Live in Europe” and “The O’Jays Live in London.”
Two new albums swirling with hits On Philadelphia International Records.
The Sound of Philadelphia Never Sleeps.

Keeping the h...
eat on the hits.
Blue Thumb Action Aims
At Top 40, Easy Listening

BY NAT FREEDLAND

LOS ANGELES—Blue Thumb Records has beefed up for an all-out push to extend its strong FM album airplay track record into easy listening and Top 40 action.

The small Famous Music-owned label, home of the Crosswinds and the Soul Sandwich during the past months, jumped its staff from 7 to 15, taken over a new building in the Brentwood district and instituted an unusual dual national promotion direction.

This second wave of Blue Thumb executive additions includes Barry Enck, promotion director, and Bruce Garfield in charge of artist relations. Founder Bob Krasnow took the title of Blue Thumb president, and Sal Licata moved from sales general manager to president.

The recent departure of youthful national promotion director Louis Newman to Discreet Records brought in former UA national promotion manager Jackie Hakin.

New Blue Thumb national promotion directorship, splitting responsibility for covering the label's 26 independent artists.

Naturally Hakin handles the Western region and Reinhart the East. They divide the middle district by areas where each man has built up the strongest previous contacts.

According to Licata, "Blue Thumb is finally in a position to expand its strong FM and soul radio network into the Top 40 and easy listening markets, now that we have two strong and experienced

motion toppler Jack Hakin. Now Hakin and Reinhart share the Blue Thumb national promotion directorship, splitting responsibility for covering the label's 26 independent artists.

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motion toppler Jack Hakin. Now Hakin and Reinhart share the Blue Thumb national promotion directorship, splitting responsibility for covering the label's 26 independent artists. New Blue Thumb has already made its entry to the progressive MOR scene with veteran arranger Nick DeCaro's "Italian Graffiti" album. The DeCaro single, "Canned Music," is getting the label's biggest push since the Pointer Sisters' debut last year. Lately prommick is a mulling of several thousand "Canned Music" promotional cans which convert to desk top pencil holders after the pop-top is removed.

Another new Blue Thumb marketing strategy is the placing of stickers with review quotes on shrink-wrap of all new products. Stickers remove with shrink-wrap and provide extra point-of-sale impact information. Sales director Wagner came up with concept based on the packaging of paperback books.

New York—RCA and CBS have raised their custom record pressing prices, reflecting the continued shortage of vinyl and the increasing costs of raw material.

The RCA price hike, which went into effect June 1, adds an "average" increase of 1½ cents per LP. Quantity of product ordered determines the actual increase, according to a label spokesman.

At CBS, custom pressing charges have risen 3 percent, or approximately

Beatles & EMI
Linked Until '76

LOS ANGELES—Ringo Starr is the latest individual issuing denial that the Beatles will play together again. He made his statements upon returning to London after an American tour.

As for recordings, the group collectively and individually remains tied to an EMI pact until Jan. 23, 1976, reports Brown Meggs, Capitol's executive vice president and chief operating officer. Meggs says they will have their recordings distributed and released in the U.S. by Capitol at least until that time.

Morse Late News
See Page 58

Blue Thumb
MODERNISTIC VIEW—Blue Thumb's logo looks perfectly correct in this photo, but the letters are actually started above the entrance doorway. Chairman Bob Krasnow (above), combines modern art with his own casual look.

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MODERNISTIC VIEW—Blue Thumb's logo looks perfectly correct in this photo, but the letters are actually started above the entrance doorway. Chairman Bob Krasnow (above), combines modern art with his own casual look.
The Bee Gees' "Mr. Natural" provides a special glow.

Charade
Throw a Penny
Down the Road
Voices
Give a Hand, Take a Hand
Dogs
Mr. Natural
Lost In Your Love
I Can't Let You Go
Heavy Breathing
Had a Lot of Love Last Night

"Mr. Natural" beautifully captures the soaring harmonies, distinctive vocalizing and evocative melodies that the Bee Gees have always been famous for. And always will.
Pop Goes Country as Songs, Artists Reversing Crossover

By BOB KIRSCH

LOS ANGELES—Crossover of Country and Pop continues to be a phenomenon, and the pop charts is getting a lot of publicity lately, but this week's top 100 country singles chart shows some what of a reverse trend occurring. Eleven of the hits coming from artists more commonly known for pop production or songs that were once pop hits have been Redone. At No. 3, this week is "If You Love Me (Let Me Know)" from British songstress Olivia Newton-John. The singer recently performed the song at the American Music Awards, but was previously here and still is throughout the other acts appearing here are Redone, too.

At a started No. 9 is Anne Murray's "He Thinks I Still Care." Though Murray has had country hits in the past, it was previously a pop artist and has a different hit, the Beatles' "You Don't See Me" currently high on the Hot 100.


LONDON: Yurchenkov, Rubinstein 57134290; 25th 731 London; 3669.4120.

MANAGER: Michael John Record Sales; (N.Y.): 641-8106, 25th St.

CHIEF: John Postmaster, Bureau St., 27.

Dubof Bankin, first director of the record label for the Kool Records in Los Angeles and John Jossey, former vice president in charge of the company, have formed Music Support Inc., a multi-music firm specializing in country music. Music Support Inc. represents Back Oven Enterprises and is coordinating the management and marketing of artists such as Owens, Lawanda Lindsey, Freddy Hart, Susan Raye, Maybelle and Buddy Allen. The pair have also set up Napton Records as a record company, which will handle Granite Records and Daybreak Records. An ASCAP and BMI license agreement is in effect in the firm's music publishing wing.

Rosedge Music production-publising-management firm has been formed in Los Angeles by Steve Metz, president, with Marshall Lieb and promotion veteran Red Schwartz as vice presidents. First Rosedge signings are R.G. Records, Kool Records, R.B. Records, who will be producing for Spring Records, and Canadian R. Dean Smith's group, which has a Motown gold single "Indian Wars Me."

Mark Voiman and Howard Kayla have opened a West Coast office in Los Angeles with John DeMarco and Mike Kagen of Kagen-DeMarco management. The new company's first project has been to sign the duo. Dick Goldstein will handle tour coordination.

Currently in the works is national syndication of the "Fool & Eddie Radio Hour," now airing on KZQ-AFM FM here, Sundays. The firm is also seeking the West Coast distribution for the Fool & Eddie soundtrack to an animated film, "Cheap," being released this month.

The Warner Bros. New York music publishing company headed by Pat Costello, Janet Friedman and Bob Greenberg, has opened a West Coast branch in Los Angeles with former UA publisher Barbara DeGregorio in charge, as well as several other executives with Janet Ferguson assinging.

Midland International Records has been launched in New York by Bob Reno under an arrangement that will see the new label manufacture and distribute its own reissues and new records. The label will be distributed by RCA Records, Reno, formerly active in ad and publishing with Van- guard, Mercury and Buddah Records, as well as Mills Music, says he will concentrate on album artists with "global" potential.

NEW YORK—A U.S. Court of Appeals reaffirmation of the earlier decision has all but dashed the legal hopes of those unini- censed duplucers claiming aaturorization under the complicicion licensing section of the Copyright Act.

The new decision, coming after the Appeals Court approval of reharing made by Colorado Magnetics, Sound Values Inc., Magnetics Inc., Modaflex of America, Randy Sherman and Harry Cummings, de- fendants, was upheld 24 to 10 in Okahol in the 10th Circuit, by a vote of 5-2.

The case was to be remanded to the District Court for proceed- ings to determine the amount of lia- bility of the defendants and the add- ional damages which may be awarded. E.B. Marks is entitled. However, the defendants have filed a stay of the appeal pending application to the Supreme Court for a hearing on the decision.

The decision embraces Kansas, Wyoming, Nebraska, Colorado, Texas and Utah. It supports a 1972 appeals ruling in Arizona for the 9th Circuit, which is the final circuit of all the Wisth Coast states.

The opinion is also seen as having a large impact on the chemical industry, as it was an outcome of appeals pending in both the 3rd Circuit (New Jersey) and 5th Circuit (Mississippi) Appeals Court. The New Jersey opinion held for the duplucers; the Alabama for the defendants.

In their petition for a rehearing, the defendants claimed that 1) the court overlooked the significance of the agreement in defi- nition if Magnetics' "use" of Marks (E.B. Marks, plaintiff) com- position license provision of the copyright law; 2) the court misapplied the company's history for commercial purposes; and 3) the court misapplied the effect of the 1971 amendment (Sound Recording) to the 1972 version of the agreement of an owner of a copyrighted musical composition.

Marks, in its response to the Am- pes petition of the plaintiff, said that the court's decision is a license to make authorized tape ver- sions of three of the 11 copyrighted compositions in the case. According to Ampex performs a useful and necessary function in the total process of cre- ating and distributing original sound recordings. Ampex has such tapes not from commercially available disks, but from the original master.

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(Continued on page 12)

RCA Label Has Best May Ever

NEW YORK—Last month was RCA Records biggest May in the company's history for commercial purposes, marking a 16 percent increase over the same month last year. RCA's main strength lies in the company's history for commercial purposes, according to Jack Kierman, vice president of marketing.

Sales of singles contributed heavily to the overall increase last year's May total by 75 percent. Kierman attributes RCA's "sales pattern" largely to strong re- leases in three areas: "American Pie," released by John Denver, the Dan Hartman, the Chris Pride, the Market Pride, "Main Ingredien. New Birth, Harry Nelson, David Bowie, Elvis Presley and the label's entire country roster.
THE MAN AND HIS MUSIC

"BARRY WHITE"

ST-101

THIS ALBUM CONTAINS
LOVE UNLIMITED'S NEW SINGLE

"PEOPLE OF TOMORROW (ARE THE CHILDREN OF TODAY)" TC-2110

LOVE UNLIMITED ORCHESTRA'S NEW SINGLE

"THEME FROM TOGETHER BROTHERS" TC-2107

GOLD

"LOVE’S THEME" TC-2069

GOLD

"NEVER, NEVER GONNA' GIVE YOU UP" TC-2058

GOLD

"I'M GONNA' LOVE YOU A LITTLE MORE, BABY" TC-2018

RECORDS & TAPES
A SUBSIDIARY OF
20TH CENTURY FOX FILM CORPORATION

WHERE HIS FRIENDS ARE!
Off the Ticker

Market Quotations

As of closing, Thursday, June 9, 1974

\[
\begin{array}{c|c|c|c|c|c|c|c}
\hline
\text{Symbol} & \text{Low} & \text{High} & \text{Close} & \text{Close} & \text{Change} \\
\hline
\text{GULF} & 26 & 27 & 26 & 26 & +1 \\
\text{WESTERN} & 38 & 38 & 38 & 38 & +1 \\
\hline
\text{AMAX} & 4 & 6 & 5 & 5 & +1 \\
\text{Gulf & Western} & 48 & 49 & 49 & 49 & +1 \\
\hline
\text{Matsushita} & 3 & 3 & 3 & 3 & 0 \\
\text{MotoKuni} & 3 & 3 & 3 & 3 & 0 \\
\hline
\text{SABA} & 2 & 2 & 2 & 2 & 0 \\
\text{Pyramid} & 2 & 2 & 2 & 2 & 0 \\
\hline
\text{SCHWARTZ} & 3 & 3 & 3 & 3 & 0 \\
\text{BROTHERS} & 3 & 3 & 3 & 3 & 0 \\
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Earnings Reports

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Goody Reports 15% Sales Jump

NEW YORK—Sam Goody Inc has reported a 15 percent sales increase from $6,839,000 in the same period last year to $7,687,000 for the current quarter. Net income for the period was $29,565, or four cents a share, against a loss of $27,000 last year.

President Sam Goody attributed the increase in earnings to improved controls and increased promotional activity.

Jack Fine Guilty Of Tax Evasion

LOS ANGELES—One of two unlicensed duplicators charged with income tax evasion pleaded guilty here in federal court here Wed-

Jack Fine, a partner with Martin Stern in American Manufacturing Co., where they allegedly manufactured stereo tapes, pleaded guilty to evading $12,441 in 1970 income tax evasion. A felony, punishable by up to five years imprisonment and/or a $10,000 fine. Judge David Williams will sentence Fine June 24.

Financial News

JUNE 15, 1974, BILLBOARD

The company also is considering a public offering of new senior debt later this year.

GULF + WESTERN reports record sales and earnings for both the third quarter and the nine

months through March 31, sales of tapes and records publishing revenues increased due to a very strong release pattern, chairman

Steven Ross says.

For the quarter ended March 31, sales of records and tape publishing revenues reached $71,236,000 from $58,111,000 in the same period a year ago.

RCA says it placed $100 million of 9.5

percent promissory notes due July 17, 1991, with a group of five insurance

companies. Proceeds will be used for general corporate purposes.

The 1975 economic picture hinges on

inflation, according to Robert T. Parry, vice president and chief economist of Security Pacific

Bank in Los Angeles.

Parry says the continued high rate of inflation and its impact on recovery in the nation's economy. He sees the national inflation rate averaging 9.1 percent in 1975 and said that in 1976, "it appears that inflation will not decline dramatically and probably will average 6.8 percent for the year." For consumers, it means higher prices in 1975.

SONY, Tokyo, reports net earnings declined for the first six months ended April 30, which it attributed to Japan's recently imposed excess profit tax. The company says the tax has hurt Sony more than most other Japanese companies.

The (parent) company says earnings fell 11 percent even though sales increased 29 percent from a year earlier. Sony reports a 30 percent consolidated net for the first quarter, ended Jan. 31.

**HELP WANTED IN FLORIDA!**

DIVISION CHIEF & AUDITORIUM MANAGER

Jacksonville, Florida: Opening for Division Chief to manage 3200-seat Civic Auditorium and 10,000-capacity Veterans Memorial Auditorium. Auditorium is a 600-seat theatre and 21,000 sq. ft. exhibition hall. Auditorium offers 50,000 sq. ft. exhibition space. Full knowledge of show production must be familiar with all types booking functions, string on presentation; have contacts with talent booking agencies. Salary—open. Send written resume to Frank Tyra, Director, Dept. of Music, Jacksonville 61915, 851 North Market St., Jacksonville, Florida 32202.

Over The COUNTER

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Goody reports a 15 percent sales increase from $6,839,000 in the same period last year to $7,687,000 for the current quarter. Net income for the period was $29,565, or four cents per share, against a loss of $27,000 last year.

President Sam Goody attributed the increase in earnings to improved controls and increased promotional activity.

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We CAN MAKE IT HAPPEN

with QUALITY GUARANTEE service.

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Quality guaranteed, or your money refunded. Visit one of our stores.
FALL INTO SPRING

New songs from Rita Coolidge on A&M Records.
Senate Vote on Rates & Fees

The embattled record royalty would be hit by an amendment by Sen. Sam Ervin (D-N.C.). He would eliminate the performance royalty for commercial use of copyrighted recordings completely. Sen. Edward Gurney (R-Fla.) would do the next best thing by exempting the broadcasters from paying the royalty. Sen. Quentin Burdick (D-N.D.) has opposed the royalty for commercial play of copyrighted recordings from the start.

However, a third possibility will be offered by certain senators by way of compromise. They would keep the record royalty principle in the bill (it is favored by McClellan) but would lower the amounts the broadcasters would have to pay for the licensing. The bill calls for 2 per cent of net advertiser receipts, with exemptions for smaller stations, and pro-rata licenses for stations using little recorded music.

In yet another jujube exemption, Ervin would exempt the industry from any Copyright Tribunal review of all royalty rates only 60 days after the effective date of the revision bill 8. 1361, rather than the 18-month span now provided. Sen. McClellan is known to be dead-set against this hurry-up approach to cut out the short time needed for the Tribunal to study the problems and assemble data for a seasonal judgment.

GARY MEISTER SAYS... "THANKS FOR PLAYING AGAIN... AND AGAIN... AND AGAIN!

"Neon Lady" is a great record. Listen and do yourself a favor." - Cash Box

"Neon Lady has a hypnotic beat and appealing vocal which give it the green light for good chart activity" - Record World

"One of our 'Recommended New Releases'" - Janet Gavin, The Gavin Report

In addition to these people and publications, Gary would like to thank the following radio stations for making "Neon Lady" a hit:

WPXN WQGL
WBEA WCTU
WMQM KLAC
WBEF-M (fmet) WMRK
WHTY WHTY
WPRF KCKN
W104 FM KCLR
WBBX WTUL
WBTX WMRC
WEDW WDLG
WBBX WWU
WWEA WFIV
WCMC WQIN
WHIM WBLZ

"Neon Lady" - BASF B-15345

Listen to Gary Meister on the Wheeling Wheeling Hour, Saturday evening, June 22, on WWVA, Wheeling, W. Virginia. "Neon Lady" produced by Carl Strube.

BASF Systems, Crosby Drive, Bedford, Massachusetts 01730

Antipiracy Penalties In Bill May Be Eased

Murphy, who directs the criminal division of the Justice Department charged with enforcement of the antipiracy law, said he had made a "positive, unimpaired" case for the need of full felony penalties to deter pirates and to aid Justice and the Federal Bureau of Investigation. He used terms such as "anticompetitive," "vulture," "thief of major studio," "reckless man," "bucker" and "embezzler" to equate the largest scale piracy of legitimate creative products with the theft of your neighbor's cigarettes.

Barbara Ringer, the new Register of Copyrights was accompanied by the new counsel for the Copyright Office, Dorothy Schrader, who succeeded former counsel, recently re-

ABC 45's $ Hike

Famous, Poydrad, London and Mo- ton. An RCA spokesman had no comment.

Mary Hefler, ABC vice president, justifies the hike because of "price increases from our suppliers" plus one-time and retailers are asking for it.

Hefler believes that dealers will be selling singles for less than $1, just like most sell 8 cents goods for 79 to 88 cents. Hefler estimates ABC will increase the 40-cent wholesale price by 4 to 8 cents.

He feels this price in no middle ground for the onestops and retailers. "They need the price in as badly as we do." Some retailers and some manufactur- ers will balk at the price rise, but once they look at the structure of their overhead, they'll say it's a good move.

ABC made its decision after presi- dent Jay Lasker met with branch vice president Lou Schok to discuss the matter.

"There's a rumor going around about a recent or stock record album covers in full color called "Last Album Covers" (available in quantities as low as 100) plus 8 color matching services."
BACHMAN-TURNER OVERDRIVE IS PULLING AWAY.

BTO has another hit single "Takin' Care of Business". Now on the charts.

And the gold album that single came from "Bachman-Turner Overdrive II" is 11 and still rising.

Mercury SRM-1-696
8-Track MC-8-1-696
Musicassette MCR-4-1-696

The premiere album that started it all "Bachman-Turner Overdrive" is still going strong after 44 weeks on the charts.

Mercury SRM-1-673 8-Track MC-8-1-673
Musicassette MCR-4-1-673
Les Carter is delighted to say that progress continues in Hollywood as The Gary Dickson Band is sweetening at Western Recorders, produced by Tom Hensley and presented by International Entertainment Corporation. More information pending.

Govt. Wins In 1st Round

Pikeville, Md.—Maryland State Police recently raided a number of stores in various parts of Maryland, seizing quantities of magnetic tape and arresting the owners and/or store employees on charges of violating the state's antipiracy statute.

Two Ocean City, Md., stores—Gems & Junk, and The Record Rack—were raided, and 4,700 alleged pirated tapes were seized. Joseph Ryan, owner of Gems & Junk, andul Evans, store manager, and Delores Evans, an employee, were arrested on suspicion of unlawful recording of music. The tapes seized were later identified as recordings of music by various artists.

In addition, police also seized 151 tapes and the owner of the store was charged with the sale of pirated tapes as well. The raid was conducted on both the store and the home of the owner.

Police Seizure Tapes, Make Arrests in Maryland Raids

The complex embraces three studios, all featuring 24-track, 36 position consoles offering 4-channel capabilities. ABC's director of engineering, Phil Kaye, designed the facility.

Kaye, along with chief engineer Jerry Ferner, supervised the construction of the facility. The studio is located in District Court of Worcester County.

S2 Mil Studios Opened by ABC

Los Angeles—ABC Records recently completed a move to new, more spacious headquarters, with initial clients Freda Payne, Michael White, and Sonoma set to record in the facility.

The facility is adjacent to ABC's executive offices. In addition to the studio there is a recording room, production room, traffic office and tape library.
What the hell brings Johnny Winter back to Bogalusa?

He's producing at Studio in the Country

It's not Johnny Winter he's producing this time. It's Thunderhead, a band that excites Winter. But why in Bogalusa? Because nothing distracts, nothing interferes with the fire of their creation. There's nothing here. Except a million dollars of audio engineering floating on a six-inch nylon sandwich. 24 tracks operating. 48 tracks waiting on a custom console. Dolby noise reduction. And Mamie Tillman's cooking.

After Johnny, Mandrill's here for a month.

Fly to New Orleans and we pick you up. Or 3600-foot paved landing strip here. Studio in the Country. Open 24 hours. Bill Evans, president and director of engineering; Jim Bateman, vice-president. (504) 733-8224. From New Orleans, (504) 323-1266. Or P. O. Box 490, Bogalusa, Louisiana 70437

www.americanradiohistory.com
RICK CUNHA

GIG artist Rick Cunha, who just started with the band, newly minted, "is a long, long, long-time veteran of the outstanding guitar playing and with steel string material for himself to sing.

Here are the top performers on the circuit today who can accomplish effectively between folk blues and his own commercial tunes like "Cling on the Edge of the World," incidentally the May 15 release performance of Cunha's hit made it clear she was finally about a traveling show company desirous.

Cunha's solid current drawback is a surprise song- tough luck, or a rich recording stage presence that makes his audience communication tone, easily cast.

Billboard's first contemporary artist at Jack Gambas's landmark new Statlab/FAC, auburn convert car with glamorous restaurant and updated lounge as well as ultra modern showrooms.

JESSE COLIN YOUNG

Glenis, Tallahassee, New York

If anything was evident during this May 20 concert, it is that the "F是有" Pan's "Man" Joel has all the credit to his name to have been truly one of the major names of the early 60s, not just being relegated to opening act status.

Any acts slated to use Joel as an opener might also appreciate the change, in Jess Glen Young, who himself has a fine career to look back on, at least a look of a solid theatre to Joel's set.

And, Henderson was the best way to describe both Joel's performance and the audience's reaction. Joel was in complete control throughout playing songs which have gained him national attention ("Pan's Man," "Captain Jack," and "Loves You Lotus Flower," as well as introducing a new material ("The Last Of The Big Time Spenders"") and the "Entertainer." The latter could have been his next big single for Kambia Records.

Joel was the consummate craftsman, virtually playing all the numbers, throughout the set, and the results really ended up on his musical backing; the effect was one of musical tightness on all the instruments, all the string sections at the set's end were well deserved.

Cunja曹 is a former operatic tenor from the fabulous Naples, Italy.

MALVA MONTGOMERY, RED SIMPSON

Palatine, Los Angeles

Prior to her recent No. 1 hit, "No Charge," Malva Montgomery may have been known primarily at this time, as the singing partner of Tallahassee's own "Pan's Man" and "Captain Jack."

Miss Montgomery has one of those charming Southern voices that seems to promise great country music. She gets along well with the audience and plays a soft and pretty style. Most importantly, she sings with feeling.

Whether handling his own former partner George Jones (the "Man in the Red Head"), traditional country siren "Song: I'm a girl," but his new Elektra LP, like "Country Willow and Down the Road," and even his own single, "No Charge," she proved herself a fine talent and one that may just be beginning to mature as a solo artist.

When one thinks back on the good days she has been a part of, an indication of the size of Joel's head, he has had little time to enjoy it all.

Red Simpson is simply a lot of fun. He pleased the crowd with his best known material, "I'm a Truck." Joilet was his latest hit, "Yip, Yip," a melody of the hits he has written for Buck Owens and some humorous imitations. Simpson was a welcome addition to the show.

ROXY MUSIC SHARKS

Academy Of Music, New York

The Roxy Music Sharks,a five-member and talented rock and roll band, has demonstrated a major talent for creating music. They have established a strong reputation in the music industry with their unique sound and genre.

The band's performance at the Academy of Music showcased their innovative musical approach and their ability to captivate the audience. Their setlist included a variety of songs that showcased their versatility and creativity as a group.

Now, Lower Rentals. Higher Profits.

We can't improve our 25% million facility any so we've lowered our cost.

The tax laws change about 8% per cent to an across the board 6 per cent. We are also adjusting our rental fees so that the total of tax plus rental will run about 15 per cent. This compares with the old total of 18% per cent.

We have been shown the same display placed in a mid west of well over a million people—a complex that can handle practically any sized group (the convention hall alone seats 12,000).

We want you to do business with us. Our new rental fees will tell you how much.

Written: C. E. Bell, Director, Norfolk Scope
Scope Plaza, Norfolk, Virginia 23510
Phone: 734-2171

Talent in Action

Music Acts Find a 'Home' At Bottom Line in New York

NEW YORK—During the first four months of the Bottom Line's operation some 75,000 music fans have passed through its doors, billing the club's advance billing as the new "in" music spot here.

In that time, according to owners Allan Pepper and Stanley Shadowsky, the club has presented nearly 50 acts, of which all but one had record product on the market.

Although Pepper and Shadowsky admit to having been apprehensive about widening their doors for business, both now say that they are "more than pleased" with the public's reaction and industry support.

At such labels as CBS, Buddha, Warner Bros., Atlantic, Chess/Janus, and many others, comments on the club have been favorable. They score the Bottom Line as the best of the available on the club market, as well as pointing up the club's general ambience for both acts and audiences alike.

Music magazine are also noted for the Bottom Line's seating capacity of 400, which in their view resembles a concert setting with club atmosphere.

Although first to step in to a theater/cabinet, the Bottom Line has received 100 percent music policy. Shadowsky explains that they now realize the club can't do the barefoot and the acts have been asked to think over the plans for a soundproof wall in the club, the design of which is a matter of agreement at the club, they are sent to artist information kit.

The club's weekly operating budget of some $15,000, advertising money $3,000, and average per ticket $12.50, has been spent on consumer print advertising in the New York Times and the Village Voice, as well as advertising on such stations as WNEW-FM, WQXR-FM and WLS-FM.

The money is spent regardless of what any particular label might be doing to advertise one of their acts appearing there. Advertising is coordinated so as to avoid overlapping efforts on any one radio station.

Artists' consideration has played a strong part in their operation. Sound checks are made prior to each opening night performance. And behind-the-scene comforts are strong, even in the case of those acts appearing at the club, they are sent an artist information kit explaining the club's stage layout, sound system and lighting capabilities.

This week the club's "Up on the Roof" will feature Shadowsky, "Both Allan and I try to create a musical package so both acts on the bill benefit." (Continued on page 19)

NEWENW THE CHARTS

MICKY GILLEY

"Room Full of Roses."

Like Willie Nelson in Austin, Micky Gilley is another Texan who's just winning long-deserved national attention after years as a major local attraction. Gilley looks and sounds more like his fellow Texan, Jerry Lee Lewis, though even they both play a lot of rockabilly piano.

For 14 years, Gilley has been the same one, and he's been through the paces of country and rockabilly music, covering a wide range of songs, mostly self-penned country tunes, and as well as a few hits, like "Room Full of Roses." Gilley is managed by a popular recording label, and he's been seriously considering taking some time away from his family for major touring.

MELBA MONTGOMERY

"Room Full of Roses."

Melba Montgomery is the queen of country music, having been in the business for over 10 years, so it should have come as no surprise when her version of "No Charge" hit the country charts recently and climbed high on the pop listings.

The surprise was that this was her first No. 1 record as a solo artist. Melba Montgomery has been known through the years primarily as a duet member. Montgomery first surfaced as Country Joe Morgan's partner. She has produced a number of country hits, including the classic "No Charge," which was named "No Charge of Our Minds," penned by Melba Montgomery.

While working with Jones on the Muscle label, she also did a number of duets with Gene Pitney, known best as a rock star and country fan. When she moved to Capitol, she was a hit with her single "Room Full of Roses." Montgomery has been seriously considering taking some time away from her family for major touring.

The Charts

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Mina is a name that means beautiful music to all ears. She sings hit songs in fluent English, French, German, Spanish, and her native Italian. Mina is an established star of tremendous stature, famous in over 30 countries, with records selling in the millions. "Runaway" is such a record. It's Mina's new single on Tara Records. And so fantastic a song, that the French and Italian versions already hit #1 in France and Italy. And because Mina is Mina, you can expect the English version to do the same. Mina makes runaway hits, in any language.

"Runaway"
TRA 108

Distributed by Famous Music Corporation
A Gulf + Western Company
**Bill Graham Denied Permit On L.A. Coliseum Show**

LOS ANGELES—Bill Graham's scheduled July 6-7 Coliseum concerts, launching the reunion tour of Crosby, Stills, Nash & Young with the Allman Brothers Band headlining, have been canceled with the refusal of the police commission here to grant a permit.

Graham is hoping to reschedule C&S,NKY for a Southern California date in August.

Meanwhile, the police are meeting with Graham's officials and Graham's representatives to see if a compromise can be worked out for using the county-owned sports stadium for major rock events.

With on-field seating, the Coliseum could hold some 135,000. Most likely solution is limiting ticket sales to about 75,000.

The police commission reports "postponed" further action until it would have been too late to get on work with the concert. A similar delaying tactic forced the C&S,NKY show out of its first choice, the more suburban Ontario Motor Speedway where 185,000 attended the California Jam concert April 6.

The L.A. commissioners claim it would be necessary to have 8,169 police officers at the Coliseum, although only 250 were added to the private security forces at Ontario.

---

**GATO BARBERI GEORGE MELBY**

Backed by Ralph J. May on the piano, Gato Barberi's performance May 21 drew a strong response. Barberi has been working with a new, active ensemble and is now playing with a percussion-oriented group.

At times, Barberi shows traces of Latin Coltrane, but most of the time his music is distinctly his own. Many times he becomes involved and pushes his musicians onward by screaming and shouting. During his solo, the lightning-fast Cymbals from his new Impulse LP "Chapter Two: Hatred Siempre", and at one point let into jazzy saxophone that had the audience clapping and cheering.

After years of playing the New York jazz scene with people like Coleman and San Remo, Barberi has finally gained mass audience appeal.

**MICHAEKU RNICK ROSS**

Max's Kansas City, New York -- May 12 -- A full house turned out for the week's engagement here. Polish jazz musician Michael Urbaniak presented his somewhat unique brand of jazz music to packed festival jazz rock audience May 14, and the result was promis-ing.

An electric violinist, Urbaniak was joined in his efforts by his wife Ursula Urbaniak, an experimental singer and saxophonist, and her Polish band in a brand of progressive jazz as intriguing as it was impressive.

The group showcased selections from Urbaniak's new Columbia LP, "Fusion," and Ms. Urbaniak's new "Way Out West" album, six or so in-

**Who/Where/When**

(All entries for Who-Where-When should be sent to Helen Worth, Billboard, 1 Atrium Plaza, New York, N.Y. 10036.)

**W E S T**

JOAN BAEZ (A&M): Univ. of Berkeley, Greek Theater, Calif. June 16

BOBBY BARE (HPC): Patagonia, Los Angeles June 14-15

JIM ED BROWN (HPC) Lucky's, Phoenix, Ariz. June 12

DONALD JAMES (United Artists): Oakland, Calif. June 20

CARPENTERS (A&M): HPC, home of Mickey, Bobby, Don, Carl, Jim.

**E A S T**

HERB ALPERT & THE TIJUANA BRASS (BRASS) Musical, Los Angeles, Calif.

DAVID BOWIE (RCA): War Memorial, Rochester, N.Y., June 24-25

DANNY DAVIS (HPC): Riverside Park, fittingly named festival, June 25-26

HERB HARRISON (Columbia): Atlantic City, N.J., June 24-25

VAN Morrison (CBS): Coliseum, Los Angeles, Calif.

**J U N E 15, 1974, BILLBOARD**
Jazz Shows Picking Up Around U.S.

LOS ANGELES—Jazz activity is increasing around the country. Locally, Musicians Union Local 47 has launched its summer series of Friday night concerts at the candlestick. Last week a number of concerts were held, and this week Las Vegas pulled together its professional jazz players plus 25 top high schoolers for a concert, and the Monterey Jazz Festival has lined up its traditional blue program for its mid-September appearance.

Launching the Los Angeles series at the Candlestick is the Toshio-Libra Tabackin group and the Herb Anderson band.

This year the union is giving lesser known players an opportunity to shine in their popular middle concerts. Upcoming on June 14 are Ron Jefferson, with the Kevin Hilt, Bill Goyer, and Bob Morris bands all working together.

The recent Las Vegas event at the University of Nevada at Las Vegas, featuring the group, was held in the Strip hotels plus 25 students who won a competition in the Denver public school system.

And at Monterey, the “Afternoon of the Blues” will spotlight Sunnyside of San Francisco, the James Cotton Blues Band, Big Joe Turner, Eddie “Cleanhead” Vinson, Bo Diddley, Rev. Pearly Brown and Dizzy Gillespie.

LA DIZZY
“I Hate Hate” ’70

For the past six years, Dizzy Bailey has been leading rock bands around Southern U.S. dance clubs. He wrote and produced this catchy novelty with a social message that has won widespread local and national play. It is his first national release. For the past 22 months, Dizzy has been based at Macon, Georgia’s Nashville South club. He is managed by R.J. Lindsey of that city. Dizzy began playing guitar at 13 and his debut album is being released for release by MGM.

Bottom Line

− Continued from page 18 −

commercially, both agree that “if we do get it, we don’t necessarily have to like the music to play it.” And, unlike other clubs of the country, they insist on return appearances in the area by artists having been seen before.

As part of the learning process in running the club, Pepper explains that a decision to reduce the seating from 400 to 400 was made after a few weeks, as “things were getting too crowded on the floor.” The seating, at first $3 and $30 on weekends, has been cut to $4 and $5. Two shows a night usually seven nights a week are presented.

Pepper and Shadowy stress that they approach bookings with serious acts, adding that they prefer to book the club as far in advance as possible. Such bookings have ranged from soul venues to country, folk, rock and blues acts. While only one group, NRBQ, has recorded live at the club, and that for a production deal, Shadowy states that they are looking forward to additional recording opportunities. He notes that their system has a 13 microphone capability.
publicity • public relations
on its 5th anniversary year is proud to announce the opening of its Pacific Coast Office, Wartoke West—and its recent theatrical division affiliation with Alan Eichler Associates.

***

STARRING IN ALPHABETICAL ORDER (FROM A TO Z)

AMBOY DUKES • BALLOON THEATER • TIM BUCKLEY • ERIC BURDON • CLIMAX BLUES BAND
CORNUCOPIA PRODUCTIONS • COUNTRY CONCERTS CORP.
DISCREET RECORDS • DIXIE HUMMINGBIRDS • DRAGON AIRE, LTD. • ELECTRIC LIGHT ORCHESTRA • FINKEL & KOPLIK • FLO & EDDIE • HAWKBIRD • KAGEN DeMARCO, INC. • CHRISTA HELM • LABELLE • LADIES & GENTLEMEN, THE ROLLING STONES
MAN • TED NUGENT • MIKE QUASHIE • RENAISSANCE • DENISE ROGERS • SHA NA NA
SLY STONE • PATTI SMITH • SUMMER JAM '74 • TURTLES • BRUCE WEBER
WISHBONE ASH • WIZZARD • STEVIE WONDER • ROY WOOD • BILL WYMAN • FRANK ZAPPA

THEATRICAL DIVISION IN ASSOCIATION WITH ALAN EICHLER ASSOC.

ACTOR'S STUDIO • CARLETON CARPENTER • THELMA CARPENTER • JAMES COCO
MIRIAM COLON • ROBERT DRAVAS • TOM EYEN • VINCENT GARDENIA • SALLY KIRKLAND • CHARLES LUDLAM’S “CAMILLE” • TERRENCE McNALLY • QUEENS PLAYHOUSE • RIDICULOUS THEATRICAL COMPANY
THEATRE AT RIVERSIDE CHURCH • THEATRE AT ST. CLEMENT'S • URBAN ARTS CORPS • "WHY HANNA'S SKIRT WON'T STAY DOWN” • SHELLEY WINTERS

WARTOKE
East • West

WARTOKE CONCERN INC., PUBLIC RELATIONS
CELEBRATING ITS 5TH ANNIVERSARY YEAR

NEW YORK CITY, 1545 BROADWAY, NEW YORK 10036 —212 245-5587
NEW OFFICE
LOS ANGELES, 8412 CARLTON WAY, CALIF. 90069—213 656-5701
Music Spectrum at Temple U. Festival

AMBLER, Pa.—The musical spectrum will be available in this area beginning Sunday (16) when Temple University’s Music Festival & Institute opens its seventh season. The series has been extended again this year to encompass 11 weeks, and approximately 60 concerts of all musical types will be presented.

The festival is a non-profit university-sponsored event that receives donations from the public and private corporations. It runs through Aug. 22. The music festival runs in conjunction with the institute to showcase young, aspiring musicians. These musicians are featured at the festival’s 1,000 seat theater located here on the outskirts of Philadelphia.

Scheduled artists include Joni Mitchell, Cleo Laine, Bonnie Raitt, Phyllis Curtin, Yehudi Menuhin, Alicia De Larrocha, Earl Wild, George Shearing, Two Generations of Brecker, the Gary Burton Quartet, Chuck Mangione, Larry Coryell, Benny Goodman, Ella Fitzgerald, Buddy Rich, the Preservation Hall Jazz Band, John Dankworth, Doc Severinsen, Smothers Brothers, Sergio Mendes, Henry Mancini, Todd Rundgren, the Paul Winter Consort, Gunther Schuller’s New England Conservatory Ragtime Ensemble and a 1960s rock ‘n roll revival show.

Beginning June 26, there will be a musical event offered every night of the week throughout the summer. Admission for all of these shows in the 3,000-seat amphitheater varies depending on the act, but tickets run from a low of $3 for bleacher seats to a high of $12.

The festival has become a year-round business and managing director David Kane says: “If our past success keeps up and the gasoline shortages are not acute again, this should be a healthy festival year.”

The main success of the summertime fest, says Kane, is that it is in the only festival in the area that is so diversified.

“Since our start, we have grown from six weeks to 11 weeks.”

Country Music Workshops Set

CLAREMORE, Okla.—Country music figures will participate in two music workshops at Claremore Junior College in conjunction with the Hank Thompson School of Country Music.

Scheduled to appear at a workshop on composition are Roger Sevins of BMI; Joe Allison of the Nashville Songwriters Assn.; Don Giant of AB/C/Dunhill; Bill Donny of Cedarwood Music; Tommy Overstreet, artist/writer; Bob Luman, artist/writer; Norris Wilson, composer; Hatan Howard, artist; Marjorie Williams, songwriter. This workshop takes place June 24-26.

The second activity takes place Aug. 5-9 and covers the commercial aspect of music. It will be conducted by Bill Williams, Billboard’s Southern Editor.

School Bands Vie

MONTEREY, Calif.—Monterey Peninsula College hosted 16 California high school bands and five combo Saturday (8) during a scholastic competition designed to select a winning band for the 17th annual Monterey Jazz Festival in mid-September.

Professional judges were guitarist Mundell Lowe, drummer Frank Gagliardi; trombonist Larry Satherland; trumpeter Mike Vax; saxophonist John Hardy, pianist Jack Wharton; and bassist John Herd.

VTN Adds Hartford

NEW YORK—Video Tape Net- work Inc. has acquired a video concert by composer/performance John Hartford for immediate distribution to its network of 245 colleges throughout the United States.

The program, which runs 30 minutes, features Hartford exclusively singing many of his popular songs as well as his famous “Gentle On My Mind.”

The show was filmed by Carmine R. DeSartin & offers Hartford in an informal, one-to-one basis. Other musical programs in the VTN catalog include “Double Exposure” featuring Roberta Flack and Donny Hathaway; “The Nashville Sound,” which presents 30 country artists in a one-and-a-half hour show, and the “VTN Concert Series,” presenting individual shows approximately 30 minutes long by such contemporary artists as Jim Croce, John Prine, Harry Chapin and Bill Quaasen.

VTN serves a campus viewership of approximately two-and-a-half million with programming specially selected to serve student needs.

Jazz Festival Planned

NEW YORK—The 9th Annual Hampton (Va.) Institute Jazz Festival will be held at the Hampton Roads Coliseum June 28-30. The festival, which began in 1968, will feature an array of jazz, blues and soul performers including B.B. King, The Spinners, Donald Byrd, Sarah Vaughan, Gladys Knight and the Pips, The Crusaders, Elvin Jones, Aretha Franklin and Stan Getz.

Chorus Sings Duke

LOS ANGELES—“Music of America” a program of works by 20th century composers included a number of Duke Ellington works performed by the 60-member chorus of the University of California at Santa Cruz. Accompanying the chorus in the last half of the program was the 10-piece College Five jazz ensemble. The two performances May 31 and June 1 were open to the public.

Happy Fifth, Wartoke!

HOPE OUR NEXT THREE YEARS TOGETHER WILL BE AS WONDERFUL AS THE LAST THREE!

LOVE,

Stevie Wonder

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FREE Listing in Billboard's 1974-75 International Buyer's Guide of the Music-Record-Tape Industry

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Please Use Typewriter If Possible—Thanks! Please attach any additional information.

Talent Studio Track

By BOB KIRSCH

Tom Rush is recording after a two-year hiatus. Producer Mark Speckter recently went to Memphis to over- dub the Memphis Horns. Grateful Dead vocalist Donna Godchaux, though not with the label, is recording in the CBS studios in San Francisco. One session was interrupted recently so Ms. Godchaux could give birth to a baby boy.

The Bill Smithers (remember "Expressway to Your Heart" a few years back?) who signed with Philco International, is currently cutting a single at Sigma Sound Studios in Philadelphia with Kenny Gamble producing. Also at Sigma is a new Philco International duo, Derek & Cindy Floyd, being produced by Thom Bell, and Bobby Martin is getting ready to produce Labelle's first Epic LP at Sigma.

At Cherokee Studios in Topanga, Calif., Del Shannon (who has a number of major hits a few years back including "Runaway" and "Keep Searchin'"") has been in cutting a single, "Runaround Sue." Working with Shannon, who is producing himself, is Jeff Lynne, leader of the Electric Light Orchestra. Also at Cherokee, Metro Records' Hudson is cutting tracks for their CBS-TV show, the "Hudson Bros. Comedy Hour." The show will be one of the summer replacements for Sonny & Cher. The brothers are also cutting tracks for an upcoming fall show on CBS, "Razzle Dazzle." Chuck Negron was presented with his first gold record recently for their part in the mixing and overdubbing of Steely Dan's "Pretzel Logic" LP.

In Los Angeles, Angel City Enter- tainment has reactivated its record production division under the direction of president Tom Wilson. Wilson has produced nine gold LP's himself, and is currently producing United Artists' Vernon Burreh. At the firm's studio, Angel City Sound, songwriters Adryan Ross is set for July. Another recent LP completion was John Mayall for Polydor. Work will begin in August on an R&B rock opera penned by Wilson. Angel City Sound is formerly Sound Recording; the studio now features a computerized Neumann Mastering Room. Bill Lazers is its chief engineer.

** Melba Montgomery

- Continued from page 16

everyone has been through. I get lots of letters from mothers telling me they bought the record and have played it for their own kids," she laughs.

Melba has some other opinions concerning country in general. "I think it's on the verge of really exploding over the next few years," she says, "providing it's not overexploited. We see more and more young people in country, both as performers and in the audience, and we see a lot of other people who say they haven't been fans now are.

"I've been playing the same circuit as always, but I've also done a 'Midnight Special' and a "Mike Douglas Show," and there's a chance I may go into some of the more pop-oriented clubs. As far as aiming at the pop market, I think it's a mistake to shoot for crossover. I'm delighted 'No Charge' hit the pop charts, but we cut it as country.

More writers getting involved in country is also seen as a good thing by Ms. Montgomery. "Most of them are sincere and it just gives the country artist all the more material to choose from. The same is true of pop singers moving to country. Most have always wanted to be country and now they have a chance."

And this week she will be inducted into Nashville's Walkway of the Stars as a solo artist.
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Announce an expansion in distribution: We are now a

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PETE MAZZETTA—Promotion Manager

www.americanradiohistory.com
**Latin Scene**

Jason Dejesus, sales manager for Eddie Enterprises, local wholesaler/rack operators reports good sales for MCA soundtrack albums of "The Sting..." Felix Couvretier, in charge of pop-Latin sales at Martinez Vela's San Juan store (oldest retailer in Puerto Rico) is very pleased with sales of a single from the soundtrack of "The Exorcist," but admit that he has trouble getting the album. This film is showing in three San Juan area theaters, with five shows on weekday and seven shows on week-ends for each house. The theaters will be vacated after each performance and admission at all times $4.00 for everyone. No passes.

A record for the movie industry in Puerto Rico.

Sergio Ballesteros, head of the distributing firm that handles all CBS/Caytronics labels, busy with the latest album by Roberto Carlos, Brazilian signer of "Amanda, Amanda..."

---

**MusiCanzana Inks Distrib Pacts**

NEW YORK—MusiCanzana Records has signed distribution agreements with Pan American Records, for the Chicago market, and with Caribbean Record Distributors, for New York and Puerto Rico, the first product to be handled by the distributors is the single "Energy Crisis" by Gas, Oil and Electric Company.

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**Latin Music Festival**

Madison Square Garden, New York.

Once again, the Great Latin Rhythm of Los Tito Sings continues to outshine the rest. The stage is set for a spectacular evening of Latin music. Kicking off this May 31st concert was the group Los Salsoul, and they went on to range of super hits, to bring the music of a Latin band, the group compensated with a musical style as smooth as it was flexible. No horn section, just great music and great with great presentation.

With a slap of stage change, Tommy Fierros and his orchestra took over the rest of the show. The musical setup was set up by the Fierros unit and seemed to be continuing, but this time around with a lot of excitement. Rodriguez, on the other hand, was seen and not heard. Rodriguez didn't infiltrate through his number, the audience was there and they appreciated the music. It was very easy to see why he was on that stage. The audience was there and they were ready.

**Back to Back**

For those concerned about this concert, it's a fact, there was a doubt, the audience get what they paid for—almost four solid hours of entertainment. The bill proved itself to be well balanced and interesting, and those picky Pabst, Public and Dick Sager acted as encore for the night.

JIM MELANSON

---

**Latin Product Reviews to Bow Here 22**

NEW YORK—Latin albums and single reviews will be included in this section beginning with Billboards within.

East Coast-based manufacturers should send their product for review consideration to: Latin Review Dept., Billboard, 1515 Broadway, N.Y.. N.Y. 10036. West Coast manufacturers should send their product to Ray Terrace, Billboard, 900 Sunset Blvd., L.A.
The Concept Co. to Syndicate KIIS' Format

EDITOR'S NOTE: This is the final installment of an interview with Chuck Boren, chairman of Chuck Boren Creative Services in Los Angeles, and a non-paid programming consultant to KIIS-AM in the city. Here, he describes one of the methods by which he intends to make money with all of the work put into the station and its unique format. The interview was conducted by Claude Hall, radio-TV editor.

Hall: How are you going to start syndicating the features, the mini-dramas—all of the special things within the KIIS-AM format—to other radio stations?

Blore: John Wolfe, manager of the station will do it. He's taking some time away from his regular job to syndicate the KIIS-AM content. And all that's called is: The concept. Some of the stations we've already have four besides KIIS-AM—only using parts of The Concept. Ted Atkins, who now manages WTA-E-AM in Pittsburgh, is our first customer.

Hall: He's playing different music on WTA-E-AM. Has station has a much harder on-air sound, because KIIS-AM doesn't have any real extremes. It's made for a mass audience. And Ted's station, on the other hand, is heavily into oldies and plays a lot of hard rock. I frankly didn't know if the KIIS-AM concept would fit. But it fits beautifully. In fact, he's developed one of our largest bootlegs. Ted gets everything. But he ignores our music and plays his own. He's the price to the station based on a new card.

Blore: I'm not really sure. Based on the size of the market, I guess.

Hall: What's the name of the syndication firm?

Blore: The Concept.

Hall: And are you a partner?

Blore: I'll personally be a partner in the syndication with KIIS-AM and John is running it.

Hall: Is the music provided, too?

Blore: It can be. It is on the mini-dramas. In any case, everything that is on KIIS-AM is part of the syndication package.

Hall: Except for the progressive rock stations, which made it very big in many markets and not sordid in others. This is the first time that I can recall that a philosophy has been designed into a format.

Blore: Was there a philosophy behind KFWB-AM when you programmed it years ago?

Hall: Sure.

Blore: Larry and Toni Greene once told me that they thought you orchestrated the KFWB-AM format. Even the air personalities.

Hall: That was the big difference. I think, between KFWB-AM and other stations of that kind in its time. It was the second. And it's third. KIIS-AM is getting to be that way, too.

Blore: Do you feel that it is still worthy your while to get involved with KIIS-AM?

Blore: Probably, had I know how hard it was going to be, I would have hesitated a little longer. But this format just held its own. And it's developing... it's so exciting now, because it isn't where we were a year ago... it isn't quite what we set out to do. It's better. And it's changing and it's constantly evolving. It's constantly creative. Like the profiles we do on real human beings... not what they are or who they are, but how you can relate to him. To make you say: Wow. It could do that myself, whatever the man had done... I think people are fascinated by success. So, we do these little "successes," but in a way that leaves listeners thinking they could have done it, too. Gives them hope... a little dream. But those profiles will go away and be replaced by something new. And that's what I like about the concept—it's growing, evolving, changing, improving.

Hall: You're playing much of the same music as many other radio stations.

Blore: The only difference is that we don't play the really hard rock, nor the really soft rock. But The Concept, if you count the weeks ago, of the top 15 records on the charts the week we were playing 12 of them there. I think right now, not over the top 15, we're only playing 10. And yet, next week, it probably won't be much more, because exhilarating as to make the entire radio station sound different.

Just a year or two ago—coming up with the little cassettes—and everytime you turn around there's something new and interesting happening. But there's always a danger. I remember back in the days of KFI-AM, when Lee Stone, then program director of KFOG-AM and later to become Les Crane, criticized KFRC-AM in San Francisco as sounding so much like a Christmas Tree.

That was an astute comment—you can get too much things on your radio station. Especially, if it's going in different directions. Thus, everything we do is sure to be going in the same direction. There's stuff on the air, but it doesn't seem that way because everything contributes to the same goal—that oneness of direction—that unique sound.

Hall: Do you—or your program director Robert E. Lee—maintain tight control over what records the air personalities play?

Blore: They play from the lists we talked about earlier in an A/B/C/D format. That's why we have a different personality. The A records have a three-hour rotation limitation. The B records have a four-hour rotation limit. The C records only get a half an hour, the hour the record was played. It's a simple rotation pattern, but effective. It was Ted Atkins who set up that pattern.

Vox Box

By CLAUDE HALL

Radio-TV Editor

Bob Kingsley has been named producer of "American Country Countdown," a three-hour weekly special produced by Watermark Inc. The show, hosted by country artist Don Bowman, is based on information from the Billboard country music record charts; it's heard on around 95 stations already and growing. According to Tom Rounds, president of Watermark.

Kingsley will continue handling voice work and music work for the country music syndicate programming service produced by Drake Williams Enterprises... Stuff of WGW-AM, which used to be KG-AM, does a syndicate on the music record chart; it's heard on around 95 stations already and growing. According to Tom Rounds, president of Watermark.

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**Radio-TV Programming**

**Vox Jox**

- **Continued from page 15**
- Top 40: Gary Booksta, president of KROQ-AM-FM in Los Angeles, called up to report that Sham Stevens, program director, and Dana Jones, night personality, have re- signed. Station has been having financial difficulties, but has gained strength from a state linemen and is getting into the profit side of things. Cliche, Brother John, Jimmy Bankart, and Johnny Durin are hanging on at the station.
- **Bob Gove, who used to do production at KYMS-FM in Santa Anna, Calif., has been hired to produce a series of radio commercials for MCA Records, including the soundtrack LP of "That's Entertainment."**
- **Alan S. Irwin reports from WLKR-AM-FM in Providence, R.I., where his music director: "We are going as great guns as the major good music station in the market. What was a three-way competition became a two-way fight when WPRO-FM opted for rock, dropping the Shukle service. Our sound has greatly improved over the past months and we've added a daily half-hour quadrocast showcase.**
- **Bill Mitchell, program director, WLAR-AM in Athens, Tenn., says the station is rocking this summer and with every-other-

**DJ Entry Form**

**Name:**

**Station:**

**Format:**

**City:**

**State:**

**Years of Experience:**

**Market Size (check one):**

- Above 500,000
- Below 500,000
- (Do not write below this line)

**PRODUCTION QUALITY**

**OVERALL PROFESSIONALISM**

**ADDITIOMAL COMMENTS:**

**Note:** Enclose this form with telecopied version of show on 7-inch reel at 75 ips. Send to prescribed area, deadline for tape in hands of judge in your format is May 31.

**DJ Contest Deadline Extended to June 30**

**LOS ANGELES—Due to an overwhelming demand by air personalities and program directors coast-to-coast, the annual Air Personality Competition deadline had been extended to June 30, it was announced this week by Rod McGrew, awards chairman for the event this year. Entries are pouring into the regional judges, who will continue to process tapes for the competition until June 30 before sending them to McGrew, station manager of KLHI-FM here. At that time, McGrew and a special judges committee will listen to the finalists. The winner will be announced at the Billboard Convention at that time.**

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**Where to Send Entries in the Annual Air Personality Competition**

**Note:** Entries mailed to each format category should be sent to the judge handling that format or category for evaluation.

*In other words, if you're a country music personality working on a radio station in Houston, you should send your entry to Bill Ward, general manager, KBFA-FM, 1102 Main St., Houston, Texas 77002. All radio personalities should send their tapes to designated judges, regardless of area codes.

**Oldies**

Jen Pachter, Prog. dir., KTHF-FM, 5901 Vista Blvd., Los Angeles, Calif. 90034

**Bill Ward, General manager, KLAC-AM, 5455 Wilshire Blvd., Los Angeles, Calif. 90036**

**Four Times**

**Bill Mulligan, Program director, WLAQ-AM, 3744 Lincoln Blvd., Los Angeles, Calif. 90019**

**Ted Armer, Program manager, WMAS-AM, Box 777, Miami, Fla. 33134**

**Top 40**

Jay Cook, Program director, WHAM-AM, 500 City Line Ave., Philadelphia, Pa. 19131

**Parke Dyes, General Manager, KRAJ-AM, 424 Fourth St. Louisville, Ky. 40202**

**Middle-of-the-Road**

John Land, Program director, WNEV-FM, 1161 Ave. New York, N.Y. 10017

**Charlie Wilson, Program director, KFRC-AM, 2070 Seventh St. San Francisco, Calif. 94115**

**Contemporary**

Bob McGraw, Station manager, KLHH-FM, 5000 Crenshaw Blvd., Los Angeles, Calif. 90010

**Rudolph Byern, Prog. dir., KGKJ-FM, 5000 Wilshire Blvd., Los Angeles, Calif. 90010**

**Soal**

Robert W. Morgan—censored.

**Progressive**

Scott Marti, Program director, WNEW, 566 Fifth Ave., New York, N.Y. 10017

**All News tapes**

David McBooth, Gen. mgr., KMFT-FM, 5248 Wilshire Blvd., Los Angeles, Calif. 90036

**All Tape entries in syndication, religious, or special categories**

Rod McGrew, Station manager, KHHR-FM, 3014 Crenshaw Blvd., Los Angeles, Calif. 90010
**CMBA Meet Aug. 8-11**

**NEW YORK—The Conference Music Broadcasters Association will hold its annual meeting at Lenox, Massachusetts, Aug. 9-11 at the CMBA meeting chairman, Richard L. Kaye of WCRB, Waltham, Mass. The meeting, which will be held at the Holiday Inn, will hold seminars on subjects of importance to the live radio industry. These include a session on How to Win Mix Awards, to be headed by Kaye and Tom G. WFMF and Tom Parker. WFMF won a Peabody award this year. Parker produced a program which won a $4,000 award for WTIC-FM this year. Another panel will discuss What to Believe and What Not to Believe in Record Reviews. Leonard Marcus, A&R man for Angel, and Seji Horne, the MSO spokesmen, will moderate the session.**

**DID YOU KNOW**

- The Leave of Absence of Bob Dylan, as reported by The Broadway, has not been confirmed.
- The British Broadcasting Corporation's program, "The Sound of Youth," is currently broadcasting.
- "The Old Fashions" by Dusty Springfield and "Davy Jones" by The Who are charted.
- The "Footsteps" program, which features "The Sound of Silence," is broadcast every Saturday on WOR.
- "The Beatles" are the guest artists on "The Sound of Silence."
Radio-TV Mart

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

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Send money and advertising copy to:
Radio-TV Job Mart, Billboard, 1515 Broadway, New York City 10036.
Jukebox Programming
Sen. Devitt Endorses Antisales Tax Fight

MILWAUKEE—Wisconsin Sen. James C. Devitt, who is running for governor, endorsed the efforts of the Wisconsin Music Merchants Assn. to eliminate the 4.5 percent sales tax on gross sales of collections, in a speech at the mid-year convention, June 1-2, at Milwaukee Marriott Inn, Brookfield, Wis.

Jim Stanfield, president of the association, said that sales tax discounts are taxed 4 percent both when they buy equipment as well as on gross profits, a practice not consistent with other industries such as the telephone companies.

The final version of the show held in conjunction with the convention proved so successful that the association's reception committee is now planning another show for next March.

Monroe Distr.
Shifts Branches

DAYTONA, Ohio—Monroe Distributing Inc., Cleveland-based distributor for Rock-Ola, has moved their Dayton branch to smaller quarters with reception area, showroom, parts and maintenance departments and warehouse space in the old Aveno St. Ave. Monroe owns Ohio, western Pennsylvania and northwest West Virginia.

Fame Deal Change

LOS ANGELES—Rick Hall's Fame label deal with United Artists records has been converted to a production company arrangement.

With the departure of Michael Monument's Producers' Rights office, announced in Billboard May 4, UA no longer has any custom labels.

Music Showcase waterfront.

Fame, which Hall had consistent chart entrance during the two years Fame has been a UA custom label, will be turned over to the production company format of affiliated Atlantic-

What's Playing?

A weekly survey of recent purchases and current and older selections getting top play:

ADRIAN, MICH. POP, COUNTRY PURCHASES

Red Laser
Bob Coyle (513) 635-7400

1. "Train of Thought." Cle, MCA 4034
2. "At Last." Etta James, RCA 4034
3. "Living In The U.S.A." Steve Miller Band, MCA 4034
4. "Lamplight." David Essex, Columbia 4041
5. "Rock and Roll Heaven." Righteous Brothers, Warner Bros. 7002
6. "Wanton." Abba, Atlantic 3335
7. "Local Hero." John Barry and The D.G.*

Country
Letter to My Ex-Wife." Eddie Vegas**
Serry Lee, Frayn White, Columbia
60430

Freaks and Powergog Days." Fent/ Husky, Epic
1917

Hang My Picture In Your Heart." Mel Tillis, RCA
0201

(Local Michigan group) (Primarily country music)

BAYON ROUGE, LA. POP, ROCK PURCHASES

Rob Coyle
Steve Novy
(504) 326-1028

1. "Train of Thought." Cle, MCA 4034
3. "The Last Waltz." Rolling Stones, CBS 4034


PORTLAND, OR. POP, ROCK PURCHASES

Eric Anderson, Kelly Delany
(503) 292-6000

1. "Love Me Like You Do." Lita Ford, RCA 4201
2. "We Belong." Journey, Capitol 4201


CINCINNATI, OH. POP, ROCK PURCHASES

Ricky Lucas
(513) 222-0000

1. "True Blue." A-Ha, MCA 4201
2. "Blowin' in the Wind." Bob Dylan, CBS 4201
3. "Every Breath You Take." The Police, CBS 4201


COLUMBUS, OH. POP, ROCK PURCHASES

Bob Coyle
(614) 256-1561

1. "The Air That I Breathe." Bachman & Turner, RCA 4201
2. "Another Girl." Beach Boys, Capitol 4201
3. "I Don't Know What He Told You." Patti Page, RCA 4201

(CBS, Epic, Capitol, RCA, A&M, Atlantic, Elektra, EMI, MCA, Warner Bros., etc.)

OTTAWA, ONT. COUNTRY PURCHASES

Jenn Coyle
(613) 661-1100

1. "My Special Angel." Don Imus, Canada 4201
2. "The Devil Went Down To Georgia." The Charlie Daniels Band, CBS 4201
3. "White Racer." Randy Travis, Epic 4201

(CBS, RCA, Capitol, Epic, EMI, A&M, MCA, Elektra, Warner Bros., EMI)

CHICAGO-COUNTRY PURCHASES

Bob Coyle
(312) 867-7060

1. "That Song Is Driving Me Crazy." Tom T. Hall, Mercury, 73408
2. "Playin' For Keeps." Delbert McClinton, CBS 73408

(CBS, RCA, Epic, A&M, Warner Bros., MCA, EMI, Elektra, Atlantic)

PORTLAND, OR. COUNTRY PURCHASES

Eric Anderson, Kelly Delany
(503) 292-6000

1. "Love Me Like You Do." Lita Ford, RCA 4201
2. "We Belong." Journey, Capitol 4201


Mega, Pip Ink Pact

NEW YORK—Mega Records has signed a pact with Pip Records, a division of Pickwick International, Inc., for the distribution of Mega products.

Mega has offices in Los Angeles and Nashville and is most active in the country music field.

WEA Sets Up Data System

LOS ANGELES—A data processing system is being installed by Warner/Elektra/Atlantic Corp. to link the firm's seven branch operations with a central computer at the Burbank Studio in Burbank, Calif.

The system, completed to be operative early next year, will supply information on sales of specific titles in the WEA combine on a current basis.

Free Country Shows Planned

LOS ANGELES—An admission free Country Music Association show will be set for June 9 at Newhall, Calif., sponsored by Musicians Union Local 15 and the Music Performance Trust Fund.

The show will be hosted by Cliffie Stone, and artists will include Tex Williams, Johnnie Wright, Johnnie O'Dell, Billy Liebhey, Joanie Johnson, Jimmy Pruett, Hal Southern, Harold Hall, Jared champagne, Al Boyer and Chuck Hedge.

The Jamboree will be repeated at Los Angeles's MacArthur Park, Sept. 22.

Copyright Suit Hits 'Tie A Yellow Ribbon'

NEW YORK—The pop song, "Tie A Yellow Ribbon Round The Ole Oak Tree," popularized by Tony Orlando & Dawn, and since re-recorded by 25 artists, has been sued by the American Music Publishers Association on behalf of a group of American publishers, led by United Music, and the publishers of "The Tie That Binding Us Together," the 1975 and 1980 million selling hit.

The suit further charges that "Tie A Yellow Ribbon" was published by Levine & Brown Music subsequent to the appearance of "The Eight Million" in 1977, thereby causing Hamill irreparable damage.

All publishers named in the action have been charged with infringement of copyright and unfair trade practices.

Hamill's suit is that the defendants, their agents and servants be enjoined, pending the action, and permanently, from infringing the copyright in any manner, and from publishing, recording, selling or in any manner disposing of any copies of "Tie A Yellow Ribbon.

Hamill is also asking for all gains, profits and advantages derived by the defendants from the song, and that the defendants be required to deliver up, to be impounded during the pendence of the action, all copies of the song in their possession, as well as to deliver up for destruction all infringing copies, all plates, molds and other matter for making the infringing copies.

RR Is Expanding Distrib Quarters

GLENDALE, Calif.—RR Distributing, the two-year distributor here, is expanding in separate quarters to 2,000 square feet to handle more new labels. Most recent addition to the Ray Avery-George Houck operation is BASF label.

Hucat said that Don Davis, formerly with his own operation, Sam & Dave, which has gone out of business, has joined RR in sales and promotion.

Simple Song' Distrib

LOS ANGELES—Famous records will distribute "The Simple Song," the single label from Lisa Bernardi and the children from the Elizabeth Eve School for Special Children. The tune is the theme from the One-to-One charity organization which works for retarded children.
170-unit Gibson Chain Stores Geared to Small Markets

OMAHA—Pamida is different from probably any other mass merchandiser in the country, suggests Bob Frank, buyer of audio and small portable products for the 170 Gibson stores owned and operated by the Omaha-based firm.

"Pamida is not different in basic philosophy, but in the fact that its stores are located predominately in small towns, county seats, college towns. We work off that trading area, attempting to offer in our bigger stores—up to 60,000 square feet—as complete a selection and variety of merchandise in all departments as we can possibly get in the space allocated.

The importance of selection in attracting repeat clientele to stores in small towns is a primary reason Pamida upgraded electronic lines last year.

"It was patterned after our other departments, all of which strive to offer shoppers a full range of choices in good, better and best merchandise," Frank says. "By selection within categories, we mean basically providing our clientele what they might find in a larger outlet, in a larger city or regional shopping complex.

By variety in electronics, we mean starting with small portable radios and going up to quadrasound in selected stores, plus all the related software.

Pamida’s price points on audio merchandise reflected the good, better and best concept: $180, $220, up to $320 in quadrasound units. Other successful price points include under $2 for transistor radios; $24.95 for cassette recorders; $34 to $37 for digital clock radios. "In the home entertainment centers, our most successful price point is just under $200," Frank says.

Featuring brands include GE, Lloyds, Panasonic and Sony.

"In our upgrading, Sony was the line we had not handled previ-

ously, and we broadened our line in Panasonic and Lloyds."

In records and tapes, Pamida stores generate five turns a year. "We have done this through absolute control of maximum inventory. The control does not include pre-order tapes and records. We went totally to a dollar figure. Last June and July, we went through a shrinkage period in this category that was substantial. Still, at the end of the year, we showed substantial gains in these areas in spite of the shrinkage.

In electronics, Pamida Gibson stores achieve a minimum of four turns a year. All electronics from small transistor radios to quadrasound units and color television are lumped together.

"We are satisfied with the turns," Frank says, "because, although we could get a higher turnover figure, we prefer a broader line. We feel we get more in dollar sales in that type of structure, rather than shooting for more turns with a narrower line.

"Throwing in the bigger ticket merchandise naturally re-
duces turns, but we achieve growth, 20 percent in a minimum figure for growth in this area. We maintain our profit ratio on that basis."

"We are continually looking for the optimum mix that gives the best dollar figure at the bottom of the page. There are, of course, essentially three merchandise classes—low end, middle and high."

(Continued on page CES-35)

Pamida Highlights

- Good, better, best pricing: $180, $220, $320 quadrasound
- GE, Lloyds, Panasonic features; Sony added in upgrading
- Four years a year satisfactory because of broad type of price structure
- 20 percent minimum figure for growth in consumer electronics
- Ordering under MSI system through central computer
- Inventories taken every three months
- Two-week turn-around in reporting data on new products, deletions, price changes
- Competitors: Coast-To-Coast, Ace Hardware, True Value
- Main advertising newspaper with low key theme
- District managers must be in field 100 percent of time
- Glossary of hi fi terms keys sales personnel to matrix versus discrete
- Master Charge, BankAmericard of various extended credit sales planning
- Time not the key in complaints on faulty goods; validity is the key
- Expansion plans: 10 new stores per year and 20 remakes a year

MORE PAMIDAS ON THE WAY—Buyer of consumer electronics, Bob Frank, exploring plans for remodeling some Gibson’s stores and opening others. Pamida’s Gibson chain numbers 170 and is characterized by merchandising hardware and software together as in pictures at top of page. Scenes are from Shenandoah, Iowa, outlet.

By JACK ROLAND COGGINS
IT LOOKS LIKE A DETONATOR
IT'LL SELL LIKE DYNAMITE

Ka-boom!
It's the Dynamite 8. Our new 8-track cartridge player (RQ-830S).

It's a blast to look at. In red, yellow or blue. And a blast to use. With a dynamic speaker that can really boom out the Beethoven.

And a plunger that changes the channels.

And your customers can plunge in anywhere. Thanks to its AC cord. Panasonic Hi-Top batteries. And optional car adapter (RP-913).

When you have something great, you make noise. So we'll begin our explosion in national magazines in September. In books that motivate the vast audience for the Dynamite 8. Like Seventeen and Hot Rod. Senior Scholastic and Motor Trend.

And many more.

And we're pushing our plunger heavily on TV. With a spot schedule running from October through December. Starring a singing group called, oddly-enough, "The Dynamite 8."

And you can make your own noise. With your own local advertising. Using our "Prospector" dealer TV commercial, ad layouts, glossies and line illustrations. We also give you a complete package of in-store display materials. That cover the year. From back-to-school through the holidays. Including wall banners, posters, streamers, window spots, and counter cards. As well as an earth-shattering counter display.

Pull it all together with the Panasonic advertising and promotion guidebook. It'll show all the materials available. And how to get the most out of them.

With everything we've put behind the Dynamite 8, you can be sure of one thing. It's no bomb.

Panasonic
We know your customer.
Zenith Pledges Sales Push for New Line; 8-Track Record; 'Q'Bid

LAS VEGAS—New—Zenith marketing executives confidently pledged sales leadership in packaged audio playback instruments when the firm introduced a line of almost 40 units, ranging from a mono phonograph through modular stereo and quadraphonic to stereo and 4-channel consoles and combinations.

Executive Vice President E. D. Dobertol announced 1974 industry statistics through May 3 indicating significant industry decline in home audio sales, but strong Zenith gains in all categories of audio.

Dobertol cited the firm's delivery lag as a sales deterrent through 1973 into 1974, but stated that currently and in the future, delivery would consistently improve because Zenith is now completely self-sufficient. He said that a 250,000 square-foot speaker enclosure and furniture cabinet plant in Evansville, Ind., winds up an $80 million capital expansion. His statement that Zenith was cutting its electrical and marketing staffs, however, did not indicate any reduction of Zenith's sales and marketing division.

It is noteworthy that Japanese suppliers were greeted with the heaviest cheers of the day's meet- ing here Thursday (30).

Zenith's chips in quadraphony are square, the matrix disk, playback and discrete tape and record play- back. The four 'Q' consoles, ranging from $599.95 to $769.95, are available in a one-piece credenza styling with built-in directional speaker placement and a three-piece console with matching speakers.

Joe Psinak, sales promotion chief, indicated that Zenith will market prerecorded tape starter kit, produced by Columbia Records, and (Continued on page CES-3)

Sony Will Expand In California & Europe

NEW YORK—The Sony Corp., whose sales in the U.S. topped the $250 million mark during its last fiscal year, will build additional manufacturing facilities in California, as part of an overall expansion plan that calls for the construction of a number of new factories in several foreign countries.

The firm's expansion plans were disclosed by Kazuo Iwama, deputy president of the Sony Corp., Tokyo, at the Sony national sales convention held recently at the Doral Country Club, Miami.

Iwama said that in addition to expanding (Continued)

British Audio Firms Look to U.S. Market

LONDON—For a British audio firm the challenge of marketing a successful product in the United States is a con- siderable one. The vast territory demands a large and efficient distribution and advertising network which can only be achieved by a company which is ready and able to make a major investment. It is significant that some of the most successful British manufacturers have established completely independent factories in America, and are making a significant investment.

One of the world's most success- ful manufacturers is between the four firms which have entered the U.S. market and are looking for the best way to enter the market. Each firm has its own strengths and weaknesses, and it is a challenge for each firm to find a way to enter the market effectively.

One of the firms which has entered the U.S. market is the American subsidiary of the British firm. This subsidiary has established a branch office in New York City, and has appointed a full-time sales representative to handle the business in the U.S. The firm is planning to introduce a line of high-quality audio components, including speakers, amplifiers, and turntables, and is looking for distributors in the U.S. market.

Another British firm which has entered the U.S. market is the American subsidiary of another British firm. This subsidiary has established a branch office in Los Angeles, and has appointed a full-time sales representative to handle the business in the West Coast market. The firm is planning to introduce a line of high-quality audio components, including speakers, amplifiers, and turntables, and is looking for distributors in the West Coast market.

The third British firm which has entered the U.S. market is the American subsidiary of another British firm. This subsidiary has established a branch office in Chicago, and has appointed a full-time sales representative to handle the business in the Midwest market. The firm is planning to introduce a line of high-quality audio components, including speakers, amplifiers, and turntables, and is looking for distributors in the Midwest market.

The fourth British firm which has entered the U.S. market is the American subsidiary of another British firm. This subsidiary has established a branch office in San Francisco, and has appointed a full-time sales representative to handle the business in the West Coast market. The firm is planning to introduce a line of high-quality audio components, including speakers, amplifiers, and turntables, and is looking for distributors in the West Coast market.

All four firms are looking for distributors in the U.S. market, and are planning to introduce a line of high-quality audio components, including speakers, amplifiers, and turntables, in the near future. Each firm is looking for a strong, dedicated distributor who is willing to invest in the market and develop a strong, long-term relationship with the firm.

Music Tape In Preview

NEW YORK—Audio Dealers. Inc. (ADD), gave the trade a preview of the new music tape marketing cam- paign that will launch the music tape by Capitol later this summer. The campaign of professional-grade blank recording tapes, previewing at the CES (backed by a live Dixieland band) of the Sony Corp. features in open reel cassette and 8-track cartridge.

Bill Dawson, vice president, mar- keting, who moved to the subsidiary from parent Capitol Enterprises-RWI four years ago, explains the "music tape" approach. It developed from (Continued on page CES-3)
LE-BO THE LEADER IN TAPE AND RECORD ACCESSORIES

INTRODUCES AN EXCITING NEW LINE OF blue denim CARRYING CASES

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Holds 30 cassettes
Features smart double straps

TA-131D
Attacha Type
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Blue velvet flocked compartments

TA-114D
Features double straps
Holds 24 cartridges
Red flocked compartments

TA-112D
Same as TA-114D
Holds 15 cartridges

TA-124D
Holds 24 cartridges

TA-130
SUPER VINYL CARRYING CASE
aluminum valance,
Holds 24 cartridges

TA-152
TAPE STORAGE FOR THE HOME
Holds 36 cartridges

TA-302
STEREO FM/AM RADIO HEADPHONE

TA-324
STEREO HEADPHONE

TA-322
RADIO HEADPHONE

TA-318
STEREO HEADPHONE
With balance and volume control box.

TA-54
DELUXE WOOD TAPE CARTRIDGE CARRYING CASE
Holds 24 cartridges

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www.americanradiohistory.com
Admiral Broadens Audio Line

CHICAGO—The direct sales division, Admiral Group, Rockwell International, plans to introduce amuch broader line of products in all categories, and at all price points, to achieve an aggressively competitive position in the major electronics market. Albert St. George, general manager of the division, says.

Admiral will continue to maintain its distributors and branches under a dual distribution program, although these have been maintained in a voluntary basis product, rather than on allocation of product. The direct sales division, established last October, deals with multi-channel stores, discount houses, department stores, and catalogue houses, as well as maintaining a premium division and a military division.

Products being introduced at the Summer Consumer Electronics Show will maintain the same prices as last year, which includes St. George. The division, he says, is being done more of its own assembly and engineering, as well as manufacturing its own speaker cabinets, and planning in larger volume.

The line to be introduced at the CES includes two quadrasound systems with built-in S9 matrix circuits for records and broadcasts, and four-channel 8-track tape player. Each system has four speakers, including Model STC1511, with changer, lists at $399.95; model STC1501, without changer, lists at $359.95. Models are available in a variety of finishes.

A 5 1/2-inch woofer is added to two extra speakers to your new stereo system with the 8-track record feature, which Albert St. George notes is becoming increasingly in demand. Model STC1711, with Garrard changer, stereo AM/FM radio, and 8-track, lists at $329.95; on October 1, Model STC1571, without changer, lists at $199.95. Models with 8-track player only, and stereo AM/FM radio and 8-track, are $279.95, Model STC1561, with changer, at $199.95; and model STC1551, without changer, at $159.95 list.

Also being introduced are stereo systems without four-channel capability that include a car at no extra cost. Model STC141, with 8-track player, stereo radio and phonograph, lists at $209.95. Model STC1521, with stereo radio and 8-track, lists at $209.95.

In portable, Admiral is showing a cassette player/record, model CT9941, with a blank tape cassette, at a promotional $39.95. It features automatic stop. Model CTR951, with built-in condenser mike as well as remote control microphone, lists at $299.95. Admiral will be showing two portable 8-track tape players, model STP1393 with stereo radio listing at $399.95, and model STPI383 without the radio, at $79.95.

What To See

At CES

CONSUMER Electronics Shows are becoming a play field for car stereo. Import Dist. Buying Service, formerly Mikado Electronics Corp., used CES to show this Model 900 in-dash cassette with auto reverse and record feature. Price: $199.95.

Needle Kit

NEW YORK—EV Game, Inc. has developed a "Needle Finder' kit designed to simplify the selection of needles for various stereo systems. The kit will be on display at the Electro-Voice Booth at the CES show, says Larry Feldman, newly appointed general manager of the division of EV/Game, a division of Electro-Voice.

LEAR's approach to in-dash is a kit with the player that has some universal features and can get the customer started. The idea is that the customer can send off for a kit that Lear Jet ships and that it is exactly an adder, idea as with many aggressive approaches to in-dash is for off-the-counter sales at mass merchandise outlets.

What To See

At CES

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Quadrasound in-dash from Lear Jet at $219.95 with AM/FM stereo radio has automatic and manual channel select.

Discrete 'Q' Radio Takes Step Closer to a Reality

Discrete quadrasound radio is slowly drawing closer to a reality. This is the opinion of many of the people involved with the experiments now being conducted by the National Quadrasonic Radio Committee of the Electronics Industries Assn.

On June 15, closed circuit experiments will be conducted, and then in August, on-air broadcasts will start on KFIOM in San Francisco. The on-air experiments will occupy about 60 days. The information that results will be submitted to the Federal Communications Commission. Just how long the FCC will take to evaluate the information is anybody's guess. Harold Kassens, assistant chief, FCC broadcast division, has been deeply interested in the development of 4-channel radio and has been keeping on top of all developments. His main objective is to see that the very best system is the one that is finally approved for the public.

Several firms are ready to hit the market with discrete modulators once a system is approved. People with 4-channel playback equipment would be able to hook these modulators up to their present 4-channel amplifier-receiver to receive discrete radio broadcasts.

Already considerable product is available on the market and by next year there should be enough records to enable a radio station to program considerable quadrasound hours.

Meanwhile, matrix quadrasound radio continues to grow. WHJE-FM in Fort Lauderdale, Fla., under program director Gary Granger, is creating considerable audience interest with Sanouli QS broadcasts. Many FM stations program matrix product now, some regularly, some in the same shows up in their regular programming sequence. Any matrix QS receiver at home can receive these broadcasts.

The new QGD-1 Sanouli decoder that will be hitting the Japanese market this fall and the U.S. perhaps by next year (6 features 20 db plus separation) will be a step up for matrix broadcasting.

Philips Bows Loudspeakers Unit at CES

NEW YORK—Philips High Fidelity Components is introducing a new Motional Feedback Loudspeaker System that is claimed as a unique product in all categories. It is being exhibited at CES, with live demonstrations across from the McCormick Place at McCormick Inn, according to Andre Brakhan and George Ga-

nans of Philips' AKG-D din-000.

Each speaker enclosure, with suggested retail price of $305, is 15 inches high by 11 wide at 8 and contains two output amplifiers totaling 40 watts RMS.

The woofers are terminated with a 4-ohm impedance, has effective power of 40 watts RMS driving an 8-inch woofer with a built-in accelerator transducer. The transducer makes it a Motional Feedback system, meaning an oscillator is gone, with the result signal fed back to the adding circuitry of the (Continued on page CES-15)
Our time has come. There are more than 80 audio manufacturers adding QS-encoding capability in their 4-channel equipment.

More than 600 records have already been encoded in QS. The list is growing every day. FM stations are moving our way. We've tipped them off to the ways they can encode discrete 4-channel tapes into 2-channel for transmission over FM MPX, or even make live encoded 4-channel broadcasts that retain all current standards of hi-fi stereo reproduction. Inexpensively, with our QSE-5B 4-channel encoder.

Hardware people are onto us. They've discovered that QS has more technical advantages, and fewer disadvantages, than any other 4-channel system.

The QS system is complete. And the word's out.

Are you listening?

QS 4-Channel Stereo. Are you listening?

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*QS is a trade mark of SANSUI ELECTRIC CO., LTD.
CES First Video Focus Tied to Education, Business

By STEPHEN TRAIFMAN

The Kodak Super 8mm Video Projector, which was the only consumer video film unit on the market later this month in the New England region. After confirming that the first projector would include several of the more traditional audio/home electronics equipment, May 23, Kodak has decided not to release any dealer names until the distributor list is complete. List price will be $1,095 with easy payment arrangements available on any PC set.

As for the current status of the leading consumer systems, it's been a case of many words at mostly technical conferences, a few demonstrations and a virtual news blackout for both trade and public.

The best 8-Track.

Pinch Roller of Silicon Rubber / Delrin Hub.
Cover and Base of high-heat, medium impact Poly styrene.
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Tape Platform... medium impact Poly styrene.
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CES - 8

NEW YORK—The consumer videocassette/cartidge/disk market will be the virtually invisible visitor at the summer Consumer Electronics Show in Chicago. The Electronic Industries Assn. (Elia) is making its first real acknowledgment of the new video market with its first Video Systems Exhibition & Conference. But Jack Wayman, staff vice president, Consumer Electronics Group (CEG), is the first to admit it is a business/education oriented event—the only place where current video activity is evident.

Richard O'Brien, Sony vice president and Elia-CEG Video Systems Subdivision chairman, has put together a solid conference program/library/showcase theater and exhibit section under the direction of veteran video systems specialist Ken Window, former managing editor of Billboard's VidNews newsletter.

But, again, the long awaited consumer video tape and disk systems will be nowhere on view, although much in the minds of viewers. A key panel on the outlook for video systems equipment will involve representatives from Panasonic, Sony, Phillips, Akai, 3M, Kodak and MCA-VideoVision. Although much of the discussion undoubtedly will involve the new home systems, only Panasonic, Sony and 3M are represented in the video exhibition area at CES.

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As for the current status of the leading consumer systems, it's been a case of many words at mostly technical conferences, a few demonstrations and a virtual news blackout for both trade and public.

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Surround yourself with these best-sounding, best-selling albums.
Innovations In Technology Design Spark Headphone

BY ANNE DUSTON

CHICAGO—Innovation is design and technology of headphones will highlight offerings by headphone manufacturers at the Summer Consumer Electronics Show.

Koss, considered the leader in the industry, introduces a stereoheadphone, the Phase 2, with all new circuitry, that allows the listener to "place himself in the middle of the performance," or to give a surround sound effect, with the additional capability of accenting elements of the performance.

Controls that accomplish this are the Panoramic Source controls located at the lower edge of each earcup with a range from zero to ten, allowing the listener to select certain elements for emphasis. The Panoramic Source Controls work in conjunction with the two-position Ambience Expander Switch. In the "N" position, the expander provides the sensation of the listener placing himself into the center of a live performance. In the "E" position, the sensation is as if one were "wrapped around" by the performing musicians.

The conventional stereo sound can be achieved either through positioning of the controls, or by using the Momentary Comparator Switch on the left earcup. Suggested list for the Phase 2 headphone is $75.

Koss will also show two high-velocity microweight dynamic stereophones with a new "Decitile" driver element that reproduces the entire ten octave audible spectrum with unusual fidelity. The HV/ILC, with volume balance controls, retails for $54.95. The HV/1A retails for $49.95. Both are styled in ebony task finish with champagne gold metal finishing and grained inlays, and weight under ten ounces.

The Koss Corporation has signed Doc Severinson, musical director for Johnny Carson, as company spokesman. He will be featured in a series of print and television advertisements, in-store dealer materials, as well as make personal appearances for Koss.

Sennheiser, which introduced open air headphones in 1968, received permission late last year to use "open air" as a registered trademark, causing some problems among other manufacturers, such as Mura, which had to rerun their catalogue information substituting the

(Continued on page CES-34)

By JOHN SIPPEL

LOS ANGELES—Though accessories are still under 5 percent of the average volume of a retail outlet, they are becoming increasingly important.

A spot check of major retailers indicates that more record/tape buyers are becoming increasingly involved so that they demand accessories essential to keeping their collections and playback equipment in top condition.

Dave Lieberman, Lieberman Enterprises, Minneapolis, whose five depots from Chicago to Oklahoma City, serve hundreds of retail racks and departments, is developing a "Top 40" of best-selling needles for his accounts. He will soon introduce a private label needle/cartridge line to all his sources. The 45-store Record Bar chain out of Durham, N.C., is ranked by White needles, a good steady profit source, according to Pete Snodin, national buyer.

Carrying cases and other tape-storage units are becoming more necessary, Snodin says, because collections are getting larger and furniture units such as those provided for LP storage have not been made available for tapes.

Mary Delgoff, national buyer for accessories for ABC Record & Tape Sales, based in Seattle, reports she is doing well with LeBo and Peerless cases, with more and more of the branches taking them on.

Mrs. Delgoff, like Mike Randall of Platt Music, the operators of 24 leased departments in southern California May Co., department stores, envisions accessories as a continually better profit maker. She points out that in three years, Demco, a Seattle division of ABC which builds all its fixtures, has gone from one accessory rack to four different sized racks, solely handling accessories. ABC now also has private labels for needles and smaller accessories like cleaning cloths, brushes and adaptors. ABC has had private label needles for 18 months, she says.

Frigidaire Door Radio, Tape Unit Building Interest

By JOHN SIPPEL

DAYTON, Ohio—Frigidaire opened another fertile pasture for the growth of home audio when it recently introduced an accessory refrigerator door which houses FM/AM radio and a portable cassette deck for about $100.

A company spokesman says the unit is enjoying "fair" consumer reaction, saleswise, but interest is building on the unique innovation.

"The Frigidaire Conversation Piece" (Accessory RT-1) is a standard part of a three-door refrigerator or it can be bought separately and easily replaces the original door on the appliance. A number of firms have supplied the radio. Sony is making the cassette unit.

Frigidaire advertising points up that the housewife can record instead of write messages, tape recipes, and learn while she works in the kitchen.

FREZER DOOR is 13" wide, 19" long and 6½ "cragh. Radio-tape recorder weighs 6½ pounds, is 8⅝" x 10½" x 12⅛".

What To See At CES

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CAPITOL BLANK RECORDING TAPES IN BEAUTIFUL DECORATED BOX

<table>
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<tr>
<th>FOR 8 TRACK</th>
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<td>32 Min.</td>
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Also
VICTROLA
RED SEAL
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THE BEST OF

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8-TRACK, CASSETTES, LP's.

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<th>Cut Out LP's</th>
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<td>Current LP's</td>
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Business Name

Address

City

State

Zip

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WE EXPORT TO ALL NATIONS.

TEL EX 126851.

WE SELL ALL MAJOR LABELS

The following prices apply to quantities of 3 or more of a title. (eg: 3-8t, 3-lp's, or 3 cassettes)

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<th>All $4.98 LP's</th>
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<td>All $5.98 LP's</td>
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<td>All $6.98 TAPES</td>
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The above prices apply to the complete catalog, not just a few titles. We carry a full stock of current LP's and TAPES. If it is not in stock, we will secure it for you at no extra charge. We also carry thousands of cut out titles in both LP's and TAPES at low prices. At these low prices, we can not accept collect calls on orders. We ship to all 50 States.

www.americanradiohistory.com
Tape Industry Eases Shortage and Gains Benefits

The shortage first hit, black market raw material was available from a number of sources. Some suppliers had simply boarded the product, others brought it in illegally from offshore and some simply offered what they had at ridiculous prices. Here it should be mentioned that none of the leading raw chemical manufacturers were a part of this market. For the most part, the black marketers were unknown who will again revert to that stature.

Blank tape firms were offered product in a manner resembling something from a spy story. One manufacturer showed Billboard a letter offering volume "if you are willing to let us come through the side door." Most firms report that such offers have slipped sharply or ended completely as a result of the availability of chemical product.

Several other important points should be mentioned in connection with the shortage. The ending of the Arab oil embargo helped everyone, of course. There is also less bartering between companies at the present. Less "I'll sell you plastic if you sell me chemicals" type of talk. Once again, most firms are becoming fairly self-reliant.

A number of benefits also arose from the shortages. All firms now have better planning systems for the future, in the event that a severe shortage hits again. Many major firms are now looking at 10-year plans to develop possible new means.

Introducing the new Clarion

Get the complete Clarion story at our hospitality suite, Hyatt Regency Chicago, 1-9 pm Sunday through Tuesday, June 9-11.
Corporation of America

Why should this name be important to you? Because we have "sound reasons" to believe that Clarion will soon be the most talked about and listened to name in the auto stereo market.

Admittedly we're not new in the field. Some of you knew us as Muntz Stereo Corporation of America, others as Clarion Shoji Co., Ltd. But the big news is that we are now one: the Clarion Corporation of America, a manufacturing giant with the resources, people, experience and products to make Clarion the uncontested sales leader in auto stereo. Not only do we now have the most advanced line, but also the broadest. Twenty-four superb in-dash and under-dash units ranging from 8-track AM-FM stereo and quad to cassettes and AM-FM radios. Plus everything in speakers and accessories.

Equally important — every Clarion, regardless of its price, has been quality engineered to last. We want your customers to come back, not our products.

Starting this month we'll be pre-selling your prospects with provocative ads in America's youth-oriented publications. And behind that advertising is a dealer support program. Call collect or write now for the complete story. You and Clarion have a lot to talk about.

Philips Bows Loudspeakers Unit at CES

*Continued from page CES-6

amplifier. This permits clearer bass reproduction, and except for a cutoff filter at the 35 Hz level, the woofer could reproduce frequencies down to 8-20 Hz or less, Philips says. A separate 20-watt RMS amplifier, terminated with 8 ohms, drives the 5-inch midrange and 1-inch dome tweeter. It is connected to high- and low-pass filters with an approximate 1,500 Hz crossover point. Frequencies between 500 and 3,500 Hz are fed to the mid-range with higher frequencies fed to the tweeter.

Since the system has its own ampifiers built in, they can be operated with the simple addition of a preamplifier (sterio setup, $7.50; 4-channel $140 for speakers). They can also be used with conventional amplifying equipment. Simple connection to the speaker output of a power amplifier will still achieve the broad-range, low-distortion frequency response that results from the Motional Feedback technology.
Blank 8-Track Sales Zoom, 'Q' Line Shows Promise

By BOB KIRSCH

LOS ANGELES—For years, major blank producers have offered blanks in the 8-track configuration as a courtesy to the consumer. As a result, at any store the cassette has always been the big seller at retail.

During the past few years, however, and especially during the last year, 8-track blanks have skyrocketed to the point where this product is now a necessity in any blank tape line.

Blank 8-track sales will do not approach those of the cassette, but with the proliferation of 8-track record units in recent years and particularly with the great numbers of mass merchandisers, department stores and other nontraditional outlets now stocking such hardware, the blank 8-track is now a major factor.

Quadrasonic has also skyrocketed, both in terms of hardware and software available and in sales, since the 1980 Summer Consumer Electronics Show when the configuration was the most talked-about item. Since it is obvious that no consumer is going to record-4 channel at home on disk and no truly satisfactory medium of mass producing quadrasonic cassettes has been created, the consumer who does wish to record in 4-channel will turn to the familiar 8-track cartridge.

The growth of 8-track blank sales and hardware units with playback and record capability is directly tied to the future of blank quadrasonic 8-track tape for consumer recording. Most large manufacturers say they are so encouraged at the growth of 8-track sales that they are preparing to or will be ready as soon as a major market meaning, as soon as the equipment is available, appears to produce quadrasonic blank 8-track tapes at least one major manufacturer, Columbia Magnetics, is now introducing a compatible stereo/4-channel blank.

What is the future of the blank quadrasonic 8-track cartridge in the opinion of major manufacturers, and how did the success of the 8-track stereo blank encourage or discourage these feelings?

“Eight-track blank sales have been excellent over the past few years,” says Ted Cohen, director of national consumer sales for Columbia Magnetics, “and they were particularly big over the past year. We are now getting ready to put just as much concentration on 8-track as cassette.

Cohen is placing enough concentration on the format to bow a compatible stereo/quadrasonic blank. “Basically,” says Cohen, “the cartridge is the same as our stereo blank. But it will feature an insert, slide. When this slot is removed, the tape will record and playback in stereo. When the slot is in, the unit will record and playback in quadrasonic. This is why we have called it ConventaQuadrasonic.”

The new unit will incorporate all features of Columbia’s Columbia and Soundcraft lines. It will cost a few cents more than the 8-track blank. The price is expected to remain the same. A new length, 30 minutes, will also be added. As of the CES, all Columbia blank 8-track tapes will incorporate the ConventaQuadrasonic feature. "It can’t hurt anyone,” says Cohen. "If a consumer wants to record in 4-channel, he can do it right now. If he wants to record in stereo, he can do that. And if he wants to convert to quadrasonic recording, he can erase his stereo material and record the tape if he wishes. Like all our other cartridges, this will have collapsible hub, three-point suspension and other features. The slip cases will be redesigned and there will be promotional campaigns on the line throughout the summer and fall.”

At Audio Devices, Bill Dawson points out that his firm will be introducing a blank quadrasonic 8-track tape within 90 days after this show. We are working on the mold for the unit now,” Dawson says. "It will be a consumer product, but we have not set prices as yet. In the beginning, we will probably aim the tape at audiophile stores, since this is where the majority of units capable of recording in 4-channel are now found. And there are not a great deal of these machines. The lengths have not yet been determined.”

When Audio Devices does introduce the tape, they will undoubtedly get the complete merchandising treatment and promotions that the renamed Capitol II line, now dubbed "Music Tape by Capitol" is getting. (see separate story on new stereo blank tape products in this section).

Audio Magnetics’ Jim Laste confirms that his company will have a line of blank 8-track quadrasonic tape, but we feel the marketplace is a bit premature for that line now. We are looking for later in the summer, after we have seen what has been introduced at the show in the way of hardware to record such a tape with. There may also be a problem with the average consumer learning how to record in the quadrasonic mode.

(Continued on page CES-29)
Custom Music: Fast-Growing Hi Fi Chain

CMC Moving Full Force Into Pure Retail, Seeking More Management Talent

By EARL PAIGE

ST. LOUIS—Suppliers and people in the Custom Music Corp. family, who find the chain's founder and former chairman, Byron Northrup, growing at a rate of 14 stores every 17 months, can only say "wowie zowie." CMC will do more than $25 million this year, says Pat Morris, the chain's marketing director at Missouri University here.

If there's any overriding enigma about CMC, which Northrup founded as a car stereo retail chain and which still does 90 percent of its business in that category, it is the organization's success, according to Morris as "our in-house dynamo." A supplier says, "You can come to St. Louis six times and never see him and then the seventh time, he will want to spend the whole day with you." And CMC, as working as Kansas City District manager and having a ball. Indeed.

Morris says of his boss (both Morris and Northrup hold degrees in chemistry), "There are many people about CMC, who, when they come here, they see that's the next market might be. Morris will say it won't likely be on the West Coast, or on the East coast north of Washington or Chicago."

Other patterns of expansion:

- Location site based importantly on consumer research (i.e., demographics, census figures, traffic, flow, business administration). You might come here to St. Louis and interview various of our executives."

CMC’s Growth Has No Theoretical Limit

ST. LOUIS—Custom Music Corp.’s growth pace of 14 stores in 17 months or almost one every 30 days has no theoretical limit, according to Barbara Gar- rison, director of retail development. She expects to see 45 by the end of this calendar year.

The chain’s strategy is to be sure it dominates in the area it invade, or as president Portero puts it, "If we’re not here, we keep on back filling." Neither nor Portero will say where the next market might be. Morris will say it won’t likely be on the West Coast, or on the East coast north of Washington or Chicago."

Other patterns of expansion:

- Location site based importantly on consumer research (i.e., demographics, census figures, traffic, flow, business administration). You might come here to St. Louis and interview various of our executives."

(Continued on page 33)

CMC Heads to the Action: Packaged Music Systems

KANSAS CITY, Mo.—Custom Music Corp.’s strategy in compact is two-fold. The St. Louis-based chain will go with highly recognizable brand names and mount a consumer education program, according to Jim Oldani, buyer for car stereo and 40 percent of the home equipment.

In this market in the chain’s CMC is located Oldani’s message via "the Claude Gervich in-house advertising department will be: “If you think of CMC as a place to look, go to good music quality; and, I think people regard us this way, then don’t think it’s a good place to shop for money—we have good, inexpen-

sive packaged music systems.

packages systems could compete and complete with the $120-$125 compacts, what we'd like to go is with a little bit better quality, better brand name image and try to convince people that it's worth a few extra dollars...in a price range.

Oldani says CMC is just starting to look at the compact market seriously for the first time in several months. "For some reason, the word compact has a negative connota-

(Continued on page 33)

Story Behind CMC Series

LOS ANGELES—The series of articles on 38-anniversary Custom Music Corp., this issue concludes by focusing on special issue editor and former tape/video editor Earl Paige, who was working on over a period of months.

Paige has covered CMC since its St. Louis-based chain's inception 10 years ago when founder and now chair-
manship, Byron Northrup started with four Crazy-4-track players and 25 pre-recorded car-

vides.

A series of interviews was planned during a visit to the home of Tom Foeck-

in this spring. And calls to suppliers and buyers and was made. Too.

And CMC executives were contacted over a period of several days.

Ultimately, Paige flew to St. Louis to wrap up the series and answer questions to CMC for a CMC seminar involving 38 store managers, 4 area supervisors, and four operations managers.

Claude Brunner Points to Rock Radio for Ads

DES MOINES—Whether in this market or any of the others CMC Music Corp. sells in from Topeka to Atlanta the primary advertising method is direct mail. Guiding the advertising is Claude Brunner, 40, one of the oldest executives in the chain. The vice president, Brunner was 13 years, and who is now vice president marketing communications. This is an all stock firm, maintaining public relations, advertising and marketing.

Brunner says the chief reason for going so strongly with radio is that the half the sales people in the industry couldn’t work for CMC. Is CMC’s management too regi-

(Continued on page 33)

(Continued on page 33)

Firm’s Buyer High on ‘Q’ in Pure Component Sale

ATLANTA—Although Custom Music Corp. marketing is governed by a national plan, each store has its own approach to selling its products. (Continued on page 33)

Banco In-House Rackjobber That Thrives on Blank Tapes

ST. LOUIS—Quadrozam is booming so much for Custom Music Corp. here that the chain had to develop its own brand of karaoke machines, says John Smith, head of the chain’s In-House Rackjobber. (Continued on page 33)
If they record ordinary things, sell them an ordinary tape.

But...
to record music, sell them
the music tape™
BY CAPITOL

Introducing the premium blank tape especially attuned to music.
the music tape BY CAPITOL.

New product. New packaging. Heavy advertising. It all adds up to growing sales.
And growing profit for you.

How many of your customers record music? How many ask which blank tape to
buy for recording music? That's the large growing market that will be buying
the music tape BY CAPITOL. And you will make money selling it to them.

See it first at the Consumer Electronics Show in Chicago June 9-12. Come to Capitol's
Booth 519. And visit Hospitality Suite 402 at McCormick Inn for all the details.

www.americanradiohistory.com
You'll sing its praises. The music tape by Capitol is the blank tape you'll want to recommend to your customers. First, there's no better recording tape made. Second, Capitol's putting millions into advertising to make your customers eager to try this exciting new product. (They'll see it in Rolling Stone and Playboy and on TV's Speakeasy and In Concert, for example.)

And thirdly, the profit picture. Capitol's new pricing and big budget advertising campaign will do this for you. You'll be making more money for every unit you sell. And you'll be selling more of them.

Premium recording tape has always been a high profit-maker. But now Capitol's higher dealer gross margins assure you of higher profits than ever before. And your volume is sure to surge too, spurred by a fast-growing market and by Capitol's new nationwide high-impact advertising.

So if you have a good ear for an exciting new product you'll want to get on the bandwagon for the music tape by Capitol. Call our sales representative in your area toll free at (800) 243-3496. In Connecticut call (800) 942-0659.

Simple to buy. Simple to sell. The blank tape market has escalated into a battle of pseudo-technical numbers and nomenclature. The music tape by Capitol is not going to compete on that front. Instead, it offers simplicity. The packaging is clean and easy-to-understand. It denotes the quality of the product inside. While clearly stating the tape's length or minutes. So there's less customer confusion, less returns, less mess on the racks. Easier for the customer to buy. Easier for you to sell.

All one quality. Premium. We've simplified the selection process further by making all lines—cassettes, cartridges, open reels—the same quality. Premium. Extra high output/low noise for full dimensional sound. There's no better recording tape. When your customer says he's going to record music, you can recommend the music tape by Capitol with confidence.

The tape with something extra. Our cassette and open reel tapes have a special backcoating for trouble-free operation. Our extra low friction lubricated cartridge tape runs and runs without malfunction. Best cartridge made. And our cassettes and cartridges are guaranteed jamproof.

The music tape by Capitol will be available in cassettes (45/60/90 and 120 minutes), cartridges (45/60/90 and the sought after 100 minute length), and open reels (7 and 10½-inch sizes). Each in our contemporary red and gold package.
They'll be playing our song. On TV and radio. Your customers will be asking for the music tape BY CAPITOL. The advertising schedule is heavy (over $2 million) and designed to reach the affluent young man who buys most of your blank tape. He'll read about the music tape BY CAPITOL in full-page color ads in Playboy, New York Magazine, Oui, Rolling Stone and Stereo Review. He'll see it advertised during TV's In Concert and Speakeasy. He'll hear about it on his favorite radio station.

He'll be reading about the music tape BY CAPITOL in your co-op newspaper ads. Hear your co-op radio spots. And come into your store to buy the music tape BY CAPITOL, drawn in by the posters he sees inside.

We could make beautiful music together. Get on the bandwagon for the music tape BY CAPITOL. The profits are higher. Sales are going to soar. And that means more money for you, if you order the music tape BY CAPITOL right now. If you have a good ear for an outstanding new product you'll want to stock up on the music tape BY CAPITOL. Call now.

(800) 243-3496
In Connecticut call (800) 942-0659

When you record ordinary things, use an ordinary tape.
But when you record music, record on

the music tape™
BY CAPITOL

Capitol® Audio Devices, Inc.
A CAPITOL INDUSTRIES-EMI Company
Los Angeles, Calif. 90028

When you record ordinary things, use an ordinary tape. But when you record music, record on the music tape™ BY CAPITOL.
Factory Dist. vs Reps—A Rep Raps on It

EDITOR'S NOTE—The concept of selling consumer electronics through manufacturer reps is being examined more critically than ever by a number of companies. Most retailers, including many that sell consumer electronics, are among those manufacturers that have moved in favor of company-owned and operated distribution centers. The argument for factory distribution often begins with a desire among managers to gain more control for the manufacturer. There are other arguments in favor of factory distribution.

For the opposite view, perhaps there is no stronger advocate of the rep system than Vincent Vigonii. A native New Yorker who has never lost his accent or his Eastern flash since spending 20 years in Los Angeles, Vigonii is a fierce advocate of the rep philosophy. He was interviewed over the course of two months in several cities and by telephone on several occasions.

During the period of the interviews, he was at the Los Angeles Cruise-A-Rama, the H.E. Show, NewCOSM in Las Vegas, a Cruise meeting in Hawaii, a meeting with 270 reps in New York and yet he was hardly ever off the territory during the week.

Vigonii has never in 20 years as a rep sought publicity. He has always turned down interviews. He does not reveal all of his lines and always wants to talk as a hierarchy of importance, simply because no one can enjoy or more enthusiastic support from Vigonii than anyone else. He agreed to these interviews because he has known the rep business for 20 years and because the concept of rapping is under such critical examination.

JEFFERSON CITY, Mo.—You can spend many hours in close-up Vigonii over a period of many days and he may finally at one point mention off-handedly that he has been TEAC's top rep on more than one occasion. That could surprise some people who might consider this capital city almost on the edge of the Ozarks with a population of less than 100,000 people. Yet, Vigonii is a big retailer where rep sales quotas are easier to meet. But actually, Vigonii is in the heart of a territory with many large population centers—Kansas City, Des Moines, Omaha, St. Louis.

One of the interviews commences with Vigonii being asked what he thinks of the factory salesman as opposed to the rep.

Vigonii: "There's no such thing as a thoroughbred who's working for a salary (i.e., a factory salesman). The rep is a very free lance individual. He's out there on his own. He's always trying to write big orders. He eludes you, but meanwhile, you're writing bigger and bigger orders all the time. The enthusiasm is fine because not everyone can be a Joe DiMaggio. A Yankee, a Hank Aaron.

"The biggest thing I see in manufacturing salesmen is that there is too much top heavy water. I don't care what they're paying them. It's too much. There are too many people running around doing nothing. The manufacturers depend so much on their sales force (of reps) out there and then when they start cracking the whip, they don't crack the whip on their own factory salesmen's backs. They crack the whip on the reps force when they really never given that sales force the ammunition to do the job because they themselves (factory sales people) are not qualified to be in the position they're in."

"That's why factory sales personnel are paid so poorly because those above them realize that they're there as figureheads and really not there as producers, although they would like to think they're producers."

By EARL PAGE

BILLBOARD: Would you agree that many manufacturers that rely so heavily on reps do not and cannot develop a stronger factory sales force?

VIGNOLA: Perhaps that's right. But there's such a preponderance of consumer electronics sold by reps. I would put the figure at 90 percent. Even with a factory field force, you still need reps to keep the business going. When you talk about a direct factory to distributor theory with no reps involved—you don't build that way. You lose a lot in the middle there unless you have a very strongly motivated distributor organization. I have yet to find a distributor organization that is self-motivated.

BILLBOARD: The rep is motivated differently?

VIGNOLA: "The factory salesman is all too often done at 5-30 on a (Continued on page CES-30)

The Merchant and the Story Teller

Once upon a time there was a merchant who was very smart. "Get me the Superscope Story Teller Cassette Books," he told the sales representative. "It is the impulse item I need to make me rich." And indeed it was.


Well, the Story Teller Cassette Books took off like the magic carpet. Especially since millions of viewers saw the Story Teller television spots. The merchant reordered many many times. (For in truth the Superscope Story Teller will average from 7 to 25 turns yearly in many retail outlets.) Very quickly the merchant amassed a small fortune and retired to a villa in Acapulco.

The moral of the story is simple. Smart merchants and smart distributors should take advantage of the exciting new Superscope Story Teller program. Visit the Superscope booth at the Consumer Electronics Show. Or call National Sales Manager Gene Block (213/365-1191 collect) or the nearest Superscope Story Teller representative listed below. And live happily ever after.

SUPERSCOPE

Listen to us.
Special Tape Products Division
455 Fox Street
San Fernando, California 91340
Telephone: 213/365-1191

ATLANTA
Steve Brookmyare
404/301-9866

BOSTON
Ron Sanden
617/563-0566

CHICAGO
Arnold Heller
312/677-3700

DETROIT
Roger Beutner
313/476-5186

MIAMI
Manco Brookmyare
305/771-9752

MILWAUKEE
Bill Wyda
414/646-3049

NEW YORK CITY
Lou Shleneck
212/489-5001

PHILADELPHIA
Saul Mintz
215/622-4399

PHOENIX
Jim Clancy
602/258-6868

PORTLAND
Jim Munro
503/396-0078

ST. LOUIS
Ron Lee
314/429-1147

*Also available in 8-track, 4 stories per cartridge—$1.98
A dozen things to investigate

1. How complete is the system? If you're an audio manufacturer, we'll share all our technical information with you, if you need it for experimentation. Likewise, if you're a software manufacturer.

2. What about the new QS IC chips? If you're interested in building a QS decoder and synthesizer, we'll make available economical samples of the chips. There are three IC chips, and they contain the entire, ingenious QS vario-matrix decoder technology.

3. Is QS catching on like they say it is? Already, we count more than 80 audio manufacturers producing and promoting equipment with QS-decoding capability. We estimate that more than two million different units with this capability have already been sold around the world.

4. What about software? Twenty-seven companies in five countries are today encoding QS 4-channel records under their 31 different labels, using our QSE-4 professional QS 4-channel encoder and our QSD-4 professional monitor decoder. More on the way.

5. Is it true what the critics say about QS 4-channel stereo? Bert Whyte of Audio wrote: "A discrete quadraphonic tape was played for us, and then A/B-ed with a disc cut with the Sansui QS encoder and decoded through a new type decoder. The results were startling. With both pop and classical selections, there was very little apparent difference between the tape and the disc..." Hear for yourself at CES.

6. Do the QS-encoded 4-channel signals really retain all current standards of hi-fi stereo reception? We say yes. Signal level, S/N, dynamic range, frequency response—the works—are all handled and controlled exactly like conventional stereo.

7. What does QS mean for FM broadcasters? A money-making opportunity. Now, any FM station can convert to QS 4-channel without spending a fortune on new equipment. About US$900 is what it takes to buy and install the new Sansui QSE-5B 4-channel encoder in any MPX-capable FM operation. The unit encodes discrete 4-channel tapes, demodulated Quadriscs (CD-4) or any of your own live 4-channel program material or 4-channel commercial spots.
about QS at the CES show:

8 What about economy? We figure you can build a universal decoder and synthesizer for less than $12 using the QS chips and related discrete components.

$12.00

9 What about bandwidth utilization with QS? We quote Leonard Feldman, Contributing High Fidelity Editor, Radio-Electronics: "....with properly encoded material I was hard pressed to tell the difference between matrix reproduction and the original discrete tapes from which the recordings were made. In terms of bandwidth utilization, Sansui has certainly shown that it is possible to convey much more information in two channels than would have been thought possible a few years ago."

10 What about QS versatility and compatibility? The new QS IC vario-matrix chip handles all major matrix systems. The sound field is totally symmetrical. The subtleties of placement are maintained. And, in the words of John Mosely, "If compatibility is of major importance, the QS system offers the greatest number of advantages (compared with the three main systems that are being used at the present time)."

11 What about sales promotional assistance? Software or hardware, we're thinking about you. Anyone using QS will profit from a substantial QS promotional campaign that is currently underway. It's a big-money promotion. Clinics and seminars. In-store 4-channel demonstrations. Consumer and trade ads. Educational brochures for consumers and dealers, engineers, recording engineers and FM stations. Full-color excitement in banners, posters, stickers, buttons, much more sales-inspiring information. And, yes, we pay for all of it.

12 Who do I talk to? All of our key QS 4-channel people will be at the CES show. Our suite in the Conrad Hilton is No. 1222-24. We'd certainly be pleased to talk with you.

QS 4-Channel Stereo. QS Are you listening?

SANSUI ELECTRIC CO., LTD. 14-1, 2-Chome, Izumi, Suginami-ku, Tokyo 168, Japan

*QS is a trade mark of SANSUI ELECTRIC CO., LTD.

www.americanradiohistory.com
In-Dash, Upgraded Cassettes Boost Car Stereo Hopes

By RADCLIFFE JOE

NEW YORK—Car stereo manufacturers, discouraged by the recent energy crisis, have retaliated by reducing prices on their products, resulting in the lowest prices ever seen for new products. A number of these manufacturers are expected to introduce new models in the coming months.

Looking at the car cassette market, Lucasey says that it is a good one for your company with sales of these products accounting for up to 20 percent of all the car sales last year, up 15 percent from a mere 3 years ago.

At Automatic Radio emphasis is being placed on the firm's line of new 8-track changers featuring theft control, rearview, and fine tuning. The list price on this unit is $99.

The Rally model 350 in a suggested list price of $149.95, is available 8-track tape player with such features as 8-track tape player with sound, and passenger headphone jack, in addition to the other features incorporated in the model 250. The Rally model 540, incorporates an FM multiplex radio along with the 8-track tape player, and also features what Automatic Radio officials call a "stereo beacon." This unit lists for $144.95.

(Continued on page 51)

How Good Are Your Ears?

You might know the specs of every receiver and speaker you've ever sold, but you can't be a real audio expert unless you know the quality of your personal components—your ears.

Columbia Magnetics will give you an ear test at CES. Not the old-fashioned G.I. Pre-Induction Physical kind of test with the squawky squeaky frequency converters played through tinny earphones; but something that's a lot more interesting and a lot more fun. And if you do really well, we'll award you a snazzy "Good Ears" certificate and pin so you can flaunt your fine frequency response.

Two unusual new 8-tracks at CES. We figure that if you have really good ears, you'll probably buy some tape from us and we have a pair of clever new 8-tracks that we think will impress you. A growing number of people are recording their own cartridges, both in stereo and 4-channel, but any 8-tracks don't have the switching slot to tell the tape player to play 4-channel. Well, now they do. We're putting a new "ConvertaQuad" slot in our cartridges. Use the tape as-is for stereo, or pop out a plastic slug for automatic 4-channel switching.

Columbia Magnetics, Inc., 51 West 52nd Street, New York, N.Y. 10019.

Mc Cormick Place, Exhibit 702
31-unit Catalog Showroom Chain Building Sound Rooms

MINNEAPOLIS—Sound rooms that will go from $150 to $250 per square foot are Modern Merchandising’s route to bringing electronics up from No. 2 to No. 1 department in the 31 catalog showrooms in the nationally based company’s chain.

“We’re not giving in; we’re entering the field gradually,” says Michael Cockson, merchandise manager for Creative Merchandising (the company within the Modern merchandising corporate ownership which publishes catalogs not only for Modern Merchandising, but for number of other catalog showroom companies; a total of 10 million catalogs a year).

Modern Merchandising was nudged into audio merchandising when it acquired the Jafo catalog showroom company, which already had free-standing Hi-Fi stores.

The scope of the market was clearly apparent from Jafo’s experience, and Modern Merchandising has adopted, for other catalog showrooms in the chain, ideas from the accumulated expertise of Jafo.

This year, for the first time, all Modern Merchandising showrooms will have the option of including special audio pages in the catalogs distributed in their areas. By September, when the catalogs for 1974-75 are in the hands of customers, at least one third of the Modern Merchandising showrooms will have sound rooms, and the goal is for all

By IRENE CLEPPER

When it comes to the Jasco catalog showroom company, which already had free-standing Hi-Fi stores, the scope of the market was clearly apparent from Jafo’s experience, and Modern Merchandising has adopted, for other catalog showrooms in the chain, ideas from the accumulated expertise of Jafo.

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Our business makes your business more profitable.

The more records you sell, the greater the demand for Watt’s record business. Whether it’s in a retail store or in your own home, the profits you build up selling them. Unlike the Johnny-come-lately companies selling one or two unsold and unproved new record products, Watt’s is a pioneer in the business with a complete line of quality records and items popularly priced from three to twenty dollars. And they’re backed up with the heaviest record care advertising program in the industry.

To help you get started in this profitable repeat business, we’ve taken the most popular

for the life of your records

Watts

The more records you sell, the greater the demand for Watt’s record business. Whether it’s in a retail store or in your own home, the profits you build up selling them. Unlike the Johnny-come-lately companies selling one or two unsold and unproved new record products, Watt’s is a pioneer in the business with a complete line of quality records and items popularly priced from three to twenty dollars. And they’re backed up with the heaviest record care advertising program in the industry.

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Blank tape manufacturer Columbia Magnetics has named Muller Jordan Herrick, New York, as its agency for advertising, public relations and sales promotion, with an annual budget of more than $1 million, according to account supervisor Harold Reiff.

A series of six 20-minute programs on producing video produced programs have been developed by IM Company's Magnetic Audio/Video Products division, on helical video tape equipment.

The series, "Sight and Sound of Video Production," was developed as a base of information for educational and commercial markets interested in creating their own television programs at minimum cost with optimum use of equipment.

The color series is available in Scotch brand videocassettes or EIAJ half-inch tape. Topics include: The Show Must Go On, covering setup, operation and care of the video tape system, and problem diagnosis, correction and preventive maintenance; A Juggler of Paradoxes, with tips for live talent; The World's Your Stage, a guide to set planning, front and rear projection, use of props etc.; Teaching an Old Camera New Tricks, examines various camera techniques; The Necessary Art - Video Tape Lighting; and, Putting It All Together, covering the whole gamut of production decisions, such as budget, location, script, talent and artwork.

Audimation, Inc., Chicago, introduces the Digital Lock System on the 767 cartridge winder, for infallibly detecting cue tones below the audible range, or it can be activated to use pure silence as the cue tone. The secret, according to developer and president of Audimation Norman Delezkis, is to pre-set "signature key" which is activated by the matching cue "signature key." The winder can be set to match cue tones now being used.

The system can be modified to permit the detection of encoded information in addition to the basic cue tone as an aid in quality control, such as production control numbers, etc. Controls allow for independent setting of high pass and low pass cue frequencies from 3 Hz to 50 Hz, and, adjustment of cue tone length and inanity to distorted wave lengths. The system automatically stops if the cue lane is missing or distorted beyond recognition.

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**Tape Duplicator**

By ANNE DUSTON

Our New LH Super. Specially Formulated to Give You Less. Less distortion. Less noise. Because noise is what your customers don't want. What they do want is a tape that gives them more sound and less noise: And that's the BASF LH Super.

Our new LH Super is a special formulation high energy ferric oxide tape that can take higher recording levels without distortion. And it has a wider dynamic range than our standard LH tape. It also provides higher playback volume at the same record level. And like all BASF tapes it's guaranteed jamproof.

So, to get the tape that gives you less of what you don't want, and more of what you do, stop in at our booth during Consumer Electronics Show to see the new LH Super and all our other tapes and cassettes.

We're celebrating our 40th Anniversary in the tape business, and are planning a special promotion program, plus new product merchandising that we think you'll want a close look at.

We're also launching an expanded consumer advertising program which will stimulate demand for BASF products. Come see the new LH Super and the BASF Promotions at the CES, Booth 408, or at our suite at the Conrad Hilton.

**LH Super. The tape for more sound and less noise.**

BASF SYSTEMS CROSBY DRIVE
BEDFORD, MASS. 01730

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**Chaing Building New Sound Rooms**

- Continued from page CES-26

Such a customer isn't attracted to a store where there's popcorn on the floor instead of carpeting, where people are pushing shopping carts this way and that and kids are screaming in the aisles. "The catalog showroom atmosphere is different. The floor is carpeted, there are chandeliers but no shipping carts because the displays are one of a kind."

He thinks the tendency of the catalog showroom customer to pay cash means a sharper appreciation of the money saved. He is aware of this at the moment of the transaction and the impression isn't blurred a month later when he gets a large bill (which includes the cost of a number of other purchases all added together).

"The typical catalog showroom customer is probably in the $15,000 to $25,000 income bracket," he calculates. The hi-fi customer is a younger (19 to 25) customer with less money: $10,000 to $17,000, but still comparable to the overall consumer customer because of his conditioned-from-childhood taste for hi-fi and his differing attitude toward spending money (less interested in home ownership in these early years, less concerned with furniture and more concerned with high quality leisure time investment).

Although catalog showrooms tend to think of the catalog as the sole or primary promotion tool, Cockson notes that "to be a factor in hi-fi, you have to promote. When the manufacturer has a promotion, we take advantage of it. We issue four flyers a year, but if the manufacturer's promotion is not concurrent, we'll use the newspaper to advertise. There's a lot of co-op advertising available. Hi-fi is highly promotable and there are promotional means that we'll want to use."

"Audio business really lends itself to a catalog operation," Cockson insists. "Today's customer wants facts and the opportunity to make his own product decision. Where do you find a salesman who will give you the information and then step aside while you make up your mind? The catalog is where you find that guy. When you have obtained all the facts, you just shut him up and put him back on the shelf."

---

JUNE 15, 1974, BILLBOARD
www.americanradiohistory.com
The new profitable way to merchandise needles.

Needle Finder

the most exciting thing to happen to needles since the record!

Pilet Proof
No Help Needed
See the Needle Finder Now!

At the Electro-Voice Booth

By BOB KIRSCH

LOS ANGELES—If one had to choose the major trends in blank tape at this year’s Consumer Electronics Show, the two to surface most obviously must be emphasis from the major manufacturers on improvement of existing oxide coating systems rather than announcements of new oxides and innovations from each manufacturer in packaging, promotion and displays.

Several companies, such as 3M and Audio Devices, are coming with new lines. But these lines are the exception rather than the rule this year.

Still, blank tape in all configurations (including video in many cases this year) will be in the spotlight.

Since the summer of 1972 show, blank tape has played an increasingly important role in each succeeding show. The booths and displays have grown more impressive, but more than that, it has been among the most innovative fields in consumer electronics.

Blank tape has grown to a mass item far more important than a simple accessory. In the past two years, the abundance of sophisticated coatings in the chromium dioxide, cobalt-doped and other low-noise-high-oxide oxides has allowed the cassette to become almost as much of an audiophile product as reel-to-reel. At the same time, cassette tape is used by all segments of the consumer population, not simply the audiophile. Rather, the majority of blank tape users are average consumers. The 8-trackblank has grown tremendously in the past few years, so that most firms are now devoting an entire section of their display to the cassette and the 8-track as accessories.

We may have some packaging and formulation changes throughout the year, but nothing radically new. We are also planning some dealer and distributor oriented programs on the 20 20 + in the fall and 8-track + in the 370 high-end series as well as the 350 promotional series. Ampex, like other firms, will also be promoting its blank 8-track heavily at the show. (See separate story in this section on quadraphonic and stereo blank 8-track tape.)

Audio Devices, according to Bill Dawson, is planning an entirely new marketing program. "We have a complete packaging change plus an improved tape," Dawson says. "We are changing the name of our line from Capitol II to Music Tape from Capitol. We know cassettes and 8-tracks are used for many purposes, and to be realistic, our line is for recording music. We’re selling to individuals, not bootleggers, so we’re not worried about the name."

"The reason for the simplicity of the name," Dawson continues, "is that we feel all of the various formula names around the industry are somewhat confusing to the average consumer. Our new packaging will have cherry, red, apple and gold coloring, the same coloring for all lengths. What we hope we are doing is brightening up the shelves of the mass merchant and large department and audio shops which are basically self-service anyway. And tape is an impulsive item. We have also had

any new formulations per se, and I think this is true around most of the industry. I think this is good and I see it as a sign of industry stabilization."

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Audio Devices will also be conducting an ad campaign through TV, print and radio which will exceed 33 million, the biggest ad expenditure in the firm’s history. The TV spot is a "surrealistic" sort of thing showing a blank man missed out of life until he hears the Music Tape. Then we see him again as a full man," says Dawson. "This will be a new display for the new line, and at the left end will be 45, 60, 90 and 120 minutes on cassette, 45, 60 and 90 minutes on blank 8-track, 1,200, 1,800, 2,500 and 3,600 feet on 7-inch and 10-inch reels.

Memorex will offer no new products, but will have three new point-of-purchase displays, according to the firm’s Bill Tower. The company will have a video booth at the show.

(Continued on page 31)
Blank 8-Track Sales Zoom, 'Q' Line Shows Promise

- Continued from page CES-15
dium," adds Lantz, "just as there has been and continues to be to some exten
t stereo." Lantz also adds, however, that the 8-track blank market has reached
large proportions on an industrywide basis. He says that industri
ywide, some 32 million blank 8-
tracks were sold at retail in 1975, and the projections call for 60 million
this year. "We figurate about blank 8-track tape amounting to 40 per
cent of the overall industry mar
ket," he says, "and that's a lot of
The 3M Co.'s Bill Madden says that "some of the machines now on
the market require a notch in the
earrings, and we have one mold we
can use for this. The problem is that
there are so few machines readily
available to the consumer that are
capable of quadrasonic recording
so it would probably not make
sense to manufacture a tape now that
would do little more than bur
ton the dealers.

"If we do introduce such a tape,"
Madden says, "it will probably be at
the end of the summer. But we want to
make sure a market is there before we
put the tape in the stores. At the
moment, the 8-track market is on its
way up in a way that it never has been.
Formerly, there was no market or a
back order of a week, and which is
an expensive problem to have. There's
more equipment to record 8-track
and it's getting broader distribution
and less expensive tapes. It's a fine
tape to have at the moment."

At BASF, Gary Berberian says the 8
track stereo blank market is a
and good and growing, but points out
that his firm has no plans at the
present for a quadrasonic configura
tion because "there's too much to
appear to be almost miniscule. We are
planned to manufacture such a
product should the demand arise
and we will make the product avail
able for any system."

"As for the 8-track stereo blank,"
he adds, "we did extremely well last
year. The percentage growth was
greater for the cassettes, but don't
forget that we were operating from a
smaller base here, just like everyone
else in the industry. However, we see
a huge potential here and continued
growth, especially because of the
mass merchandiser taking on complete
8-track record/playback sys
tems and promoting them at very
reasonable prices."

At Ampex Corp., Shad Helmister
says, "We have had the capabil
ity to manufacture blank 8-track 4-
channel tapes for a long time, but we
are not introducing one yet because
the market is quite limited. When we

Sony Will Expand In Calif. & Europe

- Continued from page CES-4
will also utilize the facilities of such
national magazines as Time, News-
week, Playboy, Sports Illustrated,
New Yorker, Esquire and U.S.

The main theme of the promo
otional thrust will be "It's a Sony," and
according to Gallagher, was in
troduced because most consumers fre
quently identify their Sony products
with the brand name.

Michael Cohen, Sony's national di
rector of creative services, promised
that the firm's promotional thrust
will be aimed at building dealer traf
fic. He said Sony has scheduled
different promotions aimed at
capturing the interest of a different
segment of potential customers.

He said, "We will be drawing suc
sick lovers and sports fans, along with a
great cross-section of people into
stores with a series of fresh and
unique promotions."

Among the items that will be fea
tured in the advertising and promo
tion campaign will be the new mod
els of Sony's compact stereo
scheduled for release in August.
According to Gallagher, the new
line provides Sony with a line-up of
consumer grade sound stereo to meet various per
sonal uses and needs.

The new models include the HP
250 with a price tag of $359.95; the
HP-258 at $359.95; the HP-260 at
$399.95; and the HP-2710 at $449.95.
Factory Dist. vs Reps—A Rep Raps on It

**SOUND-A-LIKES PLUS DIVERSIFIED * CATALOG**

(past, present, future)

M aster Tapes for Licensing from the Founders of the Industry
S pecializing for 17 Years

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Throughout the years our clients have included RCA, EMI, Polydor, Longines, Decca, London, Pickwick, CBS, Deutsche Grammophona, etc.

**WE ARE THE ORIGINAL PRODUCER’S LICENSING—OWNER’S**

We do not, in any way, manufacture or distribute Cartridges, Cassettes, Records, or any other finished product. We produce solely for the manufacturers or distributors.

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PRES. ED CHALPIN

245 W. 55 ST. NEW YORK CITY 10019 – (212) 247-6610

**LOOK FOR US**

JUNE 9, 10, 11, 12

CONSUMER ELECT. SHOW

CHICAGO BOOTH 9324


---

**Series 70 Recorder/Reproducers**

**When you've got more talent than money**

TASCAM Series 70 recorder/reproducers were designed for people who’ve outgrown high-end consumer audio products but can’t afford full professional studio gear.

Whether you need single, two or four channels, you define the Series 70... it doesn't define you. Your choices are expanded, not restricted, without paying a performance penalty.

The versatile Series 70 electronics come in two versions, one for direct recording and one for use with a mixing console like our Model 18. Whichever you need you get uncommon quality and reliability. But this time you can afford it.

Series 70 recorder/reproducers. When you've got more talent than money.
**British Cos. Look to U.S. Market**

- Continued from page CES-4

Company spokesmen have made it clear that the U.K. company is looking to the U.S. market as a key to its future success. The company has made a significant investment in the U.S. market, with the opening of several new plants and the establishment of a strong sales network. The company expects to see significant growth in the U.S. market in the coming years, and is preparing to take advantage of the opportunities presented by this new market.

**CES Video Show**

- Continued from page CES-8

Zenith's video disk system finally surfaced at the recent Society of Motion Picture & Television Engineers (SMPT) meeting in Los Angeles (Billboard, May 11), described by Dr. George Hrebek, he indicated the firm would probably demonstrate its laser player and total concept later this summer, but no firm plans are announced. With a capacity of up to 90 minutes on two sides, it is the lowest-playing software seen to date.

MCA Disc-Vision made an impressive showing at the same SMPT meeting, with its 40-minute disk demonstrated on a series of TV monitors around the room. In commenting on the cost of lasers, the firm's Kent Broadbent says other industry use is bringing the price down.

**RCA Directs Emphasis**

- Continued from page CES-6

distributors including eight company-owned outlets did preview the new 1975 2-channel stereo component line. All have 8-track players, will retail from $249 to $995, with the top-of-the-line armoire including a 5-channel changer.

A sharply reduced line of 1975 TV models, to 36 from 55 last year, was previewed. Highlights include elimination of the instant-on feature as an energy conservation move, an 82-channel selection electronic digital indicator for nine console models, a full year's Purchaser Satisfaction warranty with free labor and parts, and elimination of home entertainment center models. Hopefully, many will be attached to Selecta/Vision Mag Tape decks in the not-too-distant future.

Although distributor comment on the announced phaseout was mixed, Hittner remarked that he was quite pleased with the overall reaction. Another RCA spokesmen noted that all distributors have had the option of carrying other lines as well.

As expected, a scramble to pick off key RCA audio distributors already underway, with many major competitors looking to either bolster weak links in their own distributor chain, or expand in more solid markets.

**Zenith Pushes New Line**

- Continued from page CES-4

or a five-album matrix/quadrasonic set supplied by Capitol to aid the 4-channel instrument sale.

Bob Pierce also introduced other components which included stereo with 8-track capability. Nine models range from $279.95 to $449.95, with five deluxe sets running from $699.95 to $659.95. Pierce emphasized new Early American and Mediterranean styling in the console line.

Jim Turnbull, onetime Columbia Records sales executive, bowed the Allegro modular line of 2 and 4-channel sets in walnut and scene in white and blue. The line includes 10 stereo systems, four portable stereos and two 'Q' instruments. 'Q' modular Allegro runs from $349.95 to $399.95. Stereo counterparts range from $299.95 to $399.95. Bigger ticket modular instruments have added visonic damping and flywheel tuning, also found in many console units.

Pianist demonstrated for Billboard a special light-linked-to-audio dealer demonstration unit which uses a choice of two matrix demo (Continued on page 32)
Chinese Eye America Operations

Continued from page CES-4

economic affairs; Philip Wang, di-
rector of industrial development and
investment; T.Y. Hsiung, director of
Chinese investment and trade; and
John Yuan, manager of the trade
service.

"Even though Asian-American
trade has grown," Johnson says,
"there is still a long way to go. There
are, to be sure, differences between
the U.S. and the rest of the world
over currency and trade problems.
But we've made great strides in im-
proving our (the U.S.) relationships
with foreign nations."

The Republic of China feels it
has several factors working in its favor to
twoo American companies to its
country, the chief one being that it is
the jumping off point to Southeast
Asia. Other considerations are labor
supply, skilled workers and, of
course, lower wages.

In the past, American companies
considering overseas investments
have had to contend with inflation,
nationalism, protectionism and cap-
ital shortages," Johnson says. "My
feeling, however, is that an Ameri-
can company wanting to sell prod-
ucts in foreign countries should be
interested in devising ways to do it."

Johnson feels the Asian market is
very important to Audio Magnetics,
which now exports product to such
countries as Japan, Hong Kong, Tai-
wan, Singapore, Malaysia and Indo-
nesia.

"Focusing on Car Stereo"

Continued from page CES-16

older a guy is the more likely you'd
be putting it in for him. So the end
result is I think we're installing half
the sets we sell.

As for quadrasonic car stereo,
CMC finds it so slow that Oldani
won't even put a figure on it, but
component buyer Lee Gorvitk says
quadrasonic represents 35 percent
of volume in home units.

The key question in car quadra-
sonic is how long will it be before a
person can walk in and reasonably
buy the top 20 cartridges on Bill-
board's chart?" Oldani complains.

Going to the area of matrix car
units, he says, "We have steered
away... With our image we'd have
tough time explaining to people
why they should buy real 4-channel
for the home and phony 4-channel
for the cars."

On car cassette: "We're seeing a
slow but steady rise... It's moved
from 2 percent of our car stereo busi-
ness 24 months ago in to the neigh-
borhood of 6 percent now." He
points out that lack of prerecorded
cassettes is limiting this car stereo
category just as with quadrasonic.

Oldani sees a good, operational
car cassette player coming in at $60-
$70 retail but finds CMC's best seller
is a $100 underdash with "super
featured" design--fast forward, re-
vind, auto reverse, lots of buttons,
switches.... The next best seller is
a $190 dash with AM/FM stereo,
with considerable fewer features.

Getting back to in-dash, Oldani
says that in dollars, in-dash repre-
sents 50 percent of car stereo sales;
in units, 35 percent. Carried further
to the total sales picture, in-dash rep-
resents more dollars because of the
heavy proportion of installed units
with labor and all adding up. He
says installations are $20 (under-
dash with two speakers), $35 (in-
dash, two speakers) and $5 each for
additional speakers (for quadra-
sonic), so he sees in-dash coming
cut to 58 percent in the final analy-
is.
170-unit Gibson Chain Stores Geared to Small Markets

Continued from page CES-1

"Although our middle range is the largest, the lower and upper ends play an important role. Pamela manages its mix. The best product mix is the one that suits them, even though you do not get high turnover at every level."

Pamela Gibson stores order through an M.S.S. system. Stores order automatically by recording tape. Orders come over wire to the central computer which prints the orders. Each store orders only merchandise made available to its size of operation. To establish rate of sale on each item, inventories are taken each time orders are placed. This information is consolidated in book form and distributed to store departments every three months, so departmental information is updated on rate of sale.

New items additions and old items deletions are sent to stores every two weeks. In addition, stores are constantly kept up to date regarding model and price changes.

"In short, we provide store personnel with the tools that help them know what is going on in the department overall. This forces them to make better evaluations when placing orders."

In some locations, Pamela stores have direct full-line competition, but seldom strong competition in electronics. "We see our competition mainly as the hardware store, the retail chain, and the Co-op store.

"Our stores are so very close to our customers' homes that they automatically come in at least once a week. We use newspaper advertising, but primarily to inform customers about new selections available. Most of our advertising so far has been low key."

Frank suggests there is not much difference in merchandising 170 as compared with 150 stores. "If you establish a concept and a selection of merchandise and have good merchandise available, and assist the salespeople in selling it, it is the same."

But an important key to the operation of any department is being able to stay tuned in at corporate level to what is happening at store level. "Obviously, new patterns manifest itself at store level, whether that pattern is a problem or a profit potential. The job of our district managers is to be in the field 100 percent of the time, so that when patterns are developing, they will spot it early and report it."

"In addition, our headquarters' lines are kept open to store managers and particularly to key people having nothing to do in departments. They can readily identify particular situations that exist. Keeping tuned in is the most critical key to successful multiple-store operation. Only by being fully keyed in can management serve a realistic profit-motive function."

When he does not know the answer, the typical employee will do one of two things when asked questions by customers. He will attempt to answer without fully understanding or he will say I don't know. Neither response improves sales or image of knowing for the store.

"To help assure that sales personnel give correct answers to customers, Frank prepared a glossary of terms. "The glossary covers everything conceivable that would need identifying and defining in electronics we sell, from small portables to relatively expensive quadroscopic units."

If customers want to know the real difference between matrix and discrete, for example, salesmen refer to the glossary. It is like referring to a fact file. The customer knows they are getting the right answers to their questions, and salespeople are more confident in their answers.

Maxell proudly offers a big improvement your customers can see but can't hear.

When we decided to bring out our new Ultra Dynamic tape cassette, we asked ourselves a question. "How could we improve our cassette and at the same time make the poor dealer a little more happy and a little less poor?"

Five seconds of nothing.

The first five seconds of our new UD cassette is a timing leader. And we've marked the place where it starts so your customers will always know exactly where they are.

But the leader's also a nonabrasive head cleaner. So it keeps their tape heads clean without wearing them down.

Improvements your customers can hear.

We've also improved the tape. We've reduced the size of the PX gamma ferric oxide particles and increased the quality of the sound. The Hz now go up to 22,000 Hz; the signal-to-noise ratio's now 8d B above ordinary cassettes; and we've widened the dynamic range. Quite dynamically.

Round screws in square holes.

And lastly we've started putting our screws into square holes. Square holes are better than round ones because when the screws are screwed in, the plastic shavings from the threads get trapped in the corners of the holes. So they can't cause trouble jumping around in the works.

Our new long-playing cassette is shorter.

We're also bringing out our new improved UD-46 cassette. It's twenty-three minutes per side. Which very conveniently just happens to be the approximate playing time of the average long-playing record. (Our other cassettes are 60, 90 and 120.)

It tall adds up to better Maxell UD cassettes. Better cassettes mean happier customers. And happier customers mean more sales.

And you know who's happier then.
Innovations In Design Spark Headphone

Continued from page CES-10

word "special," Cornelius Hoffman, vice-president, marketing, at Sennheiser, says: "Companie's cannot sell headphones based on the open air principle and call them 'open air'—the principle is based on having free moving air within the ear cavity, rather than a closed cavity, with the air moved by transducers."

Sennheiser has been sending letters to other manufacturers informing them of the restriction, and has received excellent cooperation. Hoffman says.

Superex will be dividing their product into two parts, the standard Superex line for mass merchandisers and department stores, and an entirely new professional line for the audio and hi-fi market. Marvin Paris, director of marketing says.

Superex enters the open air headphone market with the TL-3 translinear headphone, in a sophisticated black and chrome lightweight design, at a $40 list price.

Entirely new in the field is the EP-5, combining an electrostatic tweeter and dynamic woofer. According to Paris, the combination gives extremely clean highs, while retaining the heavy driving bass for rock fans. With energizer, list is $80.

Another development by Superex is the single driver UNI-PRO headphone using a newly developed mylar, at a $59 list price. The PRO-7, with a new design both in appearance and internally, is the fourth generation woofer/tweeter headphone. List price is $65.

Two electrostatic headphones with open backs, the PEP-7ME ($50) and the PEP-7TE ($125) are being introduced.

Superex has expanded into the manufacture of blank tape cassettes, Paris says.

A combination of acoustic and electronic principles on the new Scintrex XY-4, provides the "first true four channel headphone," Jerry Henricks, marketing manager, claims. A two-position switch on the left ear piece lets the listener choose between true four channel sound and an Experimental stereo mode. No external boxes or controls are required. List is $79.95.

Sennheiser is raising prices on headphone models as a result of negotiations being conducted by several European unions this spring, and the relation of the dollar to the German mark. Uwe Satzler, service manager, says, the HD-44, for example, a stethoscope-type headphone, is being sold for $24.95 to $26.95.

Sennheiser will be demonstrating a new binaural (triaxial stereo-ephone) recording technique at its booth at the CES. The result will be most dramatic with open air headphones, Satzler says. The prototype employs two high quality condenser microphones either worn on the head, or put on an artificial head, to reproduce the exact sound environment and directionality of the real ears.

Mura is introducing new, improved Mylar speaker systems in the models SP-202 and SP-402. Mura has added a tone control to the promotional model SP-402 while keeping the price at $16.95, according to Ed Weis Jt., vice-president, sales.

Also being introduced are a new series of self-setting displays for dealers. The counter-top units hold 24 non-operating headphones, while the floor standing units combine the headphones with Mura microphones.

Telephones will be showing a four-channel headphone, based on the Fisher effect, that will give true four-channel separation with any quadrasound system. Model TEL-101F will retail for $65. For derived four-channel sound with stereo systems, the add-on Quadramatic matrix circuit box, at $25 list is available. Ed Joscelyn, engineering manager, says.

Car Stereo

SUPER ULTIMATE is Car Tape Inc.'s way of dramatizing this powerful $89.95 player, which company president James LeVitus says is so powerful no one will believe it. He lists music power output at 40 watts.

AFCD's model 400AFX in-dash with AM/FM stereo radio and 8-track player with cassette-loaded examples, front end AFT, built in AFC, local-distance switch. Price: $219.95.

CAR CASSETTE will be a particular focus this summer as witness the many models at CES. This is Import Distributors' 909 in-dash. Price: $139.95.

INSTANT WEATHER, a feature General Electric says will revolutionize radio sales, is a feature here in this Craig 3149 matrix 8-track tape and AM/FM stereo radio combination at $215.95. Besides the weather button, there are five others for favorite stations.

CASSETTE quadrasonic? Yes, Ovation Records' pre-recorded cassettes are matrix Sansui QS incoded and this Craig 3511 at $84.95 will play them. The matrix feature will, of course, enhance regular stereo cassettes.

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— Steve Tillack, installation expert.

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Introducing the Pioneer 800 Series. The first car stereo that doesn’t look like a car stereo.

Instead, we made it look like nothing less than a sophisticated, miniature stereo receiver.

The faceplate is brushed aluminum instead of standard (and rather dull) black. The AM/FM dial is large and illuminated instead of tiny and hard-to-read.

And the ‘tilt-up’ design is not only attractive, but functional. It makes all the controls easier to see, and allows the player to be mounted the way it should be mounted: perfectly horizontal.

There are professional-type slide controls. And, at last, a tuning knob that gets you from rock to jazz to folk without having to take your eyes off the road. (It’s big enough for any hand to find.)

The look of components on the outside.

The sound of components from the inside.

Integrated circuits are used for audio. Maximum power is a big 16 watts, and the frequency response is really wide (all the way from 30 to 12,000 Hz).

There are three models in the 800 Series: the TP-8001 with AM, FM stereo and 8-track stereo. The TP-800 with 8-track and FM. And the TP-828, an 8-track stereo player.

The Pioneer 800 Series.

If you’ve been making money with car stereos that look like radios, imagine what you can do with one that looks like a stereo.

See it installed at the CES Show, Booth 700.
Audio Devices Degraded Pro

170-unit Gibson Chain Stores

More Than Simple Blank Tape at CES

What To See At CES

Audio Devices Degraded Pro

170-unit Gibson Chain Stores

More Than Simple Blank Tape at CES

What To See At CES
Pressed QS Records Receive Stereo Tags

*Continued from page 1*

Hisaka Miyake, director of marketing and development for Sansui Electric Co., Ltd., Tokyo, explains that the new QS-1 and QS-2 models are equipment that consumers can claim that all of their product for some time has been quadrasonic.

"The reason for not labeling the product as matrix? Consumers are still a little afraid, he admits, that quadrasonic record is not compatible with their stereo playback equipment.

One of the characteristics that Japan, he feels, is that the console type of unit is very popular feature the best sound, especially in the living room. For that reason, consumers may have experienced some disappointment in regard to quality sound. But the rest of the world isn't the same, he believes, that their playback equipment was of lesser quality.

Sansui is beginning to promote the QS system 100 percent and "already is promoting stronger than our competitors realize," Miyake says."The future of a 4-channel, we're convinced, is the future of the stereo system...both from an artistic view as well as a commercial view." He feels that the market is locked into the conventional stereo, especially now with new integrated playback systems, but both will coexist in the future without sacrificing state-of-art features.

A type A quad chirp that Sansui is looking at now is the development of a complete equipment package, which may include an AM/FM receiver, speakers, and other components.

Miyake believes in a single invention record that may be developed that the QS record is compatible with existing stereo equipment. It can also be broadcastable on television stereo stations and also receives in 4-channel by people with 4-channel equipment.

Sound Bananza

At the End of Rainbow

ATLANTIC CITY, N.J.—A giant sound wave, an $88,000 state of the art sound room mark one of South Jersey's most modern stores in Rainbow Electronics. The store's newest feature is the sound wave where the electronic recording equipment is displayed for the customer to hear and see how that equipment works.

In the audio section a customer can listen to high fidelity stereo components and any audio equipment that is being sold in his home. Included in the room are the latest Sony 4-channel recording equipment, which is used in recording sound. It includes the complete audio system needed for complete home music systems lasers, amplifiers, and preamplifiers.

"The Rainbow store contains 8,800 square feet of space to serve its customers, including a 3,000 square foot, warehouse office, and workshops. Owners are Philip Miller and Richard Zeig.

He feels that quadrasonic will be 50 percent or more of the total industry in hardware within another three years from now. "More than 95 percent of the consoles sold today in Japan feature quadrasonic...about the only consumer unit is a mini stereo that's still only in an antique shop.

"As far as our own sales are concerned, speaking of consoles and component equipment, between 80-90 percent of that sold is in the high-end market. Logically, the QS-1 decoder will expand this figure in the future.

He says that about 80 leading manufacturers are installing QS in their 4-channel units and also some manufacturers are designing their own QS systems with the Sansui ideas in mind.

Sansui is willing to share its technical information with everyone, "including providing them with sample ICS and circuitry. There's no obligation.

Ryosuke Ito says the new ICS's give "discrete separation" without loss of frequency response, distortion, recombination or fatigue, or less in dynamic range.

Miyake notes that last fiscal year Sansui sold $23 million in hardware about 35 percent in the U.S. In Japan, sales of high quality equipment, he says, had doubled that of one year ago. They're coming close to the sales of TV.

Norman Introduces Speaker System

NORMAN, O.K.—Norman Laboratories has introduced an acoustic suspension mounting for their new bookshelf speaker system with a price tag of $129.95.

The unit, according to Norman techniques, has the transparency and accuracy of full-range electronic equipment with unprecedented end and high-frequency sound quality, Norman states.

The system utilizes one-inch polycarbonate domes rather than ordinary paper or mylar, Norman adds. The sound mass weighs more than 1 ounce of one. It is controlled by low frequency fall-off, Norman states, for midrange and high-end clarity and definition.

At the buss end of the spectrum, the Norman's reproduce sounds from 10 to 15,000 cycles per second and are capable of covering all parts of the audio spectrum.

Silo Inc. Opens 5 More Outlets

PHILADELPHIA — Sidney Cooper, president of the locally based Silo Inc., one of the largest audio and video stores in the country, announced plans for five more outlets.

Silo has opened its fifth location in the month is the first new store on Concord Pike in Wilmington, Del. In addition to the new store, Silo has a large showroom in Philadelphia, a large showroom in Allentown, Pa.; a expansion of the present store in Newton, N.J.; a new store in Ridgefield, N.J.; and a new store in the district known as Appliance-TV City in Phoenixville, Ariz. Silo also operates an Audio World unit of stores devoted exclusively to audio tape and components.

Vignola Comes on Strong As Rep, But He Delivers

JEFFERSON CITY, Mo.—Car-

micide Vignola may seem at first to be quite negative, but it should be considered that he is offering to friends and family that is not too far from the Chinese characters for "friendship" and the Chinese characters explain that one of the two Chinese words for "friendship" is "op-"pportunity." As a former singer turned rep, Vignola believes in working close in sales for the manufacturer and giving feedback and tells how it felt when this was not possible when he was singing in the road houses. "I wouldn't settle out four-foot radius," he says.

Vignola is one of the most active new of a chain of hi-fi stores that sits way to the rear in his office. "I have to pay close attention to where the person I'm selling to sit, where he asks me to sit. When I come into the home of a new retailer or a new buisness where he invites me to sit."

Father of a 12 and a daughter, Vignola will take a call even when he is listening to a piano recital by the two youngsters, if he considers the person calling is important. He is part of his belief in the commitment that a rep has. "We do make our call, every call every week-end, even at night.

Flashy, but with a deliberateness about the Chinese characters that a bit of a wink at the Las Vegas Hilton is strewed with financial magazines and journals. He is a client and a reader of such journals as Bob Baxter, John L. Persons, Jr., "I don't say I agree with every article, but many times I get on finance and economics. I have to arrive at my own belief by reading a variety of journals.

One of his fierce precepts is that he makes all his travel reservations personally, because if you leave too much up to secretaries and subordinates, you don't know what you're doing.

One of his angry charges was when he gets to talking about manufacturers who forget the rep's financial needs. "I've spent over $25,000 for sales last year. The costs of the tools we are expected to use as an electronics store becomes enormous to have to take our own. This means we are in competition with some local restaurants for the incredible salaries for the rep.

Vignola is a fiery, as he says, he has learned to keep quiet. One anecdote about his being too quiet is told by a manufacturer who must remain anonymous. "One time, Vignola walked through the store where everyone had just come in. The next morning, I looked around this was reading this who revealed the story.

Checking into a convention hotel and then went to the hotel bar. "I called and became clever. Even after midnight, Vignola began talking the bar full of people who had just come in."

Despite his temper at times Vignola, he does not lose his sense of humor. Says one: "If some reps come on strong as Vignola, you couldn't tolerate them. And some reps are notorious for having a tremendous reputation for delivering sales. He is an incredible individual.

Philips Undecided About Selling 'Iron' Blank Tape

LONDON—Philips is still unde-
determined whether it will develop developed iron particle tape, and no early decision is anticipated. The tape is claimed to be of high quality than either conventional iron or tape or at least distortion with a signal to noise ratio of up to 12 dB better.

Some months ago tapes of the tape have been manufactured in Philips' Aschen factory in Germany and at the Dutch Philips Research Lab in Eindhoven. A sample has been made in the laboratory for years before being marketed or superseded by newer and more efficient materials.

A major marketing obstacle is the substantially greater cost of the iron coating over chrome oxide tape, but in view of the present scarcity of chrome raw material, this factor may become less important in the future. Owners of magnetic tape machines in the remanufacture of the new tape, it is also possible to use thinner coatings than are used in the more traditional tape, without loss of response.

Compact Bid

By Aiko Corp.

CHICAGO—The Aiko Corp. will introduce a compact stereo system with cassette stereo record/playback modes. Aiko Corp.

The recorder features fast, forward, rewind, record and pause controls, plus automatic reverse, and can be linked to an AM/FM receiver. It can be sold for less than $100 in the FM bands. Input and output YU meters measure recording and receiver tuning accuracy.

The walnut unit comes with hinged dust cover and acoustically matched speakers.
CMC PAGE

Chain Opening 14 New Outlets In 17-Month Period

Gross Margin Dollars Make Business Sense

*Continued from page CES-16*

Eight. That's what you're after—a high gross margin. Frank H. Seidler, CMC's chairman and chief executive officer, says the company has made a conscious effort to improve its gross margin. "We're focusing on creating value for the customer and increasing our profitability," he explains.

What does this do to CMC's financial status? "It's dramatic. With less cash tied up in inventory, it means that merchandise turnover rates (with early payments), new stores and reducing losses that are outstanding," CMC's chairman has turned a corner financially, Fleischinger says. A year ago, he says, it could not afford to be slow pay. Now he says, "We're current with everything we care to be current with. I would say we're current with everything."

Fleischinger has also changed banks. He says CMC was at the

BANCO In-House Rackjobber That Thrives on Blank Tapes

*Continued from page CES-16*

Stocked. For a long time, CMC was selling pre-recorded 8-track at $3.88, but the price has dropped to $3.29. "We found the profit was too low, not just high enough for the retailer," Fleischinger says, but not enough to reveal what that profit target is.

The shocker with CMC is that blank tape sales, which was a category of blank tape sales, has seen a big increase. Savvy music retailers will know about Fleischinger's advice to own their own blank tape. Sales, says Savvy music retailers will know about Fleischinger's advice to own their own blank tape.

A blank cartridge must have a method to trigger a quadrasonic response in playback. Some CMC's more enterprising customers are using a burning tool to burn in their own tape: Blank cartridges quadrasonic go for $3.99.

CMC's Growth Has No Theoretical Limit

*Continued from page CES-16*

Define priority for regional shopping center with very wide selection of stores (only two CMCs in malls). Equally define priority for free-standing design locations. A factor in whether to build stores.

Doug Allen Puts Together Firm’s Promotion Plan

*Continued from page CES-16*

Golden record status. By the 15th of each month, CMC plans to launch on all products selected for promotion, what is going into each newspaper ad, what radio commercials will be used. It is a promotion list of 55 percent of CMC's inventory. Staff people get a script from the radio commercials and a layout of their own script in advance.

Also, staff gives the reasons behind the budgets and advertising campaigns. An example, may be prefaced by noting that it is the season for this, and so forth. CMC's promotional list grows by 25 percent of CMC's inventory. Staff people get a script from the radio commercials and a layout of their own script in advance.

CMC Heads to the Action: Packaged Music Systems

*Continued from page CES-16*

are dead for years, but as long as the new Logans & Minis are and the hot chart LPs are available first in disk form and quadrasonic cartridges are more expensive than disks, I see no other way other than complete mu.

As for the quadrasonic compact, one will be a $260 Pioneer AM/FM with 8-track player and the other a $440 Panasonic with AM/FM, turntable, and radio. The $260 Pioneer AM/FM with 8-track player and the other a $440 Panasonic with AM/FM, turntable, and radio.

Zenith Pushes For New Line

*Continued from page CES-31*

Zenith more than doubled its previous audio line, with Doherty's direct involvement through the fall-winter as they become available. The firm dropped out of the audio products race for about four years until the start of 1973 when the reel-to-reel playback comeback began.

What To Say At CES
Soul Sauce

Lull In Soul Means No 'Leadership'

By LEROY ROBINSON

LOS ANGELES—What's happening in soul music, or better yet, what is the source of what's happening now in soul?

Very little is an immediate reaction. The Billboard charts, however, indicate a steady rise for Kool & the Gang, and continued placement in the Top 20 slots with such notables as Stevie Wonder, Aretha Franklin, and the Four Tops. But there's no real "leadership," or if you will, existent created by the product or slick job for the product.

Perhaps the most surprising incident, both for Elton John and his people, was his "Bennie & the Jets" invading soul.

Elton's free pass, paid for by many of the soul stations, however, is for food. In other words, there must have been something obviously lacking in the soul music diet that encouraged their children to hang out with "Bennie & the Jets.

Without getting into a total analytical look at the soul scene, it's probably safe to say that incidents like Elton's acceptance come about during full periods—periods when nothing really is being released.

Since there has been a drastic (and needed) cutback in blockploration movies, which also meant a cutback in pulsating black music themes, we might assume that to be another reason why there is little to get excited about on the soul music scene. It would be a shame, though, if we had to depend on second rate (and fourth rate) movies to get first rate black music presentations.

The full, however, might be considered advantageous to some. For instance, Herbie Hancock's most recent release, "Head Hunters," and the track, "Chameleon," was noted to be a considerable amount of interesting young ears not jazz oriented.

Not since Hancock's soul-inspired "Watermelon Man" of some years ago.

(Continued on page 35)
Lull in Soul Means No Leadership

Hancock's Creation that version that created the greatest interest in black circles, but the Afro-Latin version by Mongo Santamaría. If we look at black music in general, there is great activity. Unfortunately, blues and jazz do not get the same attention as rhythm and blues, soul, and pop-gospel unless it is treated, as is Hancock's "Chameleon," with the necessary commercial elements.
THE SONG
THE SOUND
THE ARTIST

WOMEN'S
RECORDS
COUNTRY MUSIC

MONTROSE, Ill.—A massive country music complex, known as the Village Opry, is being opened officially July 1, with more than $100,000 in talent already booked. The 4,500-seat auditorium, named the Village Opry, is one of the most elaborate in the Midwest. The new complex is located on a 20-acre tract, to which the names of Jimmy Clark and Dori Malloy. The one has been a part of the Jobs, Luce & Oscar (repeas, David Houston, Johnny Paycheck and Joe Stampley.

All-Girl Acts to Be Featured at Fan Fair Show

NASHVILLE—An all-girl country show, the first of its kind, will be presented to the estimated 15,000 fans at Fan Fair here this week. The idea for the show was put forward by Lynn Anderson, who will act as mistress-of-ceremonies. Also on the bill are such artists as Tanya Tucker, Merle Travis, Ronnie Stoneham, Jean Shepard, Dianne Sherrill, and Connie Smith. It will be produced by Joe Allison.

Paradoxically, three of the girl acts are from Columbia-Epic, the principal label which pulled out of Fan Fair this year on grounds it was "too expensive." In addition to these, three other acts on CBS are taking part in other areas of Fan Fair shows. David Houston, George Jones and Tammy Wynette. They are appearing at their own requests.

Also indicative of the fact that the artists want to take part is that so many of them have taken booths, at which they will be there throughout much of the week. Among the Columbia talent with booths are Johnny Cash, The Fairchilds, Sonny James, George Jones and Tammy Wynette, Barbara Mandrell, and the Carter Family. Charlie McCoy of Monument, whose records are distributed by Columbia, also has booth space.

Although Mercury is not taking part, Johnny Rodriguez and Danny DeHaven both will be on hand with booths, as will Del Reeves and Jean Shepard of United Artists, and David Rodgers of Atlantic.

Jerry Clower Is 'Citizen of Year'

YAZOO CITY, Miss.—Jerry Clower, MCA artist and humorist, has been named "Citizen of the Year" by his hometown here. The award was accorded Clower at a surprise ceremony at the Civic Club "as one who has reflected great credit upon his hometown and state," according to a special grant for both his life-style as a family man and as an entertainer. Clower's celebrated stories have become major albums for MCA, and he currently works 200 appearances a year, booked by Top Billing.

Mallereys says the club would be open seven nights a week, featuring leading local talent on weekdays and top Nashville artists on the weekends. "We guarantee customers at least 52 top acts a year," he notes.

The club is located in a rich cultural center, and draws audiences from the many towns that dot the countryside. The house band is made up of top musicians, many with years of experience with well-known artists.

Mercury Signs Girl, 17, to Pact In Youth Trend

NASHVILLE—The "youth movement" in country music is continuing with Mercury’s signing of 17-year-old Jamie Kay, a youngsters just graduated from high school in Louisville.

Even at her tender age, she formerly recorded for GRT and Nogar, and was brought to Mercury by Fred Carter Jr. Miss Kay also has signed a booking contract with the Hubby Agency.

The action points up the recent trend in the industry geared toward the young. Columbia’s Tanya Tucker, Mercury’s Johnny Rodriiguez, Capitol’s LaCosta, and RCA’s Debra Barber are recent examples. MGM’s Hank Williams Jr., although a seasoned veteran, still is quite young. Others who fit in with young mold include Hoyt Axen, Moe Bandy, Larry Gatlin, Brian Collins, Brian Shaw, LaWanda Lindsey, and others.

The signing of young artists is reflected in the audiences. Samples of audiences around the nation show more young people attending country shows, and the age level at the "Grand Ole Opry" (which drew a record 17,599 last weekend) is appreciably younger.

Mercury’s Frank Mull says Miss Kay will make her home in Nashville, living with the family of her producer, Glen Keener, until she is of legal age.

Grandpa Jones, Wife Will Open Musical Shop

MT. VIEW, Ark.—A complete musical center will be opened near here next month by Louis "Grandpa" Jones and his wife, Ramona, featuring "hard to get albums" and specially built stringed instruments.

Jones, a member of the "Grand Ole Opry," and the "Hee Haw" shows, said the shop would be run by his wife, a former world's champion fiddler, while he is on the road playing fairs through the fall.

The show is near the annual Folk Festival, which draws thousands of tourists to the area. It is located on 5 acres, across which Jones purchased for his brother.

The instruments, all made by the Tennessee Instrument Co., will include a special Grandpa Jones model banjo, and another patterned after "Bashful Brother" David "Pete" Kirby, a life-long member of Roy Acuff's Smoky Mountain Boys.

Called Grandpa’s Place, the shop will include mountain arts and crafts, and will feature albums of the traditional country artists which are difficult to come by, and are not normally cracked.

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Village Opry Opens July 1

LEN"
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Monday, June 17: Washington - Baltimore
Tuesday, June 18: Washington - Richmond
Wednesday, June 19: Fayetteville - Raleigh
Thursday, June 20: Greensboro - Winston-Salem
Friday, June 21: Charlotte
Saturday, June 22: Columbia - Greenville - Spartanburg
Sunday, June 23: Charleston - Savannah
Monday, June 24: Jacksonville
Tuesday, June 25: Orlando (Disney World)
Wednesday, June 26: Tampa - St. Petersburg
Thursday, June 27: Miami
Friday, June 28 - Saturday, June 29: Atlanta
Sunday, June 30 - Monday, July 1: Memphis
Tuesday, July 2: New Orleans
Wednesday, July 3 - Thursday, July 4: Houston (Astroworld)
Friday, July 5 - Saturday, July 6: Dallas - Ft. Worth - Tulsa
Sunday, July 7: Oklahoma City - Wichita
Monday, July 8: Kansas City
Tuesday, July 9: St. Louis
Wednesday, July 10: Louisville

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**Billboard Hot Country Singles**

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**Title** | **Artist**
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"A BRAND NEW BED OF ROSES" | DICK CURLESS

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**Chart Details**

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<td>38</td>
<td>&quot;A BRAND NEW BED OF ROSES&quot;</td>
<td>DICK CURLESS</td>
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3 minutes and 27 seconds of Donna Fargo living up to her gold standards.

The reason that Donna Fargo has a string of number one records is simply that she is what America loves. Her sentiments, her style. She sells songs—by the millions. Donna’s brand new single, “You Can’t Be A Beacon (If Your Light Don’t Shine)” is a joyful, sing-a-long song. Just what you’d expect from the golden Donna Fargo.

“You Can’t Be A Beacon (If Your Light Don’t Shine)”
DOA-17506

Distributed by Famous Music Corporation
Produced by Stan Silver
The Legend Continues

Nashville Scene
*Continued from page 36*

over the past three decades without ever damaging anyone’s property. … Tony Joe White has signed a writer’s contract with Combine Music. … Playboy artist Mickey Gilley will have his first album out on the label July 1. Ethel Delany, the fine country entertainer from Hudson, Ohio, now has her own bus, replete with all of the comforts. Husband Ross is the driver.

Songwriter-singer Dick Feller, now with Asylum, appeared with Doc and Merle Watson in Philadelphia last week … Jean Shepard and family are moving into a new 30-acre Hendersonville (Nashville suburb) home. The entire Jim Ed Brown Show, with Margie and Mame Cates, will be on a three-day west of Hawaii this week … Crystal Gayle and husband are house hunting in Nashville, now that he’s graduated from Indiana University. … Jack Greene and Jeannie Seely were flown in by helicopter to do their show at Ponderosa Park in Salem, Ohio, while the next day they arrived at Opryland in Nashville by cruiser, coming down the river in Hank Cochran’s big boat. … Buck Lake Ranch in Angola, Ind., is putting on another spectacular Aug. 25. Their “Country Festival USA” features Danny Davis and the Nashville Brass, Jerry Reed, Faron Young, Leroy Van Dyke, Johnny Rodriguez, and Tom T. Hall.

GRC’s Moe Bandy is cutting a new single in Nashville, written by the same songwriting team that wrote his first single. … Rick Cundah begins a four-week series of concert dates June 18, beginning in Atlanta. … Lawanda Lindsay of Capitol will have her first LP out this month, one of its albums to be released by the label. … Columbus will be running a promotion on Flag Day in connection with the Johnny Cash single, “Ragged Old Flag.” … WKDW in Staunton, Va., has gone to full time country. Mike Wingfield, formerly with WKDA in Nashville, is the programmer. … The Pappy Dave Stone Country Music Festival is in full swing. Finals are June 22 at the Cow Palace in Colorado Springs. … Chuck Chelfman notes that Sonny Duke, on the Gusto label, works a club in Birmingham and constantly keeps the place packed. Chuck and Georgia, by the way, have set their mark towards the golf tournament for October. … Dottie West and husband Byron Allen took a few days off for a visit in Phoenix, then came home to see Dottie’s daughter, Shelly, turn 16, and son Dale graduate from high school. A devoted mother, she and Byron have to be two of the finer people in the business. …

Danny Davis given a surprise birthday party by Buddy Lee, his friend and broker, with help from Danny’s wife, Barbara. … The Leon Ashley Show, featuring Margie Singleton, entertained at the Rush County, Kansas, 100th Year Centennial. More than 5,000 attended, and portions of the show were filmed for a new television series set for this fall. … Dickey Lee has completed a week of RCA sessions, and out of these will come a new single and an album. … Dickey is now co-producing the Roy Drus. … Dickey also has signed a booking agreement with United Talent, run by Jimmy Day, Tom and Ted, the LeGarde Twins, have signed a contract with Art Russ, one of the veteran pros in the business. …

Lee is in Japan for her 12th tour of that nation. … Dannly Harrison, the fine young singer from Virginia, who records for Decca, is putting his new-found religious life to practical use. Among other things, he has cut his first religious album (at the Jan- bower Studio in Wheeling), and wrote or co-wrote all 12 of the songs.

Copyrighted material
Hope You Enjoy FAN FAIR

and hope you enjoy my brand new single, 'DANCE WITH ME'.

Johnny Rodriguez

and hope you enjoy 'THAT SONG IS CRAZY'.

Tom Hall

it's from my next album which is soon to be released.

merry Christmas!

Johnny Rodriguez

Hope you enjoy 'MY THIRD ALBUM', which we just pulled from my next album which is soon to be released.

merry Christmas!

Tom Hall

merry Christmas!

Tom Hall
Randy Matthews Carries ‘Jesus Music’ to Success With Myrrh

NASHVILLE—Those familiar with the history of both gospel and country music will recall Randy Matthews, a gospel quartet which evolved into the Jordanaires, one of the most successful groups in the business. Ultimately, the name of the Jordanaires was sold to another group which has carried it on in a grand manner.

Now Matthews is forming his own band to accompany him on all tours. Herefore he has performed as a solo. Thus far Donnie Sanders on sax and Gene Golden on keyboards have been formed as the nucleus.

In July, Matthews is booked into the Expo in a club here which carries specifically to the young, and which has booked in top acts in all fields. Matthews also is progressing as a writer, and has compiled his own recent album, "Son of Dust," and one of its compositions was picked up by Pat Boone.

Matthews sings his work as a ministry, of which he feels social business is an important aspect. Headed, long-haired, and constantly wearing blue jeans, he flies down to Austin 10 times a year.

His appearance at the club next month will present still another breakthrough for religious music. Matthews says his early days in rock music brought about a need for a Christian experience, and this led to the merger in the unclassified classification into which he fits.

The company’s primary function has resolved around Matthews and all his pursuits.

Gospel Music Festival Headed For Tiny Hamlet

POWELL, Mo.—This tiny hamlet will be host again this year to the Albert E. Brumley Hill and Hollow Festival, Oct. 21, a major event in gospel music.

The town has only 30 residents and no hotels, restaurants or gift shops, but the lodging and food problem is solved at nearby communities.

Despite the size of the area, some 10,000 people show up each day for the three-day even, where motorized park in pastures and drink from clear water.

Heading the event are the Singing Goffs of Nashville, along with other professional gospel groups. There also is a bluegrass music jam.

Inti Song Festival Planned July 5-6

NASHVILLE—The Fourth Annual Inti Song Festival will be held here July 5-6, with an anticipated attendance of 10,000.

The event will feature Old Timers’ Night on Friday, and an event called the New Battle of Songs, won by the team of Harry Gold- man and the Inspirations, on Saturday night.

The Festival, originally prompted by J. G. Whitfield and the Oak Ridge Boys, now is handled solely by Whitfield.

It will be held at the Municipal Auditorium.

Gospa News

Harold Smith MAStes

Jen youngster presents Lord, help me to hold out, save me RN 1023

PILGRIM UBIBLE SINGERS

Don’t Let the Dogs, Passover HPS 185 (AGM)

AUSTIN FRANKLIN

A Day in the Life of the Original JSORT HPS 1086

ANDRE CROUCH

Live at Chicago Camp, lite live 6662 (Mod-Gospel)

DIXIE HUMMINGBIRDS

The Line You Like It For, Passover PFS 170c (AGM)

SENSATIONAL NIGHTINGALES

C.D. is the Word, Passover HPS 1350 (AGM)

JIM ANDREWS

Love You More Than The Mountains, Gospel Singers Splash (AGM)

SHARLEA CASH

The Invitation, Passover HPS 2459 (AGM)

JAMES CLEVELAND

With the Southern California Community Choir—Do the Will, Passover RN 10454 (AGM)

JAMES CLEVELAND & THE SOUTHERN CALIFORNIA COMMUNITY CHOIR

I Jesus Changes Me Now, Passover RN 10452 (AGM)

INSTITUTIONAL RADIO CHOIR

On One Bit, Gospel RN 1067 (AGM)

THE PEOPLE’S CHORUS OF OPERATION PUSH

The Gospel Train, Passover RN 125 (AGM)

THE SISTERS

Go To A Close Heart, Passover RN 10470 (AGM)

THE BEST OF MIGHTY CLOUDS OF JOY, Vol. 2

No One But Jesus, Passover RN 10456 (AGM)

REVEREND W. LEWIS DANIELS

Serve—Serve Your Own, Passover RN 10457 (AGM)

REVEREND W. LEWIS DANIELS

The Real Thing, Passover RN 1048 (AGM)

RANCE ALLEN GROUP

Brothers, The Gospel Truth RN 1082 (AGM)

BROOKLYN ALSTON

For Thee, Passover RN 10458 (AGM)

REVEREND W. LEWIS DANIELS

Sanco, The Gospel RN 10459 (AGM)

JACKSON SOUTHERNERS

Sancho, The Gospel RN 10460 (AGM)

REVEREND MACKED WOODS AND CHRISTIAN TABERNACLE CHOIR

One Servant, The Gospel RN 10461 (AGM)

THE GOSPEL SOUL OF SAM COOKE WITH THE SOUL STIRRERS Vol.

Sunday Night RN 10462 (AGM)

SHARLEA CASH SINGERS

Get Down Here, HRS 234 (AGM)

SANDRICE QUINN

Every Day Is a Great Day, No. 2014 (AGM)

HARRY JENKINS CHOIR

The Gospel Truth RN 10463 (AGM)

THE ANGELIC CHOIR

How the Light, Save My Body RN 10464 (AGM)

SOUL STIRRERS

I Can Take It, Passover RN 10465 (AGM)

BROOKLYN ALSTON

Psalms RN 10466 (AGM)

ANGELIC GOSPEL SINGERS

Help Me Houze Say It, Passover RN 10467 (AGM)

ANGELIC GOSPEL SINGERS

Help Me Houze Say It, Passover RN 10467 (AGM)

EMILY FRANKLIN & THE SISTERS

Do the Will, Passover RN 10468 (AGM)

MORE COUCH & DISCIPLES

Keep On Singing, Light RN 10469 (AGM)

DULLESS BARRETT & BARRETT SISTERS

Sing to the Lord, Gospel RN 10470 (AGM)

BILLY PRESTON

Hallelujah, HRS 235 (AGM)

SHARLEA QUINN

By Jesus, Save My Body RN 10471 (AGM)
U.K. Price-Cut War Draws Intervention by EMI Exec

By GRAHAM PUNTER

LONDON—Sir Joseph Lockwood, chairman of the EMI Group, has intervened in the price-cut war by taking the matter up with Shirley Williams, Secretary of State for Prices and Consumer Protection.

He telephoned her departamento about the situation brought about by drastic discounts being offered by the W.H. Smith, Boots and Woolworth retail chains.

Lockwood reported on his conversation to Gerry Ord, managing director of EMI Records, but neither was available to comment. But a spokesman for Lockwood's office says, "I can confirm Sir Joseph telephoned the Department and spoke to one of Mrs. Williams' deputies about the price-cut situation."

A spokesman for the Department says, "We cannot comment on the conversation or any possible outcome. The Department's job is to hold down prices and reduce them where possible. We would, therefore, favor any price reductions as long as they don't involve a monopoly or cause hardship to a third party."

The Scottish-based Mennie's chain—without 60 shops containing comprehensive record departments—is still considering whether to join in the cut-price war.

Managing director, James Telford, said, "I can't comment until our policy has been decided. The position is being considered at the moment."

"We are subject to the Government directive to curb profit margins and we are appraising what our move should be. But the whole business is a rotten situation."

Lurrie Kriger, chairman of the Grammophone Record Retailers' Committee which is fighting the price-cut multiples, is slashing prices at his 51 Harlequin stores.

"Our business has not been hit as badly as we first feared and I don't think Smiths are making quite the impression they hoped to. We are having 10 percent across-the-board cuts plus selected discounts on certain over-stocked items that will knock between 50p and 70p off the cost of some albums."

The 34-strong chain of EMi-owned HMV shops is probably strong enough to ride the cuts being made by the multiples.

"The shops we have that are very close to a branch of Smiths are being hit but otherwise we are not being hurt badly. We don't plan any cuts ourselves. We should be large enough to fight off the discounts and I certainly don't expect our business to be harmed to any great extent."

A Virgin planning massive discounts at 18 retail outlets to combat the multiples' cuts.

Managing director, Richard Brandon, says, "Smiths and the others have got to be beaten commercially, by dealers offering a service and a musical knowledge that cannot be matched."

"We are offering huge discounts on six of our top 10 selling albums for two weeks and then review the position."

Initial cuts mean up to $2.10 off albums by David Bowie, Rick Wakeman and Bill Wyman respectively.

But the price-cut war between the multiples and the independent dealers is completely beyond the control of product manufacturers, record company chiefs said this week.

There were various shades of opinion throughout the industry on the righteousness or otherwise of the multiples' discounts and the consequent effect on the small independent.

But with a unanimous voice they emphasized: "Our hands are tied."

John Fram, managing director of Polydor, said, "We don't have any control over what retailers are doing, but we are certainly not making any trading concessions to allow huge discounts to be introduced."

"I am apprehensive about the cuts to the extent no manufacturer wants to see the small independent go out of business. I certainly don't want to see record retailing in this country in the hands of three or four firms. But I don't think this will be a long-term situation."

Phonogram managing director, Tony Morris, says, "There is nothing we can do to prevent price cutting. But I believe excessive price reductions are detrimental to the industry particularly the small independent traders. And I think the cuts made by Smiths, if they are permanent, are excessive."n

Peter managing director, Walter Woya, says, "Smiths and Boots are certainly not getting any extra discount from Pye but there is nothing the manufacturers can do about the cuts unless we can prove a company is illegally selling a loss leader."

Richard Robinson, managing director of WEA, says: "We must certainly have altered our trading terms to aid these discounts. We are sympathetic to the small independent dealers but quite frankly there is nothing we can do about it."

"But I don't think the cuts are going to have quite the devastating long-term effect the dealers fear at the moment."

WARCA managing director Geoff Hannington said: "There is nothing we can do but from a manufacturer's point of view we are worried that independent dealers may wrongly think we have supported this by giving assistance to the outlets that have introduced the huge cuts."

"Price-cutting is part of the general promotional armory but this is different. Firms have interpreted Government policy and gone beyond that which would seem reasonable terms. If the discounts continue retailers will get problems and I am concerned we don't lose any of the independents."

United Artists' sales manager Dennis Knowles said, "A private dealer with a good operation should be able to weather the storm by providing a good service which is the vital factor in a retailing setup."

And if it's any comfort to them, I feel that with Smiths going on TV and shouting 'record, record!' it can only increase the volume of business as a whole."

Tim Clark, Island marketing manager, said: "I think this is a temporary situation and the smaller dealer, especially those specializing, will survive."

MONTREUX—A tribute to Duke evening—set for July 2 and featuring pianists Roland Hanna, Earl "Fatha" Hines and Cecil Taylor—will be one of the highlights of the 8th International Jazz Festival in Montreux, Switzerland June 28 to July 7.

Also appearing at the festival this year will be Dizzy Gillespie, the Thad Jones-Mel Lewis Orchestra, Jimmy Cobb's "Spectrum", the Woody Herman Orchestra and Sonny Rollins with a group that features Rufus Harley on bagpipes.

Sponsoring record companies this year—they'll take advantage of the festival sessions to make live albums of their contract groups— are Atlantic, Black Lion, Chrysalis, CBS, Excello-Nashville, Philadelphia, Prestige-Milestone and Vanguard.

In addition to the music concerts, the festival will also feature jazz films, round-table jazz discussions with critics and musicians, a music fair, auctions of new and used records, a floating jam session on a Laco Lemen steamer and VCR productions of previous Montreux festivals to fill the gaps between acts.

Said festival organizer Claude Nobs: "The concert sessions will be shorter this year as we are using fewer groups each night. This will prevent the nightly sessions from running on to two and three in the morning as they did last year."

Full program for the festival is: Four Days of Jazz—June 28 to July 1: Howlin' Wolf and Hubert Sumlin; Snooks Eaglin: the Blue Monday Jammers, June 29: The 21st Century Singers; Isaac Douglas; The Stars of Faith; June 30: The Caledonia Soul Express; Van Morrison; July 1: Helen Humes with Buddy Tate, Earl Hines, Jimmy Woode and Ed Thigpen; Dr. Feelgood; "Pamabono" Eddie "Cleanhead" Vinson with Tiny Grimes, Jay McShann, Jimmy Woode and Olive Jack.

Six Days Of Jazz: July 2: Tribute to Duke with Earl Hines, Roland Hanna, Redd Taylor and Jay McShann; July 3: The Popcorn All-Stars; Gunold-Thomas Quartet; Miriam Klein with the Slide Hampton Quartet; July 4: Jimmy Cobb's Spectrum with John Abercrombie, Michael Brecker, Randy Brecker, Garnett Brown, Lee Pastora, John Williams and Milko Leviev; Dizzy Gillespie, Mario di Bango and the African All Stars; July 5: The Thad-Jon-Mel Lewi Big Band; The Eleventh House with Larry Coryell; Randy Weston with Ahmed Abdul Malik and guests; July 6: Larry Berliner and his Orchestra; the Charles Earland Sextet; Fiona Parin and Arto; Sonny Rollins and his Orchestra; July 7: The Gil Evans Orchestra; Mahavishnu featuring Jean-Luc Ponty and John McLaughlin.
Phonogram Gives Labels More Autonomy In Structural Changes

LONDON—Phonogram is having a structural shake-up giving individual labels greater autonomy to promote internal competition.

Masterminding the operation is John McCready, recently brought in as general manager of the company’s creative division from Phonogram’s New Zealand operation.

“I like friendly competition within a company and I feel these moves will result in further market penetration,” McCready says.

McCready has already seen the success of similar moves he made in New Zealand.

The shake-up follows a similar philosophy used by EMI managing director Sir George Martin, but McCready hopes to use the system for his own end and not as a means to an end.

New appointments include Chris Peen as A&R manager for Verrigo and Fontana. Nigel Grange becomes A&R manager for Mercury and John Franz stays as Philip Ely.

Under the direction of McCready and these three are six label managers, each with its own label manager, promotion man and press officer.

The label managers are Phonogram International—Mike Walters; mid-price—Leon Campadelli; WWA—Dave Howson; Fontana U.K.—Russ Carr; Mercury U.K. and U.S.—Brian Powell; Phillips U.K.—David Shrimpton.

A Verrigo label manager has yet to be appointed. Apart from separate budgets, Verrigo and Mercury will be handled by one team.

McCready says, “It is a major aim of the reconstruction to give each of our artists and their recordings the utmost interest and personal attention. Each artist will have a label manager, promotion manager and press officer working on his recordings.

“Because the teams are self-controlling, they can be flexible and move more quickly than in the old way of separating label manager, ad, press and promotion.

Rodiacen Phonogram Host

CHICAGO—As part of an upcoming major promotion push, Phonogram France, combined forces with Phonogram here to bring three writers and two radio personalities from France to the U.S. to see and interview several of the recording artists for Mercury.

The journalists spent 10 days in the States, with a concert at the New York Dolls’ sold-out concert at the Michigan Palace in Detroit; two Ray Manzarek at Richard’s in Chicago; and a meeting with a major label manager, a representative of Phonogram, and various company executives.

DJM Pledges Widen Its Share of Foreign Market

PARIS—DJM Records celebrated its 5th anniversary with a pledge to grow at least 10% deeper in the international market, which will, nevertheless, be based in London. Distribution, however, will continue through CBS and as the French market develops, the disks will be pressed in France. Parisian specialists turned out in force to watch the Elton John and get a load of good promotion material for Blackfoot Sue, Phil Goodhand-Tait, Moon Williams and Hookfoot James points out, “Our aim is not simply to be a part of the French market but all the others as well.

He had no doubts about the problems. DJM offered the film to French TV, but, as it is, it would not do really not do because of the language problem. Sub-titles would have to be added. Further, the French attitude on the whole is not very hopeful. The TV people refused the offer of the film for inclusion in the French program, saying that if they used Elton John, it would be in their own studios.

James insists that there is no obstacle. "John will make a personal appearance of course, but so far we have been unlucky with dates."

This also upset one Olympia project. DJM has a feeling that the French market is granite hard and it will not be like cracking a nut. The impression is that Frenchmen are chauvinistic and in any case English-language titles are now having to compete in force against French numbers "of which we are not very fond in this.

He sees the French market only for good melody because the lyrics will not be understood. He is also convinced that only a melody which will leave its stamp is a success. For this reason DJM has decided to be very selective indeed. "We have Italy, Spain, Germany, the U.S. and others, but France still has to be conquered."

Changes at Mercury UK

London — John McCready, managing director of Phonogram, has announced a number of changes in the Mercury organization to give artists more autonomy and a better chance to move more quickly into the market.

"There are many teams that are self-controlled, they can be flexible and move more quickly than in the old way of separating label manager, ad, press and promotion," McCready said.

A Verrigo label manager has yet to be appointed. Apart from separate budgets, Verrigo and Mercury will be handled by one team.

McCready said, "It is a major aim of the reconstruction to give each of our artists and their recordings the utmost interest and personal attention. Each artist will have a label manager, promotion manager and press officer working on his recordings."

"Because the teams are self-controlling, they can be flexible and move more quickly than in the old way of separating label manager, ad, press and promotion," McCready said.

LONDON — Warner Bros. is launching a new series of multis-mixes featuring some of its biggest stars, including a major star who has already delivered a hit with its single, "Fly Away." The record will be released in the U.K. and negotiations are currently taking place for it to be also released in the U.S. and European countries.

Warner Bros. has also secured the Canadian debut of "Fly Away" on an upcoming album, "Moontan," and "Tattoo Love," which has been released worldwide and is currently at the top of the charts.

This year, "Cauld Lib," which is being released worldwide and the group are planning to tour several overseas territories. "Low Reed," which has received a Grammy Award for its album "Berlin" in Holland recently, for a short concert.

Guillou In U.S. Tour

PARIS—French organist Jean Guillou will give a month and a half of concerts and public lectures in the U.S. from June 17 to July 31 at the Smithsonian Institution, Dallas June 24 to 26 and the Riverside Church, New York on July 9.

The tour will immediately fly back to Europe for more concerts, recitals and lectures.

Low Gong Price May Ring Sales

LONDON—Virgin Records is preparing to lose money again on another album for the price-of-a-single package, which is being released in a bid to break the band Gonga.

Following the heavy sales gained by the $1.20 release of "The Faust Tapes" by Faust, Virgin has tagged a regular price of $2.20 on "The Last Four Realms" by the band Gonga at $1.45 for its June 7 release.

Like "The Faust Tapes," "The Last Four Realms" is a limited edition of 100,000 copies and will be backed by full promotional resources including advertising and radio commercials.

Commenting managing director Richard Branson, "We lost money on the Faust album and we shall continue to lose one, but it's the trick so far as Gonga is concerned.

Brussels Studio Going Heavy

BRUSSELS—In the eight months since Morgan recording studios in Brussels had been bought by Rod Stewart, Black Sabbath, Middle Of The Road, Mike Oldfield, Black Sabbath, Black Sabbath, and now has a new label, Black Sabbath, and now has a new label, Black Sabbath, and now has a new label, Black Sabbath, and now has a new label, Black Sabbath, and now has a new label, Black Sabbath, and now has a new label, Black Sabbath, and now has a new label, Black Sabbath. The studio facilities have been used for mixing a Black Sabbath album. Permanent facilities are at the studios in Brussels with British engineer Paul Tregunna and Mike Butcher.
LONDON—The greater London Council is preparing a report on David Cassidy's security arrangements for his concert tour to prevent a repetition of the hysteria that led to hundreds being injured, including a reported 13-year-old girl who required emergency treatment after her leg was stepped on.

And a GLC spokesman admitted this week the council may have been too slow to appreciate the threat the teenage idol would attract because the law does not require a promoter to notify the council of security arrangements.

The GLC was responsible for granting the license that allowed the concert to go ahead.

A spokesman said: "There is nothing more dangerous about a concert at a football stadium than any other professional match but there is no easy answer," said a spokesman.

"Leading the fight for tougher measures is the Royal Society for the Prevention of Accidents which has been urging management of matches to provide Public Safety Public from the tragedy at the Celtic-Fulham soccer match at Ibrox.

A spokesman said: "Sunday's incidents merely confirm what we have been saying for some time about the safety at concerts or football matches is too divided at the moment between the promoter, police, and security forces and authorities granting license, there needs to be someone to take overall control."

The scenes at the Cassidy concert have evoked a question mark over future of sports stadiums as concert venues. The use of open-air venues is generally considered a factor in the concert promotion. Earlier this month, when about 30,000 people attended a concert at Wembley Stadium, Watford FC ground, there were indications of the possible danger that could occur on the pitch and pressing forward to get close to the stage. And more recently, in London, a concert at Charlton, headlined by the Who, which passed without a hitch, there were ominous muggings about the potential danger to thousands of people being mugged as they leave. But there is no clear answer.

But Michael Allardyce, promoter of the five-day concert at Charlton Athletic FC's Valley Stadium, said it was not so much the venue—more the kind of crowd that attended.

"Open air venues are unsuitable for large numbers of young hysterics," he said. "Even if a person who makes a living out of hysterical devotion should play more shows at smaller halls so the audience aren't at risk."

"I made a bid for the Cassidy concert to move the entire audience to a different venue to prevent people pushing far forward and they were turned down for the fears of safety when the future was perhaps taken too much into account."

We regret the injuries experienced and we are examining new measures to ensure the safety of fans at this and future concerts."

A spokesman said it was prepared to listen to recommendations on safety at pop concerts following the Cassidy affair.

"People can only make representation to us when we are dealing with issues of public safety and there is no easy answer," said a spokesman.

Osmond Security Stepped Up In Cassidy Aftermath

LONDON—The hubbub security arrangements for the Osmonds' summer British visit are to be even more closely scrutinized following the tragic incidents at David Cassidy's White City concert, where hundreds of teenagers required first-aid treatment. One 15-year-old girl died in hospital.

A spokesman for Polydor, which distributes the group on MGM in the U.K., says, "Our plans are such as these tragedies will not happen with Cassidy. But following last week's events we are being examined even more closely to close up every loophole."

The Osmonds are coming to Britain in August and September. The Osmond Security is to have no details of venues and dates are being released yet by Polydor. But there will be no open-air concerts at sports stadiums and tickets will be sold in blocks and not merely provide entrance to any part of the venue which happens to be near the White City, (Keyesstory tale.)

Ed Lefler—In the U.K. recently to complete arrangements for the group's visit has quashed the Osmonds' personal manager.

Lefler—with the management company of Katz-Gillin-Lefler will still handle the band but personal contact with another partner, Ray Katz.

Mel Bush, promoter of David Cassidy's White City concert, issued a statement this week denying allegations that security was insufficient.

He expressed "utmost sympathy" for the tragic death of Bernadette Whalan but said: "We wish to make it clear that in our opinion, and certainly in the eyes of the police, we took every precaution for the orderly running of the concert and we believe the public were safe."

Bush says: "The vast majority of girls treated were on the spot for less than 15 minutes. All were treated by paramedics and there was no need for any hospital attention."

The concert was organized by the Greater London Council throughout the preparations, he said, and there were regular meetings attended by every 250 people but by using Ambulance and regular police officers some groups were provided with a ratio of about 1:100.

Barriers were put up in the center of the grass area, which held about a third of the total audience. "These arrangements were approved by the council and the barriers were put up on the request of the council."
**Hi-Fi Show a Hot Draw**

TORONTO—Over 100 lines from the Canadian High Fidelity Show, which has already been booked for "Stereo '73" Canada's national hi-fi show presented by the Canadian Stereophonic Association, are being featured in the magazine Sept. 12-15 at the Constitution Hotel and Show Complex.

Bert Janner's vocals are on target, and the arrangement is appropriately lush, with strings and horns adding to the overall mood and atmosphere of the song.

**Country**

Holmes, who is known for his smooth and mellow vocals, delivers a performance that is both soothing and soulful. His voice glides smoothly over the musical backdrop, creating a sense of nostalgia and怀旧.

**Jazz**

Joan Baez is a legend in the folk music world, and her voice is both powerful and emotive. Her interpretation of the song is both captivating and moving, with her ability to convey the emotion and story behind the words.

**Spotlight**

This edition of Billboard's Top Album Picks features a variety of artists and album releases that are sure to delight music lovers of all ages. From pop to country, from jazz to soul, there is something for everyone in this issue. Enjoy the music and be inspired by the talent and creativity showcased here.
Antipiracy Penalties in Bill May Be Eased

Continued from page 12


tired, Abe A. Goldman. Harvey J. Winter, director of the State Department’s Bureau of Economists and Statistics, and Business Affairs, the shoe was in urging early passage of the copyright legislation, to safeguard such economic and aesthetic interests and the designer of an international copyright system. In the meanwhile, no infringer of the copyright laws should be permitted to sell copies of the work. This is the gist of a new proposal that is being considered by some members of Congress. It is the only way to prevent the spread of infringement. The proposal would provide for a 35% increase in the copyright fees for the sale of copies of the work. The fees would be collected by a special court of the Copyright Office, which would be authorized to issue a certificate of copyright and to collect the fees. The proposal would also provide for a system of licensing of the copyright fees, to be collected by a special agency created for the purpose. The fees would be used to support the work of the Copyright Office, to maintain its library, and to publish the copyright registration certificate. The proposal would also provide for a system of licensing of the copyright fees, to be collected by a special agency created for the purpose. The fees would be used to support the work of the Copyright Office, to maintain its library, and to publish the copyright registration certificate. The proposal would also provide for a system of licensing of the copyright fees, to be collected by a special agency created for the purpose. The fees would be used to support the work of the Copyright Office, to maintain its library, and to publish the copyright registration certificate. The proposal would also provide for a system of licensing of the copyright fees, to be collected by a special agency created for the purpose. The fees would be used to support the work of the Copyright Office, to maintain its library, and to publish the copyright registration certificate. The proposal would also provide for a system of licensing of the copyright fees, to be collected by a special agency created for the purpose. The fees would be used to support the work of the Copyright Office, to maintain its library, and to publish the copyright registration certificate.

GRT Expands

NASHVILLE—GRT Records has stepped up its expansion activities with the acquisition of the contracts of artists Bobby Lewis, and Earl Richards of Ace of Hearts Records and Golden Horn Productions. The new deal will expand the firm’s record company’s repertoire of singles and album projects by two times. The deals were announced by the firm’s president, Mr. Schwartz, and National distributor, Jim Schwartz, said distributors are already seeing benefits from the 1971 antipiracy law.

Court Ruling

Continued from page 10

recordings loaned to it for that purpose, and distributes its taped versions bearing the original record companies’ labels and album design." A Tampax, the response said, operates with the firm’s complete authorization and approval, and makes a substantial monetary contribution to defraying the costs and diminishing the risks of making the original recordings.

The lower court had ruled that the defendants have not infringed and that Marks was guilty of antitrust violations. The Appeals Court reversed the decision, 3-1, on Feb. 28. (Billboard, March 16.)

Dawbreaker Deals

LOS ANGELES—Dawbreaker—Jasmin Music, representing the Schaff & Cothen catalog, has signed a series of overseas sub-publishing deals with Alfus Musicverlag, Germany; Carlin Music, England; Pacific Music, Japan; Isabelle Music, France; Castle Music, Australia; So- phie Music, Scandinavia. Senet recently got a cover of "Summer Breeze" done by Blue Swede.

Firms Enter Guilty Pleas For Copyright Violations

NEW YORK—Guilt pleas have been entered by firms in Oklahoma City and Bismarck, N.D., to violate federal copyright laws. Hennepin County Circuit Court in St. Paul, Minnesota, sentenced the defendant to 180 days in jail and a $2,000 fine for violating the copyright laws. The plea has been entered by the defendant and was fined an amount of $4,000. No date was set for sentencing.

In Bismarck, Paul Bolbeck, president of Northern Tapes, pleaded guilty in Federal District Court to a count of copyright infringement. The firm has been fined of $2,000 in this case and was fined an amount of $4,000. No date was set for sentencing.

In Tucson, trial was set for June 19 for a Michael Lawso, who pleaded not guilty to 42 counts of violating Arizona’s antitrust laws. He has been convicted of piracy of tapes recorded by himself or friends in defiance of selling pirated versions of copyrighted recordings. No date was set for sentencing.

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**Executive Turntable**

*Continued from page 6.*

Bill Wardlaw, Billboard's Associate Publisher, assumes the additional responsibilities of Director of Marketing Services, replacing resigned Marty Feedy effective July 1. In his new capacity, Wardlaw will be responsible for the publication's market research and music pop chart operation. Wardlaw will headquarter in Los Angeles. Bob White, Chart Manager, will report to Wardlaw. Feedy's future affiliation will be announced at a later date.

Concurrent with this move, Ron Willman is named Eastern Sales Manager by Director of Sales Peter Heine. Willman's appointment is immediate.

**Firm to Service Discothèques With New Disks**

LOS ANGELES—With the increasing importance of discothèques in breaking new records during the past 18 months, particularly in the Northeast, Promotional Populations have been founded in some of the more commercialized areas. Any Paul Simon type of promotion will be particularly to service discs with new releases.

Proactive will service some 80 of the nation's key discoteques with records suitable for contemporary dancing. Already contracted with Proactive are 20th Century, Kwanza Records and T.K. Records.

Among the 1972-73 hit which discotéque popularity played an early role in breaking are Mano D'Angelo's "Soul Makossa," War's "Cicco Kidz" and the Temptations' "Papa Was a Rollin' Stone." Long with complex Latin-style percussion underpinning seem particularly effective with the discotéque market.

**Vanguard Ups Price**

NEW YORK—Vanguard Records has raised the suggested list price of its "Historical Anthology of Music" to $3.98 per LP. The classical series, which organizes music of the past into pertinent historical periods and catalogs scholarly annotations, was introduced last year at $2.98. A subsequent price increase, several months ago, brought the list to $3.50.

**Quad Enterprises Release 75 Quad Albums at CES**

OKLAHOMA CITY—Quad Enterprises, the newly formed company which will release 75 Quad albums on tape at the upcoming CES show, has reported that $4 million of the album's $6 million "Overture" to rock, country and classical.

The rock performances feature local groups such as Montage, St. John's Wood, and the Chicago-based Gemini Ltd.

In the country field, the firm will release "Oklahoma City Okeo," an album written and performed by Walt Wilder, on the Homa label. The first quad comedy album, "The Dickie Morton Radio Show," is expected to be released in the next quarter.

**Music-Affluent Musicians**

NEW YORK—The Phonograph Record Manufacturers Special Payments Fund of the American Federation of Musicians (AFM) will pay more than $58 million to about 39,000 members in September.

This is the highest yearly amount collected in the fund's 10-year histo- ry, and compares with $7.2 million paid in fiscal 1972, according to Hail Davis, AFM's president.

Under terms of collective bargaining agreements between the 320,000 members of the AFM and the recording companies that are signatory to the AFM's Phonograph Record Agreement, each record manufacturer makes payments to the Fund based on its annual sales of records.

According to Davis, each AFM member who made phonograph records receives an individual payment in proportion to his annual sales volume in relation to total wages paid to all union musicians.

The money to be paid out this year includes interest but does not include expenses. Individual payments to Davis will be approximately the same as last year when 36,000 members shared the bonus.

When Answering Ads... Say You Saw It in Billboard
THE PRESIDENT SONG

"THEY ALL MADE YOU WHAT YOU ARE TODAY."

THE HIT SINGLE BY

VICTOR TRUMPER

MCA-40260
A QWERTYUIOP PRODUCTION

MCA RECORDS

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>TITLE</th>
<th>Artist</th>
<th>Producer</th>
<th>Label</th>
<th>Year</th>
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<tbody>
<tr>
<td>&quot;Hot Rock&quot;</td>
<td>&quot;Arrows&quot;</td>
<td>&quot;I.R.S.&quot;</td>
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<tr>
<td>&quot;Main Street&quot;</td>
<td>&quot;Rebel&quot;</td>
<td>&quot;A&amp;M&quot;</td>
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<td>&quot;The Hands That Built America&quot;</td>
<td>&quot;Neil Young&quot;</td>
<td>&quot;Reprise&quot;</td>
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<td>&quot;Revolution in the Game of Love&quot;</td>
<td>&quot;Andrew Gold&quot;</td>
<td>&quot;ABC&quot;</td>
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<td>&quot;The Last Waltz&quot;</td>
<td>&quot;The Band&quot;</td>
<td>&quot;CBS&quot;</td>
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<td>&quot;I Shot the Sheriff&quot;</td>
<td>&quot;The Doobie Brothers&quot;</td>
<td>&quot;Warner Bros.&quot;</td>
<td>1973</td>
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<td>&quot;Let It Be&quot;</td>
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<td>&quot;(I'm Ready) I'm Steppin' Out&quot;</td>
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<td>&quot;Island&quot;</td>
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<td>&quot;Feel Like Makin' Love&quot;</td>
<td>&quot;Robbie Robertson&quot;</td>
<td>&quot;Warner Bros.&quot;</td>
<td>1969</td>
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<td>&quot;Time for Loving&quot;</td>
<td>&quot;Sparks &amp; Dillinger&quot;</td>
<td>&quot;ABC&quot;</td>
<td>1969</td>
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One of the hottest discotheque records in New York City right now is

**"DO IT OVER"**

by **OLYMPIC RUNNERS.**

Definitely dance-able!

"IT'S TIME YOU MADE UP YOUR MIND."
The debut single by Willie Mitchell's newest discovery...
17-year old **WILLIE CLAYTON.**

A discovery that has already been discovered in Chicago and Memphis.

Produced by Mike Vernon

New York R&B radio is breaking **"EVERYTHING I WANT I SEE IN YOU"**

by **J. R. BAILEY.**

Watch it spread!

Produced by Willie Mitchell.
<table>
<thead>
<tr>
<th>WEEK ENDING</th>
<th>COMPILATION: TOP LP'S &amp; TAPE</th>
<th>( \text{FOR WEEK ENDING} )</th>
<th>( \text{NO. 1} )</th>
<th>( \text{NO. 2} )</th>
<th>( \text{NO. 3} )</th>
<th>( \text{NO. 4} )</th>
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PICK-A-PACK PROFITS
IT WORKS LIKE MAGIC!

Not just a slogan, but a proven FACT, one of the hottest merchandising items in the record business today...

THE KEYS:
- In Store Play
- In Store Merchandising
- Creative Consumer Advertising

NEW!

STREET FAIR
THE MAGIC ORGAN

GOOD TIME SHOW
THE MAGIC ORGAN

PENNY ARCADE
THE MAGIC ORGAN

The Magic Organ

All Albums available from GRT in 8 track and cassette.

Each prepack contains an assortment of all MAGIC ORGAN albums plus a demo record with the best cuts from these albums.
The Gentle Genius writes on!

Including his new single "KUNG FU" CR 1999

On Curtom Records and Ampex Tapes from The Buddah Group
**MPA Eyes Chief Goals**

**NEW YORK**—Extension of copyright protection to the literal copying of music were the main topics of concern to members of the Copyright Alliance at its annual meeting last Thursday (6) at the Warwick Hotel here.

Contending that efforts to achieve these goals were stressed at the conclusion of standard music publishers which also saw a new slate of officers elected and installed for a two-year term.

John Owen Ward of Bosley & Hawkes was elected president. Sol Reiner of Warner Bros. and Arnold Brodax of Sony/ATV were named first and second vice presidents, respectively; Neil Baublum of Frank Music was elected secretary, and Walter Bendix of C.F. Peters was named treasurer.

Others elected to MPA posts included Stephen Lorenz of Lorenz Music as chairman of the finance committee and Robert Corsino of G. Schirmer to head up the association's trade relations committee.

**Atlantic Contest Promoting LPs**

LOS ANGELES—Atlantic Records is sponsoring a contest among WEA Distributing Corp.'s agents to sell the label's new album, "The Rockers From Britain," designed to promote new LPs from Roxie Music and other independent labels. First prize is a trip to Britain, and the other winners will receive prizes in the form of records and album sets.

There will also be weekly cash prizes for personnel until the end of the contest period. The contest will be based on creativity and in-store promotion and advertising allocation. Vice president, marketing, Dave Glew, says weekly prizes will be based on activity reports. Judging for the grand prize will be based on scrapbooks submitted from each branch on June 30.

A seminar at the annual meeting of the Independent Record Manager will be held on the subject of "The Rock Contest." The seminars are open to all record managers with a "goodwill" attitude.

After Bill Haley's "Rock Around the Clock" hit, the annual contest has been a hit record for the annual contest.

**Times Corp. Gets 50% Share In Music Firms**

NEW YORK—The New York Times Publishing Corp. has acquired a 50 percent interest in record producer Joe Saraceno's Thunder Rock and Antiqua Music Publishing Corp. The acquisition, which was announced in the agreement are Saraceno and Mercury recording artist Sonny Maddox of the Maddox Family, "Eat'n," by the Osmond Brothers and "If I Were Free" by Anthony Newley of the London cast of "Carmen.

Col Music Execs To Meet In Burbank


Presiding will be Lester Sill, president of the music division of Columbia Pictures Inc. He will speak about the new music studio operation and the status of music for television pictures and television projects.

**Kastle to Specialize In Pop, Country Discs**

PORTLAND—Kastle Productions, a new firm here, will specialize in pop and country disc records. Bob Stoutenburg, president of the firm, noted that his publishing company, which has been active in songwriting, has signed writers Charles Whitten, Bob Dab and Brad Gill. Artists on the roster include Harrah, Wanda Jackson, Buddy Laurel, Bobbie G. Phillips and the Originals, who have been active in the pop field.

**Warner Bros.**

PLAQUE SALUTE—Stan Harris, extreme right, general manager of WEAD Dist. Division, stands for the three labels in making a presentation to the president of Capitol Records, Warner Bros. photo.

Warner Bros. photo.

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**Mogull, Bourne In Deal**

NEW YORK—Ivan Mogull has set up a deal with the Bourne Music catalog in Spain and Portugal. Mogull says his Spanish affiliate, Ivan Mogull, Inc., will concentrate on preparing orchestrations of Bourne standards, as well as producing local recordings with Spanish lyrics.
BILLBOARD gives you a close-up view of Colorado, like you’ve never seen before.

A wide-angle panorama of the West’s emerging caldron of creativity.

Take a music business tour with us to places like Denver, Boulder, Aspen, Colorado Springs, Fort Collins, and others.

Meet an array of writers, producers, publishers, managers, booking agents, and other music professionals, all part of the Colorado creative family.

The first-ever music business tour of recording studios, radio stations, television stations...everyplace where today’s product is happening now.

If you want to see Colorado, pick up Billboard's July 20th Issue.

Ad Deadline: June 28

Rocky Mountain High
COLORADO
She went 9 years without a hit record.

Introducing Lena Zavaroni: the 10 year old British Bombshell who belts out a song in the tradition of Garland and Midler but has a “rock ‘em, sock ‘em” style all her own. A style and voice that’s already sold over a million records in England and throughout Europe of “Ma! He’s Making Eyes at Me.”

Now Stax Records proudly presents Lena Zavaroni’s debut American album, “Ma! He’s Making Eyes At Me” an album of 12 songs from the 30’s to the 70’s that audiences from 6 to 60 have responded to with wild applause during her live performances.

Includes her current hit “Ma! He’s Making Eyes At Me,” “Swinging On A Star,” “Help Me Make It Through The Night,” “Rock-a-bye Your Baby With A Dixie Melody” plus eight more greats.

Lena Zavaroni, the 10 year old with so much talent she probably could have been a star years ago.

Stax Records Inc., a division of The Stax Organization, 2693 Union Extended, Memphis, U.S.A.