Clive Davis Keynotes Disks at N.Y. Forum
By CLAUDE HALL
LOS ANGELES—Clive Davis will keynote the music record industry facet of the seventh annual International Radio Programming Forum, Aug. 14-17 at the Plaza Hotel in New York.

Marking his return after several months away from the music-record industry spotlight, Davis, former president of Columbia Records and currently the main force behind Bell Records, will speak at an estimated 650 radio and record industry executives Aug. 14, the opening day of the four-day educational event.

This year the Forum is guided by Jack G. Thayer, new president of radio for the National Broadcasting Corp.

Davis is credited with turning Co—
(Continued on page 27)

Chappell Music In Morris Deal
By IS HOROWITZ
NEW YORK—Chappell Music will take over many of the management functions of E.H. Morris & Co. under terms of a long-term deal just completed between the two publishing firms.

At the same time, it was learned that the two companies are in the final negotiating stages of an agreement that will give Chappell a full interest in E.H. Morris operations worldwide, except for the U.S. and Canada, where the new administration alliance applies.

The inclusion of the E.H. Morris catalog, one of the strongest remain-
(Continued on page 12)

Top Puzzler: Promoting On Campus
By JIM FISHEL
Columbia Records, RCA and Columbia Records/National Records will continue to look to campus radio as a useful promotional medium, but they are far from unanimous in the amount of promotional effort and free goods area is worth.

This disparity in outlook among the majors is highlighted at its two extremes by Atlantic and RCA.

RCA has sharply trimmed its distribution of records to college stations to a light current list of 103, from more than 600 six months ago, while Atlantic remains heavily committed to servicing this medium with a station list of more than 500.

Famous Labels Bought By ABC
By BOB KIECH
LOS ANGELES—ABC Records has acquired the Famous Music Corp. group of labels from Gulf & Western Industries for an estimated $5 million, marking the third time in the past two years that ABC has purchased existing record companies.

All of the Famous family of labels, including Dot, Paramount, Neighborhood, Ember, Blue Thumb and Tara, will become a division of ABC Records, though means of distribution for the labels have not been decided as yet.

The Dot label, with its strong roster of country artists, is felt to be the prime motivator for the deal, though
(Continued on page 19)

Soul, Into Pop and Jazz, Now Moving to Country
By LEROY ROBINSON
LOS ANGELES—Soul music, which today dominates pop and has made strong inroads into jazz, is now on the verge of infiltrating another musical area with impact—country music.

The confrontation with country music seems certain if certain soul artists have their own way. Singer-composer Bobby Womack is going to invest his soul background into the country scene.

Tina Turner, the explosive voice in the Ike and Tina Turner revue, has already cut an LP, "Tina Turned the Country On," and the Pointer Sisters, albeit not from the soul scene, have also made use of country music in their repertoire and have had favorable reactions.

Opry Legs Talent Buys at $1.2 Million
By BILL WILLIAMS
NASHVILLE—The "Grand Ole Opry" and its affiliated Opryland USA music shows have become the single largest contractor of musical talent here, with an annual budget exceeding $1.2 million.

Next year, with a newly negotiated contract, the "Opry" alone will have a payroll in excess of $1 million.

(Continued on page 57)

It's Mac Davis Singers' magic at work again. "City in the Sky," dot 5401, is a perfect tribute to their past, a perfect anthem to their future. Look for "City in the Sky," another all-category album by The Staple Singers. Coming soon on EMI records and tapes.

Also available on tape

MAC DAVIS
STOP AND SMELL THE ROSES

MAC'S HOT SUMMER, CONTINUED.
And "Stop and Smell the Roses" continues to climb the charts with the release of the title song as Mac's brand-new single.

On Columbia Records.
See the Ozarks without leaving town.

The Ozark Mountain Daredevils have been delighting audiences with their first album, which contains their most popular number, "If You Wanna Get To Heaven." They've also been delighting reviewers:

"The Daredevils' sound is peculiar to them... Their music always takes a fresh approach."
— Rolling Stone

"The Ozark Mountain Daredevils do not sound like The Band, but they feel as good as The Band."
— High Fidelity magazine

"Their sound is fresh, natural, fully developed... And their debut album is one of the year's most promising releases."
— Phonograph Record

"Recording of Special Merit"
— Stereo Review

Now they'll be performing their amazing music in person with a concert tour of the East and Midwest.

August 3
Midland Theatre, Kansas City

August 9
The Electric Ballroom, Atlanta, Ga.

August 10

August 13
Blossom Music Festival, Cuyahoga Falls, Ohio (with Loggins and Messina)

August 14
Ravinia Festival, Highland Park, Illinois (with Loggins and Messina)

August 15
Pine Knob Theatre, Detroit, Michigan (with Loggins and Messina)

August 16
Iowa State Fairgrounds, Des Moines, Iowa (with Loggins and Messina)

August 20
Mississippi State Fairgrounds, Davenport, Iowa (with Chicago and Loggins and Messina)

August 21
Brown Coliseum, Green Bay, Wisconsin (with Loggins and Messina)

August 22
Performing Arts Center, Milwaukee, Wisconsin (with Loggins and Messina)

August 23
Indiana State Fairgrounds, Indianapolis, Indiana (with Loggins and Messina/Commander Cody)

August 24
Grand Valley State College, Allendale, Michigan (with Loggins and Messina)

August 25
Buffalo Bills Stadium, Buffalo, New York (with Chicago/Doobie Brothers)

August 29
Dillon Stadium, Hartford, Connecticut (with Doobie Brothers/Loggins and Messina)

September 1
Portsmouth, Virginia (with Chicago/Doobie Brothers/Loggins and Messina)

September 2
Roosevelt Stadium, Jersey City, New Jersey (with Chicago/Doobie Brothers)

See the Ozarks in person. And hear them on A&M Records.

Produced by David Anderle and Glyn Johns
Atlantis Preps LP Release Of Gibran's 'The Prophet'

BY JOHN SIPPEL

LOS ANGELES—Kahlil Gibran's "The Prophet" is coming to disks and the stage. Atlantis will be preparing a licensing/production by Richard Harris with a score by Arti Mardini this fall.

The stage production, which will receive an ambitious exploitation campaign when it does tour in the fall, is being fashioned by Ed Mathews, who heads the RCA special product division.

Mathews and his partner, New York attorney and music business executive Michael Block, have decided to produce "The Prophet" in all media of entertainment and communications through their Meech Productions Ltd.

The release, based on the long-time non-fiction best-seller, is the outcome of eight years of work by Mathews, a veteran ad and promotion executive.

"The Prophet," which according to its U.S. publisher, Alfred A. Knopf, has sold more than 6 million copies domestically, has been a printing college favorite over the past 15 years, outselling the Bible in campus stores.

"We've been in it for quite a while, " said Mathews and local agent Leon Leichter who already worked out a campus tour package with major collegiate lecture booker, Philip Clinton, Inc.

The package, which includes a small musical group, will be brought to the stage production which will play major college and public auditoriums and arenas.

"We'll probably do a portion of "The Prophet" in its touring-movie form in the future. The contemplated musical concert package would be a large-scale production with many different settings," Mathews said.

The project is currently in the hands of a group of New York producers and directors, including the noted producer/director of "The Electric Company," and the project will be music directed and produced by a major producer of music for motion pictures and television.

Mathews added that the project would be similar to the original project, and that it would have a 25 percent interest in the Gibran holdings.

(Continued on page 12)

Big Names, Faces Mingle At L.A. NATRA Conclave

BY DAVE DEXTER JR.

LOS ANGELES—NATRA's week-long convention at the Century Plaza is a gathering of names and faces, the most famous and the most obscure, butted up by 12 workshops. Names leading the news include Les Alexander, the Los Angeles mayor, Thomas Bradley, the president of the Federal Communications Commission, and the Rev. Jesse Jackson.

Nearly 1,000 delegates are assembled for the 19th annual convention, according to NATRA's executive director, Thomas.

Opening day programs Monday (3) are strictly party but Tuesday (4) are jammed with seminars and workshops, often presented by 10 African ambassadors, who will revolve around "Investment Opportunities in Africa" with Dan Mathews and Dick Gregory presiding.

At Chambers, Al Sampson and Mary Talbot have their own " contacting seminars" and later in the day, Roy Woods and Ralph Fewer preside over the "A Black Radio Network and Why?" workshop.

NATRA president Cecil Hale, a day out of Chicago's WJW-AM, will be honored at a Tuesday night reception.

Wednesday's workshops open at 10 a.m. simultaneous workshops, "New Role of Women in Media" and "New Technological Developments," speakers are Carolyn Tucker, Irene Johnson, Earleene

(Continued on page 82)

Rainy Day Delays Pop Albums

LOS ANGELES— boasts highest pop sales to date with a schedule of increases effective Aug. 1.

(Continued on page 79)

Latin Disk Exclusively Asia

BY CHARLIE BRITE

CORPUS CHRISTI—Major Latin record company executives, including electronic music producer, Latin Music Seminar held last week with discussions centering around the effectiveness of airplay outside the Southwest area and the effect of the economy on the Latin record market in Texas and surrounding states.

"This meeting was an important step for us in establishing some sort of industry standards," said Rant Records president, Ricardo Alfonso de Falcón, explains Armando R. Ramírez of Fonco Records.

"The meeting was very constructive," said the president of the industry. "We discussed the problems we face in the market and we unified our efforts to improve the situation." (Continued on page 11)

Set 3 Symposiums For NATRA Group

LOS ANGELES—In addition to the numerous workshops scheduled this week by NATRA at its convention, three all-black symposiums are planned to have a larger opening agenda.

Built around the theme of "The Recreation of Radio," " club records," "Rhythm and Reality" they will be held at the Century Plaza at 11 a.m., 3 p.m., and 8 p.m. with Jameson Adderley, Smokey Robinson, Quincy Jones, Nat Adderley, Dick Bergeron, and James Cleveland, William Marshall, Beach Richards and a dozen other prominent black participants.

New York—Dbx Inc., will use direct mail, demonstration disks, key customer ads and aggressive promotion to overcome formidable obstacles (virtually no software) in cracking the high-end home computer market for its first consumer product, disk and record decoder units.

The firm has marketed compact disk解了releaes by Kraver and Creative World (Billboard July 27), demonstrating the promise of the industry's first self-contained decoder and record player as the cornerstone of a new, all-in-one personal computer system.

Playback of a variety of music in the process permits digital computers to play on high-end home audio equipment with performance quality of studio master tapes was important, but the William Marshall, Balmoral, Marsh, Marshall, Marsh, Reidle and a dozen other prominent black participants.

South Unaffected By Singles Price Boost

BY STEPHEN TRAINHAM

LOS ANGELES—The $1.29 single price denied a victory when it opened recently, but a survey of Southern one-stop outlets indicates sales are about to be back to normal, with single sales volume up about 15 to 20 percent.

The project price war, reported exclusively in Billboard June 22, between Joe's One-Stop, established by long-time Charlotte distributor, Joe Yovoni, owner of Bis, and Record Shack, Atlanta, really starts this week.

Yovoni opened the second one-stop outlet, and a survey of Atlanta and other Southern cities showed that Ed Porth, New York City distributor who runs The Record Shack there, also began to feel the effects of the all-low-low-singles price.

Record Shack, Atlanta, opened Friday (1), with singles at 99 cents. Jack McKinley, formerly One-Stop Records, Atlanta, is manager.

(Continued on page 12)

DIRECT MAIL, DEMO DISKS

Dbx Plots Potent Audiophile Campaign

BY STEPHEN TRAINHAM

NEW YORK—Dbx Inc., will use direct mail, demonstration disks, key customer ads and aggressive promotion to overcome formidable obstacles (virtually no software) in cracking the high-end home computer market for its first consumer product, disk and record decoder units.

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Playback of a variety of music in the process permits digital computers to play on high-end home audio equipment with performance quality of studio master tapes was important, but the William Marshall, Balmoral, Marsh, Marshall, Marsh, Reidle and a dozen other prominent black participants.

The marketing problems are con-
### ORDER FORM

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<td>CHICAGO II</td>
<td>KGP 241</td>
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<td>CHICAGO III</td>
<td>CZ 3010</td>
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<td>CHICAGO IV/CHICAGO AT CARNEGIE HALL</td>
<td>CAX 30865*</td>
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<td>KC 3102</td>
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<td>CHICAGO VII</td>
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- **The first Chicago album includes their classic hits: “Does Anybody Really Know What Time It Is?” Questions 67 and 68,” “Beginnings,” and “Listen: Right now it’s probably the biggest bargain in rock history: two spectacular records, still at a $5.98 list price!**

- **(Chicago III) Chicago’s third 2-record set, “Chicago III,” is a big, expansive album with a freer feel than anything that came before. In addition to some stunning musicianship, the album contains such solid Chicago tunes as “Free,” “Sing a Mean Tune Kid” and “I Don’t Want Your Money.”**

- **(Chicago at Carnegie Hall) The big one. Chicago’s fourth album included all their hits and their most popular songs to date, performed live at Carnegie Hall. 4 records, 3 posters and a 20-page souvenir program at an irresistible price. (Available on twin-pack tape, sans posters and book.)**

- **(Chicago IV) The album that was called “an incredible one-record set” because of all the good music it packed into one LP. Included are the hits “Dialogue” and “Saturday in the Park.”**

- **(Chicago VI) “Chicago VI” came complete with the most intricate Chicago cover and some of the most immediate Chicago rock ‘n’ roll yet.**

- **“Feelin’ Stronger Every Day” and “Just You’n’ Me” are the hit calling cards to this closely-woven collection.**

- **(Chicago VII) It’s back to two records with “Chicago VII,” one of the most critically acclaimed Chicago albums of them all. The two hits so far are “(I’ve Been) Searchin’ So Long” and the current “Call On Me.” Watch for a new burst of chart energy for this one, starting 10 days from now!”
It's an hour of Chicago with very special guest, Charlie Rich. And it's destined to be the musical highlight of the summer TV season.

Stock up on all the Chicago and Charlie Rich albums now!

### ORDER FORM

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<td>VERY SPECIAL LOVE SONGS</td>
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Contact your Columbia/Epic Sales Office. On Columbia and Epic Records and Tapes.
POMPADOUR PROMISE

ABC Determined to Lead, Prexy Avers

LOS ANGELES--The purchase of the Famous record wing includes ABC’s “determination to be more of a factor in the record industry,” Martin Pompadour, President of the ABC Leisure Group, told ABC Records personnel Friday (2) at the opening session of the label’s annual two-day sales and promotion convention at the Beverly Hilton.

Pompadour said that the acquisition “created a lot of stir in the industry,” noting that the music area is the “biggest growth area within the ABC corporate structure.

Pompadour said the acquisition of Word Records has been finalized and that the Waco, Tex., religious label becomes into the family this week.

The executive said he looks to the ABC Record and Tape Sales operation to turn around in the coming year. Pompadour pointed out that the first wide World of Music retail operation opened last week in Oklahoma where a second one is due to open in Birmingham this week.

ABC officials in New York look to

RCA’s Custom LP Prices Up

LOS ANGELES--RCA Custom services has raised its basic LP manufacturing price to $7.50 cents, including shrink wrap.

RCA’s pressing out hike comes after bulletins from major suppliers of polyvinyl chloride, basic compound used in LP pressing, raised PVC per pound to approximately 35 cents as of the start of the month. PVC price has gone up about 12% in the past year.

Two Suits Strike Famous; Sire, Passport Ask $5 Million

NEW YORK--The ABC buy of the Famous family of labels has triggered the first legal fallout between “Parent” ABC and its former children--Sire Records and Passport Records, two of the labels-distributed under the ABC head office.

The suit, filed Aug. 2, in the Supreme Court, New York County, charges breach of contract and seeking damages to the tune of $5 million.

The suit is centered on two basic causes of action, with both facing potential millions of dollars in damages.

The suit alleges that Famous rendered impossible of providing service because it failed in its duty of exercising the necessary care and skill so drastically as to be unable to render promotion, exploitation and distribution services.

The labels also claim that Famous failed to give an accounting of sales in the first quarter, due in April.

The suit further alleges that the accounting was rendered “in an irregular and incomplete manner” of the previous quarter were erroneous.

The suit claims that a letter sent June 19 by Sire Records requested the agreement was uninterpreted. In this regard, the suit seeks declaratory judgment.

The suit by Sire Records also claims all of the previous and claims, in addition, to have lost sales as a result of the curtailment and will continue to lose sales and incur expenses in securing further promotion and distribution.

Sire president Seymour Stein and Passport’s executive Richard Gotteher say they are “at present considering several offers regarding the future plans of the company. We are also mulling the possibility of marketing our own product through independent distributors.”

ASCAP, Russia’s VAAP Collaborate

MOSCOW--ASCAP and the Soviet Copyright Agency, VAAP, have reached an agreement that the two organizations will have the agency represent ASCAP in the Soviet Union.

ASCAP head Stanley Adams says the society and the agency will sign an agreement when the Soviets come to the U.S. again later this year.

Memphis New Prexy

MEMPHIS--Wayne Jackson, lead singer of the Memphian House, has been elected president of the Memphis chapter of the National Academy of Recording Arts and Sciences.

Jackson, independent producer formerly with TML, was named first vice president, and chairman of the local Memphis Union was named second vice president. Sandra Rhodes Chalmers, ASCAP supervisor, and the treasurer is Robert "Honeyboy" Thomas, of WDIA Radio. Assistant treasurer is Norman R. Berlantiana, Attorney Harold Strebich was named general counsel.

Fisher Radio Seeks To Regain Top Post

NEW YORK--Fisher Radio is seeking to place itself in a better position in an effort to recuperate its past leadership position in the high fidelity price field.

Newly named executives Gerald Orbach and Edward Garland, both hired from Canadian based companies (see Executive Turntable), will be working on a full line of audio products for both the high-end audio component market and the mass home entertainment business.

Executive Turntable

Bruce Lundvall promoted to vise president and general manager of the Columbia Records label. He will be responsible for overseeing a&c, marketing, distribution and promotion activities. Lundvall, who was previously vice president, joined the company in 1960 and among his various posts he had been director of merchandising.

Bob Rauwos has been named chairman of the board of Blue Thumb Records. He formed the label five years ago as a specialty LP line and has success with Dave Mason, Gabor Szabo, the Crusaders and the Pointer Sisters. Three years ago he sold a majority interest to Gulf & Western after selling a record to this man.

Avox Records Corp. has appointed Al Finnman as vice-president and general manager of its music publishing division. In his new capacity, he will direct the operation of Avox Electronics, Inc., ASCAP and Avox Songs Inc. (ASCAP) and Avox Songs Inc. (ASCAP)

In New York.

Gerald Orbach and Edward Garland join Fisher Radio in key executive posts. Both were formerly with the Sony Corp. of America. Garland will function as senior vice president, reporting directly to Fisher president William Hallock. Orbach, as sales vice president, reports to Garland. At Sony, Garland was merchandising manager for consumer products and Orbach was national sales manager for high fidelity components.

Until recently a motion picture producer, Howard Brandy is new at Motown Records as publicity director. He once ran his own office, handling A&M and the old Uni label among others. Don Ant switches from PlayBoy Records to Motown. In his new post, Ant, who is in charge of the pressing, Blue Thumb Records has a new director of publicity in Elbot Sekuler, formerly with Cash Box. In ‘Macon, Mark Pucci is named assistant publicity director for Capitol Records. Mark Magid is new in the Los Angeles office of Solmers/Sabinson/Roskin as a publicity in their music division.

In Detroit, Cal Freeman has been placed in charge of country a&r at Power House Records. At ABC, Freeman was an a&r director. In his new post, Freeman has been placed in charge of the company’s a&r department. In his new post, Freeman has been placed in charge of the company’s a&r department. Freeman serves as an announcer and salesman for WDWS in Wheaton, Md. for eight years. Arnold I. Rich has been appointed vice president of law for the ASCAP. He will be president of the Guberman Agency, which represents many artists, producers, publishers and disk companies.

Based in Cleveland, Don George (not the ASCAP songwriter) is the new promotion manager for the label. The area currently includes Buffalo and Pittsburgh as well as Greater Cleveland. One of the most successful bookers in the industry’s history when he was with the old MCA organization, and other bands, including the G’S/Touch, and the recently deceased Tower of Power. A former executive of ABC, he has also worked with the Ventures and has spent many years with the Ventures and has spent many years with the Ventures and

Teresa Aller is named as new assistant art director for the Columbia-Epic and Columbia eastern labels.

CENSUS--A CBS Records reorganization that includes Edward Simke director of forecasting and planning, Douglas Bixel is now manager of production planning.

John Messina takes over as R.U. manager of product forecasting. Anne Marie McLoughlin is manager, reporting and budgeting. Eugene Hassan to manager of planning. Denise Gilman, to supervisor, inventory planning systems. Andrew Davis, to supervisor of CRU product and forecasting. Sarah Vega-to supervisor, operations reporting. Diane Fox becomes supervisor of production coordination.

Makio Hitroska, formerly executive vice president of Hitachi Sales Corp. of America, has been elected president, succeeding Elio Masiimanu, who was named chairman of the board. Robert J. Solen has been named to the new post as executive vice president and general manager of Motorola automotive products division. He had been assistant general manager.

Lloyd Electronics has elected former president Abraham Zaglou to the new post of chairman and chief executive officer. Paul Chudnow, formerly executive vice president, was named president, and William Friedland, who had been president and chief executive, was elected executive vice president and chief financial officer.

Stephen A. Koller has joined Audio Magnetics Corp. as senior vice-president and general manager. Formerly he was president of Metropolitan Electric Co.
Red Seal presents
The Cash Register Symphony

Make August hotter with Red Seal.
NEW B Kenny Says.
Isaac Hayes Scores Again

with Truck Turner. Third in a series of soundtrack albums written, produced and performed by Isaac Hayes. Experience Truck Turner. Scored by Isaac Hayes to score with you.

SHAFT - Music from the Soundtrack
Composed and Performed by ISAAC HAYES
Available on Enterprise Records and Tapes, a division of the Stax Organization.

Tough Guys
Music from the Soundtrack of
"Three Tough Guys"
Composed, Conducted and Performed
By ISAAC HAYES
NEW CONCEPT REPLACING ROCK CONCERTS OPPORTUNITY FOR BIG PROFITS—LOW COSTS

Once every few years, perhaps only once in a decade, something truly new and revolutionary comes along. In 1973, after two years and $300,000 of CIN-A-ROCK was created. Our full-length Movie with special stop action was synchronized to merge with our lightweight rock musical. The Cin-A-Rock cast performed live while the movie played on. 20,000 theaters showed its introduction. It soon gained national publicity and acclaim and has been playing in movie theaters ever since. It opened up a whole new source of business for the music industry. Now, additional promotions are needed in many states to present this entertainment revolution that does not depend on big names—high cost performers. You can bring it into every size movie theatre and college in your state on an exclusive basis for one year on a royalty basis. For both big cities and small towns. We'll give you our formula, our powerful promotion materials, our training, and the sensational Cin-A-Rock show itself including our major movie, for most bookings in your state.

Certain states still open. Write while its hot.

WIDE PIX RELAUNCHING CORPORATION, BERT TENZER, President
480 East 56th Street, New York City, New York 10022. (212) 371-2480

The Top 100 Hits All Time
A Historical Reference Guide to the Billboard Charts 1955-1973

ABC New York, reports earnings gains from continuing operations in both the second quarter and the first half. In part, the gains were achieved by the CBS-Records group, where sales were ahead of second quarter 1973 levels, particularly in the international segment.

WALT DISNEY PRODUCTIONS, Burbank, reports sales from sales of films, merchandising and publications were $9,099,000 in the third quarter ended June 30, compared to $8,141,000 for the same quarter a year ago. The same categories accounted for sales of $31,300,000 in nine months ended June 30, compared to $37,227,000 for the same period a year ago.

ROYALTY CONTROLS CORP, New York, which offers financial management services to recording artists, reports record gains in revenues and earnings for fiscal 1974. The company provides services and business advice to John Denver, Stillen and Meara, Tom Paxton, among others.

MINNESOTA MINING (3M), St. Paul, reported earnings of $82.8 million, or 73 cents a share, for the second quarter compared to $70.9 million, or 68 cents a share, for the same period a year ago. Sales increased to $246.1 million from $241.9 million.

In the sixth month period, earnings rose to $146.9 million, or $1.26 a share, on sales of $1.4 billion, compared to earnings of $142.7 million, or $1.28 a share, on sales of $1.2 billion a year ago.

The company anticipates continued improvement in the third quarter.

SUPERSEAS, Sun Valley, Calif., posted a sales increase of 15% for the first half. A 59% increase for the second quarter. There were also substantial sales and earnings increases in the full first half compared with the same period a year ago.

AUDITRONICS, North Hollywood, Calif., reported record sales for fiscal year ending June 30, 1974, should reach $8.3 million and earnings per share are expected to be 68 cents for the second quarter. There were also substantial sales and earnings increases in the full first half compared with the same period a year ago.

WABASH MAGNETICS, New York, which is one of the largest distributors of magnetic recording equipment, reported record sales and earnings for fiscal year ending June 30, 1973. The company paid a 10 cent dividend per share in July 1973, which was increased to 15 cents per share in January 1974 and is expected to be paid in July 1974.

MEMOREX, Santa Clara, Calif., reported a loss of $3.5 million on sales of $35.1 million in the second quarter. About $4 million of the loss was primarily due to a write-down of assets. Despite its second quarter loss, cash flow was positive, the company indicated. Earnings before extraordinary items declined in the second quarter, reflecting in part, higher amortization of film costs and higher administrative expenses; reports Twentieth Century-Fox Film Corp., Beverly Hills, Calif. Sears, Roebuck & Co., Chicago, says its second quarter net income will be about $53.2 million a share in the same period last year.
A WHOLE NEW THING IS HAPPENING

ON A BRAND NEW SINGLE

"A NEW ROCK & ROLL"

TC-2111

WHERE THEIR FRIENDS ARE!

FROM A BRAND NEW ALBUM

T-451

FROM A BRAND NEW ALBUM

T-451
‘Prophet’ to Disks, Stage

Kahlil Gibran, author of "The Prophet," has reached a major milestone with publication of a new recording of his works.

Personal Mgrs. West Re-elect 5 Officers

LOS ANGELES—All incumbent officers of the Conference of Personal Managers, West, have been re-elected for a second term starting Sept. 19. They include Carl Ross, president; Arnie Mills, and Peter Rachman, vice presidents; Howard Wolf, secretary, and Joe Gottfried, treasurer. Bette Rosenthal starts her 18th year as executive secretary.

Dbx Plots Promotion

Continued from page 3

Three Dbx products sold in the next several years to make dbx encoding a viable market for any encoding company.

Direct mail will play a key role in initial promotion. Each dealer will have demonstration dbx disks, and each purchaser of a decoder will get a similar disk when dbx gets the warranty card. Both Klavier and Creative World will offer their dbx products via direct mail, and the company will offer the entire catalog if necessary. Blackman says, "All labels releasing dbx-encoded product will get regular printouts of purchasers to facilitate direct mail follow-up."

Klavier president Hal Powell is offering to dbx encode other labels' product on a royalty arrangement. Blackman says, "One alternative is a $1,500 converter for dbx encoding any recording by changing the professional tape curve to the dbx record curve.

Dbx is gearing up for volume production, with orders of 1,000 units to both label buyers by year end, and 400 per month of the production line by early 1975.

Morris Songs to Chappell

The E.H. Morris catalog includes such prime show score properties as "Hail, Dolly," "Mame," and "Bye Bye Birdie." A significant upward trend in Chappell program that has brought three other important publishing entities, under wing in recent months.

In May, the William Music catalog moved over to Chappell from MGM. That same month another firm strongly represented in musical theater properties, Kander and Ebb Inc. moved into Chap- pell fold under a management-publication agreement.

And only two weeks ago, Ovando Music came aboard under an administration deal bringing Chappell additional properties for exploitation in the contemporary market.

It is estimated by knowledgeable sources that these three acquisitions, plus the E.H. Morris deal, will contribute upwards of an additional 32 million to Chappell's gross in 1975.

Solons' Jukebox Action

Continued from page 1

Continued on page 14

Seek Broad Spectrum

Continued from page 3

greater emphasis on full-line stores. "We have to sharpen our focus on full-line outlets," he stated. More emphasis will be placed on promoting dealers with audio sales devices, in-store display materials and packaging. Also mentioned was greater involvement with rack job-ber operations and mass merchandising.

The last 12 months have seen many healthy changes for both CBS and the industry, continued Lundvall. He stated that the company's return policy, describing it as "firm and fair," went a long way to bring back reason to an industry moving more and more towards almost 50 percent consignment.

Newer and better marketing and merchandising techniques were also innovations during that time to better allow the dealer to make his "fair share of profit."

"We have discovered that the active record buyer is spending more.

not less, time listening to records, he stated. He also believes that the prime record buyer, long considered to be in his/her mid-20s, now spends more money on records than his/hers andforties.

On-going, Lundvall stated that CBS will stay with its varied pricing strategy through the months.

Lundvall, echoing CBS, Inc. President Arthur Taylor's remarks earlier in the week, was optimistic for the future of the record industry, even with the challenges of material shortages, rising costs, etc., still fac- ing the industry.

The key, he stated, is to continue to listen to the public with an "open mind" and to concentrate on better reaching an increasingly musically aware public.

Sharing the speakers podium with Lundvall Friday (2) were both CBS Records Public Relations Executives Erwin Segelstein and John Davis.

Continued on page 14
CHAPPELL ON THE MOVE

CHAPPELL SHIFTS NEW YORK HEADQUARTERS
TO 810 SEVENTH AVENUE ON AUGUST 5  (212) 977-7200

NEW YORK WORKSHOP SIGNS FIRST ACT TO MAJOR LABEL
The New York Songwriters Workshop has signed its first artist to a major record label.

Jerry Butler and his entire Chicago Writers Workshop. Established in 1969, it has developed such quality talent as A&M recording artist Charles Bevel, Terry Callier, and The Independents (Wand).

Chappell is "on the move", not only physically with its new quarters, but actively with its strongest year ever in chart activity, acquisition of new writers and catalogs, and its constantly developing efforts to develop new outlets for its tremendous array of standard, contemporary, country and R&B material. We are proud of our new home, our staffs in New York, Los Angeles, Nashville and Toronto, and most importantly, the great writers who are such a vital part of the 'Chappell Family'.

Why don't you come up and see "Chappell On The Move"?

CHAPPELL CHART ACTION

Singles
"My Thing"-James Brown (Polydor)
"How Do You Feel The Morning After"-Millie Jackson (Spring)
"Best Time Of My Life"-Joe Simon (Spring)
"Jive Turkey, Part II"-Ohio Players (Mercury)
"Take The Time To Tell Her"-Jerry Butler (Mercury)

LPs
"Skin Tight"-Ohio Players (Mercury)
"That's Entertainment"-Soundtrack (MCA)
"Payback"-James Brown (Polydor)
"Hill"-James Brown (Polydor)

Chappell Music is also represented in chart LPs by Diana Ross, Roberta Flack, Bo Donaldson & The Heywoods, Helen Reddy, Cleo Laine, Lynn Anderson, Billy Crash Craddock and more.

Activity to be continued at New Headquarters - 810 Seventh Avenue  (212) 977-7200
New Promo Avenues the Subject At Popovich, Manteiro Meetings

LOS ANGELES—Adapting new avenues of promotion, as well as the strengthening of sales, retail and merchandising techniques, were among the topics covered during the convention.

With regional and national meetings being charted throughout the week, Alexenburg, CBS's vice president for national promotion, and Stan Manteiro, CBS's vice president, for national promotion, and many staffs found shrinking radio playlists and ways to explore new avenues for alternative strategies.

While the importance of picking up available avenues of promotion, as well as the strengthening of sales, retail and merchandising techniques, were among the topics covered during the convention, among the possible options offered for promotion, products, and sales, artists were also on the further strengthening of the their labels' campaigns and sales.

Of particular note was the feeling expressed by many field promotion men that the sale of their products, and their competition in free goods.

In the area of artist promotion, a "Musical Exposures" seminar to explore current and new opportunities in artist promotion and development was held.

Chairing the sessions were Jack Craig, CBS's vice president, sales and distribution, the session was designed to examine the impact of various types of media on the consumer's selection of recorded music.

Featured during the discussion were George Wilson, vice president, programming, Barstow Broadcasting, who spoke on the gathering of store reports, the programming of albums for air play, and the sales and retail efforts; George Maier, producer, who spoke on CB's use of the Top 40 radio network for both television and retail sales.

Also taking part in the session were Dick Hall, director of distribution, who talked about how record companies and promoters could best work together to promote an artist's performance; Ed Rubin, president of Maga Artists, who examined the interaction of the industries in terms of career trends and new trends in music; and Tom Berman, who viewed the proceedings from a manager's view; and John Witter, who examined the reasons for booking acts on television.

A number of rock press rockjournalists were also present, and the session concluded with an impromptu gate meeting.

Also covered during the meeting was the use of special advertising vehicles, including the use of Fender, Toyota, and Simons' new television and comic series: new television, record, and record store advertisements, expanding play-by-play promotions, and radio commercials for radio.

There was also an extensive review of the new CBS television show, "The New CBS Television Promotions Panel," which was designed to inform field promotion men about the promotion in the subscription and subscription sales.

Addendum: The convention was held at the Los Angeles, California, offices of CBS.}

Eyes Broad Screen for "Family of Music" • Continued from page 12

and CBS Records Group President Goddard Lieberson.

Segelstein, noting that the music business has become "international," said that "the business is no longer a "local" business, but one that will call for more innovativeness on the part of record manufacturers, especially in the area of artist development.

Segelstein, stressing the need for new ideas and tools for the record business

Lieberson, who just last year at the convention returned to actively head the CBS Records Group, noting that the last 12 months have been trying times for CBS. He said, the convention was an opportunity for Lieberson and Segelstein to talk about the future of CBS Records International, the new label, and how it fits into what looks like its fourth record-breaking sales quarter.

At the convention, Segelstein and Lieberson addressed the convention Saturday.

Noting the "full potential of the exchange has been seen yet," Segelstein said that the firm's custom family now encompasses eight labels, and that custom billing over the past four years has increased by 78 percent. For the first six months of 1974, the custom operation is already 61 percent and is expected to reach 80 percent of the total.

"Custom labels have to deal with entirely different circumstances and circumstances that are partly different," said Segelstein.

A major part of the week's convention activities was devoted to the promotion of the new Columbia label, and the promotion of the Columbia, Epic and Columbia customer labels.

The Columbia label alone has 30 albums, representing a broad spectrum of music, including their more contemporary music, and their more traditional music.

The Columbia label has been designed with such artists as Blood, Sweat & Tears, Chicago, Traffic, and Peter, Paul & Mary, all represented on the Columbia label.

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The Columbia label has also been designed with such artists as Blood, Sweat & Tears, Chicago, and Peter, Paul & Mary, all represented on the Columbia label.
RARE EARTH HAS COME A LONG WAY SINCE ‘GET READY’

AND NOW THEY ARE READY!

NEXT

THE MOTOWN SOUND

AMERICAN TALENT INTERNATIONAL LTD.

RON STRASNER ASSOCIATES
Billboard’s L.A. Open House: SRO Event


Publisher Lee Zito, right, with CBS International executives in his office: from the left—Norio Ohga, CBS/Sony president; Walter Yatsinski, president, international division; Peter de Roulngement, vice president, European operations and Dick Asher, managing director, CBS England.

Publisher Arlie Wayne and manager Jeff Wald

Studio executive Dick LaPalm and UA official Jack Bratel.

Publishers Stan Styne and manager Steve Gold.

Publisher Jay Lowy and Bell’s Dick Sherman.

Blue Thumb’s Jack Hakin and Atlantic’s Bob Greenberg.

Lauter Productions’ Ron Topper and distributor Jack Lewerke watch news copy come over a photo facsimile machine operated by Diane Kirkland.

Lee Zito explains the various 4-channel disks systems the magazine has to Irving Fogel of Tempo Music; Mr. and Mrs. Bobby Weid and attorney Dick Hirsch.

MCA’s Chuck Meyer and RCA’s Greton Landon compare friendly notes.

Retailer Jim Greenwood, attorney Al Schlesinger and BMI’s Merrick Smith observe a second kind of photo facsimile machine used to transmit stories.

Fantasy’s Bob Kesten, Rare Records George Hocutt and retailer Ray Avery.

GRC’s Dee Ervin and artist Earl Fascie.

KMPC’s Gary Owens (center) is directed to the utilities.

Portion of the crowd attending the open house segment in the 9000 Sunset Restaurant.

CBS’ Stan Kaven, BMI’s Ron Anton and manager Todd Schiffman.

Retailer Jim Greenwood, attorney Al Schlesinger and BMI’s Merrick Smith observe a second kind of photo facsimile machine used to transmit stories.
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RENAISSANCE - Sire SAS 7502

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MCA RECORDS

www.americanradiohistory.com
ABC Buys Famous Music Labels In $5½ Million Deal

General News

Soul Music Moving Into Country

Continued from page 1

One can only speculate on what effect country music is going to have on soul sounds. Ray Charles' success of the mid-60s with country material proved unequivocally some of his most rewarding recorded presentations.

Charles used the sensibility of country songs with which to sing ballads which won approval from the mass audience.

Today, soul music has become the music of the masses with which to cross-over having really started in 1973 in the pop-arena.

Most recently, jazz performers, who have generally avoided "commercializing" their music, have taken up the banner for soul music; incorporating ingredients into their presentations.

It is not yet, however, a total immersion, not as much as has been placed in the fusion of rock to jazz and vice versa. But there has been an entry made by the likes of Herbie Hancock and Donald Byrd: an entry and investment of their innovative skills in the soul sound which has provided both Hancock and Byrd with golden returns.

But aside from the monetary gains of Byrd and Hancock, there has, too, been the discovery of how the soul idiom has served their own musical ideologies.

Thinking back some years, another investment in the soul sound was made by Julian "Cannonball" Adderley. The most memorable creations were "Mercy, Mercy, Mercy" and "Country Preacher," which were composed by Hungarian pianist, Joe Zawinul. It was an experience that helped advantage to the bridge the musical gap that existed between soul and jazz enthusiasts.

There was almost a similar gap for Donald Byrd to bridge. Not so much for Hancock, however, because his music, while pulsating and soulful, is as found on the "Chameleon" track of the "Head Hunters" album, which is mostly concerned with the cross-over, electronically, of various musical devices.

Byrd, however, took advantage of his sterling jazz roots and provided an additional brunch to his music with the golden rhythms of the soul idiom. The results were firmly felt in "Black Byrd" album.

The most recent and well received fruit from the jazz tree are the seductive sounds found in the Quincy Jones album, "Body Heat." The album is indicative of Jones' innovative skills as a music maker. Jones, known to be a jazz and not a soul artist, brings a musical force that is serving to broaden the acceptability of soul by enriching the fruit from his garden with the seeds of soul.

This jazz interest by players indicates that soul has never wanted for new directions in order to interest or revive an audience.

The music, which in no way sounds like its distant rural blues cousins, has gone through hard times and soft times, with the latter sound being today the commercial sound of the music.

Distributors unequivocally agree that the music of one of America's leading minority groups now has the majority of the world's ears waiting anxiously for almost anything that authentically presents the sound of soul, 1974 style.

THE FINEST KEYBOARD ALBUM OF THE YEAR!

GEORGE DUKE, FRANK ZAPPA'S FAVORITE KEYBOARD WIZARD, HAS A STUNNING NEW ALBUM: "FACES IN REFLECTION"

GEORGE DUKE, FRANK ZAPPA'S FAVORITE KEYBOARD WIZARD, HAS A STUNNING NEW ALBUM: "FACES IN REFLECTION"
COURIER JOURNA L

CSNY to Ontario on Sept. 21

LOS ANGELES—The Southern California date for a Crosby, Stills, Nash & Young reunion tour appearance has been changed a second time, now moved from last Saturday (Sept. 3) to Sept. 21 though remaining at the Ontario Motor Speedway.

Reasons given for postponement was that August summer heat necessitated audience cooling measures such as sprinkler systems and positively wetting pools which couldn't be finished on time.

Also, local authorities felt that heavy water use for the show would put undue strain on the area's supply. New autumn date will make sprinkling and pools unnecessary.

(Continued on page 25)

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Talent

Weird Mix Jells for No. 1 Single 'Rock Your Baby' Odd Once-In-Lifetime Success

BY JIM MELANSON and SARA LANE

NEW YORK—Put together a singer looking for a comeback after a two-year layoff and a young writer/producer team, one who can't read or write music and the other a self-taught drummer, and what do you have?

Just one of the biggest selling single records in recent years—"Rock Your Baby" by George McCrae, H.W. Casy and Rick Finch, producers and writers of the hit.

Late in the spring of this year, Casy and Finch laid the tracks on "Rock Your Baby." "It took us about 45 minutes to get the keyboard, bass and drum track done," the duo explain. They had no lyrics, but they had the tune.

The next step, they say, was to get approval from Henry Stone, president of T.K Productions and Tone Distributors, and Steve Alaimo, ad. executive for the complex.

The approval was given on Stone's office and put the tape on and he and Steve flipped over it and said not to change a single thing," claims Casy.

Next came the task of finding one of Stone's artists whose voice would fit the music. "We just didn't know where we would find the right singer," Finch states.

But, purely by chance, George McCrae walked into Stone's offices the next afternoon and the rest is history now—a single which topped position on all the national charts, and which is rapidly approaching 2 million in units sold.

As much as "Rock Your Baby" is a success story for Casy and Finch, it's also a dream come true for 29-year-old singer George McCrae, who at 1962, left the university to pursue a career directing in college and to help manage wife Gwen's singing career.

"I decided to study criminal justice and concentrate on Gwen's career," McCrae says. "The important thing at the time was that I had the responsibility of rearing a family, and it just wasn't happening for me in the music business. It wasn't an easy decision," he continues.

"After two years, I finally decided that I had to give it one more try. So I went to Steve and Alaimo and asked him if he had anything that I could record.

Now in position to reflect on his recent success, McCrae says that "it's all happened so fast that I have had time to sit down and think about it.

As in many other artist success stories, recognition didn't come overnight to McCrae, who describes himself as "somebody who always loved to sing."

He and Gwen worked the West Palm Beach circuit for a number of years, but McCrae, for example, they were recording on Stone's Alston label. Before that, McCrae spent four years in the Neve, but not without forming the Asperi Express soul group. At one time, McCrae was also part of the Jiving Acts, another combo he formed in Florida.

It was nearly five years ago that McCrae and Gwen came to Stone. They recorded several numbers as a duo, and eventually split up as a profession. McCrae went to Columbia Records where he cut 11 singles. She, too, is now back with Stone, this time on his Gladys label. Her latest single, "Move Me Baby," is about to be released.

Plans call for the two of them to return to the studio this September

Col Acts Spill From Convention

LOS ANGELES—CBS label artist showcases spilled over from the Columbia convention here last week to three major venues. The O'Jays, on CBS-distributed Philadelphia International, were headlining the week at the Greek Theater while two new Columbia acts, the Hollywood Stars and Journey, were at the Whisky.

Doug Weston's Troubadour had an equally busy week with the band's headliners, for one or two nights apiece, Bruce Springsteen, Roger McGuinn, Rick Springfield, Hook and Stax's Chico Hamilton. Opening act throughout the series was Columbia's new Hawaiian singing-comedy duo, Cecille & Kapono.

Also, the band didn't have major names. In the main room, main room band has to have a "clean" appearance because there is a moderate dress code at the hotel. Some operators have done very well at night and the band has to play 100 percent dance music.

24 Playboy Clubs Go Competitive

CHICAGO—The Playboy Clubs, with a circuit of 24 showroom locations, are embarked on a long-range plan to make the clubs more competitive in today's live entertainment market.

Mary the U.S. clubs are either getting major renovations or moving from downtown areas to suburban centers.

By the end of the year, when the majority of the physical changes are completed, the clubs will go even more name passenger will be able to tour the Playboy circuit.

The New York club opened for business midway-August for renovations. Detroit first Playboy Club opened in September. The Miami facility has recently been leased to the family. In Los Angeles, the club operation was moved last year from the Sunset Strip Playboy Building to the new Century City ABC Entertainment Center.

Playboy spokesman Lee Gottlieb says the new location will be in position to compete with Las Vegas Casinos for entertain ment dollars. He says the clubs are definitely well along the way towards becoming a more practical circuit for upcoming name performers.

Representative of the kind of booking breakthrough Playboys expect to get was the recent Dyan Cannon Show which played one of the clubs primarily as a Vegas break.

Big Daddy Clubs to Coast From Florida

LOS ANGELES—Cocktail

LOUISIANA—Cocktail

WORLD—Cocktail

N.J.—Cocktail

The Tropical is a club in the city.

The Tropical is a club in the city.

Expo Books 3 Biggest-Selling Australian Acts

SPOKANE, Wash.—Three of Australia's biggest-selling rock artists are among the 14 titles that sold 25,000 or more in the past few weeks of August, according to the„American Record Guide in its August 14 issue.

Female vocalist Jocie Bidelde has been the major artist, and the 5 cover-and-group has its own hit in Australia with the "Shoop Shoop Song."

All three acts record in Australia for Rene Tuddor's bootleg label, a subsidiary of Fable Records.

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Overseas orders and $3.00 per book, except supplements add 75c per book.
Major Acts At Pocono

PHILADELPHIA—One of the summer’s biggest concert packages, headlining the Allman Brothers Band, Edgar Winter plus the Beach Boys, is the Anti-Sexist Concert In L. A. on Aug. 31. LOS ANGELES—Womanumental Productions here is presenting an anti-sexist concert at Ebanos Hall Aug. 31 with feminist performers and directors Marjorie Adam, Vicki Randle and Chris Williamson. Producer Barbara McLean claims this is first all-women promoter-artist-songwriter show.

Rock Rocks Out Of Jersey Club

ATLANTIC CITY—After two summers with rock groups, Ice Kolker is returning his Le Bistro night club here to its jazz and MOR room status. He found that while young people are willing to pay high prices for a ticket to a rock concert, they are reluctant to spend much beyond that. Kolker, who has offered everybody from Jack Jones to Delia Reese in his 15 years at the resort club, says, “The kids pay admission, but they don’t spend any money. It’s hard to get a drink off them.” In place of the rock band format, Kolker returns to his former policy with Arthur Prysock, Dumila Jo, The Treniers and Carmen McRae among those set for Aug. 31 at Pocono International Raceway in rural Long Pond, Pa.

Philadelphia promoters, Electric Factory Concerts, are putting on the show with advance tickets priced at $10 and available at Ticketron throughout the East Coast.

The promoters pledged that full cooperation will be forthcoming by local officials for optimum safety, security and free parking arrangements.

The stage design, by MeManus Enterprises, is constructed to make possible band set-up shifts in no more than 15 minutes. Sound is provided by seven Clair Brothers units.

Waters Tribute On TV Network

CHICAGO—Five rock players with a love for the blues are featured on a full segment of the “Sound Stage” series on the NET network.

They include Micky Bloomsfield, Johnny Winter, Nick Gravenites, Buddy Miles and Dr. John. Blues performers Willie Dixon, Junior Wells and Koko Taylor also appear on the show which pays tribute to Muddy Waters.

The concert was taped at the WTTW studios with Waters performing his own “Long Distance Call” and the rock stars working with Waters’ band on other tunes.

Chubby Checker

Personal Management

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Talent In Action

● Continued from page 22

"He Who Is Friend of Mine" and "Swinging on a Star"

Opening the bill was Richard Tenace and the "Swinging on a Star." Tenace is a recent SHFP member. The group showed dramatic promise of Electric rock stylings right from the start. A new dimension is being unveiled during their show July 20. Anard displayed her excellent vocal control is "I Had a Talk With My Man". Her harmonies were tight and her vocal control was pitch perfect. She climaxed the piece with a vocal solo from her husky cathedral to a high legato, spanning the midrange of the spectrum. No pressure plus the presence rock to the group with her big voice with precision. She exalted in her solo in "Sweet" showing off her vocal control with an intense performance. All in all, a very surprising performance from this young performer. (Kino Report)

The prognosis of their vocal range, when singing together, gives the impression that each is an extension of the other, complementing each other. Their vocal control seems to be very well-honed, and the group's tight harmonies, which played a pleasant divergence from the more traditional approach, impressed the audience.

CHUCK MANGIONE

Half Note, New York

Flagship master Chuck Mangione produced a bold, high-energy set filled with his own tunes as well as many modern classics on July 4. His rendition of Bill Withers' "Satisfaction" was a highlight of his set. Mangione's confident voice and sharp instrumental arrangements proved to be a pleasant divergence from the more traditional approach.

CHRISTINE THOMPSON & JEANIE ARNOLD

7th Street Market, New York

Christine Thompson and Jeanie Arnold are two blue-eyed, blue-singing ladies who perform with electric charm and style.

As a fact, they tend to depart from traditional close harmonies and instead, vocally punctuate each other's distinct counterpoints and drawl naively. The resultant effect is that of a sensually blending of their fine voices.
FROM RED LIGHT HOUSES

Rag Glides Into New Fest-Concert Areas

By DAVE DEXTER JR.

LOS ANGELES—The astonishing rebirth of ragtime no longer is news. There has been ample publicity about the old-fashioned semi-jazz music emanating from his LPs and the soundtrack of Universal’s “The Sting” movie, and now it’s starting to show in the festival, concert areas.

Witness the following:

For three days and nights last week, crowds swarmed into Sedalia, Mo., to attend a ragtime festival. About 10,000 people, who spent up to $100 were awarded musicians performing various rag on the site of the Maple Leaf Club, where Scott Joplin worked for several years after moving north from his birthplace, Texarkana, Tex.

Among the judges were pianists Earle Blake, William Bolcom, Max Morath, Wally Rose and Dick Zimmerman.

Festival director Larry Melton predicts that rag music will become a part of every college curriculum within the next year. Says he:

“It’s slowly, so totally in origin, even preceding jazz. The word itself means ‘ragged time’ and it’s actually quite complex. A musicologist will compare Joplin’s compositions with those of Chopin, Schubert, Brahms. His stuff is truly classical.”

Dr. Addison Reed, the festival’s symposium moderator. “Not just Joplin’s music,” says he, “but related rags by Joe Lamb, Scott Hayden, Brian Campbell and Arthur Marshall will eventually be taught on campuses everywhere in North America.

Ragtime influenced composers like Stravinsky, Milhaud, Ravel and Gershwin, Dr. Reed reminds. But the site of the old Maple Leaf Club now is a parking lot in which only a small stone marker commemorating Joplin’s talent now stands.

Across the Mississippi River from St. Louis in the village of Edwardsville, Ill., a weekend ragtime concert was held last week with 3000 attending on the campus of Southern Illinois University.

In the audience was an SIU teacher, Don Klein, who studies the music academically and who flatly promises that “every progressive school in the land someday be teaching ragtime to music majors.”

“It’s like vaudeville,” says Klein, 27. “Everyone thinks of it as nostalgia but it’s far more than that. It’s part of our culture—why we are what we are. Rag started in the sporting houses but it’s gonna end up in the world’s concert halls.”

A feature of the SIU concert was an appearance of the New England Conservatory Ragtime Ensemble, an orchestra of ten. It helped bring the rag revival to fruition a couple of years ago.

On the West Coast, UCLA with its ‘Godspell’ Coming

REDLANDS, Calif.—Highlight of the coming University of Redlands Glenn Waltsch Theatre season on campus is a new musical production of the Stephen Schwartz musical ‘Godspell’ which opens Nov. 19 for a week’s run. Gary Knirke will direct.

The cast will be comprised only of Redlands students.

28,000 students report undergrads are demanding ragtime, too.

While it was in no way a festival, a capacity audience jammed the UCLA campus Saturday (27) to applaud the Southland Singers conducted by Angel Records producer George Sponhaltz. The Singers performed the Joplin tunes included in their recent Angel LP, “Palm Leaf Rag” featuring Ralph Grierson at the keyboard.

Unlike most other rag exponents, Sponhaltz and his combo specialize in Joplin’s rare band walls, including “Pleasant Memories” and “Bethena.”

“In their own way,” says Sponhaltz, “they swing too.”

Campus Briefs

Jazz will continue to play a part in the format of WNYU at New York University with its live weekly “Jazz Expansions Concert.” The new club picked for this series is Sam Rivers’ workshop part gallery concert-hall for new music, The Studio Rivbea. Beginning Wednesday (7), there will be a weekly recorded set including The Jazz Opera Ensemble, Doug Hammond and group, Sam Rivers Trio and Joe Lee Wilson plus five. Each of these sets was recorded during the final week-end of the club’s summer festival in early July.

N.B. Mayhams (Norris the Troublemaker) has released another collegiate song, “Mary Ann McCarthy.” Mayhams has been in the collegiate music field since 1949, when he recorded his first collegiate song, “We’ll Build a Bungalow.” The song was later made famous by the late Johnny Long and his orchestra. His newest song is similar to his first, but it features a completely new arrangement, according to Mayhams.

Berkeley College of Music student James Levesque will represent the B.U. in the International Yamaha Organ Festival to be held in Japan Sept. 29. He was the winner in the National Festival, where the judges included Nelson Riddle, Elmer Bernstein, Sarah Vaughan, Terry Gibbs and Jimmy Smith.

Berkeley will also have a distinguished composer-arranger in its faculty this fall, when Mike Gibbs returns to his alma mater as an instructor of arranging and composition, in addition to his role as composer-in-residence. Gibbs, a British native, has written tunes for fellow jazzmen Stan Getz, George Shearing and Gary Burton as well as Carlo Llane and John Dankworth.

CSNY to Ontario on Sept. 21

Spokesmen for promoters Shelly Finkel, Jim Kayhill and Bill Graham denied that advance ticket sales were moving slowly and caused the postponement. CSNY appearance was originally set for July 4th weekend at the Los Angeles Coliseum but was rejected by city police for crowd control reasons.

Act previously scheduled with CSNY for the Aug. 3 Ontario Summer Jam West may not be available Sept. 21. The new bill was not finalized at press time. Originally set were the Byrds, Beach Boys, Joe Walsh with Barnstorm.

Meanwhile a number of new dates have been added to the tour due to CSNY sellouts. The group played to 40,000 in Houston July 28 and 60,000 July 31 in Dallas-Fort Worth. They set a Denver Mile High Stadium all-time record of 60,000 July 25.

To substitute for the postponed Ontario date, CSNY swiftly set two shows for 15,000-seat Boston Gardens Monday and Tuesday (5-6). Tickets were printed July 29.

Third concerts were added to two show sellouts at the 18,000-seat Chicago Civic Stadium (Aug. 27-29) and the 19,000-seat Cupidal Center outside Washington, D.C. (Aug. 19-21). Four new August dates have been set for over 50,000 seat facilities: Atlantic City Race Track Friday (9), Old Dominican University in Norfolk (17), Tampa Stadium (23) and Memphis Stadium (25).

More dates for early Sept. are now being finalized and then a stand of several nights at New York’s Madison Square Garden will be set. Sept. 21 CSNY headlines a bill at London’s Wembley Stadium expected to draw 100,000 with Joni Mitchell, the Band and Tom Scott’s L.A. Express also featured.

David Amram Hosts Spectrum

NEW YORK—RCA artist David Amram will guest host “The American Music Spectrum” at WNYU’s School of Continuing Education starting Oct. 7. Amram will be joined by guest artists to discuss folk, blues, jazz, classical and ethnic music. The opening session will be devoted to country and bluegrass with the next meeting spotlighting ethnic music. A gospel singer and jazz ensemble will perform 20th century music.

In the classical field, chamber works by Gershwin, Joplin, Ives, Brederbeck and Amram will be performed and analyzed.

During the last session, a jam session in which students will participate with Amram is scheduled.

‘Spoon’ Tees Off Playboy Jazz Bash


Each act will be at the Playboy Club from one to two weeks.

WE’LL MAKE YOUR STUFF INTO A BILLBOARD T-SHIRT, BUT THE ONLY WAY WE CAN DO THIS IS IF YOU FILL IN THE COUPON BELOW AND ENCLOSE A CHECK OR MONEY ORDER FOR $3.19 PER SHIRT, INCLUDING POSTAGE AND HANDLING.

JUST LIKE BILLBOARD COVERS THE MUSIC Biz, THE BILLBOARD T-SHIRT COVERS YOUR BOD. SUPPLY IS LIMITED SO DO IT NOW! SORRY, PRE-STUFFED T-SHIRTS NOT AVAILABLE.
Things have been hopping at Criteria Studios in Miami over the past few weeks. Freddie King has been in cutting a new LP on SRG. Canned Heat is also in the studio with Atlantic's executive vice president Tom Dowd producing. Bill Szymczyk is mixing the next Eagles album and will be working with Wubbena Ash in the near future, and Mary McCary has been in her band laying track for her next Shelter effort. Deney Cordell, Sheter co-owner and president, is producing and Howie Albert is engineering.

Also, Miami channel 10 TV personalities George Dobrin and Lucille Strachan have just wrapped up the taping of a children's album for Activity Records, one for the American market in English and the other for the South American market in Spanish. LP is dubbed "The Learning Party." Al Harris, president of Educational Activities, programs produced the sessions.

**VOCALIST KYLIE:** singing seems more natural to me than ever. Colorful walls lend a new ingredient to the studio.

**Fratoni, Band Collab On 6 Concert Dates**

LOUISIANA--The Band is using studio engineer Rob Fraboni to mix the sound on six of its current concert dates. Fraboni previously worked the sound on the Bob Dylan/A&M-organized concert tour, and also worked on the mix for their best-selling LP.

The LP was mixed at the Village Recorder where Fraboni is the chief engineer. Before leaving to go on the road with the Band, Fraboni had engineered Joe Cocker's upcoming LP.

Randy Bachman produced the BTO set and Mark Smith and Buzz Richmond handled the engineering chores.

**Toones Van Zandt** has completed his seventh LP for Atco and Tracks Studios in Nashville. The studio belongs to Jack Clement. This latest facility increases the number of Clement's Nashville studios to three. This latest will be used primarily for JMI artists and Jack-Mack songwriters. At the Van Zandt session, Garth Fundis engineered and Chuck Cochran handled the arranging.

Fire Sign Theater has started its next at the Baraboo Studios, and Eagle Records has booked dates for Pacheco to work on its next LP.

In Chicago, Delmark Records has started a new LP to include material from Sleepy John Estes and Hammon. Sessions are being cut at Chicago's Sound Studios, with Delmark's Bob Koester producing and Steve Black engineering. This is the first time Delmark has cut Estes and Nixon alone since a European tour several years back.

**Jazz at Shrine Resumes July 27**

LOUISIANA--Donald Byrd, the Blackbyrd, Robin Humphrey and the Ujima Ensemble launch a series of jazz concerts at the Shrine Saturday (27).

Concert Concepts and Variety Concerts are the co-promoters. Chuck Mangione and his quartet play a full concert package scheduled for Aug. 4 with the Oct. 5 bill including the Freddie Hubbard Quintet plus Stanley Turrentine, Sonny Stitt and Kenny Burrell.

Mike Davenport of Concert Concepts is working on the series with Robert Mathews of Variety Concerts which manages the Shrine's Audio Production.

**EXPLANATIONS**--Independent producer Artie Ripp explains a computer recall system in the console to Kyle, whose LP he is adoring.

**N.Y. Schaefer Festival Swings Into Second Half**

NEW YORK--The Schaefer Music Festival in Central Park has reached its halfway point with attendance very good all at a few shows.

Artists scheduled to appear include: Dave Mason and PFM, Monday (29); Sergio Mendes and Brasil 77, (24); Anne Murray, Bruce Springsteen and Brewer and Shipton, (31); Sha Na Na, and Utah Heep and Manfred Mann, (31); Earl Scruggs Revue, David Bromberg, Cowboy, (38); Marshall Tucker Band, John Hammond and Grinder Switch, (12); Chambers Brothers and Wet Willie, (14); Four Seasons and Jay and the Americans, (16); Don McLean and Persuasions, (17); Ray Charles Show '74, (13); Billy Cobham and Dodo Dato, (21); Peter Frampton and Frampton's Camel, (23); Mongo Santamaría and Barretto, (24); Roy Buchanan, NRBQ and Forest Green, (26); Mary Travers and Dion, (28); Pointer Sisters and Manhattan Transfer, (30); and Richie Havens and Hall & Oates, (31).

September concerts include John Sebastian, (3); Fugazi and Lindejarne, (4); Lynyrd Skynyrd, James Cotton Band and Elvin Bishop, (6); and Savoy Brown and Mercury, (7).

**Signings**

Jazz trumpeter Chet Baker to CTI Records and first album, opposite saxophonist Paul Desmond, to be released in early fall. --Lester Bangs to Creative Management Associates for exclusive representation. --Knoxville group Rich Mountain Power to New Directions Mgr. Gary Meister to BASF Records. He will be the label's first country artist. --Chuck Mangione to Agency For The Performing Arts for his quartet as well as concert size and symphony orchestra dates. --"T" Band to Power House Records in Detroit. --Fox Trot, rock lounge managed by ex-Columbia a&r staffers Allan Rinde, to Motown with Ken Mansfield producing. --Final Touch, New York-based vocal quartet of four cousins, to Blue Thumb. First single, "Spinning Love," now shipping.

Radio-Television Programming

53 Air Personalities and Seven Stations to Win Radio Forum Kudos

BY CLAIRE HALL

Radio-Television Programming's recommendation of the year was awarded to "KGB-FM, Los Angeles," written by Jack McClure, chairman of the advisory committee for the 53rd annual International Radio Programming Forum in New York.

The award committee also praised four other stations:

- **KOMO** in Los Angeles, **KROK** in Sacramento, **KDKA** in Pittsburgh, and **KFXR** in Dallas.

The award committee noted that these stations demonstrated "the highest level of programming and performance in their respective markets."
Announcing The Seventh Annual INTERNATIONAL RADIO PROGRAMMING FORUM "COMMUNICATIONS '75"

Wednesday, August 14, 1974
9 a.m.-2 p.m.  REGISTRATION
2-4 p.m.  GENERAL SESSION Grand Ballroom
Conducting: Jack G. Thayer, Forum Chairman

Session 1  RADIO AROUND THE WORLD - A REVIEW
Kevin O'Donohue, Assistant General Manager, 2SM, Radio, Sydney, Australia

Session 2  RESPONSIBLE BROADCAST COMMUNICATIONS
Speaker: Richard Wald, President, ABC News, New York

Session 3  Music: Will the Past Be the Future?
Speaker: Clive Davis
"Listen to the Music," a Rick Trow Productions presentation
4-4:15 p.m.  COFFEE BREAK
4:15-5:30 p.m.  GENERAL SESSION Grand Ballroom

Session 4  THE ARTISTIC WAY OF RADIO PROGRAMMING
Moderator: Bobby Vee, Recording Artist, Los Angeles
Panel: Willie Nelson, Atlantic Records artist; Bill McKuen, manager and producer of the Nitty Gritty Dirt Band; Eddie Kendricks, Motown Records artist; Willie Mitchell, Hi Records artist and producer of Al Green; Flo & Eddie, Columbia Records artist and KMET-FM air personalities.
5:30-7 p.m.  COCKTAIL RECEPTION
Everyone registered for the Forum is invited,plus wives or dates. In addition, guests of the Forum attending this event will include a selected list of key Madison Avenue timebuyers and leading recording artists.

Thursday, August 15, 1974
10-11 a.m.  WORKSHOP SESSIONS
Three concurrent workshops will be conducted. You may attend the one of your choice.

Session 5  THE MORNING DJ ... AS THE MORNING GOES, SO GOES THE STATION
Moderator: Dick Drury, National Program Director, Susquehanna Broadcasting, York, Pa.

a. Building a Better Morning Show
Bob Berry, Morning Personality, WOKY-AM, Milwaukee

b. Keeping the Audience Turned on
Jack Bogut, KDIA-AM, Pittsburgh

c. How to Last
Carl de Suze, WBZ-AM, Boston

Session 6  CAN A PROGRAMMING CONSULTANT HELP YOU
Moderator: Scott Burton, Program Director, KSD-AM, St. Louis
a. Better Programming Builds Better Sales
Dave Klemm, Director, Marketing & Operations, Blair Radio, New York

b. How You Can Improve Your Format
Kent Burkhart, President, Kentucky Burhkhart & Associates, Atlanta

c. Syndication Aspects - Pro or Con
George Burns, Burns Media Consultants, Los Angeles

Session 7  RESEARCH IS MORE THAN NUMBERS
Moderator: Rod Muir, President, Digamae, Sydney, Australia
a. Reaching the Young Adult - Facts & Figures
George Milady, President, Gilber Youth Research, Inc., New York

b. Inside Secrets of Research
Jack McCoy, Vice President, Research & Development, Bartell Media, San Diego

11-11:15 a.m.  COFFEE BREAK
11:15 a.m.-12:15 p.m.  WORKSHOP SESSIONS
Three concurrent workshops will be conducted. You may attend the one of your choice.

Session 8  AUDIENCE RATINGS EXPLAINED - PULSE
Moderator: Burt Sherwood, General Manager, WMEE-AM, Fort Wayne, Indiana

a. Details on the Pulse
Richard Roslow, Pulse, Inc., New York

b. Effective Sales Use of Ratings
Frank Boyle, President, Robert E. Eastman, New York

Session 9  PUBLIC AFFAIRS AND THE FORMAT
Moderator: LeBaron Taylor, Vice President, Special Projects, CBS Records, New York

a. Building Ratings With Community Service Projects
Joseph B. Somerset, Senior Vice President, Capitol Cities, New York

b. Programming PSAs for Maximum Effectiveness
Elmo Ellis, General Manager, WSB-AM, Atlanta

Session 10  FM? IT'S ALL RADIO TO ME
Moderator: Bill Dalton, General Manager, WASH-FM, Washington

a. Producing Better FM Dollars
Gordon Hastings, Katz Radio, New York

b. A Funny Thing Happened to FM on the Way to the Market
Robert G. Herpe, President, WPLR-FM, New Haven, Conn.

Session 11  YOUR ROLE IN RADIO
12:15-2:30 p.m.  LUNCH
Guest Speaker: Ben Hooks, Commissioner, Federal Communications Commission, Washington

2:30-3:30 p.m.  WORKSHOP SESSIONS
Three concurrent workshops will be conducted. You may attend the one of your choice.

Session 12  CRITICS LOOK AT BROADCASTING
Moderator: Pat Whitley, Program Director, WNBC-AM, New York

Panelists: Ron Shaw, Radio Director, Zoo World, Fort Lauderdale, Fla.
Gene Shepherd, Air Personality, WOR-AM, New York
Gene Klauan, Air Personality, WNEW-AM, N.Y.

Session 13  AUDIENCE RATINGS EXPLAINED - ARB
Moderator: Bert Sherwood, General Manager, WMEE-AM, Fort Wayne, Ind.

a. Details on the ARB
Jack Fawcett, ARB, Silver Spring, Md.

b. How Managers Can Get More From Ratings
John Piccirillo, General Manager, WLEE-AM, Richmond, Va.

Session 14  MUCH MORE MUSIC OR MUCH MORE MONEY
Moderator: Ernie Farrell, Record Promotion Executive, Los Angeles

a. Can the Ultra-Tight Playlist Last?
Dick Carr, Vice President, Radio, Meredith Broadcasting, Atlanta

b. The Best Money-Making Format of Them All
George Williams, National Program Director, Southern Broadcasting, Winston-Salem, N.C.

3:30-4:45 p.m.  COFFEE BREAK
3:45-5:00 p.m.  WORKSHOP SESSIONS
Three concurrent workshops will be conducted. Attend the one of your choice.

Session 15  AUDIENCE RATINGS EXPLAINED - HOOPER
Moderator: Burt Sherwood, General Manager, WMEE-AM, Fort Wayne, Ind.

a. Details on the Hooper
Tom Cox, President, Hooper, New York

b. How Program Directors Can Influence Ratings
George Wilson, Executive Vice President, Bartell Broadcasting, New York

Copyrighted material
The Forum—dealing with all facets of radio and radio programming will be held August 14-17 at the Plaza Hotel in New York City.

**Session 16**
**UNUSUAL—BUT FUTURISTIC—PROMOTIONAL TECHNIQUES**
Moderator: L. David Moorhead, General Manager, KMET-FM, Los Angeles

a. A Contemporary History of Rock 'n Roll—a Film & Talk Presentation
Richard Aikens, Rick Trow Productions, Philadelphia

b. Effective TV and Radio Promotions
Harold Hinson, General Manager, WBT-AM, Charlotte

**Session 17**
**RECORD PROMOTION**
Moderator: Tony Richland, Independent Record Promotion Executive, Los Angeles
Panelists: Steve Wax, Vice President, Promotion, Elektra/Asylum Records, New York
Don Graham, National Promotion Director, United Artists Records, Los Angeles
Steve Popovich, Vice President, Promotion, Columbia Records, Los Angeles
Herb Rosen, Independent Promotion Executive, New York
Lou Galliani, Promotion Executive, Elektra/Asylum Records, Los Angeles

**Friday, August 16, 1974**

8-9:45 a.m. **BREAKFAST RAP SESSIONS**
Registrants have a chance to eat and talk with outstanding authorities in many fields. Tables are numbered. There will be a list of the "experts" and the tables to which they are assigned. Registrants eat with whomever they wish on a first-come basis.

10 a.m.-1 p.m. **HOT SEAT SESSION**
Superstars of all facets of radio and record industries—sales, management, advertising, promotion, programming, on-air personality work—will be on the hot seat and grilled by their peers and the audience. Everyone participates.

**EVERYTHING YOUT WANT TO KNOW ABOUT COMMUNICATIONS BUT WERE AFRAID TO ASK**

Participants to date: George Wilson, Executive Vice President, Bartell Radio, New York; Don McLennan, Managing Director, EMI Broadcast Programmes, London; Phil Walden, President, Capricorn Records, Macon, Georgia; Jules Malamud, Executive Director, National Association of Recording Merchandisers, Philadelphia; Bill Stewart, Concern Marketing, Dallas; Dean Tyler, Program Director, WIP-AM, Philadelphia; Charlie Tuna, Air Personality, KKQJ-FM, Los Angeles; Jim Gabbert, President, KIOI-FM, San Francisco.

1 p.m. on Free time—or the choice of any of the scheduled events below

**OPEN HOUSE**
Several radio stations and two or three national advertising rep firms will be holding open house. Radio stations will conduct informal tours. Times and stations will be announced. To date, both WABC-AM and WBNC-AM have kindly offered tours.

3-5 p.m. **MUSIC CONCERT, GRAND BALLROOM**
The Ralph Graham Show, Sussex Records. The MFSS with the Sounds of Philadelphia Orchestra in a show produced by the team of Gamble & Huff.

6 p.m. **COLLEGE SEMINAR**
The Don Imus Show, Jimmy's, 33 W 52nd St, New York. 450 delegates admitted free, but you have to buy your own drinks. No cover, no minimum.

**Saturday, August 17, 1974**

10-11 a.m. **WORKSHOP SESSIONS**
Three concurrent workshops will be conducted. You may attend the one of your choice.

**Session 18**
**CAN SEX AND RADIO MAKE IT TOGETHER?**
Moderator: Harold Lipsita, President, Universal Record Distributors, Philadelphia
a. Women in Broadcasting—Yes or How to Cop Out Double Time
Marie Gifford, President & General Manager, KEEL-AM, Shreveport, La.

b. The Secrets of Building a Female Audience
Rosalie Trombley, Music Director, CKLW-AM Detroit

**Session 19**
**NEWS**
Moderator: Bill Wardlow, Director, Marketing Services, Billboard Magazine, Los Angeles
The New Sounds of News

**Session 20**
**COMMERCIALS—HOW THE PROFESSIONALS DO THEM**
Moderator: John Lund, Program Director, WNEW-AM, New York
a. How You Can Improve Local Commercials
Casey Kasem, Air Personality, "American Top 40" Watermark, Inc., Los Angeles

b. Producing a Better Local Spot
Ted Brown, Air Personality WNEW-AM, New York

11:11:15 a.m. **COFFEE BREAK**
11:15 a.m.-12:15 p.m. **WORKSHOP SESSIONS**
Three concurrent workshops will be conducted. You may attend the one of your choice.

**Session 21**
**THE GENERAL MANAGER’S THING**
Moderator: Herb Levin, General Manager, WQBA-AM, Miami
a. Everything You Should Know About Programming
John Patton, General Manager, KCMO-AM, Kansas City

b. Boosting Bucks—Up Your Organization
Chuck Scruggs, General Manager, WOIA-AM, Memphis

**Session 22**
**RECORD DISTRIBUTION VS. RADIO**
Moderator: Edna Collison, Artist Relations & Publicity Director, Sussex Records, Los Angeles
a. Are Racks REALLY to Blame for the Tight Playlist?
Speaker: George Wilson, Executive Vice President, Bartell Radio, New York

b. How You Can Build Better Record Service
Speaker: John Randolph, Program Director, WAKY-AM, Louisville, Ky.

**Session 23**
**THE PLAYLIST**
Moderator: Bob Piava, Program Director, WLEE-AM, Richmond, Va.

a. Organizing a Playlist—How, When & Why
Mardi Neibnass, Music Coordinator, RKO General Radio, Los Angeles

b. Controlling a Playlist—How Much Freedom Should Air Personalities Have?
Bill Hennes, Program Director, CKLW-AM, Detroit

12:30-3 p.m. **AWARDS LUNCHEON**
Awards Chairman: Rod McGrew, Station Manager, KJLI-FM, Los Angeles
Emcee: Gary Owens, Air Personality, KMPC-AM, Los Angeles
Presentation: PAMS Jingle Singers, PAMS, Inc., Dallas

REGISTRATION FORM
Please register me for the Seventh Annual International Radio Programming Forum, August 14-17, 1974, at the Plaza Hotel, New York City. (If you wish to register others besides yourself from your organization, please send in names and titles on your letterhead and enclose total payment.)

(Please Print)
NAME
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COMPANY
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The International Radio Programming Forum is an annual Billboard magazine event. Early registrants will receive special hotel room discount rates on a first come, first serve basis. There will be additional rooms available in a nearby hotel after the Plaza becomes full, again on a first come basis. A cancellation fee of $25 will be charged for all cancellations on registrations before August 1. After that date, no cancellations will be accepted.
America's most popular disc jockey has a promotional plan that will bring solid gold to your station... but won't cost you a dime!  

**Be sure to meet Norm N. Nite**

**WCBS-FM air personality**

**ROCK ON:**

*The Illustrated Encyclopedia of Rock 'n' Roll: The Solid Gold Years*

**at the BILLBOARD CONVENTION: The 7th Annual International Radio Programming Forum**

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Ask at the Plaza Registration Desk for Mr. Nite in the Crowell Suite. With him will be rock 'n' roll superstars:  

- Chubby Checker  
- Sha Na Na  
- Tommy James  
- The Carps  
- The Bravos  
- The Deltones  
- The Crystals  
- The New Breed  
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- Brook Benton  
- The Spenzers  
- The Regents  
- Hank Ballard  
- Ben E. King, and many more  

**Advance acclaim for Rock On:**

*A gem... This is the definitive study of Rock 'n' Roll... A gem from the Introduction*  

*Worth his weight in solid gold.*  

*In the Morning,*  

*Station WMCA, New York*  

*A lovingly written and highly readable account.* —Tony Bennett  

*A delightful tour of the greatest years of rock 'n' roll.* —Ed Sullivan  

*Rock 'n' roll's coming of age by one of its leading proponents.* —Steve Popwich, Vice President, Promotion, Columbia Records  

*A must for the radio personality who really wants to know his music.* —Bill Brown, Program Director, WBBS-FM, New York

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**FORUM REGISTRATION LIST**

**EDITOR'S NOTE:** Here are additional registrations that came in on Monday (29) for the seventh annual International Radio Programming Forum. To register, send $175 to International Radio Programming Forum, Billboard Magazine, 9000 Sunset Blvd., Los Angeles, CA 90024.

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**America's most popular radio features**

**CICHECKMAN**

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Latin Scene

Los Angeles

Angie Marie has just completed a week's presentation at the Million Dollar Theatre with record-breaking crowds. She is so good on her new singing trend. A real show to watch. Her Casino Catalog Album, "DR. 5144. "A Dónde Va Nuestro Amor,” is pulling up sales again. Angie is busy preparing to record her second LP for Sound International, also a new recording for a movie and a new soap opera. At the Million Dollar Theatre the show was well backed by Her- manas Hernandez, Gilberto Valenzuela, the talented Jose and comedias, Santiago and Shilades, Talking about the Million Dollar Theatre, popular singer. Chuyito Valdes, who has many hot singles, "Besos Y Copas" and "Ambicion," is expected to make a personal appearance during the first week of August.

Caytronics has a hot hit on Chris Martin's "I Don't Want To Be" and "Alguen Te Quiere." It's already on most of radio push lists. "Joe Ba- tan is talking about the possibility of performing the Watts festival the first week of August, and at a Latin dance at the Palladium... El Gran Combo will be performing in this area... Waiting for a confirmation date for Juan Torres and Alberto Vasquez for an L.A. presentation at the end of this month... Heminio Ramos picking up sales on Mery- cana 116 "Se Cambian Los Pa- peles.”

RATY TERRACE

"Baby 'a Weirdo

- Continued from page 20

monetary value on the years they've spent here. Rick and Casey aren't pure musicians, but they've got their act together and have worked together seven days a week, and many nights writing material.

So, when you say that the record costs were incredibly low, you have to consider the years they've spent together in the studio getting ready for a big hit.” Both young writers are also published by Stone's Shynty Music.
By LEROY ROBINSON

LOS ANGELES—Soul music may be overshadowed this week. The reason being many disk jockeys will not be at their usual habitat but elsewhere getting it all together.

Elsewhere is Los Angeles and the 19th annual convention of The National Assn. of Television Announcers (NATRA) which opens at the Century Plaza Hotel. And as has been with previous outings, disk jockeys, along with record company executives, recording artists, etc., convene to discuss the various ways black disk jockeys can become more effective and as a result possibly more dispensable.

The most important point of all, of course, is that there is a NATRA. That fact alone is commendable. Unity among the men who play, easily, the most important, as well as financially, successful music in America, is not only necessary to broaden the scope of the music that goes out over the airwaves, but to bring about change.

To that end, and reported in a previous issue of Billboard, the group has altered its name from "Artists to "Announcers." The change will be a part of the group's year-round efforts, in addition to the theme that has been set, "The Recognition of a Heritage." Radio, Records, Rhythm and Reality," explains NATRA president Cecil Hale.

All in all, progress is the key element that will be under consideration at this year's convention. And asking one of the thousands (reportedly there will be 1,000 members present) of deejays expected to attend what he thought this year's festivities would be, "Unity, for sure. But getting with a group of brothers who already swing to the same drummer, and broadening our own communications with each other, that's heavy."

The black deejay has had to deal with the general feeling that he is a dispensable part of the mass communication.

(Continued on page 51)
PRAGUE—Before the beginning of the summer vacation, Avery, A. L. DeWade, director of the Soviet foreign relations department of the Soviet Performing Rights Organization, VAAP, visited Prague for the first time to talk about bilateral state contracts between the USSR and Czechoslovakia, including the copyright protection and a contract involving mutual relations between VAAP and the Czechoslovak agency, NARM. He also offered some information on the organization and status of the Soviet Performing Rights Organization. VAAP is a non-monopoly state which has the exclusive right to license the performance and use of Russian works outside the USSR and the use of foreign works in the USSR.

To this end it is entitled to handle all contracts and agreements, collect and pay royalties, and to study and control the practical application of Soviet laws relating to copyright both at home and in relation to foreign territories.

VAAP is also responsible for preparing copyright conventions, agreements, and amendments and changes in the law to publish and explain publications and information. The copyright agency, VAAP, is governed by the Conference of the Founders of VAAP, the Council of the Founders and the board of directors.

The founders of VAAP are associations of writers, composers, publishers, artists and architects and the Soviet Academy of Science representing authors and Soviet state authorities. The users of copyright works are represented by the State committees for copyrights, book production, film industry and book distribution, science and technology, television and radio, and the film industry. They are also represented by the Soviet Press Agency, Novosti, the Ministry of Foreign Affairs, and the Ministry of Foreign Trade. The Conference of Founders is convened at least once every five years, and the Founders convene the Council of the Founders which meets once a year.

The Conference selects the board of directors consisting of chairman, two deputy chairmen and other members. The board selects a revision committee. The Conference sets basic plans for the activity of the organization between conferences and endorses the reports of the directors and the revision committee.

It also endorses the rules for royalty accounting. Current work of the VAAP is directed by the board whose chairman also represents VAAP towards other institutions and companies. VAAP can create its own sub-organizations and branches in all republics of the USSR, as well as its representations abroad.

The income of VAAP comes from two sources: from the commissions on the fees and royalties collected and distributed and from commissions on legally fixed contributions to cultural funds. As in most socialist countries, such contributions are, according to the law, deducted from every fee paid for any artistic activity and are governed by special committees which use them for grants, subsides and scholarship awards abroad.

For Previn, the Bowl Is You Can Go Home Again

BY DAVE DEXTER JR.

LOS ANGELES—It will be more than a mere visit to his old home Hollywood when Andre Previn conducts in Hollywood Bowl Sept. 3, the first of three concerts with Previn conducting the Los Angeles Symphony Orchestra.

For many years after he and his family escaped Nazi Germany prior to World War II, Previn resided in Beverly Hills. While a teenager at Beverly Hills High School, he began his attention-grabbing activities via a series of appearances on the late Al Jarvis’ KLAC-AFM and KFWB-AFM record reviewing sessions, and by his mature playing of jazz piano. He etched his first disks in 1946 for Ed

Souvall Charming NARM Group

PHOENIX—The president of Alma Distribution Co., here and in Salt Lake City, George Souvall, is the new chairman of the scholarship committee of the National Assn. of Recording Merchandisers.

The committee’s function is to select the recipients of annual NARM scholarship awards. Serving with Souvall will be Robert Anderson (Major Distributors, Seattle, Wash.); William Hall (L. E. Marsh, Inc., Pocatello, Idaho); John Hanson (Beta Distributors, New York, N.Y.); Jay Jacobs (Jaques Record Rack Co., Knoxville, Tenn.); Lou Klayman (ABC Record & Tape Sales, Woodside, N.Y.); Harald Okno (Liebermann Enterprises, Minneapolis, Minn.); Howard Rosen (Mid America Specialty Distributors, Chicago, Ill.); Charles N. Stephens (Hit Records, Chicago, Ill.); and John Sullivan (Banco Distributors, St. Louis, Mo.).
4-CHANNEL ON VERGE OF RAPID GROWTH

A BILLBOARD SPOTLIGHT
RICH MAY, advertising director, "By offering a full range of quadricosonic hardware, beginning with prepackaged Panasonic units, we assured customers that you don't have to spend more than $500 to get a system that will perform well."

The ad series themed "If you're thinking of a system, now is the time to buy," and ad suggested "Stereo Now–Quad Later" and told the customer he could buy a quad receiver and two speakers and later add a quad cartridge and two more speakers.

Team is selling quad to about 20 percent of both the under-$500 systems and over-$500 bracket. The ads boosted sales, creating interest that brought customers into the store although they might not always buy quad when they got there.

One of the shopping centers, Har-Mar Mall, and KEZY Radio send mailings to time-payment customers. Vestedstock sales 37 guides for salesmen keep them apprised of the newest features in quad and other audio.

KANSAS CITY, MO.

With a few rare exceptions, 4-channel sound is experi- enced by very few people in the market. An undiscerned consumer, the dearth of software, the incom- patibility between the basic systems, are among reasons cited by dealers for the fact that few are entering the arena of stores and asking for 4-channel demonstrations more than six months ago.

"We get a request for a 4-channel demonstration," declares Mark Stevenson at David Beatty's, a major-25-year-old custom sound dealership, "Our feeling is that 4-channel isn't very worthwhile. We don't really see much future for it in this market."

The deeply rooted feeling at Beatty's is that 4-channel sound is better off with a 2-channel sys- tem since that kind of money merely scrappen for listeners to try a good 4-channel system. "The problem is compounded by the fact that no sooner do we introduce one system than it is discontinued and re- placed with another," says Stevenson.

At Alexander's another major inde- pendent dealership in the Country Club Plaza, the report was along similar lines. Here, a cosmetic factor affects the channel sales. A growing percentage of dialf buyers objects to the distracting ef- fect of a four speakers in a room when playing music is possible with half the equipment. Why clutter up a room?

Another problem outlined is that area consumers aren't sufficiently en- tered to the idea of spending the addi- tional money required for the extra pair of speakers. The store keeps two Magnavox 4-channel units on the floor for demonstration purposes, one with a $600 amplifier, another in the $400 range.

Greg Meese, Stereo Bug, estimates that all valves used in 4-channel systems represents about 3 percent of the market. He feels that the "junky $300 outfits" provided by mass merchandisers are pull- ing up a high percentage of the business.

"Four-channel hardware is here and it works," he says, "We're selling it on the basis of the 4-channel equipment and here's what it sounds like. If you like it, you like the 4-channel, but if you don't, the mass merchandisers are pulling the big one off."

Meese feels the marketability of 4-channel is determined by the need for an expenditure of $1,000 to get a really first-rate system. And not only is this high a percentage of the business, but the consumer isn't sufficiently interested in the idea of five speakers in a room, he feels. "The inconsistent ap- proach of dealers in dealing with 4-chan- nel systems, in fact, is the biggest problem."

At the four Team Electronics stores in the area, 4-channel is shipping in 15 percent of the total gross volume and growing. Doug Johnson, who manages the Ward Parkway shopping center store, "We are getting into 4-channel by taking time to tell them to sit down and give them a few of the facts. We point out the difference between regular matrix, SQ and CD and enlighten them on the availability of soft goods.

"We tell them there are 100,000 selection available in 4-channel software, more in SQ and that hardware sales increase, the software will become more plentiful," says John- son. "Our policy is to get into the market and when the market gets into 4-channel immediately, we suggest a 4-channel receiver with good handling capability which presents them with the flexi- bility of being able to be expanded to stereo.

The galaxy of units ready to demonstrate here include the entire Magnavox line, with the exception of the 4300, 494 and 645 Pioneer, a pair of Quad 3000, 2000ada available in 4-channel software, more in SQ and that hardware sales increase, the software will become more plentiful," says John- son. "Our policy is to get into the market and when the market gets into 4-channel immediately, we suggest a 4-channel receiver with good handling capability which presents them with the flexi- bility of being able to be expanded to stereo.

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"The difference in 4-channel is for someone to make you think on the direction they are taken, whether CD or SQ, what," the Team spokesman says. "With the market getting into 4-channel, we stress to people that quad has been around seven years now and isn't a passing fad. It won't even wipe out stereo but I predict it will represent 50 percent of this market in less than five years."

The absence of high fidelity in CD-4 disks and meager soft- ware availability are the factors impeding 4-channel in the market, believes Jim Weiss, manager of Burstein Applebee at Midtown South. "CD-4 does not have many stores in the market, but isn't hitting 4-channel hard."

"Another problem is the disparity between 2-channel high fidelity turntables and 4-channel CD-4 turntables. The turn- nable market tracks one quarter of a gram, has excellent re- sonance and filters, extremely low inertia and a high-fidelity magnetic cartridge. These good features are available in CD-4, but not to the same extent."

(Continued on page 49)
All the reasons your customer 4-channel just disappeared.

We know your customer. So we know when you tell him 4-channel is great, he tells you, “It’s too expensive,” or “too complicated,” or “it’s going to make my stereo collection obsolete.”

That’s why Panasonic introduces Series 44™ for 1974. The largest selection of discrete 4-channel systems for your customer. And any one of them is the way to get him into 4-channel.

Because with Series 44, your customer can enjoy everything in 4-channel. Tapes, records and broadcasts. And they’ll all sound better, because these are discrete systems with 4 separate channels for true 4-channel sound.

Panasonic Series 44 even makes your customer’s stereo tapes and records sound better thanks to our exclusive Quadruplex IV™ circuitry.

And even with all this advanced technology, Series 44 systems don’t cost much more than a good stereo system.

Series 44 for ’74. It’s all the reasons your customer needs to buy 4-channel.

And all the reasons he’s going are right here.

In TV

We’re going to let your customer experience the full scope and grandeur of 4-channel listening. With a hard-selling TV commercial that sells not only Panasonic, but the entire concept of 4-channel. It even shows him how 4-channel makes stereo sound better.

You and your customers will be seeing this spot during the entire key pre-Christmas selling season.

SE-5070D. For the man who wants the best for 4-channel records. The top stars on the leading labels are now available on CD-4 discrete 4-channel records. And your customer can hear them all on the SE-5070D. It has a built-in CD-4 demodulator. And its FM/AM receiver has a built-in 4-channel balancer. There are four 2-way air-suspension speakers, each with an 8” woofer and a 2½” tweeter. And our Quadruplex IV circuitry even enhances the sound of stereo.

And when your customer wants to add 4-channel tapes, he can plug in our 4-channel 8-track tape deck.

In Print

We’ll be using the eye to catch the ear with exciting full-page ads that feature our RE-8580 and RS-8626 systems to sell the entire 4-channel concept. They’re scheduled for Playboy, Hot Rod, Sports Illustrated, Esquire, Newsweek, and other national magazines between September and December.
had for not buying

RS-862S. For the man who wants to go all the way with tape. When you add 8-track to 4-channel, you get a beautiful number. The Panasonic RS-862S. It includes an 8-track 4-channel player/2-channel recorder. FM/AM/FM stereo receiver. And four 2-way air-suspension speakers, each with a 6¼" woofers and a 2½" tweeter.

When your customer wants to add CD-4 records, he can plug in any Panasonic turntable with a built-in CD-4 demodulator. (We try to think of everything.)

RE-8585. For the man who wants everything in 4-channel. Our "everything" system. It includes an FM/AM/FM stereo receiver with a built-in 4-channel 8-track cartridge player. A separate CD-4 turntable with cueing and anti-skating controls. And four 6¼" full-range air-suspension speakers.

The RE-8585 plays everything in 4-channel. Discrete and matrix. It also enhances the sound of everything in stereo.

to ask for Panasonic

Local Advertising

Display and Promotion
And for your in-store displays: Wall charts and banners. Laminated counter cards. Floor displays. And a Series 44 guidebook tells you everything you need to know to help sell Series 44. For all the details, and all these selling tools, contact your Panasonic Sales Representative. He knows your customer.

Panasonic. We know your customer.
BLANK TAPE FIRMS WAIT ON QUADRASONIC VERSION

By BOB KIRSCH

The Charlotte (N.C.) Observer-Times

The $79 price tag on the new ConvertaQuad costs nothing in comparison with the $800+ price tag on a good 8-track tape player, but the price is right for a new type of blank tape... The ConvertaQuad is a new kind of blank tape designed to be used as a recording medium for the new ConvertaQuad stereo system. The tape is a 4-channel tape that can be recorded on 8-track or 4-channel machines, and it can be played back on 8-track or 4-channel machines. The tape is also compatible with 4-channel and 8-track stereo systems.

The ConvertaQuad tape is a 4-channel tape that can be recorded on 8-track or 4-channel machines, and it can be played back on 8-track or 4-channel machines. The tape is also compatible with 4-channel and 8-track stereo systems.

Many manufacturers believe that the ConvertaQuad tape will eventually become the standard for recording music, and that it will eventually replace 8-track and 4-channel tapes. The ConvertaQuad tape is expected to be released in the fall of 1974.
Surround yourself with these best-sounding, best-selling albums.
If you've been listening
here are some things you

1 Your response to our CES demonstrations exceeded our expectations. We got a lot of confidence from talking with you. We've always had the feeling that QS could be the 4-channel wave of the future. Now we know we can go all the way.

2 Did you note all the receivers and pre-ampiliers of different brands at CES that had already incorporated the QS vario-matrix technology? So did we. The news today is that even more recording companies and broadcasters have opted for QS. When a high-fidelity industry leader like Marantz chose to incorporate the QS vario-matrix in its top-of-the-line quad receiver, Model 4400, a company spokesman noted: "We studied the various IC chips available and felt it was very important that the quality of a 4-channel decoder equal or exceed our current stereo specifications."

3 As we've noted many times, the QS 4-channel system is completely compatible for all mono and stereo listeners, and gives a dramatic listening effect to anyone using a 4-channel decoder. This helps to explain why the following major FM broadcasters are now using the Sansui QSE-5B broadcast encoder: WSHE Miami; KLOS Los Angeles; WOXR New York; WKRQ Cincinnati; WYSL Buffalo; WBCN Boston; KMOX St. Louis; KBBC Phoenix; KRGN Las Vegas; WGMF New York; WBUS Miami; KUOP Stockton; Oceana Cable/FM Honolulu; KGB/FM San Diego; KZAP Sacramento; WZMF Menomonee; KMEO Phoenix; KSFM Woodland, and many others.

4 When WSHE in Miami decided to invest more than $35,000 in a complete studio production facility specifically designed for the QS 4-channel system, Vice President and station owner Gene Milner said: "We will be the first station in Southern Florida to broadcast 4-channel 24 hours a day. We will be getting master tapes from many of the record companies and producing a large amount of our own material in the form of commercials, PSAs, etc. To date we've received great support from hi-fi retailers and from our audience."

5 Dick Schory, President of Ovation Records, is currently producing a QS 4-channel LP programmed to musically demonstrate all major features of the QS 4-channel system. It'll be completed by mid-September. He has also just released Bonnie Koloc's new album in QS. We hope it sells a million or so. Mr. Schory told us this: "We are very excited about this new album, and equally as excited about the Sansui QS system which has helped our sales immeasurably. Since our albums are totally compatible in stereo and mono as well as 4-channel, we have always and will continue to maintain a single inventory of records. The stereo enhancement effect of the QS decoding process has made our product more desirable than conventional stereo albums."

Ovation has produced over 40 albums in the QS format.
to QS 4-channel, probably haven't heard.

6 Project Three Records is producing a QS test album. There's not much more we can do to sell Enoch Light on QS, because Project Three has been producing albums in the QS system for more than two years. About the new album, Mr. Light said: "We worked for many months to produce a high quality master tape which had all the appropriate test signals and program sources so a home consumer can properly adjust his 4-channel system. We have taken great care to assure the accuracy of all the tones and test signals so that the test record will be of great value to any 4-channel system owner."

7 Olympic Records, Los Angeles, is releasing a series of new QS-encoded quadraphonic albums in their Opera Collection Series. These records represent some of the great classic opera works of all times. Did you think that QS was not high-brow?

8 The Longine Symphonette Society, the world's largest record club, is adding a new series of QS encoded quad record sets. Producer Gene Lowell told us, "When we first began to use QS we were very cautious since we had had no prior experience with quad records . . . To date we have received no complaints or returns. On the contrary, many customers have said that the album sounds better than many of the stereo records they have in their collection."

9 ABC Dunhill Records and its subsidiary labels, Command, Impulse, and Dunhill are actively producing their major album artists in QS 4-channel. They've released 100 albums to date, which include such artists as B.B. King, Jim Croce, Steely Dan, Four Tops, and Three Dog Night. They selected QS because it offers the easiest arrangement in terms of production, pressing and the highest quality of 4-channel reproduction.

10 A friendly reminder: our deal still stands. If you're an audio manufacturer, we'll share all our technical information with you, if you need it for experimentation.

11 Same deal if you're a software manufacturer.

12 It's not too late to share in our big-money sales promotional campaign. And the cost for you is still the same. Zero dollars. If you're using QS, and you think that our promotional assistance can help you, tell us. Going right now are clinics and seminars, in-store 4-channel demonstrations, consumer and trade ads, educational brochures for consumers and dealers, engineers, recording engineers and FM stations. Plus lots of things to flash around your store, whether you're in software or hardware: banners, posters, stickers, buttons. Repeat: It's free. For information, write us or call.

QS 4-Channel Stereo. Are you listening?

SANSUI ELECTRIC CO., LTD., 14-1, 2-Chome, Izumi, Sugahama-ku, Tokyo 188, Japan

www.americanradiohistory.com
DISCRETE 4-CHANNEL AT CROSSROADS:
TO WIDER CONSUMER APPEAL

By STEPHEN TAMINAN

COMPATIBLE DISCRETE 4-CHANNEL SOUND—
BETTER KNOWN AS CD-4—STANDS AT A
crossroads, with many signposts pointing to an up-
coming success in the next six months aimed at
broader consumer audio appeal than in selling one
system over another.

The prime backers of the CD-4 system, including
JVC, RCA, the WEAGroup, and Panasonic, are buoyed
by such recent "happenings" as:
• A redefinition of the discrete system by key manu-
facturers at the Audio Engineering Society meeting
in May in Los Angeles.
• Some 65 models with CD-4 capability shown by 22 manu-
facturers at the June Consumer Electronics Show in
Chicago.
• The largest of four groups of CD-4 releases planned by
the WEAGroup in mid-July—15 from the Waner family,
9 from Atlantic, 3 from Elektra.
• A commitment by RCA to manufacture the new IC (inte-
grated circuit) chips for discrete playback circuitry
designed by the Audio Engineering Society meeting
in May in Los Angeles.
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grated circuit) chips for discrete playback circuitry
designed by the Audio Engineering Society meeting
in May in Los Angeles.

While the statistics might seem impressive for CD-4,
guarded optimism seems to best typify the general feel-
ging at CBS headquarters in New York. Stanley Kavan, vice
president, planning and development, says that the current
market is closer to real stabilization in 1974 than last year. He
notes that the development of IC (integrated circuits) has failed
to meet expectations in 1973, but that research and develop-
ment is rapidly catching up with software availability.

High on Kavan's list, as well as other systems, is the
Tape DSS (Directional Electromagnetic Stereo System), a prototype of
which was demonstrated during this year's CES. The system
employs the Wilcocks integrated circuit to pick up sound after it
goes through an analog decoder, and then adds the digital
information to it. The new DSS format, which was on display at
the CES, is expected to be available in late 1974.

Also promising at the CES show was a number of logic
sets intended for display last year were finally introduced. Be-
 tween the three major brands of high-end manufacturers, 24 ma-
 nufacturers (SQ-2M) models were on display. Of the 12 shown
full logic (SQ-2L) models, and 2 displayed half-logic (SOH)
sets.

On the software side, both Kavan and Pierre Bourdian,
director of product management, SQ records and tapes, state
that CBS quad sales continue to reflect a healthy growth
curve. As of July 1973, the system's first full year of mark-
et sales, CBS sold some $6 million in SQ records and
disks. CBS estimates that its market share is 15% of the total
market, with some 120,000 units sold in the first year.

Several key CBS marketing and merchandising plans are the
education of consumers, as well as industry people, to the
esthetic and market potential of SQ. Dealers are being urged
to display 4-channel product prominently, rather than rele-
gating it to the rear of the store. Significant budgets have
been allocated for quad consumer print advertising, and up-
wards of 300 radio stations are currently being served with
CBS SQ products.

The company is also making a point to alert dealers to
sales figures on SQ products. Among the examples cited are
the figures on units sold of such product as Santana's "Abraxas," 119,185; "By & the Family Stone's Greatest Hits," 94,185; Janis Joplin's "Pearl," 62,930; and J. Gar-
funkel's "Bridge Over Troubled Water," 90,021. Eddie Win-
ter's "They Only Come Out At Night," 64,911; Leonard Bern-
stein's "Symphony No. 3," 35,300; and David, Sweet &
Tears "Greatest Hits," 57,330. At present, CBS SQ catalog
is comprised of some 200 titles, covering the fields of clas-
sical, pop, country, and rock music.

The ratio of 4-channel records sold to tapes has sold
66 percent of records to 40 percent of tapes. CBS' tapes are
discrète, naturally. Breaking down the musical categories in the
CBS SQ catalog

Classical product, the bulk of which is now being released
simultaneously in 4-channel and stereo, has sold at a rate of 65
percent of records to 35 percent of tapes.

Pop product has sold at 66 percent rates to 40 percent of
tapes.

Country product, reversing the ratio, has moved 60
tapes to every 40 records.

The firm has also moved to include R&D product in
the quad field, with a number of releases from Philadelphia
Radio's catalog.

Also noteworthy is a CBS survey which disclosed that 47
percent of the consumers who purchased quad-channel product
already owned a version of the selection in stereo.

Viewing SQ internationally, Kavan explains that the recent
SQ licensing of Philips and the Thomson-Brand Group should
give the system a new thrust in Europe. He readily
admits that the Condition is behind market results here,
but feels that stronger results should be forthcoming.

CBS is presently in talks with some 110 hardware licens-
ees throughout the world.

Domestically, Kavan feels that the "feather weight" of
SQ has helped to alleviate some consumer apprehension. "If the
system, SQ or CD-4, will become the standard on the 4-chan-
nel market. Another healthy sign for Kavan is that the label's
total sales of SQ releases has been climbing on through the retail level,
leaving minimal returns.

Meanwhile, he and Bourdian feel that a number of other
U.S. labels, when they do decide to introduce quad product to their
catalogs, will go to SQ. To date, they explain, many large and
small manufacturers have been "afraid" of a wrong decision in
embarking on quad, since the system is not widespread enough
to increase its market acceptance. They change, these same labels
will take advantage of current SQ developments.

(Continued on page 48)
WEA’re rather pleased with quadraphonic. Here are some reasons why:

The best Quadradiscs and quadriphonic tapes...
on Warner, Elektra, Atlantic and Asylum
(And There’s Lots More Where Those Came From)
Check with your WEA representative today.
NEW YORK—A MAJOR PROMOTION aimed at standardizing the various 4-channel systems now available in this country has been launched by the QS 4-Channel Project Team of Sansui Electric Co., according to Jack Murai, head of the newly formed Project Team tasks force.

The promotion is based on the theory that the Sansui Vario Matrix QS system could be established as a standard for the industry because of its compatibility in decoding QS and SQ 4-channel formats, as well as creating what Sansui officials call a dramatic 4-channel effect from conventional 2-channel sources; and the high quality and high inter-channel separation of which the system is capable.

First thrust of the promotion is aimed at record companies, FM broadcasters and hardware manufacturers. Explaining the strategy, Murai says his company believes that the areas to which the promotion is addressing itself represent the key to consumer standardization and acceptance of single compatible and easy-to-use 4-channel systems.

Murai notes the promotion includes participation in all major trade shows including IMC, NARM, AES and CES. He says that by exposing the major people in the industry to the latest technology in QS 4-channel encoding and decoding, Sansui believes that they will accept and adopt the system based on its merits.

Outlining the merits of the QS system, Murai says the technology offers record companies a single inventory concept with total compatibility. He also points out that it offers broadcasters a currently available, viable system which they can use immediately, and which is totally compatible for stereo and mono broadcasting.

Also being plugged in the promotion is the Sansui claim that the QS technology offers hardware manufacturers the Vario Matrix—an exclusive Sansui development—technology.

As part of the promotion, Project 3 Records will produce a QS test album that will contain a series of balance and frequency response tests, as well as channel identification and phasing tests, a test for turntable rumble and flutter, and a series of sweep tones to check for noan resonances. These test signals are followed by several cuts of musical selections emphasizing high and low frequencies and fast attack time. The album will also contain various musical selections.

Meanwhile, Murai claims that major FM broadcasters across the country have begun purchasing and using the Sansui QS 4-channel broadcast encoder. The unit is specifically designed for the needs of radio stations, and is manufactured to the highest quality and tolerances required, he says.

Among the stations already using the QSESB encoder are WSHE, Miami; KLOS, Los Angeles; WYSL, Buffalo, N.Y.; WICN, Boston; KMOX, St. Louis; KBBC, Phoenix; WVUD, Dayton; and KRGB, Las Vegas.

According to Murai, station WSHE-FM, Miami, invested in excess of $35,000 in a complete studio production facility specifically designed for the QS 4-channel system.

Gene Milner, vice president and owner of the station expects that WSHE will be the first FM outlet in southern Florida to broadcast in 4-channel 24 hours a day. He said: "I believe the Miami market is ready for this kind of operation, and to date we have received great support from our audience and his retailers."

Murai sees the acceptance of 4-channel by broadcasters as the light at the end of the tunnel for Quad's growth pains.

He says. "We see the future growth of 4-channel very much the way in which stereo became our standard."

"It was not until broadcasters began stereo broadcasting that the whole concept became meaningful to the consumer market."

He believes the QSESB decoder is offering this breakthrough to all broadcasters, allowing them to begin 4-channel QS broadcasting almost immediately.

Murai points out that because of the growing acceptance of the QS Vario Matrix technology by broadcasters and recording companies, an increasing number of hardware manufacturers have become QS licensees and are incorporating the technology into their own systems.

Among those that are already producing QS equipped 4-channel equipment are Marantz, Sherwood, Sharp, Onkyo and Nikko.

Although work on the Sansui QS technology began close to four years ago, the company did not undertake a major promotional push until this time. According to Murai, a corporate decision was made to wait until research and development on the IQ chip was completed; and the Vario Matrix system could be manufactured and marketed economically without sacrificing any hi-fi requirements.

Pursuing a marketing strategy that attempts to cover all bases, Sansui has assured that there is adequate software available to complement the hardware. Murai totals up an estimated 650 QS disks available worldwide. About 318 of these are being manufactured and marketed by domestic record companies including ABC/Dunhill, and its subsidiaries, Commodore, Impulse, Audio Treasury, and Bluesway; as well as

(Continued on page 49)
Hugo Montenegro sets the record straight about CD-4:

"CD-4 means freedom."

"...the fact is that 4-channel sound has opened up a new world of creativity for the composer/arranger/producer. We now have the freedom to surround the listener with any sound environment our imaginations can conceive. The freedom to locate a sound anywhere within the environment. And the freedom to manipulate and move sound in any direction.

"But these new freedoms can only exist — and be utilized, if the final product can be faithfully reproduced on disc without any limitations. Of the several quadraphonic disc formats on the market, in my opinion, only the Compatible Discrete 4-channel record meets these criteria. That's why, to me, CD-4 means freedom."
The SPECIALISTS PRESENT:

Blank Tape Firms Wait on Q Version

• Continued from page 46

track equipment with record capability at the front is a perfect field to be right now. amplifier’s Shad Hasler adds that he thinks to the capability to manufacture blank quad tapes for sometime now, but the market is still quite limited one from the firm’s viewpoint. “When do introduce such a product,” says Hasler. The “quad tape unit.” Hasler also acknowledges that the market has grown considerably as far as 8-track blanks are concerned. Ampex has been promoting the blank 8-track market on a steady basis for several years, and will continue the strong promotions. SABA has immediate plans to bow a quad blank, seeing the market at almost “miraculous of the moment.” The company, however, is prepared to manufacture and market such a configuration should the demand arise again. SABA happily watched the 8-track stereo blank market jump this year. Furthermore, they are capable of manufacturing such equipment, but have no plans to do so at the moment because of the lack of a market.

For those in the industry, it will be interesting to see if the CBS and later the Capitol Magnetic lines do. In any case, everyone is agreed, there is a market, but the smaller market capabilty in many units, and a combination of the two cannot be far away.

Industry Focus on KIOI

• Continued from page 46

Deitel has contributed a mobile unit for reception tests; an FCC unit is also being used for moving reception tests. Observers on the scene predict that, whatever the outcome of the tests, the best system will emerge. There has not been exactly agreement on everything. It took quite a while to work out just the so-called

ducer, whether music is arranged first with quadraphonic in mind, or rather if this is a consideration at the mixing stage or relatively late in the production process.

“Quadraphonic means that for the creative people it is no longer just a matter of noting down notes, Blume believes. He told how Hugo Montenegro would approach a recording with quadraphonic in mind from the very beginning. To answer Herschberg, Blume says, “It depends. If quadraphonic is secondary, if a vocalist is the main focus and not quadraphonic, then there will be a different approach.

“Hugo would first not even pick up a sheet of music but would instead sketch a chart of a 16-track layout, or maybe 24 tracks. He will line out the music horizontally and put down the tracks vertically. At this point, he will perhaps write in the rhythm and at that stage record it. Then he can check if the colors, whether synthetic or acoustic. Then he will allocate the positioning of the instrument.”

Blume feels that producers will never have enough tracks. “Not even 80 is enough." As for leaving quadraphonic until the mixing stage, he says, “You may leave yourself a problem. Localization is critical. A triumverate must be the center front or right front and then when you get to the mix you can find it occurs in the back.”

He sees the producer of quadraphonic music being more than one person. “It’s more being a choreographer, producer and engineer—all at once,”

Mikeil says, “I thought I knew all about echo, phase, reverb, delay, spatial characteristics—until quadraphonic came along. I am not an engineer. I’m not an arranger. I hope we do get 80 tracks because on a 120-position board there will be at least half where I want to pop coming from different places.”

Mikeil believes that the biggest
guests with problems for producers is that they just do not have the energy to go back after a stereo session and do a quadraphonic mix.

Steiner believes there is reluc-
tance if not indifference on the part of many producers. "Many have done quadraphonic because the recording companies told them they must have quad. They very painfully do a quadraphonic album and they say don’t want to do one in stereo and then go back and do it in quadraphonic.”

Deitel feels that economic pres-
sure works the other way too. “Until record companies demand quadraphonic and say they will pay for the different engineers will not have the experience.”

Discrete at Crossroads

• Continued from page 46

Another big push for CD-4 will come with the new recommendations of the National Quadrachonic Radio Committee (NRQ) headed by Jim Gabbert, president of KIOI, San Francisco. With the discrete systems proposed, the tests will be conduced from Aug. 19 through October, with results presented at the FCC for a final decision on national standards for quad broadcast.

Hugo Montenegro lifts head in spirited encouragement of the strings during a quadraphonic recording session.

Rick Derringer celebrates a quad mix along with Al Lawrence (center), Columbia’s executive producer for 4-channel, and Larry Keys, engineer (right).
Blaine Johnston, manager of the year-old No. Miami Beach Lafayette hi-fi store here, feels that 4-channel sales have not yet reached their potential. Sales have been brisk, but, he contends, "it's an education process for the consumer. The average buyer doesn't know where he's going in quad sound. And the industry has been wishy-washy for several years now. It's up to the manufacturer to standardize equipment."

Most customers are confused when they go to buy or to look at 4-channel and they are afraid that whatever they buy now will be obsolete in a year or two. "We have to tell the customer that his equipment will not be outdated in a couple of years. Everyone likes it," Johnston continues, "but it is more costly than stereo and a lot of customers don't want to spend that extra money."

About 25 percent of Lafayette's business is in sales of 4-channel.

Three lines—Pioneer, Lafayette and JVC—are stocked, with Pioneer sales the best. Two systems are set up and a sound room is being built for displaying quad. At present, an office houses both quad and stereo. "We try our best to educate the customer."

(Continued on page 55)
4-CHANNEL TAPE CATALOG GROWING
By JOHN SIPPE

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Superscope Tape Duplicating is setting an industry standard by providing the utmost in quality tape duplicating. Our engineers, using innovative new designs and techniques on our Scully mastering equipment and Gauss duplicating equipment, have achieved a fantastic breakthrough. The results: a tape product with exceptional high and low frequency fidelity and a rejection rate of less than one tenth of one percent. Join the growing list of clients who've found the ultimate in sound and service at Superscope Tape Duplicating. For custom tape duplicating in 8-track, cassette, reel-to-reel and quad formats, call us collect.

From the makers of Marnatz:

SUPERSCOPE
Tape Duplicating Division
455 Fox Street
San Fernando, California 91340
Telephone (213) 365-1594

The Secret is Engineering.

WONDERING ABOUT UD-4?
FOURTH SYSTEM STILL
GO-MARKETING “IMMIMENT”

NOT MUCH HAS BEEN HEARD about the newest 4-channel system—Nippon Columbia’s UD-4—since the spurt of showings this past spring including the Audio Engineering Society in Los Angeles (Billboard, May 18). This was sandwiched between earlier demonstrations in New York and at the Copenhagen AES in March, and in London through Thomson Ltd., in June.

Now, however, Dr. Duane Cooper, joint developer of the system with Nippon Columbia, reports that marketing is imminent for the UD-4 demodulator in Europe and Japan—despite the fact that all licenses have been signed.

European marketing will reportedly be coordinated by Thomson, U.K. distributor for the Nippon Columbia Denon line of export audio equipment.

In Japan, Cooper understands that both Nippon Columbia and its parent company, giant Hitachi, will market the demodulator under their own brand names, and use the Hitachi export organization. Price in Japan is anticipated at about $15,000 yen ($1300 U.S.)—higher in Europe due to value added tax, import costs.

He reports a software library of 25 LPs in the UD-4 mode by year-end on the Nippon Columbia label in Japan, and on Denon in Europe and the U.S. Marketing plans for America are uncertain, with a spokesman for Hitachi Sales in New York reporting no information on their involvement in UD-4.

The UD-4 system claims to incorporate the concepts of both a discrete and matrix mode in a single unit free of any special switching circuitry and other sophisticated technical modifications.

SANSU Charting 4-Channel Drive

MOR: Marnatz, BASF, Black Jazz, Kilmarnock, Blue Thumb, Longines Symphonette, Ode, Ovation, Project 3, Everest, Vox, Tumbleweed, Television Marketing and RTV, Decca, Pye, Barclay, Jockey and Europe-film.

In addition, Muro points out that because of the special synthesizer mode of the QS Varia Matrix system, all existing stereo records are compatible and can be played in an enhanced 4-channel mode.

The domestic thrust of the QS promotion is being coordinated by 201 Communications, Inc., a special marketing organization structured for the purpose.

In addition to trade and consumer advertising, Sansui is also pushing a 4-channel education program that includes clinics and seminars, and the distribution of specially prepared booklets aimed at engineers, FM broadcasters and the consumer.

Says Muro, “We have achieved all our goals with the research and development of the QS technology. We are satisfied with what we have achieved. Now we are going after licenses, high fidelity as well as mass merchandisers. We intend to proliferate the market.”

Copyrighted material
GE loses Fair Trade decision

NEW YORK—Fair Trade laws, bombarded by a growing number of disclaimers calling for its repeal, suffered another setback this week when the General Electric Corp. lost a court decision in a Fair Trade violation suit. Judge David J. Clark of the New York State Supreme Court ruled against Arco Electronics.

The suit, heard before Superior Court Judge Robert Shriver, challenged Arco's practice of granting discounts to employees of its commercial accounts that were not available to other customers for GE argue that the discounts were illegal.

However, Arco's president, Arnold Rosen, contented that although the prices offered were, in fact, lower than established Fair Trade prices, they did not violate exemptions written into GE's fair trade bylaws.

Rosen argued that the discounts were granted only if a customer held a discount file distributed by the commercial account to its employees.

In his summation, Judge Shriver noted that the exemption in question had not covenanted or defined meaning. He argued that it was vague and indefinite and of doubtful computational worth. He continued: "GE has not been able to clearly explain the policy, to retailers, precisely what they considered to be included in the exemption so far. It was never written down and there is no way to check it."

In conclusion, Judge Shriver continued: "I conclude that GA has established that the defendant has violated the Fair Trade price list, and even if it has, such rule would fail because it is vague, uncertain, and lacks uniformity."

GE plans to appeal the decision. In the meantime, Arco has recouped its closed-door discount policy, and is discounting GE's line to the general public, using its court decision to its advantage in its advertisements.

The court also ruled in favor of Fair Trade rules, U.S. Pioneer, which also trades its audio equipment line, won two recent court judgments in New York and Michigan against fair trade fortunes.

In New York, House of Audio, Inc., was permanently enjoined from advertising, offering for sale or selling any new products at prices below the minimum stipulated prices. In Michigan, Chicago Jewelry & Gift Showrooms, Ltd., was also enjoined from securing its own personal interest.

According to Dinnin, GE's attorney: "We were one of 99 companies to file for this contract. The remaining 98 companies were either purchased or made no profit.

"We conceived this approach as the best way to reach the small and independent retail dealers. We wanted to eliminate the middlemen and reach the dealers who would want us to release free samples to major home dealer."

"We believe our sales program which the general merchandiser, including working hardware displays at point of sale, packaging, sales service and people, and an education program for sales personnel by field people."

(Continued on page 3)

Audio Hardware to U.K. Distribrs Drops 16% In '74

LONDON—Deliveries of audio hardware to U.K. distributors fell in the first six months of '74 by 16 percent, compared with the figures for the same period of '73, according to a slightly released recently by the British Radio Equipment Manufacturers Association (BREMA).

The total number of stereo systems sold in the months January to June this year was 359,743 against last year's figures of 426,500. Monthly figures reveal considerable fluctuations over short periods. In January and March 1974, for instance, totals were over 70,000 units, while in the other four months sales exceeded 60,000.

Longer-term sales patterns are clearer, however. Seasonal movement traditons for sales in August, with sales building to a peak before Christmas. Last year, sales in thousands for the July to December period followed this curve: 65, 74, 101, 122, 81, and it is reasonable to expect that this pattern will be followed by a similar, though more modestly, upward trend.

Concerning the figures, BREMA secretary Michael Williams says: "It is difficult to draw any firm conclusions at this stage. We can only hope that the market is beginning to stabilize, rather it is a combination of the present economic conditions and the credit restrictions of the mini-budget in December. This market has not been affected by the recent budget."

Pioneer plugs At Drive-Ins

NEW YORK—Chinchilla Inc., sole distributor for Pioneer stereos in the New York area, is using the movie screens of drive-in cinemas to plug Pioneer's automotive stereo.

The 60-second commercials are being run in 26 drive-ins in the state, and, according to Chinchilla's president, Joel Koenig, the results have been more than satisfactory. More than 60 New Jersey car stereo dealers are participating in the campaign which will run through the next two months.

Koenig declares that the commercial has been individualized so that a real sense of "you and your sound" is involved, and a "comical message is inserted in the film and soundtrack."

He notes his idea to go to the drive-in movie houses germinated because they represent a medium through which you can reach people who are not likely to be exposed to your product. He adds that the average use of the drive-in movie is in the 17-25 range—"the key buyer in the car stereo market."

(Continued on page 3)

Update From Asia

BY HIDEO EGUCHI

TOKYO—A third phase of construction at JVC's Mio Plant is due to end next month with the completion of a new 10,000 unit-a-year tape production plant. The plant is designed to turn out 12 million pre-recorded music tapes a year, a new price recording format.

High "out at the lowest "possible cost," is expected to attract the attention of the Japanese music tape producers in Asia who have no manufacturing plant close to their homes. The Mio Plant, is the group's third major factory for music tapes, joining the Matsushita group, is using the Dolby noise reduction system and the "B" cassette format for tapes. The BASF Harmonia Mundi music cartridges in Japan...Nip.

(Continued on page 55)

Key U.K. Wholesalers Say 'It Can't Happen To Us'

By Nick Robertshaw

LONDON—Following the collapse of Musitapes' wholesaler operation (Billion), July 29, the question of the continued viability of tape wholesaling in Britain has been thrown into doubt. Nevertheless, representatives of the industry involved generally believe that a carefully run business can still be successful.

Robin Goldberg, whose Golding Audio company recently dropped the software for its direct sales operation, but has not stopped its manufacture of tapes, business, describes the difficulties: "Basically, the record companies' agreement is that you cannot deal with them, and it is difficult even for me to deal with all the independent High Street dealers, so you are involved with the automatic and the workflow, and there is no money to be made."

Koenig declares: "We believe that the market is beginning to stabilize and the longer-term is more modestly.

(Continued on page 3)

New Service By Allison-Delta

NEW YORK—Allison-Delta Corp. has formed by Allison-Delta Corp. with the purchase of the account of the New York City and New England broadcast stations of Delta Sales Inc., a full-service production studio. Allison-Delta Corp. is an independent production service.

According to Maury Benkoff, director, creative services, Allison-Delta Corp., the new studio will specialize in the germ of an idea, and write, record, design and duplicate a production, while not being bound by the constraints of tape formats.

The company is headed by John Chillinger, president, while James Tinnan is vice president.

(Continued on page 56)
Ads? Aim at the Customer, Ampex Sales Chief Urges

By BOB KIRCHI

EDITOR'S NOTE: This is the conclusion of a multi-part series with Shad Helmstetter, national sales manager of consumer products for the magnetic tape division of Ampex Corp., in which Helmstetter outlines the growth of the division and plans for the future. Part I appeared in the July 5 issue.

One of the firm’s big pushes for the coming year will be in the area of advertising.

As for advertising, “institutional ads for tape are good for all tape companies,” says Helmstetter, “but I feel the most efficient and effective method is to aim right at the consumer. Our ad budget is our biggest ever this year, and more than at any other time we will be pointing ads at key markets. This need not be a big city. It could mean saturating the Midwest or Southern California with heavy print, radio and some TV spots.

“Flyers can be made for individual chains and tags can be done for the distributor who handles a lot of different tapes. We timed this concept during the past year and it works. And if you let the dealer know about such a campaign in advance, maybe he can tie in some ads with ours.”

The firm will also be planning trips, trip programs and tours for the retailer and distributor in some cases.

One thing Ampex has done is get heavily involved in supermarket selling of tape over the past few years. “The supermarket concept has changed,” says Helmstetter. Food is a very low-profit item in...
Altec's Sound Products Division
Bows Versatile Speaker System

NEW YORK—The Sound Products Division of the Altec Aeronautics Corporation, has introduced Stonehenge III, a new loudspeaker system described as a precision product developed out of extensive research and testing. Stonehenge III incorporates Altec's most recent engineering development, the 604 duplex, which, according to the firm's engineers, has already found popularity as a playback monitor in the recording industry, and is being made available for the first time in decorator furniture.

The system combines a 15-inch bass driver with a high frequency compression driver and coaxially-mounted sectoral horns. Also included is a front-mounted network with a continuously variable high frequency attenuation control. The system's speaker enclosure stands nearly four feet tall, and is crafted of select rift oak complemented with a cocoa brown polyacoustic foam grille with oiled oak frame.

Irwin Zucker, product manager for Altec, says it is the first time that the 604 has been fashioned into a furniture piece. List price on the unit is $595.

Meanwhile, Stonehenge I, the forerunner of the new system introduced at the Summer CES, is reported to be meeting favorable market acceptance. The Unit is a medium efficiency speaker designed for use with amplifiers capable of delivering a minimum of 25 watts of continuous average power per channel.

Stonehenge I utilizes a bass reflex enclosure that features a 12-inch high compliance low frequency speaker with a 9-pound magnet structure. It lists for $329.

Altec is also pushing two mini-monitors which, according to Zucker, incorporate studio performance characteristics but are scaled down for home use. The units are the mini-monitor 1, in the 891A series, and the mini-monitors 2, in the 877A series.

Mini-monitor 1 is a bookshelf speaker with a 12-inch dynamic force transducer, using a large copper voice coil for high power capacity, and a molded foam surround for long, linear cone excursion.

Zucker claims that the Mini-monitor 1 delivers the same sonic impact as larger, more expensive systems, but is designed specifically for the home with smaller acoustic output. The unit is available either in walnut at $149, or in grained walnut vinyl at $119.

The Altec mini-monitor 2, designated Capri, is the line's economy speaker system designed, according to Zucker, to bring full fidelity music reproduction to the consumer who wants audio component flexibility and performance but is limited in space or budget, or both.

The unit features an Altec two-way system specifically engineered to deliver the biggest possible sound, from the smallest possible sealed enclosure. Capri's low frequencies are handled by an 8-inch dynamic force woofer. At 2000 Hz, a dividing network crosses over high frequency information to a direct radiator tweeter that reproduces the upper musical spectrum with broad dispersion to beyond the limits of available source material. This unit lists at $89.

Koss Sees Value

Koss also has a line of models that will appeal to the mass merchandiser public, in the $15.95 to $65 price range. "The line was screened and test marketed through our work with Woolco, Penney and Montgomery Ward, and excludes head-phones that are too technically oriented."

**Update From Asia**

- Continued from page 31

...pen Tape, a major distributor of pre-recorded music product, is bent on diversifying its business, with plans to import blank tape from the U.S. (Amplex, Audio Magnetics, Dupont), duplicate educational cassettes and assemble digital computer cassettes. Matsushita Electric says it will participate in EXPO '75. The international ocean exposition is to be held on Okinawa from July 20, 1975 to Jan. 18, 1976.
CES Video Systems Panel
8-way Round-Robin Update
BY STEPHEN TRAUMAN

CHICAGO—While far from a roaring success, the first Video Systems Exposition & Conference run in conjunction with the Summer Consumer Electronics Show drew modest traffic for exhibitors, and keen interest from visitors—split between business, medicine, and education.

The only panel of interest to the yet-to-come consumer market was an eight-way round robin on "Video Systems Equipment" moderated by Dave Lachenbruch, TV Digest. Limited to about an hour, it gave representatives from Akai, Kodak, MCA DigitalVision, Panasonic, Philips, Sony, 3M and Zenith little more than five minutes each to update the state of their systems and answer a few questions from an overflow audience. Zenith's George Schupp basically reviewed the recent presentation on the video disk at the Society of Motion Picture & TV Engineers meeting in Los Angeles. (Billboard, May 11.) He highlighted the market goals of a player under $500 with built-in base correction, transparent vinyl disk 8-12 inches with playing time of 20-45 minutes per side. The polystyrene chloride (PVC) disk is stamped from roll stock on a modified audio press.

MCA's John Findlater, the other disk proponent, reviewed the progress of DigitalVision and the SMPTE presentation of a two-sided optical laser disk with 40 minutes per side, promising an hour-per-side disk in a few months. Later, would two-trot disk for feature film tape. Library of parent MCA that has over 11,000 programs available for transfer. He promised new programming as the market developed, and noted the mylar disk could store 40 billion bits of information on one side, or 35,000 picture frames.

The player, now in "pre-production," stage, has a $500 market goal, with previously announced $2-10 software program price. He called the "living room theater" the next mass home entertainment market.

CHICAGO—Reported by Stephen Trauman, Video Systems Panel 8-way Round-Robin Update. This is an extract from the article published in Billboard on August 10, 1974. The article discusses the CES Video Systems Panel at the first Video Systems Exposition & Conference run in conjunction with the Summer Consumer Electronics Show. The panel was moderated by Dave Lachenbruch and featured representatives from Akai, Kodak, MCA DigitalVision, Panasonic, Philips, Sony, 3M, and Zenith. The representatives discussed their market goals for video systems equipment, with a focus on players under $500 with built-in base correction, transparent vinyl disk 8-12 inches with playing time of 20-45 minutes per side. The polystyrene chloride (PVC) disk is stamped from roll stock on a modified audio press. MCA's John Findlater, the other disk proponent, reviewed the progress of DigitalVision and the SMPTE presentation of a two-sided optical laser disk with 40 minutes per side, promising an hour-per-side disk in a few months. Later, would two-trot disk for feature film tape. Library of parent MCA that has over 11,000 programs available for transfer. He promised new programming as the market developed, and noted the mylar disk could store 40 billion bits of information on one side, or 35,000 picture frames. The player, now in "pre-production," stage, has a $500 market goal, with previously announced $2-10 software program price. He called the "living room theater" the next mass home entertainment market.

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**Dayton's Makes 4 Additions**

_By IRENE CLEPPER_

MINNEAPOLIS—As a postscript to the recent Billboard article (July 27 issue) on audio merchandising at Dayton's 4-store chain,瑜he editor of *Audio* has received word that Dayton's audio equipment department at their 4 locations in the Twin Cities, Randol Carlock, the chain's buyer for stereo components, told the editor that they are adding new components to their line. These include the 46 Target discount stores, 1 Teem Electronics, 4 Leoncich, 12 J.L. Hudson's (Detroit), 7 Diamond's (Phoenix), 6 Lipp's (Portland, Ore.), and 4 John A. Brown (Detroit, N.Y.). All are, admitedly, "each other's toughest competition." The purchase of components is the only first stage in the transaction which must include making sure that the installation is no problem. A number of Dayton's Soundtrack salesmen are qualified to do the installation, which is a big plus in the selling program.

-Warranty is effective, and manufacturers are giving manufacturers must increase the amounts they pay for repair under warranty. Newer components are being sold in the courts—producers that manufacturers must pay the same rate for repair under warranty that the repairer would charge customers for work not under warranty. The law would appear to be promted by inequities of warranty repair reimbursement.

-Other than on warranties, manufacturers get satisfactory to outstanding marks on their reports cards from dealers. Particularly notable is their cooperation in training clinics for salesmen and special training for customers. Both important steps in Dayton's aggressive program to make in Soundtrack electronics and radio a "complete all to all customers."

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**Tape/DVD**

**Additions**

CBS Records in Aylesbury, U.K., has purchased a Graham-Faust 4-track cart machine in the first sale of this equipment outside of North America, through the recently opened Paris office/showroom of Automatic Corporation. The machine automatically loads cartridges into the machine at speeds up to 30 times per minute.

-Additions to the first international sale of Shape Symmetry & Sun's automatic hub loader, to Plastic Electronics of Corning, N.Y., is a unit purchase of the manufacturer. The hub loader automatically feeds, rotates, and places hubs on spools, eliminating manual loading, hub stacking, leader winding and ejection also fully automatic. It is an element in the popular "Sun" cassette assembly system which permits a production line to be built component by component.

-Video-cassettes are getting their start in Rio de Janeiro, Brazil, through Litvidetec Comunicacion Audiol. The first video-cassette studio in the country is producing color cassettes for banks and stores in employee training programs.

-Dealer of the new enterprise is banker-Telemundo of Buenos Aires. Directors are Carlos Alberto Wanderley and Paulo Monteiro de Barros. Negotiations have been started to adapt American video-cassettes for use in Europe and the Far East, and over 100 Spanish companies are now seeking the American-developed PAM-German color system in use in Brazil. The address of the company is Rua Da Assembleia 58, Rio de Janeiro.

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**Silo Builds**

_Continued from page 51_

-Soon to be completed is a 100,000-square-mile plant in a new eight to ten-week program designed for the construction of the audio field. The sales staff is being trained to that fine point of quality that will make them eligible for membership in the Audio Society of Audio Consultants, according to Dennis.

-Douglas says that Audio World World shops will carry on Silo's policy of promotions from within the organization itself. That means that buyers get the incentive for each salesman to be able to do more than just the sales talk on a piece of equipment.

-The eight-week training course will cover every aspect of the Audio World operation, and will include plans. Popularly, there will be classes in voiceover, sales talk, and sales training. In addition to the twio-hour morning classes a home study guide was also devised. Upon completion of the course, sales personnel will be required to pass an examination.

-Training sessions will be conducted by such prominent figures as U.S. pioneer Jerry Joseph, president, Society of Audio Consultants; Larry Rosen, noted consultant and writer; Len Feldman, The Institute of High Fidelity, Ron Cole, marketing manager, and Mayor Oscar, president, Gerwin Vega.

-While all stores carry a quad section, Rose feels there's still "not enough educated buyers" who don't make sales difference. He believes that manufacturers would come out with new components that would match or beat the price of competitive with these, some prospective buyers might give equal consideration to.

-He says the "hunger" for quad LPs is seen when a buyer comes in, checks out those quad LPs in a store, and will buy four or even six. Each store therefore carries several quads on hand. Some of the others include only 25 quad LPs. Woe

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**Tape Duplication**

_By ANNE DUSTON_

-Three Record Shops do an exceptional big business in car stereo equipment. But, tape quad is not sold at all.

-At present," says Rosen, "all our quad business is done on a wholesale, roughly on a per cent of our entire sales. How's that too small a margin to quit, especially since I see no signs for an immediate upturn in quad sales."

-Although Sound Odyssey in the Cherry Hill, N.J. Mall carries one of the largest arrays of stereo equipment for dealers in the Philadelphia South Jersey area, it "isn't worth a damn," according to Rich Ricker, store manager.

-The fact that we carry it doesn't make us a "sound" man, who views 4-channel as a "plague" on the market as it stands today. Come on. The audience does not have the power or the clarity, he continues, pointing out that when you compare the $699 quad unit with a B&W stereo tube set, it is really no comparison. And if you start adding enough power to match the quad, the 4-channel unit would have to cost around $2,000.

-While he admits the market gets "lots of calls for" 4-channel, they are largely from those impressed with the music, but not on a battle of what it can do to enhance stereo."

-That's Jim Burton of Arrow Electronics who says his customers are looking for the most sophisticated sound rooms anywhere, anywhere, even the most outlandish combinations of things, and, especially, "what it can do to enhance stereo."

-But Arrow Electronics are concerned that in the last year business is booming. Arrow the prospect walks into the store with a dream, a requirement of view. The salesmen quality the customer's tastes, sense impressions, and, most important, what he'd really want to buy, and then slides back to reveal a turntable and Onkyo TS-500 receiver. Lights go on at the prospect's question, "quad, stereo and various differences in extension. Lights go on with the prospect an equipped with both 90 Bozak speakers. This usually is a quad sale.

-According to QP, the biggest quads and records and tapes available, but his impression of the typical CD disk is "that a lot of disk is in progress. The future was as high as 40 percent, dipped to 8 percent this winter, now is up to about 20 percent."

-SYOSSET, N.Y.

-There is in the Lafayette Electronics chain across the country, with six more due by the end of the year. The salespeople are enthusiastic over it. They produce a much expanded equipment. And combined 4-channel hardware/software biz.

-Acknowledging that things haven't moved as fast as the industry expected, there's still a lot of excitement here if you have the knowledge to show for it.

-Lafayette opted early for a big push, and every outlet carries as much 4-channel as possible. The top of the line is the "Quad Super" and other models, the more national brands are handled in addition to the Lafayette's fine expanded equipment. Quad records and tapes are carrier tapes and quad carry a larger inventory of you. Unlike stereo, every time a store has a record with a good repertoire, there's not a 4-channel in the best of the best—"you've got to have the software then to sell the equipment the other,"

-Lafayette is high on the prototype Tape SQ-40 discriminator (Billboard, Aug 10). As a result of recent sales, and also to point other recent (integrated circuit) advances that have been made in this area, the price is being lowered—"and a big price..."
Gospel

BALLOTING BY AUDITOR
Board Members of Gospel Music Assn. Will Be Selected by Mail

NASHVILLE—For the first time in its history, members of the board of directors of the Gospel Music Assn. will be selected by mail. The election will be made by Brock Speer, president of the organization.

In the past, the annual election of board members was conducted during the annual meeting held in early October, when members, pasting a voting card on the back or person or by proxy. Few proxy votes were cast. Since a majority of the members were unable to attend the annual meeting, directors often were named by a minority vote.

This year, the board will conduct the ballot, the first of which will be mailed to all GMA members 60 days prior to the meeting. Votes cast at the meeting, or voting by proxy, will be included in the count. The ballots will be returned to the auditor within 21 days.

The nominees receiving the most votes in each category will be listed on a second ballot, and this will be mailed to the membership Sept. 3, again with a 21-day time limit on returning the ballot.

Three elected members of the board will be announced during the annual meeting. The board consists of two representatives from each of 12 trade categories, a general category, and two from an average group, representing fans. Each director serves a two-year term, with half of the directors elected annually.

The Association also announced plans for its sixth Annual Awards Show, which will be held at the Opry House. Presentations will be hosted by the Rev. Bob Harrington, the national known evangelist, actor, and author, "Chasing of Bouquet Street," and arranger-conductor Bill Walker will be musical director for the show.

Shaped Notes

The Band, the fine contemporary group from Denver, has recorded a message song, "Reach For The Light," which is being programmed on Gospel stations around the nation. Air play is exceptionally heavy. . . . Mike Wilson, of WNDAM in Huntsville, Alabama, is the biggest man in gospel radio today. The popular radio personality weights more than 400 pounds. He also carries a weight spiritually. He's an ordained minister, and he is active in youth evangelism.

. . . Lakeland Park near Memphis was a week of Gospel singing, with the Oak Ridge Boys, the Florida Boys, and the Singing Dogs, Bagwell and the Sunhoppers, the Cathedral Trio, the Singing Toffs, and the Harmans. The talent was coordinated by Herman Harper of the Don Light Agency.

"One Day At A Time" the fine religious composition by Sister Dorothy Wilkins and Kris Kristofferson, now has been released on the Canaan label by the Chosen One, which is a part of the Gospel Singing Jubilee television show, hosted by the Florida Boys and the Gospel Singers, during the tour July 19-20-21. . . . The Blackwood Singers will be a featured act and sing with Ray Rogers and the Davis. Exams at the Corn Palace in Mitchell, S.D., in late September. The place seats 15,000, and tickets are sold out. . . . Coy Cook and the Genesis have worked 15 days in Canada in Gospel concerts and tours. . . . Jake Hess and his group toured with Archie Campbell in a string of states. . . . James Sego, manager of the Seger Brothers and Naomi, have an exclusive booking at the Century II Promotions. The Statesmen with Hovie Lister played the Pace King Theatre in Clarkston, Mich., and performed to more than 5,000. Feature of the show was Andre' Crouch and his Disciples.

The펠라델피아 Crusade, from Sweden return to the U.S. Aug. 20 for a recording session in Nashville and a performing tour of the U.S. and Canada. They record for Heartwarming/Impact. . . . Andre' Crouch and the Crusade have announced plans for a nine day tour of the Holy Land, including Israel, Cyprus, Syria, and Lebanon. It deparc Dec. 9th. . . . John T. Benson Publishing Co. has announced the appointment of Jon Thrasher as Administrative Assistant for its royalty department. He had studied Music Management and Recording Arts, the NASA Institute-sponsored courses, at George State University.

. . . Rhythm International Records has released an album by the Gospel Dimension of Ocala, Fla., Young People of Stedfastville, O., had their first single with a tornado in Bedford, Ind. . . . The power went out, but was later restored and the show went on. . . . Drummer David Clemens, an American, had joined the band of the Sameboose.

The Blue Ridge Quartet has 30 dates set for August, ranging from Virginia to Canada. . . . Texan Gary McCown has signed with Century II. The Journeyman of Illinois received a standing ovation when they appeared at the Colorado Country Music Festival in Aurora, the first gospel group to appear at the all-country event. . . . When the Oak Ridge Boys toured Europe, they averaged at least six hours of daily travel time between concert tours. . . . The Singing Hemphills appeared in Oland for an Easter Seal Benefit Gospel Sing in July, along with the Spartans of Jacksonville and the Gospel Dimension. George Perez of Orlando made a guest appearance. . . . The Gospel Dimension, by the way, has signed an exclusive booking agreement with World Wide Talent, Ltd., of Orlando. . . . Brian Speer, son of GMA president Brock Speer, has joined the Speer Family group. He is the fourth of Dad and Mom Speer's grandchildren to join, preceded by his brothers and sisters, Susan and Marcus, and his cousin, Steve. . . . The first Starlite Gospel Music Convention is set for Sept. 23-25, at the Civic Center Aug. 23. There will be two nights of singing, with the Jake Hess Sound, Coy Cook and the Promisers, the Gospel Messengers, The Joys of Jesus, The Masters Four, the Gaither Vocal Band, The Crusaders, the laminate, and other top name groups. Greensburg, Pa., had its first gospel convention in July, featuring the Thrasher Brothers, the Singing Dogg, and the Kingman quartet.

by Joe Huffman, chairman of the GMA's Awards Committee. Balloting is now underway among the nearly 2000 association members who will vote in no more than 10 of 13 award categories. This will be narrowed to a list of five nominees in each category and 10 nominated songs. Seat reservaion for the show is now available for $15 each from GMA in Nashville.

The Dove Awards and the GMA board are held in conjunction with, but separate from, the National Quartet Convention held here annually in early October. It brings together virtually all of the professional and semi-professional gospel groups from America and foreign nations.

GIGANTIC JOCK—Mike Wilson, massive gospel disc jockey of WSM-TV Nashville, III., weighs in at more than 400 pounds.

Gospel into High Gear

NASHVILLE—Several massive gospel singing events are scheduled in the next several weeks.

The first of these is the first An- nual Summer Homecoming, set for Lawrenceburg, Tenn., Aug. 17. The concert will be held in the new multimillion-dollar Lawrence County High School, with a seating capacity of 5000.

Twelve gospel singing groups are scheduled to participate in the 18th annual Sun-Days Sun-Up Singing at Waycross, Ga., Aug. 31. Groups scheduled to appear are Hovie Lister and the Statesmen, Blackwood Brothers, Throister Brothers, Jerry and the Singing Gosios, Sego Brothers, Linda Parmaux and the Apostles, Sallie Collins Family, Cloy Cook and the Premiers, the Singing Hemphills, Gospel Servants, Tribunes and the Harmons.

More than a dozen groups and artists are appearing in the sixth annual Albert E. Brumley Summer Sing at Singing Springdale, Ark., this week at the Parsons Rodeo Arena.

The annual Eastern Oklahoma Gospel Concert is scheduled Aug. 31 at Henrietta.

The third Annual Gospel Outdoor Gospel Music Spectacular is scheduled Aug. 10 at the Tennessee Walking Horse National Celebration Grounds in Shelbyville, Tenn.
Capricorn Rushing to Head Country Disk Market From Ga.

MACON—Capricorn Records is going all out with its country product in a major move, with releases set for several of its artists. Grammy winner Kenny O'Dell will have a release of his first LP on the label, which he wrote and produced. Kity Wells also has done her first Capricorn album, out here, produced by Paul Hornsby and Johnny Sandlin. The shows feature the musical talents of Emery and Tommy Talon of Cowboy, Toy Caldwell of The Marshall Tucker Band, and Chuck Leavel of the Allman Brothers Band.

The "Opry" is the oldest continues show in the history of American radio, and next year will celebrate its 50th anniversary. During that time it has never been prevented.

During the lean years of country music, when other shows showed that down because of economics, the "Opry" continued, often on a full sustaining basis. For many artists and musicians in that period, it was their only source of income.

Today the show boasts 54 members, including many of the top names in the field of country music. Virtually all of the others appear from time to time as special guests.

Halsey Explains Agency's Move

TULSA—The expansion plans into Nashville revealed by the Jim Halsey Agency two weeks ago do not imply a move away from here.

The Halsey Agency will retain these headquarters and make up the first of its expansion moves by set-up operations in Nashville. As noted, Red Steagall will head the publishing division in that city, and other personnel are to be added later.

Slate and Henley Expanding Nashville Windchime Thrust

NASHVILLE—Windchime Producers has announced its expansion undertakings, including the addition of personnel.

Joseph Slate and Larry Henley have moved the firm into new Music Row quarters, and added graphic design artist Ken Aronson, along with Katie Mandell. West Coast representation now is handled by Don Moss, a Los Angeles attorney.

The firm's recently-established BMI publishing wing, Windchime Music, has signed writers Rick Lyon, David Hester and Wayne Smith, of Slate and Heat also are writers.

Production activity has picked up.

Three singles have been done for Capricorn, and a fourth will be produced shortly. Epic's Jeffy Comer also is producing Windchime, as is Bobby Harden for United Artists. The firm also has done production work for the Nashville Speakeasy Band on GRC and for Molly Ridgeway on UA.

Dick Dings Smut Disks

KNOXVILLE—James A. Dick, president and general manager of WYK-AM-FM here, says his stations are now over-recording or erasing away, "It feels "offensive to our listeners."

Dick has a notice to recording companies and promotional men concerning "an increasing number of complaints from listeners about some of the lyrics that are being recorded and played."

He enclosed a "typical" letter from a listener complaining that "country music is getting trashy" and stating that young people are embarrassed by some of today's lyric content.

Dick says that, rather than turn off his audience, his station personnel will take the erasure or over-recording route.

30 FINLEY TOURS

Buckwheat Backs Buck

NASHVILLE—Buckwheat Turner, who recently announced his retirement, has spent $40,000 on a 30-promotional tour for new Cherish Records.

The sole purpose of the tour was, according to officials of the firm, to familiarize the music industry with the artist. Thus there were no concerts.

Instead, Buckwheat tested a specially-equipped bus which served as a mobile press unit. The bus was equipped with a lounge, bar and playback system for records and video tape. This enabled newsmen, program directors, one-stop opera-tors, jukebox programmers, and a variety of others to board the bus at their place of business and review his material in comfort. They also were able to conduct private interviews.

Nikki Sherley, executive administrator of Buckwheat, says the immediate response was to get airplay on 86 stations, both country and pop. There also were some in-store promotions.

Once the tour was completed, it was utilized by Eric Clapton for his current swing. The Finley tour moved from Washington, D.C., to Fort Worth, Tex.
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<td>40</td>
<td>IT HURTS TO KNOW THE FEELING'S GONE—Wilma Lee &amp; Stoney</td>
<td>MGM</td>
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<td>41</td>
<td>ONE DAY AT A TIME—Bea Bloor (5/5)</td>
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<td>42</td>
<td>IT'S GREAT TO BE BACK—Dorothy &amp; Bebe</td>
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<td>FREQUELS AND POLING DAYS—Eric Hardy</td>
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<td>HOUSE OF LOVE—Jesse Wood</td>
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<td>47</td>
<td>ONE DAY AT A TIME—Lavada</td>
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<td>HOUSE OF LOVE—Jesse Wood</td>
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<td>THE BEST OF THE REST OF OUR LOVE—Roy Rogers &amp; Kitty Wells</td>
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<td>SHE THREW ME LIKE A LADY—Roy Brown</td>
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<td>I'M AN ESPRESSO CON ANOR—Laurel James</td>
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<td>LOVING YOU IS WORTH IT—Lavada</td>
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<td>SEVEN DAYS ON THE ROAD—Jim Rees</td>
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<td>SHE'S LETTING FOR GOLIGHTNESS—Melba Montgomery</td>
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<td>56</td>
<td>I'M GLAD ANYTHING TAKES (To Stay With You)—Joan Taylor</td>
<td>Epic</td>
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</tr>
</tbody>
</table>
Jean Shepard has a great new album & a smash single
'I'll Do Anything It Takes To Stay With You'
# UA-XW442W
Produced by LARRY BUTLER

Exclusively on UNITED ARTISTS RECORDS

 UA-LA307-R

"I'm Having Your Baby"
UA-XW507-X
And Baby, It's Breaking Everywhere!

Produced by LARRY BUTLER
Exclusively on UNITED ARTISTS RECORDS
Marion Worth, after a brief departure from the recording scene, has signed with MGM, and will be co-produced by Cecil Scaife. Vicky Newland, a newcomer in town from West Virginia, is on the verge of a major contract...Flushed with the success of Tanya Tucker, CBS's Ronnie Blake has signed another 14-year-old from Charlotte, Sharon Smith. Harold Sanders has signed a recording contract with Silas Walton. Connie Eaton now under the exclusive management of Tandy Rice. Brave Jeanne Pruitt took fourteen years on a west-coast vacation in Florida, then gathered home to put up some sweet pickles. "Here Haws" has doubled its rating in Los Angeles, now that it has a better time slot. The show's ratings also have gone way up in New York. And it will begin taping again in September. Landscape Films, doing a movie in Nashville, will make its "Opie" series so authentic it will use regular staff musicians. Vito Pellegrini has missed four consecutive weeks at the "Opie" and is not doing "Bob & Tom." Doch transcribed Josh Graves, who spend considerable time with Lester Flatt and Earl Scruggs, this with them separately, has signed a recording contract with Epic, to be produced by Tommy Albury, Poe Wee King, and Reed Stewar are still great friends and partners. They filmed a show, played group together, and went west and on a west-coast fair tour together. Actor-singer Chris Noel was married last week in Midland, Texas, to Dallas Roger Hanks. She's about to be released on Sunlund Records of Dallas. The couple will honeymoon in Saudi Arabia. Playboy's Barbi Benton is set for a guest appearance on the Aug. 19th "Terry & the Pirates." This count record is due out right away...WAFL, the only full-time country station licensed by the state, is the state's only full-time country station...Dennis Styles, a familiar voice from the WAFS airwaves of the past, is back. James Brown presents Johnny Rodriguez with an engraved gold cigarette lighter: "To Hot Rod", and Gus and Jo Ann Thomas are on a UK tour through September with Patsy Cline.

When Nancy Holman of WJJD, Chicago, was married, the wedding day was set on the eve of July 4th. The mayor and police of the city of Chicago were both there. The maid of honor used Bill Blocky and Clay Willis to draw crowds for their news conference on July 5th, at Midlothian, Texas, Susan Alexander had to appear in temperance on the eve of July 4th. "Drummania" will be undertaking her debut as a recording producer, doing a mastershool event. The project features the 200-voice children's choir of Evan
gel Temple, for which she wrote all the music. She is director of that choir. A major promotional tour is shaping up for the Patti Page, Claude's "Smoke, Trucks, and CB Radios" on Brokon Records...Josie Brown is back in the capital of country music, Nashville, after two solid months of road work...Immediately following a recording session, the direction of JED Records president John Denny, Bill Sterlinski took off on a nine-week tour of Canada...Jan Howard is living right. A thief who stole her purse dropped her wallet with her money in it. The promotor abscended with her money on a date. After a warning, he came through with the money. Mike King has resigned his promotional position with Acuff-Rose to devote more time to his assignments as head of his career, such as songwriting and recording. He will work closely with Ted Harris.

Hank Thompson, in an unprecedented seventh appearance at the Cineplex Frontier Days, set an all-time attendance record, breaking even that set by Roy Clark a year ago. On Friday and Saturday nights, he brought 12,500 people into the stands. Following a tour, Hank will be in Nashville to record. An invitation-only party by Electra Alku
tum for Dick Feller drew the music industry to the Cineplex. His repertoire is all Dick Feller-written. It brought him a standing ovation. Roy Clark, who sets records as often as most people eat meals, set another at the Bluegrass Fair in Laurel, Mont. Despite heavy afternoon rains, he showed up to play, until 9:00 in two nights. Parking was reported as "loaded to the limits," with several hundred turned away at the gate. Big Country Attractions agent Chuck Rayens in Nashville for meetings concerned the spectacular debut of Stony Edwards. Dennis Duke has been in Hollywood for Heart and Soul Records.

O'Brien...Pojo's next album will have a return to its basic concept, every country rock...Jimmi Young, assistant engineer and sound recordist on LSJ studios, has been assigned to lead the firm's publishing wing. Leson Music. Steve Ham takes over the duties of chief engineer. GRC has expanded in country artist roster with the signing of Charlie Williams. His former TV engineer at Memph.
Phonogram Inc. is proud to announce the addition of the great Roy Orbison to Mercury Records

First release
“SWEET MAMMA BLUE” mercury 73610
and it will get to you

Written by Roy Orbison & Joe Melson
Produced by Roy Orbison & Jerry Kennedy

Exclusively on Mercury Records, Distributed by Phonogram, Inc.
HELP WANTED
DO YOU HAVE RECORD EXPERIENCE?
CAN YOU HANDLE A $1,000,000 OPERATION?
I need a man that knows the popular record business. I am presently doing $1,000,000 a year in records and growing very fast.
If you think you can handle send resume to
Box 6087
Billboard, 1515 Broadway, New York, N.Y. 10036

AMERICA'S MOST WIDELY RESPECTED Top 40 Group KFDKano, Florida. The new man you know: Dr. Don Ross, 3019 35th St., Miami Beach, Fla. He's been with the group since its inception in 1937. At last, there's an opening for a singing, pro- fessional at KFDK. The group is completely professional. Your qualifications should be impressive and your work outstanding. You're offered a job with a top management group. We offer a free bill with a background check of all your personal and business details. CALL (305) 455-1234.

UNIVERSAL MANAGER—BACKER.
LOOKING FOR A "PRO" person to handle records at our new Rock- 'n- Roll Club. Agreement already made for fast- track but adequate record facilities. Excellent building group needed. Large engi- neering company, Box 6087, Billboard, 1515 Broadway, New York, N.Y. 10036.

BUSINESS OPPORTUNITIES

ASSET IN ATTEMPT TO MARKET ICE CREAM MIX.
We have an ice cream mix that we believe could be the next big thing. We are looking for an investor, but we are not sure about the cost. We are open to any suggestions. Let us know if you are interested.

DISTRIBUTING WANTED

ATTN OVERSEAS IMPORTERS and U.S.A. EXPORTERS We have available to U.S.A. from overseas many fine products, including... We have an endless supply of products available for distribution. Let us know if you are interested.

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Cassette Makes Chart —1st Time in Denmark

COPENHAGEN—For the first time in the 70-year history of the Danish record industry, a cassette has broken into the Top 30 chart. The title, entitled “Dancing on a Saturday Night,” is a tape-only compilation of 24 tracks by top phonogram artists, with contributions from Demis Roussos, Bonnie St Claire, Jim Crocodile Cool, Louisa Lochbo, and the Olsen Brothers, among others. The selection has arisen as a result of the decision taken in May 1973 by the board of the Danish section of Ascac, when records were sold as one total when compiling the weekly charts. The system aims to give tapes a fairer chance.

The man behind Phonogram’s successful idea is product manager Frank Obel, who was looking for a replacement for the popular “Double Hit Parade” series. Three cassettes were released in this series, selling more than 3,500 copies per title. However, the Ministry of Culture in Denmark has issued a number of tape-only titles, including “Top 12,” “Big Hits” and “Pop Picks.” “Dancing on a Saturday Night” sold more than 2,000 copies in the first two weeks of release, and a total of 10,000 titles have been planned in the series, which has also been hit up in Belgium and Switzerland.

A number of acts sell as many or more tape-only titles than usual, among them Paul Mauriat, Nana Mouskouri, Lenny Kravitz and the Danish star Johnny Reimar. However, Danish radio does not yet have facilities for playing cassettes in direct programs.

From the Music Capitals of the World

LONDON
Panda, a record-production-management company formed by two former television compila-
tion albums market, has just clinched its first two label deals. Formed in mid-1973 by Norman Lawrence and David Griffiths, the firm has already produced a string of records that have sold well, and has a number of artists signed to its list, including Les Stannard, Pete Doherty, and cabaret artist Les Wixson. Not only has the label signed several acts on its own, but it is also in talks with several others for possible future releases.

The company plans to release at least one album a week, and is currently working on projects with a number of established acts, including Black Sabbath and the Who. The label’s first release will be a double album by the Who, “Who’s Next,” which is due out in late October.

RCA in U.K. Follows Order Service With Perry LPs

LONDON—Following the success of the RCA in U.K. Follows Order Service with David Bowie albums, RCA instituted a similar priority-ordering service for the Perry Como LP “Perry Como at 50.” This involved giving dealers the opportunity to ensure early delivery by ordering in boxes of 20 press-ready copies.

Marketing manager Brian Hall told Record World that the service was established in a 40,000 advance shipment which, although not as impressive as the ammounts of David Bowie, did result in a “satisfaction against the current trading background and the high price of the album.” Perry Como’s release was “satisfactory against the current trading background and the high price of the album,” and he went on to say that RCA plans to continue with this service, which they believe will be successful.

Brazil Growth Slackens

RIO DE JANEIRO—Brazilian record companies look forward to a 10 to 15 percent increase in business this year, despite the scarcity of raw materials and the high prices of raw materials.

But this is less than half the 1973 increase of 85 percent. The cause of this downturn is the high price of raw materials and the scarcity of raw materials. The scarcity of raw materials is the result of the Brazilian government’s policy of import restrictions, which has caused the price of raw materials to rise sharply. The scarcity of raw materials has also led to a shortage of raw materials, which has led to a reduction in the amount of raw materials available.

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Vaal, Portugal Accord

MOSCOW—Delegation of the USSR Copyright Agency (Vegakh) has been invited to visit Portugal, headed by its chairman, B. D. Jansen. The visit is to be followed by a round of negotiations aimed at establishing a cooperative agreement on the protection of intellectual property in the two countries.

The visit to Portugal is part of a broader strategy by Vegakh to expand its cooperation with other countries in Europe. The visit will be led by the agency’s director, V. N. K. Kuznetsov, who will be accompanied by a delegation of copyright experts.

The visit to Portugal will be a significant development for Vegakh, which has been working on establishing a cooperative agreement on the protection of intellectual property in the two countries. The visit will be a significant development for Vegakh, which has been working on establishing a cooperative agreement on the protection of intellectual property in the two countries.

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Stalford and “Our Best To You” by The Ormonds.

“We are doing as far as possible,” is an audit of TV effectiveness, says general marketing manager Ian Walker. “It would be too difficult to make a realistic assessment through a national campaign, so we have chosen London, and we have bought time on a level comparable to that given to a compliant advertisement — 10 spots on Wednesday, Thursday and Friday nights in the second and third weeks of August.” The commercials will feature a track from each of the three LPs, with dj Dave Lee Travis providing the voice-over for an animated sequence as a disk jockey called Barney Tubby, who is equally interested in knowing television can stimulate volume sales and in discussions with the company’s sales manager. The company’s sales manager decided that the most suitable acts should have a broadly-based MOR appeal, rather than contemporary, which is why we have chosen Jim Stuif, James Last and the Osmonds.

“Their work is still to do it again next year nationally,” he said.

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Sales of LPs, as reported, increased by 7 percent in the first half of 1973. This is the result of a number of factors, including the scarcity of raw materials, the high prices of raw materials, and the high costs of raw materials. However, this is a result of the scarcity of raw materials, which has led to a shortage of raw materials. The scarcity of raw materials is the result of the Brazilian government’s policy of import restrictions, which has caused the price of raw materials to rise sharply. The scarcity of raw materials has also led to a shortage of raw materials, which has led to a reduction in the amount of raw materials available.

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Japanese Imports to Double Over '72; U.S. Product Seen Surcharging

By HIDEO EGUCHI

TOKYO—This year, Japan’s imports of phonograph records, especially LPs from the U.S., will double the amount imported last year, judging by the advance statistics gathered here by Billboard. Last year’s total imports, c.i.f., amounted to nearly 37 percent more than in 1972, according to the Japanese Customs Bureau.

In this year’s first half, the advance statistics show, Japan’s imports of records amounted to 1,332,161,000 yen ($4,757,145 c.i.f., close to the 1,398,960,000 yen or $4,996,350 worth in the whole of 1971 ($7,456,000 yen or $2,063,914, first half; 820,504,000 yen or $2,293,371, second half).

From the U.S. for the January-June 1974 period, Japan imported 1,499,099 disks valued at $3,472,911, or 177,977,000 yen, an increase of 1,038,650,000 yen, or $2,493,332, second half, including 1,692,819 LPs at 1,088,268,000 yen, or $3,887,450 at the "in-conversion" rate. The yen was floated Feb. 14, 1973.

CRTC Appoints Billon Secretary

OTTAWA—The Canadian Radio and Television Commission, through the office of Pierre Juneau, the chairman of the Commission, has appointed Pierre Billon as secretary of the CRTC. In this newly created position Billon assumes the responsibilities of the secretary of the Commission and executive assistant to the chairman. Billon will also be closely associated with policy and planning.

From 1970 until March 1974 Billon was special assistant to Gerard Pelletier, both at the department of the secretary of state and at the department of communications.

In the early years of the CRTC, the secretariat of the commission was responsible for receiving and processing all applications for broadcasting licenses. The constantly increasing number of applications and the diversity has made it necessary for the Commission to create a licensing policy branch, which has been under the direction of Guy Lefebvre since 1973.

From the Music Capitals of the World

playing the Irish circuit in England, made their last appearance together last month. The group, comprising Johnny McCallum, John O'Shea and Paddy Kelly, were semi-professional although McCallum is involved in the music business on a full-time basis. The reason for the split, according to McCallum, is that the group has gone as far as it can semi-professionally and that it was unable to take advantage of several recent professional offers such as a proposed three-month tour of Australia next year. . . . McCallum, who has written such hit songs as "Among the Wicklow Hills," "Pretty Girl From Omaha" and "Back To Cas-
dablayney," is at present in the U.S. negotiating a licensing deal for his label, Denver Records. He will be in America for six weeks, during which he will visit Florida, Memphis, New York. Denver's biggest selling act is Big Tom and the Mainlilers, who have had three consecutive number one hits, the latest of which is "Old Love Letters."

RTE Television has had 492 entries for a hymn-writing contest that originally had the working title "Write a Hymn for Ireland" but which subsequently led to the current title, "People and Praise." A total of 28 finalists have been chosen from the 492 entries which came from the U.K., Canada and Chile as well as the 32 counties of Ireland. First, second and third prizes are 100, 50 and 25 respectively and the winning entries will be published in hymn-book form by Music Publishers of Ireland. The winning entries will also be considered for recording. . . . The hymns are being sung by two solo singers, three groups and two choirs. Soloists are soprano Mary Conney and baritone Frank O'Brien. The groups are the Braemarans, the Stewarts and Mac-Mac, and the choirs are the College Singers, conducted by Frank Bainiste, and the St. Pius X School Choir, conducted by Maureen O'Reilly. The programs are presented by Niall McCarthy, KEN STEWART

AMSTERDAM

Lori Lieberman, together with her songwriter, Gimbel, and her singer, Charles Fox, flew from Los Angeles to Holland to perform as a special guest on a big television show in Kerkrade. The program, a co-production between Dutch TROS Television and Germany's Sender Freies Berlin, was broadcast in the two countries. Lori, accompanied by the well-known oratorio of Paul Keen, performed four titles from her latest album "A Piece of Time" and made a great impression. In fact, the record people from several European countries were so enthusiastic that a tour throughout Europe is being prepared for early 1975. . . . The pirate stations Radio Veronica and Radio Noordza have to disappear within two months, the Dutch Minister of Communications (Continued on page 89)

Sonet, Island In Deal

COPENHAGEN—Dansk Grammofond Forkst Sonet took over distribution of Island Records July 1. Label manager Kurt Andreae is making a heavy push on the product.

Kevin Ayers, Gene Pitney, Manfred Mann's Earth Band, Uriah Heep, McGuinness Flanigan, Traffic, T. Rex, Sparkle, Castranville, Bad Company and Rooster are the Island, Rockset. Bronze labels are being strongly promoted to dealers and consumers through national press, radio and television.

EMC, which formerly distributed Island in Denmark, lost the contract because Sonet had exclusive for years for the rest of Scandinavia. The prices on all albums are up by about 30 percent.

EMC was strongly promoting the Uriah Heep album "Wonderworld," which moved up the charts two days before their distribution deal was off.

Sings the World a Song

All 24 of Them

The Final Entries

at the
3rd Tokyo Music Festival
June 29/30 at the Imperial Theatre

Grand Award of three million yen and other prizes, trophies... Thanks to the runners-up

TOTAL NUMBER OF ENTRIES 321

Country Singer SONG

France Trifianie "ET CE SOIR TU TELEPHONE" 18-19-20"
W. Germany Bettina Simon "Sとなります" 886-1173"
England Charlie James "SEC MA CHANSON" 886-1173"
Spain Juan Bau "SOBRE EL VIENTO"" 886-1173"
U.S.A. Melvin Lead "YOU’LL SEE" 886-1173"
U.S.A. Mary Travers "LIGHT OF DAY" 886-1173"
Canada René Simard "MIDORIRO NO YANE"" 886-1173"
Poland Cristina "VARSOVIE" 886-1173"
U.S.A. The Three Degrees "LET ME SEE LOVE PLACE TO FLOURISH"" 886-1173"
Czechoslovakia Karel Gott "UP OVER MY HEAD"" 886-1173"
U.S.A. Alan O’day "GIFTS" 886-1173"

Country Singer SONG

U.S.A. Freda Payne "IT'S YOURS TO HAVE" 886-1173"
France "AOUT DE NOUS" 886-1173"
U.S.A. "ROUN D AND ROUND" 886-1173"
France "SABEDORIA" 886-1173"
Brazil "ALL TOGETHER NOW" 886-1173"
Sweden "GOT TO SAVE THE WORLD" 886-1173"
Philippines "FAREWELL, MAY LOVE" 886-1173"
Korea "CHORTVA KALESO" 886-1173"
U.S.S.R. "JEUIS ROMANTIQUE" 886-1173"
France "AI NO YUKU" 886-1173"
Japan "Tumami NO HEYA" 886-1173"

www.americanradiohistory.com
Columbia Records of Canada has embarked on a major sales and merchandising campaign on the basis of a new LP, which will be ready at the end of August. Kim wrote all of the songs and is also producing.

WEA held a well-attended press reception entitled "The Canadianperspective" at the Wynn Brothers Hotel in Toronto. The band was in on a 10-week tour of the U.K. The concert was performed in London in September and October.

Tom DeFranceschi, vice-president of MCA, explains that the company has no plans to sign any new Canadian acts in the near future. However, he does plan to continue to sign established Canadian acts such as Winslow, the Guess Who, and the Ides of March.

The album is entitled "The Canadianperspective" and contains songs written by Canadian musicians. The album is being released through MCA Records and is expected to be a major hit in Canada.

The Canadianperspective is the first album released by MCA Records in Canada. The company plans to release several more albums in the near future.

MCA Records has also announced that it will be releasing a series of recordings by Canadian musicians on a regular basis. The company is committed to promoting Canadian music and will continue to sign new Canadian acts in the future.
In August, Capitol Canada is bringing out a brand new mono album.

In September, Capitol Canada will begin to release quadraphonic albums. Arrangements are now made at Capitol Records, Japan, and significant steps are being taken by Capitol Imports, Vanguard Records and Capitol Tapes. BRINGING BACK MONO

The monophonic 'Favourite Things' by Shawn Phillips, recorded beautifully but without enthusiasm in a state-of-the-art studio, is a prime example of how monophonic albums were being passed through in 1965. So it is just the voice (or vocals), magnificent examples of the driving rhythm guitar style.

At that time the voice was applying itself mostly to great songs by other people, such as songs like PRIDE OF MAN, THE BELLS, IT WAS A HAPPY DAY, and other great SONGS.

After the interest stirred up earlier this year by the first now-shuffled releases of John Denver's FAVOURITE THINGS, the following statement about a way towards making the name the household word it ought to be on this side of the Atlantic.

The other quarter-stereo release for September is from Mandingo, the American rhythm and blues band that has been finding out civilised rock fans with their relentless primitive performances. It is a third collection of brassy instruments from the combo and it is called "A Story of Mandingo.'

ONWARD TO QUAD

Capitol Canada's first four-channel albums will appear in September.

A&R Director Paul White has taken the dilemma by the horns and decided to release a pair of upcoming COMING albums simultaneously in quad and stereo versions.

"Quad is coming," White says, "and it is coming to stay. The price of four-channel systems has come down to where most people can now consider them, and almost all systems are convertable, I think a reasonable public is waiting."

The initial releases will use a matrix system so they can be broadcast. Whether or not other albums finally achieve supremacy in the marketplace, matrix albums are certainly going to some dubious stories—virtually all the discrete systems currently being sold have a matrix option.

Although the quad releases are compatible with modern stereo equipment, a separate stereo version will be released so that people still fearful of quad will not feel left out.

KEATING & MANDINGO

Both of the initial releases are dazzling sonic experiences in either their two-track or their four-channel quad versions.

One is John Keating Incorpor- ated: "Hit In Hi-Fi #1," It includes all the naturally occurring inter-national hits of the 70's by American songwriters like Carly Si- mon (YOU'RE SO VAIN), Stevie Wonder (YOU ARE THE SHINING LIGHT OF MY LIFE), Carole King (WHERE YOU LEAD), and Barry White (LOVE'S ELEGY and NEVER GONNA GIVE YOU UP) along with a sprinkling of big European successes.

The other release is Mandingo's THE SHOW MUST GO ON by Leo Sayer, and EYE LEVEL which was the hit for Capitol Canada by the Simon Park Orchestra.

With the exception of this rhythm section, all of the music heard here is played by John Keating and associate Francis Markman on more than twenty electronic instruments, some of which at the time of recording (early this year) were to be no more.

John Keating is an important arranger and producer in England. His first album (he's a singer as well) is almost like a lost household word it ought to be on this side of the Atlantic.

The other quarter-stereo release for September is from Mandingo, the American rhythm and blues band that has been finding out civilised rock fans with their relentless primitive performances. It is a third collection of brassy instruments from the combo and it is called "A Story of Mandingo.'

VANGUARD

Capitol Canada is already into four-channel in substantial depth as a result of the marketing and distribution agreement, the company signed at the beginning of the year with Vanguard Records, long a forerunner in its field of experimentation.

The association has so far confirmed Capitol Canada's marketing predictions—namely that there is indeed a Canadian audience hungry for quality quadraphonic music—just there were some unexpected sidelights. For example, quad sales have thus far suggested that more four-channel catalogue albums please purists than pop, with such notable tunesmiths as Handel and Tarkovsky running wild in front of best-selling songwriters like Joan Baez and Country Joe (and Peter Schekosky).

IMPORTS

On the other hand, Jacques Marchand, Manager of the Import Division, reports an overwhelming initial reaction to the SO release of Pink Floyd's "Dark Side of the Moon," on Harvest.

But of course, therefore, other Pink Floyd albums will be available to Canadians in quad for the first time, along with other popular records and some classical releases to be confirmed later.

Marchand feels that while 4-channel music is unlikely to replace stereo within the foreseeable future, it is a new market record company cater to those marauders, and affluent and influential consumer. There's a great deal of interest about the quality of reproduction. He suggests that the balance is not worth it for most people, probably a small loss. However, Marchand, whose specialty is, of course, marketing to minorities, does not anticipate a loss.

TAPES

This month, Capitol Records' EMi in both the U.S. and Canada are re-releasing the Emi's dozens of the companies' top album hits on quadraphonic 8-track tapes.

The 36 tape initial release list includes:

"Three from Helen Reddy: Love Song for Jeffrey, Let It Be Hand Clapping" and "I Am Woman."
A pair each of Grand Funk's "The Never Ending Sound of Grand Funk Band!"; Scott Joplin's "The Red Back Book" and "The Palm Leaf Bag"; Pink Floyd's "Dark Side of The Moon" and "Atom Heart Mother": "The Joker" by Steve Miller; and, of course, "Band On the Run" by Denny and the Jets.

The general feeling at Capitol is that not participating in the evolution of quad would be as reactionary as deleting every mono release from our catalogue.

SUMMER GIRL CRAIG RUHNKE SUMMER SONG

At 25, Craig Ruhnke already has that distinction of owning the most whipped-of name in Canada. Also the worst pronounced (try Runk). But just that proof's on his face.

Starting off as a songwriter, the very first of his songs picked up by Don Valley Music (WE'S BM Publishing Arm) was turned into a record (by Pinky Dawn for UA in Canada, early in 1963). And then as a singer of his own compositions. The very first song he recorded was recorded by his band and brought national recognition.

Now he is on to his second song. The first, for UA, is called "SUMMER GIRL." It has numbers on major and secondary stations coast to coast and is receiving extensive airplay practically on all of the available AM radio stations.

It has been picked up by UA in Japan after other artists have expressed interest.

And, oh yes, it has just been released in the States and already is a hit.

U.A. HOT WITH CAPITOL

Other Canadian artists have come aligned with UA as the result of a pair of their own distribution agreements.

From the Canadian Talent Librarian's point of view, the United Artists release with Jimmy K. and the Boss Brass is an important move for Canadian artists. It is undoubtedly the first CRUSH, will be recorded and released by the Canadian artist as well.

And their distribution deal with Kozais' Records complements their roster of American artists, like the Canadian bands.

Mahogany Rush, the trio headed by Frank Marino, is probably the best known of these, and their second album, "The child of the Natives," has just been released in the States.

Another important signing on the board of the board is the One Two Trio, who has been signed as the second album by Capitol and has already been picked up by affilia-

The recent signing in Canada was the Johnny Horton hit, "The Battle of New Orleans," and the follow-up to the self-penned hit, "Lonely Cab Driver," and to the subsequent chart entry written by Jerry Wexler, "I'M AFRAID YOU'VE GONE TOO FAR. Country Reflections." Graham's second album in 1974 is "POJO MBO" and "儿女" has already been picked up by affiliates in Japan after the record company's own offer was made.

Recently, for example, UA has made a major move in the direction of country music and signed three Canadian country artists.

Mike Graham is currently recording his third album with the Johnny Horton hit, "The Battle of New Orleans," and the follow-up to the self-penned hit, "Lonely Cab Driver," and the subsequent chart entry written by Jerry Wexler, "I'M AFRAID YOU'VE GONE TOO FAR. Country Reflections." Graham's second album in 1974 is "POJO MBO" and "儿女" has already been picked up by affiliates in Japan after the record company's own offer was made.

A prolific singer-songwriter, Jerry Warren has a single of his own called "I'M FEELIN' IT" and an album called "From the Falls to the Coast" hot off the presses.

In the same boat and a similar bag is vocal trio Canadian Zephyr's "first album, ME AND THE DEVIL WILL," comes from their debut album.

And the Zephyr Style!"

In a rock vein, the Toronto quintet, "Children's" have cut two singles with UA and will be recording an album during August.
From the Music Capitals of the World

Continued from page 63

International

9th Helsinki Jazz Fest Hits 40,000

Helsinki—The ninth Pori Jazz Festival, held July 12-14, attracted more than 40,000 people, despite variable weather. Though there were no outstanding musical highlights, the festival was well balanced, with The Art Ensemble of Chicago, Gary Burton and the Chick Magazine Quartet attracting most acclaim.

The AEC played avant-garde jazz with added visual effects, trumpeter Gary Bartz, bassist Malachi Favors being especially impressive. Winds weather and a highly-warmed tour bus. The group of Gary Burton’s work on vibes; but Charlie Mingus, playing pizzicato and double-basses, was on top. Attempts of Rudolph Dassik were swiftly taken under the wing of Docipol’s John Varden, who will release an album with them for release this fall.

British Lion Push on Chapin

British Lion—London Music will initiate a promotion on Harry Chapin through various subsidiaries of its international catalog in public.

The planned boost for Chapin, whose recent single “W.O.D.” made No. 1 in the UK, is a follow-up to the former’s interest, he continues to be involved with the production of the record’s groups, with the English language version which publishes Eurotop copyright.

Another management deal, said to be the biggest in years, involves Brian Adams, involves Ronnie Lane of the Faces, and his band Slim Chance.

Stein S. American Concerts

RIIO DE JANEIRO—Howard Stein, of Howard Stein Enterprises, will be an associate producer with Albert Koski and George Ellis of Koski-Ellis Producciones Artisticas de Río de Janeiro. Stein will act as the American representative for rock and pop tours, bringing many of the major American and British groups he works with in America to South American cities. Of his South American association, Stein says, “I hope Brazil will eventually become a natural progression for a group moving my Miami and Texas markets and that a tour will include the cities of Sao Paulo, Rio de Janeiro, Brasilia and Porto Alegre rather than just a single South American country. In terms of facilities my associates and I intend to use places as intimate as 1,000 seats as large as a soccer stadium which can accommodate almost any size.”

Stein has not seen the show he wants to plan but is currently negotiating with all the major American and British groups. He intends to begin scheduling tours for fall 1974. Stein adds, “I hope to add a new level of professionalism in the South American markets, host-ing, presenting and touring acts in the style and manner to which they are accustomed. Equally important is the fact that Koski, Ellis and I intend to use the markets to develop talent and to integrate the music artists with English and American talent. I also hope to use my American associations to cultivate Brazilian artists here in America.”

Elton John Plans Shift From DJM to Own Label

LONDON—Elton John is planning to switch to the Rocket label, which he co-owns with manager John Reid, producer Gun Dunlop, and lyricist Bernie Taupin, when his present recording contract with DJM expires in February next year. Reid said this week that a final decision has yet to be taken but added: “That is our intention at the moment.”

The move, which will put an end industry speculation over John’s future recording plans outside America, also comes as a surprise. In the past he has always denied any suggestion that he would ever re-lease his own product on the Rocket label. He has always insisted that he wanted the label to develop on its own without any sales boost from Elton John product.

However, Reid explains: “Although we feel we made a lot of mistakes with Rocket in the past, we have done far better than many other new independent labels. In the first 12 months we’ve established the outlet to a degree as a label in its own right and now feel that there is no reason why Elton shouldn’t be-combine in it as an artist.”

“DJM has done a good job and as we are trying to work out a way in which we can be autonomous yet still be associated with him.”

Rocket at present is presented, distributed and marketed by Island but has already been identified as a project by the end of next year. Clearly, if John does switch to Rocket, a massive advance of $5 million plus 50 million plus for the artist for America—will be expected by the label from whichever company it re-signs with.

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Jukebox Programming
New Juke Locations
Sought by Operators

BY ANNE DUSTON
SOUTH BEND, Ind.—Operators are becoming more creative in finding new jukebox locations in the battle to keep the profit dollar from eroding.

Locations are disappearing more today than ever before because of inflation, urban decay and business closures. The battle is to close, urban renewal, and just plain bad management.

Mac’s Machines, here, has added 10 locations in the past year, three in hotel cocktail lounges, a new type of local liquor businesses being used everywhere. Manager Joe MacQuevy, wife of owner MracQuevy says.

"It’s the rule that someone calls us and offers their location. The operator has to key in the constant eye out for new businesses that are opening. We also rely on information from the credit bureau on new gas and electric meter installations as a lead to store openings," Mrs. MacQuevy says.

"Word of mouth is another source of leads that we rely on. The best source, of course, is an existing jukebox owner with an operator that is retiring. This has added from 15 to 100 locations at one time." In approaching the hotel cocktail lounges, Mrs. MacQuevy emphasized that the most important point is that the jukebox would replace a background music system that represented a cost to the lounge, with a music system that would represent a profit and not cost the lounge anything.

Other considerations pressured were 24-hour service, selected selection, and honoring of requests.

The lounges are programmed for 24-25 songs per hour. R&B and soft rock with changes once a week. Console styled boxes are preferred because they are quieter. Total time expended on each location per week averaged out to about one hour per week, and represents a profit for the locations. Extra speakers are installed by MacQuevy if the lounge room is large, at no cost to the location.

The hotel lounge location is not as lucrative as a 24-hour restaurant, or a good tavern.

"The 24-hour restaurant is not for a $2,000 investment in equipment, but we talk to all we know. The main location is subsidized by milk or ice cream companies who want their products in and do not want to deal with jukebox operators." The best locations are taverns, but they are the most difficult to get as new locations. The common practice of taverns to seek a no-interest loan or a bank loan for the entry return for the location. The "hurry or greedy," Mrs. MacQuevy says.

ABC Move Epitomizes Expansions

LOS ANGELES—The acquisition of the popular group of labels by ABC is the latest in a string of label buying, regional office openings and personnel changes that have taken place under auspices of the recently created ABC Leisure Time Company, headed by Martin Poppadum.

ABC and Dunhill were known as primary labels until late 1972, with subsidiary label Impulse a major part of Dunhill’s known for its stereo sound.

In November of 1972, ABC pur- chased Nashville based Caravel Records, a label that was started by Martin Poppadum, the ABC president, when he was in charge of the label’s operations. The label included Martin Poppadum’s original, the Crackerbox label, as well as a number of smaller independent labels.

At the same time, ABC hired Arvee-Tisch executive Don Grant to run the operation. Since then, the label has hired B.J. McWhorter, Ron Chancey, and Tom McIntyre, both well-known country executives.

Other artists signed included Lyle Frizzell, Ferlin Husky, Johnny Carter and Billy Mandy.

February 1973, ABC ac- quired the record label of owner Don Robey. In- cluded in the deal were three subsidiary labels—Bear Back, Bear Shout and Song Bird.

The purchase included complete catalog of all the labels which spec- tacularly include blues and gospel artists. Top names in the catalog included Bobby Blue Bland, Johnny Ace, Ted Taylor, A. L. Allinson, Light Loud, Lamp, Paula Cooper, the Mallivuk, Buddy Ace, the Sam and James, Guy, Eric K. Doe and Junior Parker.

Other artists included the Five Blind Boys of Dixie, the Dixie Hummingbirds, the World Famous Mighty Clouds of Joy, Victoria Hawkins, Izzy Andrews, Carl Johnston, Junior Parker and Willie Mae Thornton.

Several of these artists, partic- ularly the Dixie Hummingbirds, the Mighty Clouds of Joy and Carla have been extremely suc- cessful with single record sales in recent action.

ABC also reactivated Blue Cats several years ago, and issued a number of successful LP’s featuring the likes of John Lee Hooker, Johnny and Reid.

In addition, the firm opened an office in Manila, headed by veteran producer Dave Crawford, to deal primarily with product in the area. In that time, ABC has produced hits in the Four Tops, Charlie Mamas, Fred핫, Solomon Burke, Lamey O’Neal, Myles Gillespie, and others.

The company has also undertaken physical expansion, including the building of new studios and additional plant expansion, all located on six acres from the main headquarters.

At the moment, the firm is report- edly seeking to enter the white reli- gion market with a truly unique product.

Colby, Niles Colab

NEW YORK—Robert Colby and Duane Colab are launching a campaign in publishing ventures in which they acquired the sound and the soundtrack of the motion picture, "The Mad Adventures of Rabbi Jacob." The music was composed by Vladimir Cosma and is planned for release here by London Records.

Mexican Air Crash Kills Howard Holzer

LOS ANGELES—Howard Holzer, inside man of recording studio equipment, died Monday (29) in a Mexico City hospital, following a crash of his private plane the day before outside Guadalupe.

Holzer had returned to Mexico on a business pleasure trip and had installed a converted exterior at Dos Cosos Coop, headed by Martin Poppadum.

He was on route to his home to have meetings with CBS officials about a new automatic controlled latch control system.

Just prior to the company, Holzer Audio, known by its trade name GBS, will continue in business according to his son.

The company employs eight persons in its Van Nuys shop. Holzer formed GBS in 1961 and began designing and building recording studio equipment which he sold to companies all over the world.

His electronic brilliance was responsible for designing disk mastering systems, disk cutting amplifiers, the world’s first digital disk mastering system and the first computer compatible stereo record which reproduces a monos LP with equal fidelity, and has been used by recording directly to disk without going through a console and without mixing soundtracks.

Holzer joined Capitol Records in 1945 as an electronic design-manufacturing consultant, working on non-vinyl records until 1957 when he joined Master Recorders as chief engineer. He was one of the creators of the first stereo consoles in Hollywood.

One year later he left to join Con- tinental Recorders, where his engineering work was under owner Les Koenig. Holzer was responsible for cutting all Continental’s stereo disks. He worked on with music for his own experience as a trumpet player. Holzer reported the American music industry story. He began building recording studio equipment, which his quality equipment became well known, expanded his manufacturing business, and built MCA Studios, designing and installing all the elec- trical equipment.

Funeral services were pending last week until the Mexican government released the body.

New Promo Book Goes to Staff

LOS ANGELES—A special promotion booklet, documenting current music trends, new markets and general industry information, was designed and opened to the use for the promotion of ABC Records, producers and their artists and their companies, coordination and product managers, and key industry groups.

A workbook is being sent to "help alert dealers and radio personnel" to trends and to ways of increasing product exposure.

Cass Elliot
Buried in L.A.

LOS ANGELES—Funeral ser- vices for Cass Elliot, who gained notoriety with the Mamas and Papas and tried to repeat the success as a solo artist, took place Saturday afternoon following her death in London (29) of undisclosed causes.

Cass Elliot, who cut a 12-day engagement at the Paradiso and was to have begun rehearsing for a Twelve to Twelve tour, was booked there for a tour of the British provinces.

There were a number of projects awaiting her return to the States including a TV special and a new LP. She died in poor health for the last 18 months.

Book as Bait
For Promotion

LOS ANGELES—"Go Rock Dreams," a paperback book featuring the exploits of writers by Gay Peck and sold by U.S. rock music writer Nik Cohn, will be distributed by CBS Records through the U.S., announced to McGinnis, director, special product sales, at the CBS convention last week.

McGinnis says that a special marketing campaign is under way to give support to the book’s release. The cam- paign includes a poster series for retailers, T-shirts printing their T-shirt ad- dressing, and a poster advertising the book for the release.

The book, being published in the U.S. by Popular Library, a CBS firm, will be the first book handled by CBS branch operation.

Judges Deliver Injunctions to Halt Disk Dupes

OKLAHOMA CITY—A temporary injunction has been issued against Big Wheel Racing and Anal "Buddy" Warner, the firm’s vice president, barring them from making the unauthorized duplication of records produced by CBS Records, ABC Records, MCA Records and Elektra Records.

The issuance of the injunction by Superior Court Judge Jack R. Paar ended a series of suits introduced in January when CBS, ABC, and MCA Records introduced suits in Massachusetts, charging Magnitron and Wildlife Enterprises, a Magni- tron distributor, with unfair competi- tion.

In another action a Minneapolis, a suit of similar nature was filed against Big Wheel Racing and Mar- ine Inc. The rule, issued by U.S. District Judge Earl R. Larson, bars the firm from making unauthorized duplications of sound recordings owned by CBS, ABC, and MCA Records, or aiding or selling such sound recordings. CBS Records has the right to sue for $25,000 infringement action against the firm and Leonard B. Hoberman, firm president.

Gamble-Huff Cuts On Trade Sampler

LOS ANGELES—20th Century Fox Records is a sampler LP featuring tunes by Gamble & Huff which are published by Double Dia- mond. The label, which is owned by Gamble & Huff, has the rights to the Double Diamond catalog.

There are 40 excerpts from Gamble & Huff hits spanning 1967- 70. The sampler is being shipped to over 100000 producers, artists and managers.
Hot Dot Country Operation Seen as Lure In ABC Grab of Famous

By NAT FREELAND

LOS ANGELES—Certainly one of the strongest assets being transferred from Columbia to this country is the CBS dead-meat disc company. The Columbia disc division of Columbia Records was originally purchased by Ted Mack and all recording costs have already been paid by Famous Music. The personnel of Famous now is being handled by the ABC subsidiary and the label is being run by John Spielberg, who previously handled the Famous dire.

The label was started in a small town in Tennessee, was based out of 32 years in Hollywood and never had a Nashville hit until it first opened a small publishing office there. Dot is now wholly country and entirely based in Nashville. Its current president, Joe Burchfield, spent his time in Nashville, where he was assistant to the late Bob Cole, who first opened the company.

Burchfield says that Dot's success is due to the fact that it has a complete team of in-house people, including a staff of writers, producers, and engineers, who are totally dedicated to the country music genre.

The label is currently releasing a new album by the up-and-coming country artist, John Smith, featuring a mix of traditional and contemporary country music. The album, titled "American Dreams," has been well-received by critics and fans alike. Smith's vocals are powerful, and his songwriting abilities are impressive, making him a strong contender for country music stardom.

In addition to Smith's release, Dot has also signed several other up-and-coming artists, including the rising country star, Emily Johnson. Johnson's first release, "Forever Love," has been well-received by fans and critics alike, and is currently climbing the country music charts.

With a strong lineup of talent and a dedicated team of professionals, Dot Country is poised to continue its success in the country music industry. The label's focus on high-quality music and strong artist development is sure to keep fans engaged and coming back for more.
Zaire Republic Preparing For 100,000-Seat Fest

NEW YORK — A musical event of major proportions will be held Sept. 20-22 in the African nation of the Republic of Zaire. The concert called "Zaire '74" will feature a veritable supergroup of international musical talent. It is expected to be equal in size to the Woodstock concert, which attracted more than 400,000 people, but its organization is far more complex.

The musical experience called "Zaire '74" will be held in the 100,000-seat Molins Park stadium in the country's capital city of Kinshasa. Promoters of the festival are Don King and Lloyd Price, who head up Augustus 10, 1974

Asking Ads...Say You Saw It In Billboard

Music Tapes Ready for Radio Outlets

WASHINGTON — The Library of Congress' music division this month made available for the first time tapes containing straight-year radio stock. These tapes feature a chamber music series that has been produced in Coolidge Auditorium. Tapes are not available to individual citizens.

Clarify S-S Suit

NEW YORK — A recent lawsuit brought by six musical publishers and recorded artists against Skyline-Sing Inc. was for alleged non-payment of royalties on records. The complaint made directly to the club's management.

Club Must Pay UA Records

NEW YORK — The Federal Court here has directed the Record Club of America to pay Universal Arrows, Inc. Records royalties on club sales of recorded works. The club said it had asked for an extension of time to prepare their records.

Smith, Three Albes Form Smiley Prods.

EAST HARTFORD, Conn. — Kenneth Smith is president of the newly formed Smiley Productions, Inc., which promotes to music publishers through New England Smith's associates include Keith Marshall, Richard Conners and Walter Phelps.

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Hot summer sounds abound on Motown.

The Commodores. "Machine Gun." M6-798S1. Here's the album with the hit instrumental single of the summer. But if you think "Machine Gun" is something you'll hear the Commodores vocalize, you'll know why they're the smash of Europe, the rage of the Jet Set. So, let's get with it!

Just released!
Junior Walker & The All Stars Anthology and The Four Tops Anthology.
Junior Walker & The All Stars M7-786R2
Four Tops M9-809A3.

Stevie Wonder. "Fulfillingness' First Finale." 75323S1. When Stevie Wonder creates a new album, the whole world listens. And for Stevie, this album represents the completion of one creative cycle, and the beginning of another. An overture to the future.

The Undisputed Truth. "Down To Earth." G6-968S1. The only thing down to earth about this album is its title. The rest is sky high R & B. The kind that only The Undisputed Truth can do, and only Norman Whitfield can produce. That's why there's only one Truth, The Undisputed Truth.

Just released!
Junior Walker & The All Stars Anthology and The Four Tops Anthology.
Junior Walker & The All Stars M7-786R2
Four Tops M9-809A3.
MAZ DAYSS—Stop And Sniff The Roses (2:54): Producer: Gaye Kisk; writer: Mic Daze, Do Somewhere, publishers: Warner Syracuse, BMI. 107 3344. The show’s cover to the song, a slight variation of the 1970’s song by the same name, was included in Gaye’s latest album, the much buzzed about Rainbow.

RIPPLE—You Were Right On Time (2:58): Producer: Dee Brown; writer: Dee Brown, publisher: Jon Lye, ASCAP. 106 5858. Dee Brown, the producer of this recording, was also a participant in the show’s panel discussion on the importance of a producer’s role in the recording process.

The Chirr-Hundis—You Turned Your Back On Me (3:05): Producers: Inner Grove, Sounds, writers: Eugene Montez, Mar- garet Althorp; publisher: Julie Brown, BMI, Brunswick 555 514. Songs with equal or greater value of a hundred time’s worth, have been created by the label. A new record, Smooth production job, highlighted by repetition, of the song’s entire length. Could be an alternative for a young audience.


CHARLES MANN—Looking For You (3:06): Producer: Dee Crawford, writers: B. Crawford, C. Mann; publishers: American Broadcasting, Darton, ASCAP. A.R. Mann was not only arranged with each release, and this array of sound and pop may provide with his biggest hit so far. Artist’s vocals are strong and sad, time and repetition provide good kick for array.


[Editors: The column continues here.]

NAMM’s Discover Music Promotion Breaks In Oct.

Los Angeles—"Discover Music 74" is the promotional theme of the National Association of Music Merchandisers’ annual convention running from Oct. 19-21.

The national trade organization is spending millions of dollars on promotion in order to benefit them from the month-long promotion.

Among the first groups announcing plans to use in the national promotion is the Santa Clara County Music Merchants. This plan consists of promoting the "Discover Music 74" logo, which is printed on the town’s street signs, on radio, in newspapers, and on television.

Music Sales Corp. of New York has also produced a t-shirt to promote the event. The shirt, designed by Ron Cohn, is sold for $5.00 and is available in local music stores.

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Los Angeles—"Discover Music 74" is the promotional theme of the National Association of Music Merchandisers’ annual convention running from Oct. 19-21.

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Leaving Whippoorwill

A new single from Leon's album "Stop All That Jazz" SR-2108
Produced by Denny Cordell and Leon Russell
<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; Number</th>
<th>Dist/Label</th>
<th>Week Ending August 10, 1974</th>
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<tbody>
<tr>
<td>1</td>
<td>I Feel Like Makin' Love</td>
<td>Kansas</td>
<td>Warn, 32765</td>
<td>TAM</td>
<td>68 74 5</td>
</tr>
<tr>
<td>2</td>
<td>The Night Chicago Died</td>
<td>Paper Lace</td>
<td>MCA</td>
<td>TAM</td>
<td>69 59 22</td>
</tr>
<tr>
<td>3</td>
<td>I Love You</td>
<td>Honey West</td>
<td>Bell, 10924</td>
<td>TAM</td>
<td>70 60 47</td>
</tr>
<tr>
<td>4</td>
<td>Let's Do the Twist</td>
<td>R. White</td>
<td>Kama Sutra, 32766</td>
<td>TAM</td>
<td>71 61 12</td>
</tr>
<tr>
<td>5</td>
<td>Rub It in</td>
<td>Sly &amp; Robbie</td>
<td>Island, 2210</td>
<td>TAM</td>
<td>72 81 9</td>
</tr>
<tr>
<td>6</td>
<td>Put It On</td>
<td>The Isley Brothers</td>
<td>Epic, 14631</td>
<td>TAM</td>
<td>73 56 27</td>
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<tr>
<td>7</td>
<td>I Can't Be a Fool (If Your Light Don't)</td>
<td>Billy Paul</td>
<td>Tamla Motown, 2210</td>
<td>TAM</td>
<td>74 49 12</td>
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<tr>
<td>8</td>
<td>I Can't Help Myself (Sugar Pie, Honey Bree)</td>
<td>Four Tops</td>
<td>Gordy, 564</td>
<td>TAM</td>
<td>75 70 15</td>
</tr>
<tr>
<td>9</td>
<td>I Can't Help Myself (Sugar Pie, Honey Bree)</td>
<td>Four Tops</td>
<td>Gordy, 564</td>
<td>TAM</td>
<td>76 46 25</td>
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<td>10</td>
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<td>TAM</td>
<td>77 49 12</td>
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<tr>
<td>11</td>
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<td>Gordy, 564</td>
<td>TAM</td>
<td>78 37 24</td>
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<tr>
<td>12</td>
<td>I Can't Help Myself (Sugar Pie, Honey Bree)</td>
<td>Four Tops</td>
<td>Gordy, 564</td>
<td>TAM</td>
<td>79 44 12</td>
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<tr>
<td>13</td>
<td>I Can't Help Myself (Sugar Pie, Honey Bree)</td>
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<td>Gordy, 564</td>
<td>TAM</td>
<td>80 47 12</td>
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<td>14</td>
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<td>81 50 12</td>
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<td>15</td>
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<td>82 53 12</td>
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<td>Gordy, 564</td>
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<td>83 56 12</td>
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<td>84 59 12</td>
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<td>18</td>
<td>I Can't Help Myself (Sugar Pie, Honey Bree)</td>
<td>Four Tops</td>
<td>Gordy, 564</td>
<td>TAM</td>
<td>85 62 12</td>
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<td>I Can't Help Myself (Sugar Pie, Honey Bree)</td>
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<td>Gordy, 564</td>
<td>TAM</td>
<td>86 65 12</td>
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<td>Four Tops</td>
<td>Gordy, 564</td>
<td>TAM</td>
<td>97 98 12</td>
</tr>
</tbody>
</table>

A reflection of National Sales and programming activity by selected dealers, one-stops and radio stations as compiled by the Charts Department of Billboard.
This baby's a hit!

"BEACH BABY." The summer single by THE FIRST CLASS.

Becoming the summer single.

Because of you...

WPX WCOL WORD KJRB WSAM WNBC KOIL KLIF
WFIL KNDE WROV KING WMEX WHOT WAIL KLIV
WHLO WIFE WJET KIOA WRKO WORC WSAI KJR
KIMN KQWB WCAO KEZY WFOM KMEN KAAY WRC
WMPS WHHY WPGC KONO WBBM WBBQ

And...

THE GAVIN REPORT
THE FRIDAY MORNING QUARTERBACK
RADIO & RECORDS
THE TRADE MAGAZINES

And everyone else who just simply loves a good ole "summer song."

"BEACH BABY." The summer single by THE FIRST CLASS.
<table>
<thead>
<tr>
<th>National Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Reaction</th>
<th>Comment</th>
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<tr>
<td>1</td>
<td>MAC DAVS</td>
<td>McDavid</td>
<td>Kapp</td>
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<td>4</td>
<td>Mac Davis</td>
<td>Mac Davis</td>
<td>Kapp</td>
<td>5.6</td>
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<tr>
<td>5</td>
<td>BAYBEE</td>
<td>Baybee</td>
<td>ABC</td>
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</tbody>
</table>

**Weekly Movement:**

- Movement up 8 positions: 71, 76, 6
- Movement down 8 positions: 98, 2
- Movement up 10 positions: 63, 15
- Movement down 10 positions: 74, 63
- Movement up 5 positions: 60, 90
- Movement down 5 positions: 54, 47

**Suggested List Price:**

- Suggested list price for RIAA-certified albums varies.

**Comment:**

- Some artists have achieved significant chart success with their albums.
-Others have maintained a steady presence on the charts.

**Additional Notes:**

- The chart reflects sales and plays from the beginning of the year.
- Artists with multiple entries show consistency in chart performance.

**Reference:**

- Billboard Top LPs & Tape chart, August 18, 1974.
Introducing

The new single by **Bowie**

PB-10026
“Marvin Gaye’s return was not a concert, it was an event.”
John L. Wasserman, San Francisco Chronicle

Oakland Coliseum. A jam-packed Arena. His first public appearance in more than four years, and Motown’s microphones captured all of the excitement. The hits as well as the new. Not just an album. An event.

MARVIN GAYE ON TOUR

<table>
<thead>
<tr>
<th>DATE</th>
<th>CITY</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 3 and 4</td>
<td>Washington, D.C.</td>
<td>Capital Center</td>
</tr>
<tr>
<td>August 5</td>
<td>Atlanta, Ga.</td>
<td>Stadium</td>
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<tr>
<td>August 9</td>
<td>Indianapolis, Ind.</td>
<td>Civic Center</td>
</tr>
<tr>
<td>August 10</td>
<td>Philadelphia, Pa.</td>
<td>Spectrum</td>
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<tr>
<td>August 11</td>
<td>Chicago, Ill.</td>
<td>Amphitheatre</td>
</tr>
<tr>
<td>August 12</td>
<td>Pittsburgh, Pa.</td>
<td>Civic Center</td>
</tr>
<tr>
<td>August 16</td>
<td>Charleston, S.C.</td>
<td>Coliseum</td>
</tr>
<tr>
<td>August 17</td>
<td>Norfolk, Va.</td>
<td>Scope Arena</td>
</tr>
<tr>
<td>August 18</td>
<td>Baltimore, Md.</td>
<td>Civic Center</td>
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<tr>
<td>August 23</td>
<td>Nassau, N.Y.</td>
<td>Coliseum</td>
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<td>August 24</td>
<td>Richmond, Va.</td>
<td>Coliseum</td>
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<tr>
<td>August 25</td>
<td>Jersey City, N.J.</td>
<td>Roosevelt Stadium</td>
</tr>
</tbody>
</table>
ALL AMERICAN SONG — Enjoying a light moment during the announcement of the 36 semi-finalists in the American Song Festival in Saratoga Springs, N.Y., are, left to right, festival chairman Larry Goldbatt, amateur gospel singer J. W. Leonard, singer/songwriter Malcom C. Klein. The winners will be announced next month.

NATRA Draws Big Names

Continued from page 3

Fischer, Felicia Jeeter, Chris Clay, Fred Doyle and Early Monroe.

At 3 p.m., delegates will listen to Rod McGraw, Frankie Crocker, Rudy Reynolds, Jesa Fox, Tom Jones and chairman Jerry Boulding discuss "FM: The New Wave of Black Rock!"

Again on Thursday, two workshops will function at the same time beginning at 10 a.m. Angela Shaw, Norm Hodges, Brenda Jones, Bill Summers and Charlie Tate are set to investigate and discuss "Procurement and Marketing Involvement" while another panel comprising Durrance Dillingham, George Duncan, Jim Mitchell, Brian Reilly and Paul Tompkins will focus on "Employment Opportunities In the Media."

The last workshop Thursday will go into "The Future of AM Radio" with Bill Boulding chairing a group comprising Sony Taylor, Jim Madison, Al Murray, Roland Bynum and Ernest James.

Friday's two workshops will entitle themselves "Performers, Indus- try Initiatives in TV" as Ted Leibettler, Al Bell, Clarence Avant, Erv Abner, Andrew Carter, John Proscope, Randy Daniels, Mark Warren, Jim Blocker, Quentin Jones, Don Corneilus and Tony Brown pool brains for the delegates' benefit.

Following lunch, Bob Johnson, Olyph Daken, Charlotte Hunter, Rob Woods and Ralph Feasterthome are slated to discuss "Relationships Between the Printed and Vocal Media."

Saturday (10) concludes the three-day event as workshops will offer Ted Powers and Don King on "Promotion" while in another room, simultaneously, Angela Shaw, Al Chambers and Dr. Lileon Barlow will discuss "Media Responsibility and Accountability."

A seminar on trade papers winds it up. Eight are programmed to part- nicipate, including Don Dressell, Dedah Johnson, Edwin Gregory, Jo-Jo James and Paul Johnson. Jeff Dickson and DeDe Dun- bury.

Some time has been allocated for entertainment. 20th Century, A&M, Capitol, ABC-Danhill, Koko, Atlantic, Motown and Columbia are sponsoring lounge and dinners at which top-flight talent is to be show- nown. Among the talents said to be firm are Barry White, Smoked Sugar, Hodges, James and Smith, Nancy Wilson, Tavares, Gene Red- dling, Roland Bynum, the Temptation, the Jacksons, Five Heartbeat, Bobby V., Cindy and Johnny Mathis.

NATRA's first annual celebrity invitational golf tournament is planned for Saturday (16) at the Po- mona National Club.

Delegates depart Sunday following a Saturday night banquet at which winners of the Golden Mike Awards will be disclosed.

Lennon, ATV Firm Pub Pact

NEW YORK—John Lennon and ATV Music have entered into a co-publishing deal for worldwide exploitation of Lennon compositions. The agreement continues Lennon's association with the British-based firm, which dates back to 1969 when ATV acquired Northern Songs Ltd., publisher of Lennon-McCartney works written prior to 1973.

A similar co-publishing arrange- ment between ATV and Decca Music and ATV. Participating in the negotia- tions for both deals were Geoffrey Haye, managing director of ATV Music; and Sam Trust, presi- dent of ATV's American operations.

Listening is set up at the ATV facilities here to handle his publishing and recording activities.

Neosonic New Firm

Continued from page 8

tribute in this country will be the Sonophone speaker, which, accor- ding to Benjamin, are designed to produce optimum sound reproduction of the highest fidelity. They range in price from $249.50 to $349.50, and are intended for use in boats, trailers and cars. Benjamin claims that the design of the units is a considerable improve- ment over the conventional type that occurs when a speaker is mounted in acoustically deficient loca- tions such as car doors, trunks and dashboards.

Neosonic has tapped Jules Rabin, former vice president, marketing and sales, TDK Corp., as a sales consultant.

Robert Plack is being assisted at the Hollywood Bowl performance of his latest RCA single, "Hang On:" Dick Clark's "Good Ole Rock 'n Roll" concert at CBS in July at the Las Vegas Hilton. On Sunday, the early show played to the first ever full house in history in CBS' Spiegeltent. Joe Bonamassa shows will be presented at the weekend. Joe Bonamassa's New Jersey show last weekend featured John Pinette's "I'm Just a Woman," produced by Phyllis Madison. Joe Bonamassa will appear as a special guest at the eighth annual "Night of 100 Stars" gala at the Cathedral of St. John the Divine on September 28.

The winner of the 10th annual "Night of 100 Stars" gala at the Cathedral of St. John the Divine on September 28 is scheduled to appear at the event.

In addition to the concert, the gala will feature a special performance by Frank Sinatra Jr., who will be joined by the legendary singer's son, Frank Sinatra III, for a special tribute to the late singer. The evening will also feature performances by other top music artists, including Michael Buble, Celine Dion, and Andrea Bocelli.

The event, which has become a fundraising gala for the American Heart Association, is scheduled to take place at the Cathedral of St. John the Divine on September 28. The event is expected to draw a large audience of music fans and supporters of the cause.

The "Night of 100 Stars" gala has become a beloved tradition in New York City, attracting a star-studded lineup of performers and a sold-out crowd every year. The event is known for its intimate setting, which allows guests to get up close and personal with their favorite music artists.

In addition to raising funds for the American Heart Association, the event has also raised awareness about heart health and the importance of living a healthy lifestyle. The gala has become a symbol of hope and encouragement for those affected by heart disease and their loved ones.

The 10th annual "Night of 100 Stars" gala is scheduled to take place on September 28 at the Cathedral of St. John the Divine. The event is expected to draw a large audience of music fans and supporters of the cause, who will come together to enjoy a special evening of music and entertainment.
Billboard's 15th Annual International Buyer's Guide

is now accepting reservations for advertising announcements

Here in one classic compendium is your opportunity to reach over 70,000 influential music industry executives—worldwide. And for a whole year, yet!

The Billboard International Buyer's Guide is the industry's leading one-stop directory, a constantly-used ready reference for a full year.

Pages of informative listings in such comprehensive categories as

- Record Companies
- Services
- Suppliers
- Publishers
- Recording Studio Equipment Manufacturers
- Tape Hardware Manufacturers
- Tape Software Manufacturers

And an International Section covering goods and services available worldwide!

The 15th Annual Billboard International Buyer's Guide is coming with the September 7th issue.

And it comes but once a year.

C'mon along.

Issue date: September 7, 1974

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L.A., Calif. 90069
(213) 273-7043

London
7 Carnaby Street
London W.1, England
437/5093

Nashville
John McCartney
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