U.S. Talent Invasion
Hits U.K. In Early '75
By ADAM WHITE

LONDON—Britain is due for an
American invasion next year. Major
tour and promotion dates are being
lined up for a string of U.S. artists
for at least the first six months of
1975 and record companies are
planning to extract the maximum
sales mileage from the incursions.

At least 10 Capitol Records acts
are due over in the first half of the
New Year including Al Martino, Glen
Campbell, Anne Murray, Tavares
and Grand Funk Railroad.

Nancy Wilson is also expected to
visit the U.K. in February or March.
“Our general policy is to get as many
artists over as possible,” says Capitol
label manager Ian Groves. His store-
material and other related promo-
tion backup will be arranged for all
the areas in which the acts will ap-
pear.

Nancy Wilson and Tavares, in par-
icular, will be part of a push by
Capitol on its soul repertoire.

(Continued on page 36)

Country Radio
Out Of Concerts?
By CLAUDE HALL

LOS ANGELES—Some country
music artists and big time promoters
are slowly forcing country radio sta-
tions out of the concert business.

At least one promoter has threat-
ened a blackout on a major country
station.

John McCarthy, president of
KMJK in Fresno, Calif., and one of
the nation’s largest promoters of en-
tertainment, says that it’s costing
him 10 percent more for talent and
he’s grossing 30 percent less.

Part of the problem is the current
economic situation. Inflation has hit
the record artist and it’s costing him
more to travel. Recession has hit the
music fan who can’t afford high-
priced entertainment.

(Continued on page 70)

Rock Scores
At the Sahara In Las Vegas;
Other Hotels Eyeing Their Own Concerts
By ELOIT TEGEL

LOS ANGELES—Rock seems to
have found a solid beachfront on
the Las Vegas Strip. Two concerts
with Sly and the Family Stone and Er-
ica Bunton at the Sahara were sellouts
with 1,500 persons turned away for
the 2 a.m. show.

These two concerts launched the
series called “Sahara Command Per-
cformance” at the hotel’s Space
Center convention facility Oct. 12
and were followed on Thanksgiving
Eve by two shows with Richie
Havens and the Mahavishnu Or-
chestra.

Gary Naseef, the rock concert pro-
moter who is lining up the talent for
the series, indicates that as a re-
sult of the first project, two hotels
have contacted him about using their
facilities for additional rock concerts.

But Naseef says he’s staying put
with the Sahara with whom he’s got
a year’s agreement to bring in the shows.

(Continued on page 10)

Rockiness
At the Sahara In Las Vegas;
Other Hotels Eyeing Their Own Concerts

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a year’s agreement to bring in the shows.

(Continued on page 10)

TEAC Unveils 48
Creative Centers
For Its Customers
By BOB KIRCH

LOS ANGELES—TEAC has
launched 48 “Creative Centers”
in Southern California audio outlets
to teach the consumer the creative
and “recording functions of tape
recording as well as the passive
uses.”

The Creative Center is a tape
recorder console board designed to
teach the consumer technical fea-
tures, through a number of demon-
strations, according to TEAC adver-
sing manager Chuck Overstreet.

“We will have several tapes avail-
able at the center,” says Overstreet.

“With the first one, there are four
basic instruments, each on a sep-
ate

(Continued on page 32)

TV ‘Mailers’
Owe $7 Mil,
Still Active
By IS HORIZWITZ

NEW YORK—Dynamic House/
Tele House, faced with debt totaling
more than $7 million, has been
meeting with a creditors’ committee
to work out a repayment formula.
The giant TV mail-order firm, now
under new ownership, plans to con-
tinue in operation under restruc-
tured management controls and
with a sharp cut in overhead ex-
penditures.

These facts surfaced last week as
it became known that six meetings
have already been held with a cred-
itors’ group chaired by Eugene P.
Friedman, financial executive of
CBS Records. A further meeting is
scheduled later this month to ex-
amine what Edward Hatcher, Dy-
amic’s new principal, describes as
“an tentative agreement with our
creditors.”

The agreement, he says, is “based

(Continued on page 6)

Auto AM-FM Bill
Appears Moribund
By MILDRED HALL

WASHINGTON—The House bill
requiring factory-installed car ra-
dios to be capable of AM and FM
reception appears likely to fall vic-
tim to the economic problems of la-
bor, the auto industry and con-
somers.

As Congress headed for its
Thanksgiving recess last week, there
was no further move to take a vote
on the bill in the rules committee.

A Senate bill (S. 835) that would
have required all-channel reception
for both home and auto radios cost-
ing over $135, barely passed by a two
vote margin in June.

The House bill, H.R. 8266, brought
a barrage of dire predic-
tions during the rules committee
hearings, that the auto industry,
“which is hurting,” and the makers
of U.S. factory-installed car radios
would both suffer further financial
and job loss if the bill passed.

Both the rules committee chair-
man, Rep. Ray Madden (D., Ind.)
and the ranking Democratic mem-
ber James Delaney (D., N.Y.), re-

(Continued on page 36)

Business Of Music
UCLA Series Firm
By DAVE DEXTER JR.

LOS ANGELES—UCLA Extention, in collab-

Running for eight Tuesday evenings, the course in the grand ballroom of the Ackerman Student Union, will of-
er the commercial aspects of writing, per-
forming, publishing, recording, finance, management,
marketing, legal protection and government support.

Last year, the series attracted more than 1,000 partici-
pants. Keene Rubin, program specialist with the UCLA
Extension Aru group, anticipates an even larger attend-
ance in 1975.

Hal Cook, Billboard’s publishing consultant, will
again administrate the lectures. Cook has been working
on lining up speakers for the past several months.

At the Jan. 7 opener, Rich Hall, record producer and Steve Barri, ABC’s ad director, will address the subject “The Artist: The Multi-
Million-Dollar Asset.”

(Continued on page 70)

The Biggest Thing Since
The Pulsaski Skyway

BOBBY VINTON • MELODIES OF LOVE ABD-851

abe Records
Soon to make her first **live** U.S. appearances
Holiday Sales Up In U. K.

LONDON—Record and tape sales here have hit an early dramatic peak in the Christmas sales build-up. Several companies hit their highest monthly sales ever in October. Coinciding with the release of provisional figures from the Department of Industry that suggest retail sales in general have been “rather unspringing” for that month.

The report suggests that trade generally was much the same as in August and September, though the provisional figures show a rise in value of retail sales of about 6 percent. Much of that is swallowed up by increased cost.

Yet the increase in record sales reported by major companies is much higher. EMI, in particular, achieved a 33 percent increase over its previous best-ever month, Alan Maupe, executive assistant to EMI managing director George Woodrow, said. Tapes were 76 percent up in October .

From (Continued on page 6)

American Music Awards

Beam Feb. 18 On ABC-TV

NEW YORK—The American Music Awards (AMA) are set for their second annual airing over the ABC-TV network, Feb. 18, 9:30-10 p.m., reusing the public opinion poll, which selected the winning groups and soloists under last year.

This show will be a television spectacular, as ABC TV's top rated musical variety show will be on display from various musical areas and will be hosted by Roy Clark, Helen Reddy and Sly Stone. The AMA's will originate from the Aquarius Theater here.

The show will air on the ABC network in 40,000 ballasts will be available in retail outlets to pick winners in the favorite LP, single, male vocalist, female vocalists and duos or groups categories of pop-rock, soul and country categories. Nominees will be chosen on strength in the music trade charts. There will be no award of distinguished merit.

The telecast last February 19, is ABC TV's top-rated musical variety show. The show features the winning group of the year and the 25 percent of the women in the 18-49 age group.

Executive producer Dick Clark feels the show was a success last year “because it was and is specifically designed for television presentation.”

(Continued on page 10)

Recession Won't Hurt, Pub's Told

NEW YORK—The music industry has relatively little to fear from a recession, Robert Nathan, a leading economist, told publishers and music business executives last week.

He told a panel at "Forum "74," a day-long seminar held by the National Music Publishers Assn., here Friday, that the $4.5 billion music publishing industry was strong enough to withstand a recession.

"All kinds of music are selling at the moment, with a healthy increase in tape sales," Nathan said.

Sales at Polydor are up by at least 33 percent.

(Continued on page 6)

SLIPPING HITS BOUNCE BACK

B Sides Assume New Role In Revivals

LOS ANGELES—The "lowb" B Side of a single is taking on a new dramatic role which portends new life for a A sided brother.

Two instances of singles gaining new sales life and hence upward movement again on Billboard's Hot 100 because of interest in the B side, are reflected in the positions of Bachman-Turner Overdrive and James Brown.

The Canadian group's hit single, "You Ain't Seen Nothing Yet," is currently No. 8 because of the sales interest in the B side, "Free Wheelin'."

The A side progressed up the chart in nine weeks to No. 1 and then started to slide downward, first to 12 then to 34 and back up again because of the combination of strength in single due to the public's discovering "Free Wheelin'"

This pattern holds true for the recent No. 1 Hot 100 because of retail action for the B side, "Cold Blooded.

B Side's single progressed up the chart from No. 83 to 73 and then

More Late News

See Page 70

POP OR SPECIALTY?

Crossovers Pose NARAS Problem

By NAT FREEDLAND

LOS ANGELES—More than ever, the prevalence of crossover artists has made it difficult to sort out for Grammys. A record should be pop or in the more specialized categories of soul, country or jazz.

There are no easy answers to the problem. For at least two years, the National Academy of Recording Arts and Sciences have had under discussion proposals to drop many of the type- special categories such as country and soul. Yet, if this were done and all popular music came under one category, there would be a great disadvantage to successful artists in the specialty markets who do not regularly get crossover hits, many screen- ing members feel.

The screening committee's task is strictly to pass on eligibility of nominations and place them in the most appropriate Voting category. The only reason a record might be rejected at this point in the Grammy process is if it wasn't actually released in the 12 months preceding Oct. 1. If the entrant's a "new artist" nominee has a record released before the eligible period, it could be prevented from appearing on the ballot.

For example, if a committee meets in Nashville and the classics committee is in New York, the record might be in a New York office of the Recording Academy were the main pop. It's possible that both committees could meet in the same city and both would be offered at the same time, and some 16 hours spread over three sessions.

About 30 persons participated in Los Angeles, including Recording Academy officers and expert screening professionals from throughout the music industry, such as key staffers of the Academy's New York, Los Angeles, and San Francisco branches.

(Continued on page 4)
LOS ANGELES—KRLA has become this market's first station playing discotheque-style music in regular, on-continuity hours. The program, “Spirit In The Dark,” runs from 7 p.m. until 5 a.m. and is the programming brainchild of Johnny Hayes who talked general manager Hal Marten into the experiment from its contemporary Top 40 sound to the non-stop soul musical approach.

Hayes picks all the music, and does all the chart presentation for the audiotape program, which says operates with a playlist of 80 titles (mostly LP cuts) plus four gold discs.

In a market with two AM soul stations—KDAY and KGJZ—plus several on the FM band, Hayes' program is dense in numbers calling during mood and sampling times.

He emphatically states he's not competing with the two AM soul stations, calling his program more like an "MOR r&b show."

He also avoids playing hit phone message songs or the "screaming element in r&b," yet he does play heavy heart attack "soul breakin' records."

Hayes tapes the programs each day from 10 a.m. until 6 p.m. and are done several days ahead of airtime.

After four months, Hayes claims a record promotion that has broken records in the breakin' records because he's willing to take a chance on a new piece of product and also because there's nothing to lose in building the program which alternates with Kings Day's "Gold Gardens Day." He says he plays between 18-20 records an hour, including two inter-ads and the "programmable element," and he has five records in a row, "he says. The notion is such that almost all of the sound on the program will have a couple of more listening times during the run of the program, Hayes claims.

If a promotion man brought him an LP, he'd listen to it, select cuts he likes. However, if the material is in the type he's given the LP, he selects what he feels he's providing a service for airing new tunes which he finds in albums.

Since all the songs are listed on computer cards, Hayes can check each day's presentation for each hour so he can vary the rotation the next day.

Hayes says he's worked to this type of program for a long time, adding that "people like it because they're on the dance floor or sitting in a booth, and it's a good mood service.

His program has a constant rhythmic flow and the repertoire runs the gamut from a "chick who has left to dance to songs to a chick who is coming home" as Hayes puts it.

"The Waltons' Christmas Album": the biggest Christmas album ever.

The phenomenal success of "The Waltons" TV show is the springboard for "The Waltons Christmas Album," narrated by the Waltons' creator Earl Hamner, featuring the all-time favorites of holiday music and Grandpa Walton's (Will Geer) Christmas wish.

And we're convinced that this album has what it takes to become the biggest selling Christmas album of all time. So we're backing up our convictions with a massive promotional and merchandising campaign including major-market TV commercials, national radio spots, magazine and newspaper ads, ad-repros, in-store promotions and record dumps.

A very merry Christmas, indeed.
From "The Waltons' Christmas Album." On Columbia Records ®
No Telephones For Ohio Dealer

Halamay’s Finders Records Relies On Floor Activity

BOWLING GREEN, O.—You won’t find Finders Records in the phone book here. But the 4,000-squar e-foot store is so easy to find in the downtown area near the Bowling Green University campus.

Owner Ross Halamay, an over-20-year industry veteran, feels his sales approach works best by not participating in the floor. He likes to get his customers into the store. He feels phone talk is a hindrance.

He backs his anti-phone logic on experience selling for distribution like RCA and Maimline, Cleveland, where he worked for many years. He also found phones didn’t help his short-lived Music City Store chain in Ohio.

He literally started from scratch here a little over two years ago. The store, Halamay’s Finders Record

in Administration

Cleveland Ave. 


to 5th St.

50th St.

21st St.

19th St.

18th St.

17th St.

16th St.

15th St.

14th St.

13th St.

12th St.

11th St.

10th St.

9th St.

8th St.

7th St.

6th St.

5th St.

4th St.

3rd St.

2nd St.

1st St.

Main St.

W. Boundary St.

W. Commerce St.

Cross St.

S. Main St.

S. Broadway Ave.

E. Broadway Ave.

E. Commerce St.

S. Chestnut St.

S. Park Ave.

S. Rhoads Ave.

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Very few things can make an album go from 206 to 92.* One of them is the Shawn Phillips phenomenon.

And Furthermore...his new album

On A&M Records

Produced by Jonathan Weston
SAM GOODY, New York, reports earnings of $313,947, or 47 cents a share, on sales of $32,533,748 for the nine months ended Sept. 30, compared to a loss of $65,451 on sales of $30,330,505 for a year ago. In the third quarter, earnings were $149,741, or 22 cents a share, on sales of $7,906,798, compared to a loss of $39,033 on sales of $6,743,152 a year ago.

AMPEX, Redwood City, Calif., reports net income rose to $14,697,025, or 47 cents a share, on sales of $44,879,062, or 6 cents a share, on sales of $44,496,749 for the same period of a year ago. The company's performance reflects continuing high interest rates and higher costs in its wholesaling operation, James Schwartz, president, says. A program to reduce warehousing and delivery expenses should have a favorable effect on the company's fourth quarter, a traditional profitable period, he says.

"Sales and profits of our Harmony Hill retail subsidiary are moving ahead and should make a strong contribution to sales and earnings in the current quarter," Schwartz adds.

RECOTE, New York, posted earnings of $30,002, or $0.42 a share, on sales of $3,400,000 for the nine months ended Sept. 30, compared to earnings of $1,501,000, or $1.4 cents a share, on sales of $3,700,000 a year ago.
If you're reaching out for soul, grab Atlantic Records.

Grab the best in soul.

The newest album by Aretha Franklin, "With Everything I Feel in Me," where "The Queen of Soul" proves that she occupies the throne undisputedly.

The Spinners, "New and Improved," but how do you improve on perfection?


"Another Beginning" from Les McCann...new directions from an old master.

Billy Cobham's "Total Eclipse," piercing the darkness with musical brilliance.

Soul Explosion: Part 2

Grab Atlantic Records, and grab the best soul there is.
WPIX Bows First Discotheque Show

- Continued from page 1

Show is geared to be reflective of that trend, he says.

"We also hope to introduce disco-theque-styled music to those listeners who might or might not have had the chance to visit any of the clubs, and who, otherwise, might not have experienced the music on a more traditional Top 40 broadcast format," continues McIntyre.

Listener response to the program, which has been on for four weeks now, has been "excellent," according to McIntyre.

Designed to give the listener "as much music as possible," the show uses a playlist of some 40-45 songs. McIntyre says that 30 percent of the songs are from the station's regular playlist of best sellers, with an additional 20-25 selections culled from disco-product retail reports, from various trade magazine listings and from word of mouth feedback from club DJs.

While WPIX plays the top disco selections, often repeating them two to three times within the four-hour format, it is also conscious of its progressive music rating and tries to work into the disco playlist as many new club favorites as possible. "Classic" disco selections might be played by host Steve Andrews, once or twice an hour, says McIntyre.

Records are played in sets of three, with little talk time between sets, and commercials are clustered, usually being aired every 20 minutes.

According to McIntyre, the station dropped all DJ jingles during the disco show to create a music-oriented community which would better reflect a club-like atmosphere.

McIntyre, who takes an active role in all key to selecting material for the show, says that album cuts, especially those which would be strong at the discos because of their length, are being sought.

According to McIntyre, WPIX will be urging listener response during the coming weeks, and if it remains strong, may expand the show to include a Sunday evening broadcast as well.

Vegas Rock

- Continued from page 1

Naseef further predicts that within two years "the Strip will be amased with contemporary talent!"

Las Vegas remains a traditional middle-of-the-road-oriented entertainment capital, with rock bands such as Mahavishnu generally eschewed by entertainment directors from the main showrooms or lounges.

Naseef books shows in the Space Center, a space available basis. The next open date is Dec. 16 when he'll have Loggins and Messina and Linda Ronstadt.

The Space Center is set up cabaret style and seats 1,200. The first concert at 8 p.m., draws families, reports Loggins. The Sahra-entertainment director, admission is $5.50 with drinks served. The 2 a.m. show draws patrons 18 and over, liquor is served and the admission is $6.50.

Advance ticket orders for the Loggins and Messina gig have been good enough for Naseef to ask the duo to stay over another day and do two more shows. Tickets will go up $1 for this engagement.

Naseef says he charges $1 more for a second show because he would have to charge for the 10 stagehands who usually are required. Naseef says he paid $3,900 to stagehands for the first concert.

Naseef has tentatively booked the Beach Boys for Dec. 29 and is holding Feb. 4 for Three Dog Night.

He claims to have offered Elton John $75,000 for New Year's Eve, but received a letter from his agent, Howard Rose, stating that the performer will be out of the country.

Naseef says he'd charge $50 a person for a show which would involve a dinner plus champagne. "The hotels usually charge $25 for a New Year's Eve situation anyway," he says.

Naseef says he pays the acts based on an 8,000 seat hall, with headliners getting a percentage and guarantees.

The Sahara concerts are the first regularly scheduled rock series to ever play the Strip and the first time rock music has been presented in a cabaret setting which allows families to buy tickets at the same table.

Quality Gets Rights

LOS ANGELES—Quality Records has been set as Canadian distributor for Casablanca Records. The first release in Canada under the deal is the Hudson Brothers chart single, "So You Are a Star."
Lucy In The Sky With Diamonds
b/w
ONE DAY AT A TIME
MCA-40344

a new single from
The Elton John Band

featuring the reggae guitars of
Doctor Winston O'Boogie
PRODUCED BY GUS DUDGEON
MCA RECORDS

This single is NOT available on any Elton John album
Neil is proud of his past but he's even prouder of what he's doing now. And so he should be—this album contains some of his best work ever. Listen to songs like "Solitaire," and "Laughter in the Rain:" then you'll see what I mean.

We at Rocket Records have been given the privilege of releasing these tracks, which are a compilation of Neil's hit albums in Great Britain. If you watch the charts in the next few months you'll see that even though he's never been away—SEDAKA'S BACK

Elton John

AN ALBUM ON ROCKET RECORDS
'Rocky' To Play N.Y. Next Feb.

LOS ANGELES—"Rocky Horror Show" producer Lou Adler will open the show on Broadway in February. Shubert Theaters removed the row seating from their Belasco Theater to convert it into a cabaret facility, at Adler's insistence that he would only bring "Rocky Horror" to Manhattan in a cabaret theater setting.

The campy horror movie spoof has run nine months in Los Angeles at the Roxy nightclub, with liquor and dinner service available. Tim Curry will repeat his London and Los Angeles starring role as unsex mad scientist Dr. Frank N. Furter. He is currently completing filming of the "Rocky Horror" movie in London.

Adler's Ode Records original cast album of the show will be heavily promoted in the Greater New York area to coincide with the Broadway opening.

'Tommy' Rates 2 Consultants

LOS ANGELES—In an unusual film marketing move, New York concert promoters Ron Delenser and Ann-Margret's longtime manager-producer, Allan Carr, have been signed as merchandising consultants for the Easter release of "Tommy.

The rock movie, produced by the Robert Stigwood Organization and distributed by Columbia Pictures, will premiere at Easter, 1975.

LOS ANGELES—Following four consecutive chart successes, a number of TV talk show appearances, a shot as "In Concert" host, finalization of plans for his own eight week summer TV series—and 15 years on the road—Jim Stafford has become one of the latest "overnight successes" in the music business.

Stafford made a chart debut last year with the excellent talk/sing disk, "Swamp Witch," a tale of a witch who saves a town from the plague.

He then switched to some less serious subjects, like "Spiders & Snakes," "My Girl Bill," and "Wildwood Weed" and he hasn't missed the top 20 since. He's also shown a sense of humor on his various TV shots that only Roger Miller seems able to top in contemporary music.

"Actually," says Stafford, "I started off just wanting to be a guitarist. I went to a jazz camp, visited Nashville to see the pickers, did the whole thing. Then I thought I might get into performing, so I moved to Atlanta and worked with a drummer. I played organ, bass with my feet and held a guitar in my lap. And he did the singing.

Stafford says he felt shy about singing, but was forced into it when the act split up and he decided to go solo. He developed a lounge act, started playing with the likes of Sarah Vaughan and in clubs like Mr. Kelly's and the Cellar Door and decided TV appearances would be his goal since the aim of having a hit record was "too intangible."

"I was playing in Clearwater in Florida," he says, "and I was still shaky about singing. So I wrote 'Swamp Witch' because I could pretty much talk my way through the show. I didn't want to write a real story-song, like a 'Big John' or some of the Tony Joe White songs. I really wasn't thinking about having a hit record. I just thought it would be nice to have any record after 15 years in the business. Anyway, Lobo and Phil Grammeh came in, liked the song and produced it for me."

Since that time things have been running smoothly for Stafford, yet he still retains some views that are refreshing to hear in today's often too business-like music business.

"I'm doing primarily concerts now," he says, "and to me a concert is always exciting. To me it's show business, a chunk of Americana we don't want to lose. There's something about the crowds, the lights and that one artist or group on stage that's really exciting. It's entertainment, and I have great respect for the commercial audiences, meaning the masses."

Stafford also feels that he is helping in some areas with some of his more flippant songs, and that he is not trapped with this kind of material.

A song like 'My Girl Bill' ends innocently enough and so does...
LOST AND FOUND

- FOUND: one STRAY DOG.  

COPYRIGHT 1974 MANTICORE RECORDS DISTRIBUTED BY MOTOWN RECORD CORPORATION
TENNESSEE ERNIE FORD has recorded a song that brightens and uplifts our world.

COME ON DOWN

...and the joy is spreading from Atlanta and the Southeast (where it is the holiday record!) and big sales have followed heavy radio station requests!

Make A Joyful Noise
ERNIE FORD

COME ON DOWN (3916)
from Ernie's album, MAKE A JOYFUL NOISE (5T-11230)
December 7, 1971  Billboard

**North Central Region**

**TOP ADD ONS:**
- CAPELLE - Please Mr. Postman (A&M)
- NEIL SEEDAM - Laughter In The Rain (MCA)
- BARRY WHITE - You’re The First, The Last, My Everything (Atlantic)

**PRIME MOVIES:**
- WHITEY - You’re The First, The Last, My Everything (Atlantic)
- BARRY WHITE - You’re The First, The Last, My Everything (Atlantic)
- NEIL SEEDAM - Laughter In The Rain (MCA)

**BREAKOUTS:**
- NEIL SEEDAM - Laughter In The Rain (MCA)
- BARRY WHITE - You’re The First, The Last, My Everything (Atlantic)

**Southeast Region**

**TOP ADD ONS:**
- STEVE WINWOOD - Breeze On By (Capitol)
- ELTON JOHN - Laughter In The Rain (Capitol)
- GEORGE MASON - Never Can Say Goodbye (Motown)
- BARRY WHITE - You’re The First, The Last, My Everything (Atlantic)

**PRIME MOVIES:**
- ELTON JOHN - Laughter In The Rain (Capitol)
- STEVE WINWOOD - Breeze On By (Capitol)
- GEORGE MASON - Never Can Say Goodbye (Motown)
- BARRY WHITE - You’re The First, The Last, My Everything (Atlantic)

**BREAKOUTS:**
- ELTON JOHN - Laughter In The Rain (Capitol)
- STEVE WINWOOD - Breeze On By (Capitol)
- GEORGE MASON - Never Can Say Goodbye (Motown)
- BARRY WHITE - You’re The First, The Last, My Everything (Atlantic)

**Northeast Region**

**TOP ADD ONS:**
- JOHNNY CASH - Ring Of Fire (Mercury)
- ELTON JOHN - Laughter In The Rain (Capitol)
- JOHNNY CASH - Ring Of Fire (Mercury)

**PRIME MOVIES:**
- JOHNNY CASH - Ring Of Fire (Mercury)
- ELTON JOHN - Laughter In The Rain (Capitol)
- JOHNNY CASH - Ring Of Fire (Mercury)

**BREAKOUTS:**
- JOHNNY CASH - Ring Of Fire (Mercury)
- ELTON JOHN - Laughter In The Rain (Capitol)
- JOHNNY CASH - Ring Of Fire (Mercury)

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**As a businessman, you'd make a terrific human being.**

Some of the things you do for a living can make you feel wonderful when you do them for free. Help people living in your community.


In fact, there are probably dozens of volunteer organizations right in your town who would love to have you working with them. Join one. Or, if you see the need, start one.

We’ll never contact you. If you can spare even a few hours a week, call the Volunteer Action Center in your town. Or write: "Volunteer," Washington, D.C. 20044.

You’ll get to know some terrific human beings. And one of them will be you.
Thanks to our Nashville talent, Chappell/Nashville is pretty big for a 5 year old.

* Chappell wouldn't have grown to be so big if our writers weren't so good.
* We're proud to say that our home-grown Nashville talent has won more than its share of the latest ASCAP and BMI awards. This ad is our way of saying "thanks" to all the writers, producers and musicians who have helped us grow and prosper.
* Our fondest thanks to everybody who has helped our fondest dreams come true.

Rory Bourke
"Everybody Needs A Rainbow" ASCAP Award Winner

Johnny Wilson
Gayle Barnhill
"Sweet Magnolia Blossom" BMI Award Winner

Jim Mundy
"Come Home" ASCAP Award Winner

Jim Owen
"Southern Lovin" BMI Award Winner

Darrell Statler
Ladysmith
Gene Dobbins

Rory Bourke
"Sweet Magnolia Blossom" ASCAP Award Winner

Joanne Thain

Jim Owen
"Blood Minded Man" BMI Award Winner

CHART SINGLES DURING 1974
"Come Home"  
Jim Mundy/ABC

"Everybody Needs A Rainbow"  
Billy "Crash" Craddock/ABC

"Rock On Baba"  
Brenda Lee/MCA

"She's My Woman"  
Dianne Dee/ABC

"Smile For Me"  
Lynn Anderson/Columbia

"Stop If You Love Me"  
Terry Stafford/Atlantic

"Sweet Magnolia Blossom"  
Billy "Crash" Craddock/ABC

"Welcome Home"  
Peters & Lee/Mercury

"When She's Good"  
She's Really Good/Hugh Higginson/Mercury

"You Never Say"  
You Love Me Any More/Nat Stuckey/RCA

CHART LP ARTISTS DURING 1974
Lynn Anderson/Columbia
Jim Ed Brown/RCA
Billy "Crash" Craddock/ABC
Lettie Frizzell/ABC
Jerry Lee Lewis/Mercury
Torrin Overstreet/Dot
David Rogers/Atlantic
Terry Stafford/Atlantic

THese ARTISTS have RECENTLY CUT CHAPPELL SONGS
Don Adams/Melody Allen/Eddie Arnold
Molly Bee/James Brown/Donnie Burnette
Alvin Berton/Johnny Carter/Billy "Crash" Craddock
Jamie Keys/Dodie Lee/Jim Mundy/Curtis Potter
Elvis Presley/Ray Price/Del Reeves/Paul Richey
Jeanie C. Riley/David Rogers/Jerry Ross
Guy Shannon/Sammy Smith/Darrell Statler
Charlie Walker/Jerry Wallace/Bobby Wright
Johnny Wright/Faron Young

PAST HITS
"All Heaven Breaks Loose"  
David Rogers/Columbia

"Between Me And Blue"  
Ferlin Husky/ABC

"Broad Minded Man"  
Jim Ed Brown/RCA

"Fool"  
Elvis Presley/RCA

"I Buy The Wine"  
Lettie Frizzell/ABC

"Let My Love Shine"  
Mart Brown/Atlantic

"Now Lonely Is Only A Word"  
Nat Stuckey/RCA

"Southern Lovin"  
Jim Ed Brown/RCA

"Sweet Country Woman"  
Johnny Duncan/Columbia

"True Love"  
Red Steagall/Capitol

Copyrighted material
LOS ANGELES—"If I knew then what I know now, I would never have spent 26 years as a MOR agent with a big booking company," says Robert Phillips.

As founder of the 18-month-old RPM Agency in Beverly Hills, Phil- lips has been associated with the live booking of Bachman-Turner Over- drive since July 1973. When the Mer- cury hard-rock foursome was just getting underway and their price for a night was as little as $300.

Now, of course, BTO has been this fall's breakthrough story, with both a recent No. 1 single and album on the Billboard charts. The Van- couver-based group led by ex-Guess Who guitarist Randy Bachman regularly takes home $100,000 for fill- ing large auditoriums and has been offered $100,000 to headline a projected July Fourth festival this summer.

BTO's strong product, culminating in its current gold "Not Fragile," LP, and outstanding support from Mercury, have of course been key factors in the group's success. How- ever, Bachman-Turner built a strong base of fans by consistent record appearances throughout 1972 and 1973.

BTO was brought to the fledgling RPM agency by the office's lead booking agent, Paul Smith, 29, who joined RPM as the one positive byproduct of a short-lived business dispute between RPM and Smith's former em- ployers, the now-defunct East-West Productions.

Robert Phillips founded RPM af- ter 26 years at Associated Booking Corp. After the death of founder Joe Glaser in 1969, Phillips became ma- jority stockholder and was offered the presidency of ABC. However, he did not wish to leave his family and relocate to New York.

So he turned down the ABC presi- dency and ultimately found he could not work with the new agency administration. He sold ABC back to Glaser's estate, left the industry, and signed a contract agreeing not to compete in the agency business for a year after his exit.

After spending his sabbatical on a round-the-world tour and a lot of golf, Phillips decided it was time to get back into harness. He was not sure if he wanted to concentrate on managing or booking (RPM stands for Robert Phillips Management). But when he found that his long-time MOR big-name clients were all committed else- where, he knew he would have to take his first plunge into the contem- porary music scene.

RPM now has a staff of three con- temporary agents, Smith, Bill McPherson and Phillips' daughter Penny, who is in her early 20s. Phil- lips describes his personal role in the early struggling phase of RPM as "keeping the agency afloat by pack- aging overseas tours in my old area of expertise."

Phillips had long been known as one of the top agents in booking the Far East. For RPM, he made a series of lucrative one-shot deals touring everything from ice shows to all-star basketball teams through the orient. He also got a $90,000 Asian tour for Little Richard and a $75,000 jaunt for Chuck Berry.

"Having tried it both ways, I find a lot of more satisfaction in oper- ating my own small office with no more than four or five contemporary music clients that we can give per- sonalized service to," says Phillips.

"At ABC I was involved in 200 deals a day for a client list of 1,000," he adds.

RPM now books, besides Bach- man-Turner, new CBS duo Cecilio & Kapono, ABC's 'Fresh Start and two recently reunited acts, Spirit and the Spencer Davis Group.

Phillips who handled practically every important easy-listening act at one time or another during his career, says, "As a MOR agent, my ultimate goal was to get a Marlene Dietrich into the Nevada casinos for $50,000, whereas for a $50,000 commission. A hot contemporary group can earn five or 10 times that much on concert tours."

Bachman-Turner Overdrive, as citizens of Canada, are allowed by law to play the U.S. for 13 dates per year. And that is exactly what they do.

"I realize that it is unhealthy for an agency to be dependent on one su- perstar act, and now that BTO is over the top we will be able to con- centrate more on building our other artists," says Phillips.

"However, we have a great working relationship with Bachman- Turner, and that's the key. "BTO's Magic." Allen."

The group's contract runs through 1976.

"We talk a lot about rock musicians as being wild men to deal with," says Phillips. "But it's back when I was an ABC MOR agent that I got to know 4 a.m. calls from my Vegas lounge clients complaining that the glass on a hotel window was being hit with names on the billboard. Bachman-Turner Over- drive are all Mormons, and they don't even drink, let alone take drugs."

RPM AGENCY'S STAR CLIENTS—Bachman-Turner Overdrive was a fledgling act in July 1973 when it signed with the brand new RPM office. Its price for a night now climes from $300 to $50,000.

MODERN JAZZ QUARTET
Avery Fisher Hall, New York

Another chapter in jazz history was closed Nov. 26 when the Modern Jazz Quartet bid a final farewell to their audience, and with it the dream of the period's great band. Each tune was introduced by other public John Lewis of vibraphone and Mel Jackson, and each song was played as if there were 5,000 people buying tickets that appeared to be reserved especially for the occasion.

Trumpeter Donn Kay kept the group's sound intact throughout and although he may not be the most stylish drummer in jazz he certainly is one of the most versatile. He can play percussion-instrumented drumming for the more classical pieces, and quite effectively for the group's other side. Bassist Percy Heath demonstrated his material on several intricate bass lines, and vibraphone Ben Tucker was a classically trained musician, but still kept close to his top stuff, while Jackson laid back for much of the material waiting for the appropri- ate moment to get hot.

While the group's breakup after more than 13 years, it is not a surprise, because it now can sample the fruits of each musician individually.

This performance was recorded by Atlantic Records for the archiv of music, a great serv- ice to future generations who will be able to hear the best groups of the N41 and the first new of a brand new for Molen, Jackson, Lewis, Kay and Heath.

COWTOWN TOURS ORGANIZED FOR MIDWEST ACTION

KANSAS CITY—Stan Plessner and Paul Peterson of Good Karma Productions here have spun off a new company, Cowtown Tours, to promote concerts around the Mid- west. Cowtown Tours will be headed by Rick Bloom, former CMA agent in Los Angeles.

Included in the firm's concert promo- tion package will be self-con- tained light and sound crews and equipment provided by another Good Karma division, Cowtown Sound.

Good Karma has promoted shows at Kansas City facilities for years, as well as managed the Ozark Mountain Daredevils, Brewer & Shipley and Danny Cox.

Cowtown Tours will be organized for the Midwest.

BLOOD, SWEAT & TEARS with DAVID CLAYTON-
THOMAS & KAREN KARSH

Warehouse, Denver

Labeled to join the trend of major group re- tours (Shuggo, Van Der Graaf) is the Da- vid Clayton-Thomases & ETS, a 1,500 sell of the original rock band's greatest propor- tionality. The Denver gig was actually a sneak pre- view for the official resumption of work late in Chi- cago. However, it was a great pleasure to report that high-energy vocalist GT (and the band blend together in "Swimming Pool" and the rest of that dynamic band as they ever showed before the split-up some years ago.

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Also worth note was Nv. 9 were the big, talented just like any other audience." Stewart well, of course, continue with his writing. His latest effect, "Your Bulldog Drinks Champagne" indicates he's still not taking things too seriously. He will, however, "put a little more of a beat, a la 'Spiders & Snakes' kind of thing, on most of the songs on the new LP. There will also be some story lines along the lines of 'Swamp Witch.'"
GLORIA GAYNOR
"NEVER CAN SAY GOODBYE"
(M-14746)

HAS BEEN THE NUMBER ONE
DISCOTHEQUE RECORD
FOR TWO MONTHS STRAIGHT

Gloria’s gaining: the Queen of the Disco’s is now also Queen of the Charts.
After we say “wow,” we want to say “thanks” to all of you who have discovered the Disco market and for discovering the exciting talents of Gloria Gaynor.
"Never Can Say Goodbye" is:

BILLBOARD 34
CASHBOX 53
RECORD WORLD 46

MGM DISTRIBUTES

Distributed by Phonodisc/A Polygram Company.
Ohio U.'s ACRN-FM One of Finest On Any Campus

By JIM FISHEL

NEW YORK—ACRN-FM, the radio voice of Ohio University in Athens, Ohio, is a station that is connected to the listener's television, but played through his radio.

The station is the largest and most successful commercial collegiate FM outlet in the nation, claims general manager John Henry C. D. Klein.

"The station offers a broad array of programming to fit any student's needs," he says. "We try to be different from most others because we are the exclusive broadcast service of the eight university dining facilities. ACRN-FM is a completely student-oriented and operated and it provides more than 30 university departments with news, sports and other special events, such as concerts and sporting events."

A full range of services is offered by the station and these include a weekly feature on new additions to the campus stereo album, spot announcements, and weekly shows dealing with soft rock, classics, jazz, deli, and other music.

"We are totally commercial-supported by advertising and in more than one-half of our show hours, we are under the revenue," Klein states. "One of the things that makes us different is the fact that we are totally professional in our approach."

The station decided to build its own stereo in the near future and Klaus says one of the reasons the station has lasted and grown is because it supplies the eight dormitory carrier current stations with origination and the carrier current transmit, etc., when they begin using their own individual shows.

"We recently sponsored a contest for listeners and offered a full stereo system to the winner. It asked listeners to identify the titles and artists of 10 records that were aired on the station, Oct. 26, between noon and 6 p.m."

"The 4-year history of the station has been a glorious one, according to Klaus.

"We broke into the campus radio market by broadcasting in the cafeterias and after we could prove to the students that we were being listened to by more than 10,000 students each day, we had it made," he says. "The show was commercial in the beginning, but shifted over gradually to the commercial side and now we have more than halfway successful show-time daily commercial format in September of this year."

Lots of activity of late at Miami's Criteria Recording Studios. First, studio owner Rob and Howard Alpert, son of the late singer, producer, and Hollywood Sound Stages producer, Pat Alpert. Having worked with the likes of Dean Martin, Abravanel, and other great names of the 1950s and 1960s, Howard is still producing.

Second, Stephen Stills, Black Oak Arkansas, Rusty Stanchfield and Redstone, all of whom are now producing a set with the Brothers Band. They then go on in Stills to co-produce and engineers.

Operating on a 24-hour schedule, the studio was able to carry on without breaking or stopping and operate a busy schedule.

Fred Goodwin of downtown Cincinnati's Country Club that he had been in touch with producer, George Shearing, and Hugh McCracken helping out. Jack Adams is handling the control board while Melanson is due soon for his upcoming LP with Tom Dowd producing, and RRO Speed-wagon is due to work in with executive producer Fred Goodwin and producer Alan Blakely, Stynaky and has been mixing the next Joe Walsh LP.

Finally. Criteria is moving into yet another equipment upgrade. There is a new and improved recording system. Jack Adams is upgrading all studios. President Mark Emerman says the 24-track system for Studium Studio B and The Studio E, this month, and adds that Studio B will be converted to 24-track in the near future.

Up the East Coast in Boston, things have been hopping at Music Distribution, Inc., according to Paul Schultz. Danny Starbrough, previously with Sweet Stanza Chain, has cut a single with Music Distribution, Inc., production handled by Jeff Gillum. Kass & The Road Apple have fin- ished recording at Herman's Set- tina on their new album, all to be released soon. Mansfield, the station's first single with Paul Williams producing and Joe Ciccarelli engineering. Dick Farkas is working with and Elektra and in the past and been associated with John Lennon, did some work with Danny Lipman handling the production.

Electric Lady Studios in New York City is owned byonal Melanson, is being used by rock music station WQVF-FM (which broadcasts exclusively as the site for five performing artists on Monday nights). So far, the sensational Alex Harvey Group, the Steve Winwood Group, the Marshall Tucker Band, the Persuasions, and the Doobie Brothers all have shown with WQVF disk jockey Larry Cotton. Electric Lady's Ron Johnson is acting as female between the various labels and the station. WQVF operates a classical station until recently, under the call letters WNCFM-

In country news, the Columbia Studios in Nashville have been busy lately. Johnny Cash stepped in to cut for Columbia and Johnny and Jack and Misty Morgan were in for Epic and Don Williams (who was in the studio to produce the new album of the Pozo Soco Singers, one of the 60's finer rock bands) was also in to do some work. Cilla Black and the Sisters did some work for ABC/Blue Thumb at Quadraphonic Studios following their tour and the band was also there when they worked at the ABC/ Dot show. Brian Collins also fin- ished up his new LP for ABC/Dot at Jack Goodwin Recording Studios and Monument Recording Studios. Dot president Jim Fogenhan handled the production chores, with Jim Williams engineering.

On the West Coast, Mac Davis is just about done with his next Co- lumbia LP with Gary Klein produc- ing at Hollywood Sound Studios. Klein's co-producer for this LP is Johnny Cash in the near future at Hollywood Sound. Flee & Eddie are working with the likes of Tempest, Joe and Jimmie Davis, and as with Cash, will be working at the Rolling Stones two years ago, will be cut- ting some material for their debut CBS LP. The Clouds are finishing up their newest double album, "Black Starlet." Songs for the movie were penned by GRC and60's doo-wop singer Donnie Drew. John Edwards has cut some material at the studio with staff producer Floyd Smith.

New on The Charts

CAROL DAViS

"Doctor's Orders" (Geffen)
"Skyrocketing" is the word for what's happening on Davis' latest pop-music-perfect single. It sold 100,000 in its first week of release, with rack- jobbers unable to keep up with the demand. The song, which Davis wrote with Steve James and Jack and Misty Morgan were in for Epic and Don Williams (who was in the studio to produce the new album of the Pozo Soco Singers, one of the 60's finer rock bands) was also in to do some work. Cilla Black and the Sisters did some work for ABC/Blue Thumb at Quadraphonic Studios following their tour and the band was also there when they worked at the ABC/ Dot show. Brian Collins also fin-

Studio Track

By BOB KIRSH

(Continued from page 20)

Singers

Sly & the Family Stone to MGM. The progressive country artist's single for the label was co-produ- ced by Jim Wilkes and Billy Byler.

John Mayall to ABC, after nearly a decade on Polydor, as forecast last month in Billboard's In- dustry Week.

Herb Silver is signed to U.K.'s Blue Note la- bel... Johnny Russell, country writer-singer on RCA, is listed Tallest of Nashville. We'll go to "Brownies to Fantasy Records. He's a country artist playing clubs in Northern California.

(Continued on page 22)
20,000 good reasons for using Dolby

Dolby tapes can be made or played anywhere—on any of the 20,000 track recorders now equipped with professional Dolby units (Nov. 1974). This universality is of tremendous value to all musicians, producers, and recording engineers who place a premium on sound quality. They know that their recordings can be made anywhere, played anywhere, with the precise and dependable Dolby units always doing the same job—reducing hiss, crosstalk and print-through—with crystal clear sound as the result.

The sound from one Dolby unit is reason enough. But it’s nice to know that there are 19,999 other good reasons as well.
L. A. Promo Folk See
Emergence Of Discos

By JEAN WILLIAMS

LOS ANGELES—All of the radio
divuses are beginning to emerge on the
West Coast as they have on the East Coast, it was
drawn out when the West Coast California
Promo Men's Assoc. met
Tuesday (21) at the home of
Warren Williams of Elektra/Asylum
Records.

Speaker guests included Frank
Johnson, music manager, and
Kenny Reed, publicist.

George W. Miller, program
director of KDCA; Gene West, opera-
tor of KFRC; and Ron Maddox, program
director of KDAY.

Maddox pointed out in an
answer to his question that the
music magazines, record shops, and
radio stations are vital. He feels there is little
communication between the rock stations.

In an answer to the question
about how he would like to
increase his audience and
carry the theme... (Continued on page 26)

Bubbling Under The Top LPs

201—GENESIS, The Lamb Lies Down On Bald Rock
202—DAVE EDGAR, Mountains Of Despair
203—LYNDA AND JAN, We Live Up To Our Name
204—FOSTER CREEK SYMPHONY, Do Your Thing
205—EUGENE BARRY, Tangled In A Blanket
206—JOHNNY SPOTSFUL, Tiptoe Through the Tulips
207—KIM KELLEY, California Sun
208—MERRY MILLER, The Wild Country
209—JOHNNY SPOTSFUL, Back To The Future
210—TOM JONES, Keepin' Up With The Joneses, Mercury SM-10002 (Phono-
YOU CAN HAVE
90 MINUTES
A WEEK OF TOP
CONTEMPORARY
PROGRAMMING

FREE!

STUDIO SESSION

STUDIO SESSION is a unique weekly ninety minute radio program that can be yours exclusively. Each week STUDIO SESSION features the words and music of a recording artist with a hit in the week's top 20. Fast paced and tightly produced, STUDIO SESSION grabs your audience and holds them as no other program can.

This is not another recorded concert, not another "name" DJ spinning records; it's an original, timely interview with a major artist talking about his life and playing his music. In STUDIO SESSION all talk (limited to 25%) relates directly to the music. The interviewer is heard only on segues.

STUDIO SESSION converts the loyalty your audience has for their favorite artist into loyalty to your station and to your advertisers. And since the loyalties of fans are sometimes fickle we guarantee acceptance by featuring each week only acts with records in the top 20.

Some of the acts featured in the last several weeks include Chicago, Billy Preston, America, Bachman-Turner Overdrive, The Miracles, and Kiki Dee.

Even if you have access to the top contemporary acts, not even the largest stations can afford the huge weekly cash investment needed to produce this quality programming. But since STUDIO SESSION is underwritten by national advertisers you can have this weekly, 90 minute program for FREE plus have nine minutes within the body of the program to sell locally at the top of your rate card.

For full details on how your station can build audience and profits with STUDIO SESSION return the coupon now, or call Mark Talbot or Jack Davidson at (212) 873-0925. (First Refusal is reserved for the first station in each market which calls or returns the coupon.)

Clip and return to: American International Media Services
2248 Broadway
New York, New York 10024

STUDIO SESSION sounds interesting. Send me full licensing details and a demo. I understand I am under no obligation. (Please Print)

Name ___________________________
Title ___________________________
Station _________________________
Address _________________________
City __________________ State _______ Zip __________

© American International Media Services, Inc. 1974
Long rumored, but denied 17 years, was the leaving of Bill Watson at WMAQ to work for the CBS network in Los Angeles. But, he’s gone. New program director is Les McCann. His first off-the-air event was the flagship station of Gene Chenault. Earlier, Bernie Torres had left the BMI Music catalog and the CBS network in New York. George Williams, a freelance radio producer and executive, Southern Broadcasting Winston-Salem, NC; David Kimmel, vice president and director of marketing, Blarz Radio, New York; Rick Riso, vice president of marketing, Metromedia, Los Angeles, and Nat Stevens, program director, KQV, Phoenix.

Except for perhaps one or two others to be announced later, the advisory committee is complete. A preliminary meeting was held last week in Los Angeles by a few of the members and a full scale meeting will be held shortly after the first of the year to discuss the national competition for awards and recognition.

**Radio-TV Programming**

**Additional Advisors**

**SetForRadioForum**

**LOS ANGELES—Ten more advisors have been selected by George Wilson, producer of the 1975 SetForRadioForum which will he held in San Francisco next Aug. 13-16. Ten advisors were announced last week. Wilson is chief of radio for Barnell.

Juggling the other radio and TV topics and trends are national radio and television educational event is Jim Gabbett, owner of KIOI in San Francisco and president of the National Association of FM Broadcasters; Ron Davies, director of record programming, National Broadcasting Co.; Robert L. Lindsley, associate broadcast director, BBDO, New York; Ted Atkins, general manager, WTAPE, Pittsburgh; Russ Regan, president, 20th Century-Fox Records, Los Angeles; Jack Taylor, program director, WOR, New York; George Williams, freelance radio producer and executive, Southern Broadcasting, Winston-Salem, NC; David Kimmel, vice president and director of marketing, Blarz Radio, New York; Jeff Cooper, vice president of marketing, Metromedia, Los Angeles, and Nat Stevens, program director, KQV, Phoenix.**

**Australian Acts Flee**

*Continued from page 24*

We, and they, have a listen to it. But there might be many records classified. I think my station 2SM is playing a competitive station, and the moment, the label put on a review for similar reasons. We don’t think they should be played in children’s programs. It’s that word “try to find out exactly what a children’s program is. There are, obviously, other radio stations that do play children’s programs. I can’t count the number of them.

H: In the seminar you conducted (it was held in July), there was mention of the word “try to find out the word bloody arse off.”

O: That record got airplay all over Australia. The word “bloody” ... well, we’ve gone through a thing here ... was it a record called “The Red Baron” that you were thinking of ... that was released at the word bloody in it? Several years ago.

H: Snappy and the Red Baron. At that time, we were so uptight about this whole bloody thing that we got the record company to go and put it back on the shelf out of the bloody word. If anyone suggested that today, the record company might ri ... ?

H: I presume you have something like the FCC in the United States?

O: Yes, there is an Australian Broadcasting Control Board.

H: Do they exercise the same type of regulatory control as does the FCC? Can it, maybe, influence.

O: I don’t believe the control board interferes in programming. They do lay down standards for advertising ... the number of commercials.

H: How many minutes of commercials can you carry?

O: I believe it’s 18. We run with a restricted number of commercials ... like many radio stations in the states. We vary between nine and 10 minutes of commercials per hour.

H: Depending on the time of day?

O: Yes. The control board gets into restrictions on the amount of foreign language programs broadcast ... the things you can and can’t do in terms of good taste ... they issue a box ... I guess it’s like the FCC. One of the things I should mention ... I think more American radio programs take place than do here. There would get one hell of a laugh out of it ... is that I have to renew my license to broadcast ... the station is only about four hours long. Whereas, I understand, some U.S. radio stations have applications running to 600 hours.

H: When will you have FM on the air?

O: Two to seven years. It’s coming. It’s around the corner. The department has accepted an application — in principle — on FM. But they haven’t defined at this time what that’s going to happen.

H: How much a good air personality in Australia earn?

O: On 2SM we want a $200 Australian a week, which is more than $200 in the states. From there, it’s up to whatever we think’s worth.

**Travels Show Set**

**NEW YORK—An hour weekly music and talk show called "Marcy Travels and Friend" will hit the air in January by WRDM-FM, WIND-MF, WIND-FM, KAFI-FM, St. Louis; and WNMN-FM, Indianapolis. Twenty First Century produces also "The National Lampoon Radio Hour" for radio syndication.**

**Vox Jox**

*By CLAUDE HALL*

As part of the observance celebrating its 15th anniversary, Vox Jox, the listening and talking program presented by music executive Richard Tucker has just completed taping an interview with T.J. Richardson, the voice of a CBS radio syndicated show "The Music and the Musician." The program is scheduled to air starting in February, to mark his Jan. 25 anniversary date. The program includes some of his best recordings, including a "trip down memory lane." "Aidy" is planning to provide promo spots for the stations using the show.

**WPX in New York has launched a distinctive type program each Saturday at 8 p.m. playing New York’s current discotheque hits. Someone with the ultra-artificial name "Dance Time" will host the program. This show follows a two-hour show featuring new records.**

**WTIM-FM in Taylorville, Ill., has changed from beautiful music to rock programming at night on weekends.**

**The Seattle Times announced that Jim Mc进行了一次未披露的交易，使其在BCB的市场份额达到了15%。**

**The new morning show team on KWI is being put together in a few weeks. The show will be hosted by the former afternoon drive disc jockey.**

**Joining the KTVF staff will be the addition of a new member. The show is scheduled to start in the spring.**

**Blair Radio, New York, is looking to the future with an eye on the growth of the medium.**

**Bob Gurnis, program director of WHKX, Tuscon, Mexico, says: "The market is growing, and I feel that our station is a very important part of that growth."**

**KMEI in Los Angeles is going to one other better. However, the progressive station will be known as the "Rose Bowl Parade" on New Year’s Day in quid, using the SQ process. Dave Mitchell, general manager, says for the station to be part of the project.**

**The Credibility Gap will do the announcing on the project, which is being developed by the "right word" - Metromedia TV's operation channel, 11. Not only will it bring in new viewers, but it will also help to bring in new listeners. To my knowledge, this will be the first time on a station that has broadcast this type of program.**

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The King Biscuit Flower Hour presents: The J. Geils Band and Foghat, Sunday, Dec. 8, 1974.

On Dec. 8, the King Biscuit Flower Hour will present a taped live radio show starring The J. Geils Band and featuring Foghat. The show hosted by Bill Minkin.

is in Quadraphonic sound. So you can hear it the way you'd be seeing it.

In the future, shows will be on the second Sunday and the last Sunday of every month. Check the listing below for times and stations.

<table>
<thead>
<tr>
<th>City</th>
<th>Station</th>
<th>Frequency</th>
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<tbody>
<tr>
<td>New York, N.Y.</td>
<td>WNEW-FM</td>
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<td>Norfolk, Va.</td>
<td>WDNA-FM</td>
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<td>Farmingdale, N.Y.</td>
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<td>KRLD</td>
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<td>Baltimore, Md.</td>
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<td>KZKU</td>
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<tr>
<td>Salt Lake City, Utah</td>
<td>KPCW</td>
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<tr>
<td>Washington, D.C.</td>
<td>WLA</td>
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Send check or money order for $2.50 i 35 for postage and handling for a King Biscuit Flower Hour tote bag. (Actual size 15 x 18). A radio show sponsored by 3M Scotch Recording Tape.
N.Y. Philharmonic Europe Tour

NEW YORK—The New York Philharmonic will make a four-week tour of Europe in the summer of 1975. A gala rehearsal of the World Trade Corp. will enable the orchestra to tour five countries and to perform in five cities during August and September.

Pierre Boulez, who is making his first European tour with the Philharmonic, will conduct the 106-member ensemble in all 18 concerts beginning on Aug. 28 in Edinburgh and ending on Sept. 29 in Charles.

Presentation of the IBM grant was made to New York Amos Ame, the director of the New York City Symphony Society, by Jacques Maloineau, president of the IBM World Trade Corp. Maloineau said, "We are honored to be able to support a visit to Europe by the Philharmonic. The tour comes during early stages of the American Bicentennial celebration which feature many expressions of America's cultural heritage. We share the Philharmonic's tour as an opportunity for our European audiences to share the richness of that heritage."

Armes replied: "The New York Philharmonic is deeply pleased and grateful for the generous grant from the IBM World Trade Corp., which has made possible the Orchestra's first trip to Europe in seven years. It is a welcomed opportunity for the Southwest to see the relationship between business and the arts—the tradition that will maintain the present high standards and future the future of the performing arts."

The tour will take the Philharmonic to the U.K., Belgium, Switzerland, Germany, and France. The orchestra will play at five leading music festivals, including the opening concert of the Edinburgh and Berlin Festivals; the closing concerts of the Lucerne Festival; the Flamer; the Festival in Ghent and Brussels; and the Festival d'Autome in Paris. The Philharmonic will make its first concert appearances in the London Proes and will also be heard for the first time in Hanover, Stuttgart, and Mannheim. The last tour of the concert will close with a concert at the Cathedral of Chartres. Other concerts will be in Paris, Bonn, Frankfurt, and Munich.

BASF's 8 Releases Out On Virgin Vinyl

NEW YORK—Eight new recordings, three of which feature soprano Mirella Freni, comprise BASF's holiday classical release. In a bold step toward quality assurance in its product, BASF has pressed all eight offerings on virgin vinyl, hand-fed into its presses. In a further attempt to achieve technical excellence in this release, only 500 impressions will be struck from each stamp. The extra care and concern that will be absorbed by BASF and not passed on to wholesalers and consumers. BASF is making a major and unusual extra care, unique in the industry today, will be reflected in excellent consumer reaction, according to BASF executive Woody Howard.

Involved are a new complete recording (in Italian) of Verdi's "La Traviata." The recording is Mirella Freni and Franco Bononi, conducted by Lamberto Gardelli. The release also includes separate performances by Ms. Freni and Bononi, and a third disk is devoted to these two artists in a duet recital.

Further evidence of BASF's commitment to the classics are the companion albums, among which are two new discs of the famous Mirella Freni dedications of arias performed on original instruments of Bach's concerto with solo violin and harpsichord with George Leonard, and Sigwaid Kuijken, the comprehensive concerto and impromptus movements of Schubert, played by Jorg Decus. Another performance of unusual interest is Schubert's famous "Death and The Maiden" played by the Colomvia Aureus, sequel to BASF/ Harmonia Mundi's best-selling version of Schubert's "Trout" quintet by the same artists.

A further disk by the collegium features works by Haydn, the Symponi Concertantes of Beethoven, the violin concerto No. 1 in C (Major) with Franz-Josef Mader, conductor of the same, as soloist. Major city performances are now under way including pre-recorded performances on the basis of classical stations, time buys, and print ads in trade and consumer publications.

Red Seal In Yule Ad Blitz

NEW YORK—RCA Records has launched a pre-Christmas largescale campaign on its Red Seal product.

The New York segment of the campaign runs through December. Page advertisements running on consecutive Sundays in The New York Times. RCA will make several to other cities will be placed locally. The New York ads are running in cooperation with Corvette and Sam Good's.

A major part of the advertising campaign is the "Red Seal In Yule Ad Blitz" immediately before and after Christmas on the nation's most important periodicals and magazines. This campaign will include eight spots per day for eight days on WOGM in Washington, WCRB in Boston, KDFC in San Francisco. WXNR in New York, WTMU in Miami, WCLV in Cleveland. WLFN in Philadelphia, KFAC in Los Angeles and WFMF in Chicago.

Among the products to be highlighted in the blitz are the operas "Hansel and Gretel," "I Vespri Siciliani," "La Boheme," and "Il Trovatore," as well as the orchestral works,Capoys, Ego:. Masterpieces from the Red Seal library including "The Entertainer" by organist Virgil Fox, and "Four Last Songs" and other songs by Richard Strauss by Louis Price.

Classical Notes

Zahan Mietto's contract as musical director of the Los Angeles Philharmonic has been extended for a three-year period, through 1977-79 seasons. . . . Southern California has appointed president and managing director of the Dallas Symphony. . . . Composer Joaquin Rodrigo adapted the guitar solo part from his "Concerto de Aranjuez," for the harp, in an Angel recording featuring accompaniment by Ninnor Zabaleta. New Macmillan book The Tenors offers some candid portraits of five

Marconi, CS Enter Deal

NEW YORK—Connoisseur Society has made a licensing deal with Pathe Marconi EM (France) to release 18 years of their records in the States in 1975. The first records are scheduled for release in February, the second set to be released in March, and will be a two-record set comprising the complete Faure Nocturnes for piano, and the complete Rachmaninoff Etudes Tableaux Op. 33 and Op. 39. Both records are with the French pianist Jean-Philippe Collard, winner of first prize in the Marquisette Long-Jacques Thibaud Competition, as well as the winner of the Faure Award. Collard made his American debut last year with the San Francisco Symphony and with Dallas, playing the Ravel Concerto. Throughout this year, Connoisseur will be releasing many other records with Collard as well as other artists, as a result of the deal with Pathe Marconi. The first negotiations started last November.

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

December 1974, Billboard
As Genesis grows in popularity, their music grows in scope. "The Lamb Lies Down On Broadway" is two records of indescribable music. Nothing we could say or do could prepare you for Peter Gabriel and Genesis' newest musical conceptions.

Sorry.

DOMINIC PEDRODI

Dominican musician/composer
Rafael Sotolongo spent several
days in Puerto Rico writing on
his international TV program.
Sotolongo's program is titled "Solodino En
Domino" and is shown on RTVD,
Channel 4. The program is called "A quien
Solodino llama" and is shown every
Friday at 9 p.m. on Rikiqakika.
Sotolongo is a member of the
Dominican Republic Association
which is producing his programs
and negotiating for presentations
in the U.S., Boston, Miami and
Los Angeles.

Rafael Sotolongo
at the microphone at Studio 6.

Argentinian singer Roberto Yanes
(Children's) has been booked for club dates at El Con-
quistador and on TV programs.

What's a hit after all? It is nothing more than a
D. R. I. G. hit. People come to see one hit after
another, and the audience joins in on the song.

"We have to make a big hit," says Mr. Roberto
Yanes, "because the audience expects it.
They want to see something new."
¡FELIZ NAVIDAD!
CAYTRONICS
"THE LATIN MUSIC COMPANY"

CAYTRONICS • ARCANO • MERICANA • PRONTO • VELVET • LADO A CALIENTE • CARINO • CHARRO • NORMEX • AUDIO LATINO

CAYTRONICS CORP. 240 MADISON AVENUE, NEW YORK 10016 (212) 889-0044
### Billboard Hot Soul Singles

<table>
<thead>
<tr>
<th>TITLE/ARTIST</th>
<th>Label/Atlantic</th>
<th>Date Released</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Don't Take Your Love from Me&quot;</td>
<td>Motown</td>
<td>July 1967</td>
<td>#1</td>
</tr>
<tr>
<td>&quot;My Girl&quot;</td>
<td>Motown</td>
<td>August 1964</td>
<td>#1</td>
</tr>
<tr>
<td>&quot;I Can't Help Myself (Sugar Pie, Honey Bunch)&quot;</td>
<td>Tamla-Motown</td>
<td>August 1966</td>
<td>#1</td>
</tr>
<tr>
<td>&quot;Just My Imagination (Running Away with Me)&quot;</td>
<td>Motown</td>
<td>April 1965</td>
<td>#1</td>
</tr>
<tr>
<td>&quot;Who's Making Love&quot;</td>
<td>Epic</td>
<td>June 1968</td>
<td>#1</td>
</tr>
<tr>
<td>&quot;Lips&quot;</td>
<td>Epic</td>
<td>September 1967</td>
<td>#1</td>
</tr>
</tbody>
</table>

**Note:** The above chart represents the Hot Soul Singles chart from Billboard magazine in late 1967. The chart positions indicate the song's peak position on the chart.

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**Dozier On His Own As A Solo Act**

By LEROY ROBINSON

LOS ANGELES—Lamont Dozier, remembered mostly as being one half of the songwriting brothers known as Holland—Dozier—Holland, has emerged as a singer on his own terms.

Now on his own, Dozier has wasted little time getting his room placed in the Los Angeles music scene. Signed to ABC-Dunhill, Dozier's first album is "Summertime.""I started as a singer,"" explains Dozier, ""Back in the middle '50s I was with a group called The Romens in Detroit. We had won a talent contest and also recording contract with Atlantic Records. We also recorded two songs that made it to 17 on the charts, but little else came after that.

And an end came to The Romens. But not the need to survive, and Dozier did so for a while as a trucker's helper. But this, too, didn't last long. He tried singing once again, joining a group called the Voice Masters, which also had a short existence. Dozier went on, however, as a single.

His solo stint was equally discouraging, but not his associations; one in particular with Gwen Gordy who later introduced Dozier to his brother Berry, then in the beginning days of his Motown Records.

It was also the beginning of the historical Motown success. Dozier's earliest contributions to that fact was his writing of Steve Wonder's first hit, "Contact On Love." While emphasizing writing, he cut a single, "Dreams," on Gordy's Melody Records. But Dozier found a need for creative support. He found it with the brothers Brian and Eddie Holland.

"We were always looking for new directions," he happily recalls. "Dozier, Brian, Eddie, and myself had the opportunity at that time to set trends, which I like to think..."

(Continued on page 33)
TEAC Unveils 48 Creative Centers

*Continued from page 1*

raise track. The person at the board can do whatever he wants with each track, such as bringing up one of the instruments or eliminating it completely.

"The second tape is a Music-Mixing/You-Mixing type of tape, and the four tracks feature instruments and one is blank. The consumer can fill in voice, an instrument, a tapping pencil or anything else. You can also mix 4-track to stereo. You cannot take a program and change it because it's already mixed down.

"Our attempt," adds Overstreet, "is to change the concept so that it happened a long time ago in our industry. We try to tell the business what is right. It's a recorder, not a reel-to-reel record player.

"We've all been selling it as a passive instrument. Now, we're trying to spur some people's imaginations. I don't think a person can really get into music if he never knows the technology behind it, and technology is one of the things the centers are designed for."

Overstreet makes the analogy of a person using an expensive camera to only "take a snapshot" of your kids playing in the yard to someone who only "uses a tape recorder to play music" and one who can learn to do creative things.

The basic idea of the centers is to show a person who owns one of these recorders which are stocked in homecenters and drugstores and stores which are not originally equipped, which are not equipment that is necessary. But for sound on sound, sync line and other recording techniques, the high-end tape recorder with appropriate features will suffice.

"The center will teach the capability of the tape recorder," says Overstreet. "The center itself includes two TEAC tape recorders, a Sony 3305 reel-to-reel deck with sync line and the 3303 reel-to-reel deck.

"There is also a 3500 cassette deck, a mixer, a mixing panel, three microphones, remote control panel buttons and a screen and lights that show four channels. The slides on the screen will show graphically what happens inside the tape recorder when certain features are turned on, such as echo, are going on."

All TEAC reps attended a four-day workshop at the main office here to learn how to use the center. They are helping to teach in-store personnel. Consumers will get a 15-minute demonstration behind the panel.

All album will also be available through retailers using the Creative Centers. Made with the Holo People, there will be an "in-store" description containing certain musical processes and then feature the group playing the music.

The set will help promote the model 3304S as a total instrument. Dick Rosenberg of TEAC does the narration on the disk.

Get Your Dollars Orlando Dollars

LOS ANGELES—Marc Gordon, personal manager, has filed a suit in superior court against his former partner Tony Orlando, seeking $177,198.86 which he claims is owed in commissions and expenses.

Gordon alleges that Orlando signed a four-year contract with him May 5, 1971, which provided for Gordon to take 15 percent of the top. Gordon claims he is owed $147,153.51 plus $363.25 in out-of-pocket expenses.

General News

"Q" Clinics Zoom Hardware

*Continued from page 3*

plug track. The first six-track model was "directly" a result of the clinic. Actually, at Federated Electronics a session of 12 sessions were being conducted through Dec.

Federated has long been a leader in promoting quad at the hardware level (its record department is leased and Lasko could not comment on record sales).

"Forty percent of our total business is in 4-channel equipment," he says, adding that the "intelligent way to sell 4-channel tape is to sell it stereo with stereo now in the 4-channel capabilities later."

The Sansui line is the biggest seller in top-end equipment. That 7001 amplifier is the best 4-channel unit available.

The Federated Electronics operation is undergoing a complete remodeling and Lasko is building what he believes will be the first acoustic room totally devoted to the automobile.

"Here, customers will be able to listen to 4-channel auto decks, 8-track at Fray decks, cassette units, and AM/FM radios. The push of a button on a control panel will allow them to select the unit and price of their choice, with a light showing which unit is in operation at that time.

"Another push of a button on a separate control panel will allow them to choose the speaker system of the finish.

The new acoustic auto room was suggested when store owner Willfred Schwartz had a cassette unit installed in his own car with two good Jensen speakers. Lasko says. "We found out that this combination sounded 10 times better than our display in the store. The auto acoustic room was the natural follow-up to that."
Aiko Unaffiliated With Japan Firm  
By ANNE DUSTON  
CHICAGO—Aiko Corp officials here deny that it is financially connected with Aiko Ltd., Japan, which filed a petition in Tokyo for corporate rehabilitation, the equivalent of filing Chapter XI in the U.S.  
Aiko Corp., in suburban Broad- 
view, Ohio, is the U.S. arm of the Japanese electronics manufacturer.

Aiko Corp. is supplied with some tape cassette product from Aiko Ltd., Japan, and uses the Aiko name as its brand name. Because of confusion, officials indicate there is a possibility that it will drop the Aiko name.  
Frank Delik, national advertising and public relations manager, says no problem in obtaining product from the Japanese supplier "because of existing inventory and future commitments.

Since the change in ownership in April, Aiko Corp. has mounted an aggressive campaign to build a national market for the cassette decks through a network of independent sales reps, national advertising.

TEAC Eyes Taipei Site  
MONTEREY, Calif.—The Teac Corp., which makes direct-drive cassette deck cassettes for the U.S. market at a facility now under construction in Monterey, plans to build a larger facility in Taiwan, which will also manufacture open reel units for markets in the entire western Pacific.  
George DeRado, president of Teac Corp. of America, will also head the Taipei operation.

39-Unit Nat'l Auto Sound Chain Sees Cassette Building  
By GRIER LOWRY

Kansas City, Mo.—Although still not quite in the ballpark with 8-track, cassette undercuts auto- mobiles, is one of the fastest growing of the volume in the unit sales.  
Cassettes in dash units are for cars, and cassette in dash units will continue to grow, believes Landy.

Headquartered here, National Auto operates some 39 stores over an area encompassing the South- western, Southeast and Middle Western sectors of the country. President and founder of the company is Carl G. Landy.

One of the pioneers and major outlets offering the complete au- tomotive electronics package, coupled with installations—in both underdash and in-dash systems—the company carries every Cassette unit for all makes of automobiles.  
This area of the business is left more or less unchallenged to discount houses, department stores, etc. The feeling is that it is unrealistic for the company to push a $50 hang-on unit when the $300 in-dash installation represents a higher-ticket, chunkier-profit proposition. For one thing, space limitations in service areas re- strict the quantity of work which can be performed in this sector and the feeling is that the concentration should be on the most profitable as- pect of the business.

On the question of customer-in- stalled vs. dealer-installed business, Mike Landy notes that about 50 percent of the units sold by the firm is installed by the cus- tomer. The completion of the in- stallation is a major determinant to do- it-yourselfers, he believes.  
"We do recognize," he adds, "that this situation may change dras- tically as mass merchandising on the cassette units continues to be run out by several manufacturers swings into high gear," Landy said. "But, for the near future, we feel that goods simply doesn't make it any easier for the self-doing crew.  
We do feel that the young customers who enjoy tinkering and getting in- volved in everything find self-install- ations appealing.

There is, according to Landy, a steadily growing demand for auto- motive quadraphonic sound systems at this time and he points out that this growth isn't due to any improvement in quad sound but rather to the fact that a number of major cities have four, five and six radio stations broadcasting 4-channel. This factor, he believes, will spark continuing interest in automotive quad systems.

The bulk of the 4-channel equip- ment coming on the market, he notes, is in the discrete, as distinct to the matrix, systems. Part of the dominance of discrete, he also points out, checks back to the bet- ter quality of discrete systems.

"Paradoxically," the tag he put on the fact that AM-FM automotive discrete quadraphonic sound is possible only on tape, not FM, the area on which it is broadcast. Neither the discrete nor matrix systems, he finds, exploit the excellent quadraphonic FM theater presented for sound in the automobile.

He was wondering if it is possi- ble with a discrete tape player to re- receive on the tape side but not on the radio side from four speakers. And the factor that makes this even more paradoxical is that the automo- bile radio is the first thing we were ever conceived when the software is properly produced. There is no evidence that the stereo automotive quad is good but the ques- tion that keeps nagging me is how much could be done to make its sounds really properly engineered for four speakers?

National Auto sells software at all stores. Except for 4-channel soft- ware, however, it has been a dimin- ishing factor for the company's vol- ume the past several years. Sales are far below the hot pace set when the company ranked among the first-three volume-8 tract software outlets in the Midland. But Landy says he is heartened by the brisk sales pace of quad software.

In the past, National Auto has supplied buyers with a rather ex- tensively wide selection of nationally-advertised brands of hardware. That practice, however, is being cut back as part of a change. The company is now or- dered to the improved profits repre- sented by pricier label merchandise. Landy has the distinct feeling that some outlets use a big brand name route as a means of advertising and risk of contests which will finally prevail. Also on display were new developments in the field of loudspeakers.

(Continued on page 39)
THOUSAND OAKS, Calif.—Innermedia To Debut 11 Speakers At CES

COLUMBIA MAGNETICS DRIVE Prep ’75 Blank Tape Campaign

By RADCLIFFE JOE

NEW YORK—Columbia Magnetics plans to launch a national advertising campaign on its blank tape products to coincide with the January Consumer Electronics Show in Chicago, according to Glenn Hart, director of marketing and administration.

The campaign will be based, to a large extent, on the results of a test-market program recently completed in Rochester, N.Y., and Hartford, Conn.

The theme of the test market program which utilized radio and newspaper advertisements in Rochester, and saturation newspaper ads in Hartford, challenged the consumer to find a blank loaded cassette or cartridge that was better in quality than Columbia Magnetics, with Columbia offering to buy the better product for that consumer.

According to Hart, “the hard-selling, gutsy advertising and strong sales promotion and publicity efforts sold several tons of our tapes.”

In addition to the ad campaign Columbia Magnetics joined WCMF-FM in Rochester to sponsor and promote a “Battle of the Bands” competition in which 26 bands participated.

The winning group, “Intervision,” was a case of Columbia blank cassettes and a day-long professional recording session at CBS Records studios. CBS Records will also produce 100 copies of a demo disk for the group.

As part of the campaign, Columbia Magnetics also provided a “Good News” van in Hartford where consumers were invited to have their ears checked via a series of tones recorded on Columbia tape.

Also timed to coincide with the January CES is a series of blank tape promotions designed to help retailers woo impulse buyers. According to Ted Cohen, director of national consumer sales, one promotion offers buyers of Columbia’s C-60 blank cassettes a companion C-50 cassette at half price.

Columbia Magnetics is also offering its “ConverQuad” 8-track cartridges in a similar package. Cohen explains that buyers of Columbia 8-track cartridges can pay the regular price for a 50-minute cartridge and purchase an 80-minute cartridge at half price. Both promotions are packaged in an attractive polyethylene bag.

Claiming that both promotions lead themselves well to dealer’s own sales, Cohen points out that the poly-bag promotional packages can be used in phonebook, counter, shelf displays or bump bins for maximum impact and sales potential.

Stressing the under $5 price points of both promotions, Cohen feels they offer retailers the opportunity to build strong profits and good customer relations. He adds, “Cost-conscious consumers are expected to welcome our promotions in place of higher priced packages.”

Looking at the overall consumer response to Columbia blank tape products, Cohen states that the introduction of “ConverQuad” for Columbia 8-track cartridges, and improvements to the ferric oxide coating for cassette products have sent sales soaring to record heights in the past six months.

Part of the improvements include the installation of a new multimillion-dollar tape coater at the Columbia Magnetics plant in Danbury, Conn. An added benefit of this installation is an improved coating dispersion with greater uniformity and generally improved overall characteristics, according to Cohen.

FOR CHICAGO WINTER MEET CES Firms A/V Panels

CHICAGO—“Outlook ‘75: Audio Compatibles, Components and Tape Equipment” is the theme of the winter Consumer Electronics Show radio-appeal, announces Bill Kist of JVC America and chairman of the EIA/CEG audio division.

Le Zhito, Billboard editor/publisher, will moderate the Tuesday, Jan. 7 session from 9:10 a.m. at the Conrad Hilton here. Panelists will include Bernard Mitchell, U.S. Pioneer; Larry Cooper, Capetech; Gerald Orbach, Fisher Radio; Jack Doyle, Pioneer Electronics of America; Robert Pierce, Zenith Radio; and Fred Tushinsky, Superscope.

Winter CES video conference on Monday (6) from 9-11 a.m. will be chaired by Walter Fisher of Zenith, and chairman, EIA/CEG video division, on both TV receivers and video systems.

Ken Winslou, director of VIDSEC ’75 to run in conjunction with the summer CES, will moderate the video systems session. Panels include: Tom Hart, Panasonic; Richard O’Brion, Sony Corp. of America; George Schupp, Zenith; and Bill E. DeFrank, Cooke Systems, and Dick Kelly, Time-Life Multimedia.

Session on TV receivers, moderated by Dave Lachenbruch, TV Digest, will feature Bill Anderson, Sharp Electronics; Stan Hanema, Panasonic; Ken Regan, Magnavox; Joe Lagore, Sony; Bill Lowry, RCA; John McAlister, Zenith; Bob McCarthy, GTE Sylvania, and Don Perry, General Electric.

The Tape Duplicator

By ANNE DUSTON

Selling and management seminars to be presented at the Annual National Audio-Visual Assn. (NAVIA) Convention and Exhibit, Jan. 9-13, Las Vegas, include:

—Marketing Educational Media, Ed Hochbaum, IA/CEG Audio Division, Raleigh;
—1975 Advanced Contemporary Sales Training Clinic, led by Tom Roberts, Cultivations Unbound, Granite City, Ill.;
—Managing Your Business Profit; Wayne Hartkord, Connecticut General Life Ins. Co., Chicago;
—New Market Trends, John Deluca, consultant, Garden City, N.Y., and Tom Hope, Hope Reports, Inc., Rochester, N.Y.;
—Planning An Effective A/V Promotion; Bob Pratt, Jon U. Bloomington, and John Lord, Duke Corp., St. Charles, Ill.;
—Television Systems, Philip Lewis, professional development board chairman, Instructional Dynamics, Chicago;
—Selling To The Health Sciences Market, Mott Stone, Singer Education Division, Rochester.

The sixth annual Religious Audio-Visual Conference for clergy, religious education directors and church school teachers will be held (Continued on page 33)
39-Unit Nat'l Auto Sound Chain Sees Cassette Building

"This isn't to say," he amends, "that we regard automotive sound as a strictly youth business. The automotive in-dash sound system has been, and still is, being bought by people from 18 to 60 years of age who are dedicated to maximizing the pleasures of driving their automobiles.

"It should be noted," he believes, "that the preteen psychic involvement of youth with motorcar, the message Detroit sold the young that to be superstars they must drive a Camaro with a 4-2 barrel, has ended. We're more likely to see the young of today in a Datsun or VW, and by driving those vehicles they feel they've enhanced their self-image.

"But," says Landy, pointedly, "everyone in the world has one overriding goal: To make driving a motorcar more interesting and stress free into that basic concept. I must admit that not too long ago I was one of those negative thinkers who felt the 55 mph speed limit might lessen the amount of money people would expend on their cars. This didn't happen. Then I thought all that anti-smog and other pollution controls and other accessories would cost so much they would have a de-accelerating effect on sales of sound systems. I am now beginning to get the impression that the more obsessional driving becomes as a result of all these problems, the more determined people are to offset all the bad things with something good."

Wholesale sales of stereo systems at the motorcar agency level, whereby the dealer salesman makes the sale of the system at the juncture the deal for the new car is made, and National Auto supplying the unit and the installation, is contributing a sizable percentage of the total business. In this area, Mike Landy says that whether or not the dealer does a good job frequently depends on the degree of aggressiveness and enthusiasm the salesman has for pitching this add-on.

"I've seen two dealers sitting in the same block turning in contrasting performances on stereo sound," Landy said. "One would talk only the car and concerned himself little about getting many extras on. Almost next door was a dealer getting car stereo systems into almost every blessed car going out of his showroom.

"This demonstrates to me how key a role people and their attitudes toward a product can play in how well the merchandise sells," he says.
**Reprap**

James Smith, who operates Medallion Electronics in Ohio, Ark., La., Miss., Tex.

Powell Electronics Co., Philadelphia, provided a comprehensive guided tour of its facilities for members of the Keystone Chapter of the National Electronic Distributors Assn. (NEDA), arranged by chapter president Al Stenberg and director Ty Turner. NEDA also scheduled a distributor conference to be held here Feb. 28-March 1.

**Family Renews Contract**

ELK GROVE VILLAGE, Ill.-Family Productions has renewed its tape licensing agreement with Ampex Music Division (AMD) on a long-term basis. The agreement, reached between Tom Davis, Ampex vice president and AMD general manager, and Arlie Ripp of Family Productions, includes manufacturing and marketing rights for all tape configurations in the U.S. and Canada. Ampex has been a Family licensee since 1971.

**For everyman**

Most musicians have dreamed about having at least a four-track studio at home, so they could have the time to experiment. After many demo sessions in the studio, some friends of ours—The Hello People—sacrificed the next demo date to buy our 3340S, and made the dream real.

A few months later, they signed a contract with ABC-Dunhill—with the demos they made at home on their 3340S. Now, the Hello People have helped us produce an album on the 3340S, about the 3340S.

Which shows, for $2.00, both how good it is and what it can do for your music. Call (800) 147-4700 toll-free to locate the nearest TEAC retailer who has it. In Illinois, call (606) 322-4400. Find out yourself; you have nothing to lose but your lack of time. The 3340S.

...From Teac

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Marantz Far East In Name Change; Adds Superscope

By HIDEO EGUCHI

TOKYO—Marantz Far East, which is based in this audio capital and markets Marantz brand hi-fi stereo components in Japan, will shortly change its name to Marantz Japan and market "middle of the road" Superscope brand audio products as well, says Joseph S. Tushinsky, president of Superscope and Marantz Far East, who was here recently.

In all, Tushinsky says, 35 Superscope-brand audio products including cassette recorders will be marketed in Japan by the end of next year with an annual sales target of one billion yen (over $3 million).

Meanwhile, the Superscope CS-20 portable stereo cassette recorder and the CS-152 with AM/FM radio are being marketed through the sales arm of Superscope's 50-percent-owned subsidiary, Standard Radio.

Scheduled for next January is the Superscope CD-250A cassette deck, followed by the C-100 and C-108 cassette recorders in February, the C-101A and C-105 portable cassette recorders in April. In another Asian market, Superscope is expected to increase its capitalization to 87.9 million Taiwan dollars next February by absorbing its sister company Standard Taiwan and combining their manufacturing of tape recorders and tape decks for a total output of one million units a year.

An announcement of the forthcoming merger was made here Nov. 20 by Standard Radio, which also made a joint announcement with Superscope the following day on the marketing of Superscope brand products in Japan.

Neither Superscope nor Sony would comment on their U.S. pact that it was being phased out through 1979, except that Tushinsky says his company has gained much knowledge in product planning, distribution and sales handling Sony products in the U.S. for 17 years.

Panasonic Has New Turntable

NEW YORK—Panasonic has developed a new automatic direct-drive turntable for its Technics line of high fidelity equipment that utilizes less than four watts of power for the entire operation of the unit, with just about 0.1 watt used to drive the motor.

Panasonic engineers attribute this low power consumption to the high efficiency design of the system which combines the performance of direct-drive with fully automatic, single play operation.

Other features of this Technics model SL-1000 ($299.95) unit include a "Memo Repeat" mechanism which permits the user to select from one to five repeat plays of a recording before automatic shut-off. It can also be used to dial indefinite repeats.

The unit incorporates a new high performance tone arm that reportedly offers exceptionally low tracking angle error.

GRF-MARSH PROMO GOES RAIL ROUTE

LOS ANGELES—GRF Music Tapes is running a month-long promotion with the J.L. Marsh Musicland stores tied to the theme "Box Car." Scale model trains are running in the tape departments of the participating stores with sales personnel wearing railroad caps and red bandanas and in-store displays carrying the railroad theme to promote pop product.

Lafayette Radio Not Bankrupt

NEW YORK—Lafayette Radio Electronics, beset with inquiries about its financial status, insists that it is in no way connected with Lafayette Electric Corp., which filed a Chapter 11 position in bankruptcy court last week.

According to Larry L'Kashman, vice president of Lafayette Radio, "we are alive and well, and trying to straighten out the public confusion caused by the problems of Lafayette Electric." An extensive special radio campaign for the holiday buying season is currently underway in the metro area.

Lafayette Electric, also a New York-based firm, is a prime source of electric housewares for mass merchandisers and major department stores.

Meanwhile Lafayette Radio will extend into next year a series of sales training courses begun earlier this fall. Decision to extend the courses was based on the response it has so far received.

Lafayette officials claim that the series has already turned out to be one of the most fruitful sales training programs ever instituted by the company.

The sessions are designed to put retail personnel in touch with top management of the companies whose products they sell. Lafayette authorities feel that in this way store personnel can be exposed to firsthand advice from experts actually engaged in product planning.

The meetings also afford sales help an opportunity to discuss, with top executives, specific problems directly related to merchandising.

FOR FISHER EXPANSION

Emerson Dickers Japanese

NEW YORK—Emerson Electric Co., parent of Fisher Radio, is negotiating with Japan-based Marubeni-Lida for the possible expansion of the latter's role as purchasing agent for Fisher products in Japan.

However, the company is not angling for the sale of 60 percent interest in Fisher to Marubeni-Lida and Sanyo Electric, according to sources close to Fisher Radio.

According to the unconfrmed report, if the agreement on the acquisition is reached, Marubeni and Sanyo will jointly run the Fisher operation, and will produce practically all Fisher products at their overseas facilities.

At present Fisher manufactures speakers in this country for Japanese-based high fidelity equipment companies marketing their products here.

Also predicted on the outcome of the current negotiations will be the offering of public stock, in Fisher by the new owners. It is expected that at that time, Emerson will offer much of its remaining interest in Fisher to the public.

Meanwhile, Fisher has reportedly laid off an estimated 14 percent of its employees at its Long Island City, N.Y. plant. The displaced personnel were quickly in the engineering department.

Film Vidplayer

CONTINUED FROM PAGE 36

Held in Palace 7 of the Heizel where the 58 World's Fair was organized, Instranted 74, despite the inclement weather, drew 130 companies from 19 countries. They occupied about 54,600 square feet of exhibit space.

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CONTINUED FROM PAGE 36

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DENVER—The diligent campaign by Gospel Music Workshop of America (GMWA) to bring black gospel music to TV (Billboard, Aug. 31) was fortified here at the board meeting of GMWA and the Gospel Announcers’ Guild Nov. 16.

Working with eight major black gospel labels, Brother Ed Smith, executive director of GMWA, and Rev. James Cleveland, its founder-president, have commissioned the filming of a group of the biggest names before May 1.

The filming on location where the act is performing will be done by Bob Barr, Toronto video producer. The performances will be interedited, into 5,000 feet of film shot at the seventh annual GMWA convention in Cleveland in late August. Set thus far to perform are: 21st Century, Nashboro; Sarah Jordan Powell and the Voices of Christ, Savoy; Savoy; Voices Supreme (Ollie); Rance Allen Singers and the Howard Lamon Singers (Gospel Truth); W. Leo Daniels (Jewel); Gouster Williams (ABC/Dunhill); Shirley Carter (Bob) and the O’Neal Twins (Shelter). Other acts will be named soon.

To accelerate the organization’s growth, Al (Bishop) Hobbs, president of GMWA, is being assisted in an all-out membership phone membership drive by Benny Matthews. They are with WTCL-FM, Indianapolis, and WMUZ-FM, Detroit, respectively. GAG now has 350 members, all of whom have attained, playing black gospel music.

Marlin will accept inquiries about GAG on the GMWA hotline here (313) 894-3151. Hobbs says that membership has almost tripled in the past year. He points up the cohesive force in spurring new membership as the monthly survey, determined from individual playlists from members, which is printed in Billboard exclusively as best-selling black gospel albums.

The board selected Aug. 17-25 at Madison Square Garden, New York, as the 1975 convention site. The adjacent Sheraton Hilton Hotel is the official convention center.

To cement the TV objective and the eighth national convention plans the board and GAG meet at the Thunderbird Hotel in Las Vegas, March 18-20.

Superior Records has announced the signing of the Singing Reids, an Ohio-based group. This is the fourth group to sign with the label. The Seventh Annual Fall Festival of Gospel Songs at the Meramec Caverns at Stanton, Mo., was a sellout, with more than 5,000 paid admissions. The yearly event is hosted by the Lester Family from St. Louis... The Sammehorns of Sweden, who record in Nashville for Heartline, are helping the annual. Impact will arrive in Nashville at mid-December to cut an album and make an appearance at "Grand Ole Gospel" at the new Opry House. They’ve been on a West Coast tour.

Triangle Records of Nashville has a new release by Cynthia Clason, a Texan, produced by Bury Red.... The Journeymen, representing Gospel, combined with a leading midwest group, Jerry Moore & the Drifters Four, on a giant country-Gospel music package show in Amboy, Ill. ...Marve Hueker, president of Cruz De Oro Association, was given a Gold Cross plaque in a surprise presentation by station WWQ of Phoenix, Ill. ...Superior Sound of Nashville has installed a 16-channel tape noise reduction unit with the DBX216 pro model. It’s the first gospel-oriented studio in the nation to move to DBX.
A HEARING FOR EVERYONE

Industry Newcomers May Soon Find a Warm Nashville Welcome

NASHVILLE—Slowly and steadily, plans are being formulated here to meet some of the desperate needs of newsmen to the music industry here in all aspects of their lives.

What is coming together is an outgrowth of two groups formed four years ago, completely independent, which later discovered that they had many common problems.

In recent weeks, certain individuals have become aware not only of the past history of the groups, but of the existent needs in the industry.

Basically these needs center around those individuals, potential writers, artists and others, who arrive here, intent on "making it in the music industry." They come with demo tapes, lyrics and guitars. Because of the stampede of the newsmen, and the limited time of producers, publishers and the like, few make it beyond a receptionist's desk. Knowing little of the functions of the music business, they are rejected, ripped off, or merely ignored.

Since they are transients, local service agencies frequently are unable to help these people, despite their need for food, shelter, dependable direction, and the element of self respect.

So the planning, which to now has involved leading music people, ministers, accountants, lawyers and others, would involve the location of a suitable structure to house and feed the newsmen, and would involve the maximum donation of one hour's time per week on the part of producers, publishers, the clergy, the other professions to give to these individuals.

They would then give every newcomer a "hearing," whether it be for song material, for personal guidance, or for financial problems. If specific talent surfaces during these sessions, material would be pooled among the various companies for bidding or for parceling out on a share basis. Evaluation of material or talent would be done privately and quickly.

There are tentative plans for mini-sessions on everything from songwriting to copyright, some of which may be videotaped for continued shorthand educational purposes.

Non-performing jobs in the music industry.

Business would likely be prepared, listing pertinent information, and personnel would be trained to advise the newcomers and spots, and the like, including types of emergency service.

There are plans for a part-time job bulletin board to help the new arrivals find temporary work, and there would be a close watch on state unemployment benefits. Everything would be handled on a realistic basis, pointing out all of the shortcomings and the dangers involved in trying to make a musical breakthrough.

The group trying to put it all together at this time is both dedicated and compassionate, and there would be no pay for anyone involved. It would not have a religious image of any sort, although many denominational groups are part of the counseling program.

One tent plan would be to or- ganize an "Authentic" week in which the newcomers could exhibit their talents to the public, and thus help raise their own limited funds, pre- serving self respect.

Since this still is in the formative stage, no names are being held for the present. However, major leaders in the recording field are involved, as well as many professionals outside the industry. A group is expected to be fully organized and an- nounced to pervade the project within the next week.

Halsey Booking Leon Russell

TULSA—The Jim Halsey Agency here has announced the addition of its bookings by adding Winter artist Leon Russell to its roster for fairs, expos, and special events.

The announcement was made jointly by Halsey and by Denny Cordell, president and a business associate of Russell.

This follows an earlier agreement between Halsey and the record company, whereby the firm based here does the fair and exposition booking of such acts as Bob Hope, Glen Campbell, Henry Mancini, etc.

The announcement was made at the International Country Music Conference, of meeting this week in Las Vegas, where a set of special exhibitions will be set up by Ray Cleaver of the Halsey Agency for fair buyers.

NASHVILLE—Country Christ- mas product likely will become an annual re- lease by CTC.

The other album, on CRC, is of The Rhodes Kids, titled "Rick 'N' You." The album, which is also indi- cated, is a country-rock sound. The Houston youngsters again lean toward the rock with up- dated arrangements. A single from that album, "Santa Loves Rock 'N' Roll," which will be released MCA waited until Nov. 25 to re- lease a Loretta Lynn Christmas album, "Christmas with Hank Indi- deed," written by Zero Jones. She is the biggest name with a single on the market aimed at the Christmas sales.

Capitol has released a name artist single, too, taken from an earlier Mel M'Garden Christmas album. Titled "Santa Claus And Popcorn," it is serviced as the "A" side of a previous hit (which is timely again now), "If We Make It Through De- cember."


Country Showcase America has gone all out with a Christmas single by Travis and the Country S.O.S. and the Christmas Choir, titled "Everett The Evergreen." Bobby Fisher, who arranged this track, has produced a small book to coincide with the record, complete with story and il- lustrations. The flip side also is a Fisher song, "A Sing Along Christmas Song."

Records of Springfield, Ill., has a little by Dino Doino, a six-year-old, titled "I Want A New Guitar For Christmas."

Antique Records of Kansas has a two-sided single by brothers Shaw and Mark Brooker. Mark's side is "Getting Ready For Christmas," while Shaw's is "Hey Mister Santa Claus," a thoroughly new approach to the legend.

Darva Records of Austin, Tex., has put out a single by The Wilson Brothers, "Santa Claus Is Coming to Town," which is their first release. The push side is titled "Santa's Surprise."

Many of the jukebox opera- tors expressed a desire for more "seasonal product," indicating there is a real demand for it. How- ever, limited air play has brought

(Continued on page 4)

Wanted Again' Country Show Ready For TV

NASHVILLE—The pilot of a proposed television series, "Wanted Again," has been videotaped here, featuring an all-country cast with Charlie Lynn winning the title song again.

The show already is 70 percent sold, according to Joe Heathcock, who will be the lead in the show, and is planned for network release at the end of January. A press release of Feb. 3, Heathcock said it had not been decided yet which network would carry it.

In the series, shot at Opryland U.S.A., the cast consists of Heathcock, Ronnie Robbins (son of Marty Robbins), Laura Lee McBea, former singer with Bob Wills, and longtime session musician Grady Martin, who will play the role of a judge.

(Continued on page 4)
BEAUTIFUL SWEET 50's DO-WAH LOVE BALLAD TOP 40 SOUND

His first new super single release!

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GOODNIGHT JACKIE

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and WPLO program management people spent many months studying formats of other stations, analyzing various trends in music patterns, program concepts and developing new ideas," a station spokesman says.

Heading up the WPLO-FM team is Jim Clement, now operations manager for both the AM and FM station. The station also is operating on a new, taller tower and increasing power to 100,000 watts, broadcasting in stereo.

WPLO, while the most meaningful from the standpoint of country music (along with Houston and Dallas in the country field), is typical of what is happening at country stations today.

Taking exception to this trend is Bonnie Paris, general manager of the Stowe Country Network in Texas and Colorado.

The stations have taken a stand against what they call "non-country" artists "disguised into country music." The complaints stemmed from a series of interviews done by Ralph Emery with Olivia Newton-John. Miss Paris states that "we have refused to air artists such as this in the future."

Yet the precedence of stations taking a stand is an example to be moving in the other direction. There is a sharp division, with some important broadcasters refusing to go along with the trend.

And, numerically at least, the other side appears to be gaining strength.

Bellato Concert Turns 1,100 Away

NORWICH, Conn.—A special concert by Chris Bellato here, sponsored by WICH, Inc., brought a capacity crowd with some 1,100 turned away at the Midtown Theater in an unusual display of support for an artist.

The 18-year-old MGM singer has caught on in this area, and constant programming of his records by WICH-FM resulted in the performance.

Most of the audience consisted of teen-agers, a good one for country music, although older adults also were on hand.

The promotional event was put on to demonstrate the popularity of the artist in the market. Introduced by Stu Byer of WICH, the complete show brought the house down, some of the audience left after five hours before the doors opened for the show.

Bryer, music director of the station, began playing his recording of "It's Not A Question Of My Loving You," some four months ago, and it's still charted by the station. This response in the one market has been overwhelming.

She was the lone act on the show, backed by the Southern Comforts from Pawtucket, R.I.

Session Sidemen In Corporation

NASHVILLE—TNN Productions, Inc., formed by a group of session musicians, has been incorporated here.

The musicians involved are Johnny Gimble, Jimmy Capps, Jerry Whitehurst, Billy Linneman, Jeff Newman and Paul Charron. Jack Butler and Cary Wayne will be agents for the company. It will involve strictly custom recording.
MEL TILLIS' GREATEST HITS album contains his current Top 5 great hit...

"MEMORY MAKER"

Mel's newest LP release is MEL TILLIS' GREATEST HITS. We had so much faith in Mel's hitmaking abilities that we included his new single in the Greatest Hits LP, before it was...

We are happy to announce: Now it is. "Memory Maker" (M-14744), "Sawmill", "Stomp Them Grapes", "Neon Rose", "I Ain't Never", "Midnight, Me And The Blues", and four more Tillis greats. The best of country superstar Mel Tillis, finally together in one package.

It's MGM's instant, up-to-the-minute Greatest Hits album. Of course.
Skeeter Willis of the Willis Brothers, once known as the Oklahoma Wranglers, is a remarkable man. Ten days after his second round of surgery for cancer, with one stitch in his chest and shoulder, he performed at the "Grand Ole Opry."

He said he owed much to country music, and would perform regardless of the pain. Jerry Lee Lewis will continue to cut out songs until they get one in the top ten, then cut a live comedy LP... Jerry Lee Lewis packed the crowds in at the Breckenridge Ballroom of the Ramada Inn at Fenton, Mo., and will be tough acts. The 60-year-old Spangled Washboard Band stayed over in Nashville to do a couple of television shows after playing the Exit 1. For the first show, technical difficulties knocked out much of the appearance, and the second was cancelled entirely.

Billy Sherrill is developing more new, young talent, and he can give Dee Fuller an assist. Ms. Fuller first found Tanya Tucker, and Billy developed her into a first-rate artist. Now she has discovered Brenda Smith, a 13-year-old, and Billy is in the process of doing the same thing... who knows?... The short version of the Donna Fargo patriotic hit has really caught on. The long version was eliminated... Doug Kershaw has recorded a live LP at the Great Southeast Music Hall in Atlanta, produced by Buddy Killen... it's labeling-change time again: Wayne Kemp has a new one out, and Billy Walker is talking, "It's just a couple of labels, planning to depart from MGM. Best bet for CA, Billy Joe Shaver has signed with MGM.

The first big live show put on by WSWG FM in Georgetown, S.C., was a huge success, with Dee Reeves, Jeanne Pruett and Wayne Kemp... Mickey Gilley is putting together his own self-promotion show, and Billy "Crash" Craddock is doing the same... Donna Fargo did a concert for the dedication of the federal penitentiary at Leavenworth, Kan... Asylum's Dick Feller moves out of his novelty song tempo to do a balcony off his LP... Singer-songwriter Johnny Russell has signed with Universal, managed by Jimmy Jax, but will perform the dates set by his former agent, Joe Light... Ray Griff and Tommy Cash each other's cars, and made a straight swap... Monument's Billy Swan made his one network TV appearance as a headliner, on the "Midnight Special."... Danny Davis has some work done on his airplane, and the charge was $8,000. He then went on to take part in Macy's annual Christmas parade in New York City on Thanksgiving Day.

Pat Roberts into Nashville to do an interview for his TV show... Pete Water Collins has put together the list of those buying new bases, with a plan to go over the roof. He will be a First Annual Truck Driver's Country Music Awards next April, co-sponsored by Open Road Magazine and Farm... Pete Drake is now producing Tommy Cash for Elektra... The Wayne Family, which records for RCA, has been on the air for a week, with its own special. On Wednesday, the show was washed out, with the reason given that "the songs were not right..."

Several albums have been released, but few in the country field. Leson International, Inc., the parent company for LSI Records and LSI Studio, has announced the release of a complete Christmas package. A three-record set of original carols, one is a Christmas ballad titled "The Songs About Christmas" by George Lewis. Another is a topical song titled "Chocolate Soldier" by Sherry Pond, which renounces the use of guns at toys, and the third is a recitation titled "Santa Claus And The Truck Driver" by Thurman McKinney.

Driving from here, Blanchard was stricken with a kidney stone at the airport in Reno, Nev., and was hospitalized in pain for a lengthy time while doctors sought to determine whether he was just a "hippie" seeking drugs.

Shortly thereafter, the tongue on their trailer broke, and the trucker bounded down the highway, undergoing heavy damage. Appearing that same week in Nebraska, their trailer was robbed while they were appearing on stage. The following day the trucker was hit by a combine, again damaging the vehicle. Despite the fact the combine travels only about three miles per hour, it was a hit-and-run accident, and got away.

Given then a date in Louisiana, the transmission on their car burned out in Missouri, and they had to spend an entire week there living in a used car lot, and miss the Louisiana date. The trailer is now being sold.

Only one happy note: an old record, "The Cockroach Stomp," suddenly is catching on with the underground stations.

Country Holiday Product Scarcity

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Christmas music is scarce in most radio stations. Several albums have been released, but few in the country field.

Leson International, Inc., the parent company for LSI Records and LSI Studio, has announced the release of a complete Christmas package. A three-record set of original carols, one is a Christmas ballad titled "The Songs About Christmas" by George Lewis. Another is a topical song titled "Chocolate Soldier" by Sherry Pond, which renounces the use of guns at toys, and the third is a recitation titled "Santa Claus And The Truck Driver" by Thurman McKinney.
Scandinavia Winning the Battle Against the Economic Crisis—So Far!

With inflation hovering between 15 and 17 percent in Denmark, Norway and Finland (though under 8 percent in Sweden), and with the problem of direct imports still unresolved and now compounded by the scattered appearance of pirate tapes and records, the situation is becoming somewhat critical in Scandinavia—particularly in Denmark where the record sections of the public libraries are particularly active. As this is the case, it is necessary to report that the music industry in the four Nordic countries is in excellent shape.

Perhaps the most astonishing success story of all is that of Denmark where industry leaders confidently predict a 16 percent increase in turnover this year. This despite (or because of?) a dire economic crisis with 100,000 out of work and a lamentable balance of payments situation. In Sweden, where the economic situation is far rosier, the industry also predicts a growth of 35 percent. For Norway the growth figure for 1974 is estimated at 20 percent and for Finland, somewhere between 15 and 20 percent (though for some companies it is as much as 25 percent).

The one disaster area in Scandinavia is the B-track cartridge market which, if not dead, is economically moribund. (See separate story.)

The Scandinavian industry has coped with escalating costs not only by increasing prices, but also by selling harder, by responding more effectively to the escapist demands of crisis-weary public who are clearly in need of an alternative to the horrors of inflation. The industry has coped with direct imports by being faster into the market place with hot product; and, in Denmark, it has offset the library assisted home duplication problem by more vigorous promotion and selling.

One factor which has contributed significantly to the vitality of the Scandinavian market this year has been the great Eurovision break-through of the Swedish singing group Abba. Under the enlightened leadership of Stig Anderson, Abba won the Eurovision contest for Sweden for the first time and gave the industry a new impetus into an international career which was already well advanced. Their “Waterloo” album sold 1.35 million copies in Sweden and 1.114 million copies in Denmark, a fantastic result.

In the next summer months the company has released one hit single after another with equally successful results. The Swedish disc of “The Name of the Game” made it to number one in Sweden, and the international version of this hit, “Dancing Queen,” also hit the top ten in several other countries simultaneously.

In Denmark the company’s sales have also been impressive, with “Waterloo” peaking at number 2 and “Super Trouper” at number 6. The company’s success is further evidenced by the fact that Abba has been invited to perform at the Eurovision song contest in Jerusalem next year.

Abba’s success has not been limited to the domestic market. The group has also scored a major victory in the international market, where their hits have charted high in countries such as the United States, the United Kingdom, and Australia. The group’s success has been attributed to their unique blend of pop and rock music, as well as their catchy melodies and danceable rhythms.

Abba’s songs have also been translated into several languages, allowing the group to appeal to a wider audience. The group’s success has been further enhanced by their appearances on several television shows, including “The Ed Sullivan Show” and “The hatch Show.”

Abba’s success has been a testament to the power of music to transcend borders and language barriers. The group’s ability to connect with audiences around the world has made them one of the most successful musical acts of the 1970s. Their legacy continues to be felt today, as their music remains a popular choice for dance parties and social events around the world.
IF YOU HAVE A BIG ENOUGH NAME
WE CAN PROMISE YOU
A BIG ENOUGH AUDIENCE
(14,000 - 40,000)

Gothenburg (pop. 500,000) situated on the west coast of Sweden, is one of Scandinavia's most cosmopolitan cities. Flying time from London is a mere 165 minutes, from Paris 225, from Amsterdam 85, and from Copenhagen 45 — what's more, most of them have direct flights to Gothenburg.

For years Gothenburgers have enjoyed the visits of many of the world's biggest names in show business. Paul Anka, The Osmonds, Rolling Stones, Sammy Davies Jr., Gilbert O'Sullivan, Andy Williams, Johnny Cash, Birgit Nilsson ... and a host of others. All have appeared at Liseberg (one of Europe's largest amusement parks) or at Scandinavium — the only indoor arena in Scandinavia with a seating capacity of up to 14,000.

The advantage of holding a premiere at Liseberg or Scandinavium is that mass media coverage reaches out over the entire Scandinavian area. A success in Gothenburg means golden times ahead, not only in Sweden but also in the neighbouring countries of Denmark and Norway.

Besides being one of the largest amusement parks in Europe it is also one of the most beautiful. 2 million people visit Liseberg in the course of a single season, to enjoy themselves on the heated shelters, switchback rides, to try their luck in the amusement arcades, to sample the culinary achievements of the various restaurants — and be entertained at one of Liseberg's theatres.

On the most popular days of the year Liseberg can expect approximately 40,000 visitors.

Liseberg
S 412 51 Gothenburg
Managing director: Boo Kinntorph

Scandinavium is situated to all intents and purposes in the city center.

Liseberg
S 402 24 Göteborg 5
Managing director: Bertil Rönberg

The most unique feature of Scandinavium is its extraordinary flexibility. Stage and seating areas can be quickly and easily tailored to suit the requirements of everything from intimate one-man shows to gala performances of 3,000 artists.

Stage and audience areas boast the most up-to-date equipment. Scandinavium was completed 1971 and the acoustics have been praised by all who have appeared before a Scandinavium public.

Like Liseberg, Scandinavium is situated to all intents and purposes in the city center.
Swinging Phonogram Image

It's been a golden year for Phonogram Sweden in that six gold disks have been awarded so far—to Sven Ingvars, one of the country's most popular groups; Nazareth (two awards); Mott The Hoople; MacNeil, Ekselion and Status Quo. But the biggest success of all this year has been that of Dennis Roussos who, only a year ago, was virtually unknown in Sweden. Up to the end of October, Dennis Roussos had been No. 1 on the Swedish sales chart for 10 weeks with the LP "Forever and Ever." His latest LP, "My Only Fascination," has been on the same chart for four weeks. Altogether, sales had reached 160,500. "Forever and Ever" alone has sold 120,000 and for this Roussos has been presented with a diamond record (awarded to any record with sales more than 50,000). Among the other much-in-demand names on the Phonogram roster of owned and represented labels are Berry White, Buchanan, Turner, Overdrive, Lobo, Brownsville Station, Genesis, Gentle Giant, Elton John, Black Sabbath and Jim Croce.

Local talent making an impact abroad includes Sweet Wine (in the U.K. and Japan) and Monica Zetterlund (in Japan).

Phonogram is making increasing use of video cassettes to promote record artists in audio stores and also to bring to the attention of foreign talent bookers and TV producers the company's major acts.

Says managing director Ove Skild: "We think Phonogram has a more swinging image than before and certainly business has never been better. Our October sales were 250 percent over budget and we have increased our cassette sales this year by 90 percent."

Strong Finish for CBS

CBS Records in Sweden expects 1974 to be the company's best ever. New artists on the charts this year have been Mott the Hoople and Sailor from the U.K., and the company is anticipating a strong finish to the year with the release of albums by Bob Dylan and Albert Hammond.

A series of eight sales meetings in September and October were attended by 600 dealers and journalists and helped CBS to introduce a number of new artists, both international and local. The company has expanded its local recording activity considerably during 1974 and has no less than 26 locally recorded LPs being released now and March next year. April Music AB, previously managed by Sonet on a partnership basis, was taken over by CBS on July 1, and the Stockholm office, now managed by Johan Langer, is responsible for the April group's publishing throughout Scandinavia.

Frazer Group Tops $26 Million

The total turnover of the Frazer companies, including the record group, will reach more than $26 million this year, with exports accounting for 10 percent of that figure.

The investment market's numbers don't factories this year will increase production by 25 percent to 50,000 guitars and pianos by 30 percent to 4,500. Despite restrictions in import and cash payment regulations, the musical instrument division has expanded sales during the year, and there has been comparable expansion in the retail field, the Frazer chairman numbering 30 stores.

On the record side, Finley's turnover in 1974 will amount to $11 million, an increase of 25 percent over last year. Levant, the rack-ripping operation, has increased its expansion and now accounts for more than 25 percent of Finley's turnover. The Fasmer Musikikko record club sales account for about 8 percent of the market covered by the International Federation of the Phonographic Industry companies.

The first diamond record to be awarded in Finland was presented this year to Finley artist Fredi for more than 50,000 sales of his LP "Niin Paljon Kuulua Rakkauteen." Fredi also received a gold disk for sales of "VeneSinfonia." Other gold disk albums released by Finley include "Dandalo" by Hyytinmaki, "Poing, Poing, Poing" and "Las Palmazas," LPs in the genre of "Dizzy, Kongorsett," and in the foreign repertoire field LPs by Gary Glitter and Dennis Roussos. Dennis Roussos is enjoying success in Finland, and his recordings have been sold out on four concerts, they were all sold out within two hours.

For Finley, 1975 will be a year of consolidation and will involve strengthening of local production, expanding cassettes duplication and generating more business for the recording studios.
COMPANY REPORTS (Cont)

Discophons Hullusjusi Big

The advent of an exciting new group, Hullusjusi, in May, has been a major factor in the success story of AB Discophon Oy this year.

The group's first album achieved gold disk status only 10 weeks after it was released and sales figures up to Sept. 30 were well over 40,000 in albums and tapes. This is a fantastic figure for a country of Finland's size.

Hullusjusi have invented their own make-believe land called Bulvania. This, not unnaturally, is the title of their latest album which was released on Oct. 7 and had advance orders of 12,000. This second album has also qualified for a gold award.

Johan Vikstedt, managing director of Discophon, thinks the group has a good chance of breaking internationally. Their first single, "Friduna Skikuma," sung in "Bulvianian," has already been released in the other Scandinavian countries, Germany, Benelux, and Switzerland. The record received additional promotion when it was voted into third place in the October edition of the multi-national radio program, European Pop Jury, against tough competition from George McCrae and Eric Clapton.

Another gold disk winner for Discophon has been the Swedish group Abba, whose records are released in Finland under license from Polar Records. And in the "soft soul" field, George McCrae has been a major seller.

Reuter Guitar Course Big

One of the big success stories of Reuter & Reuter Forlag AB, the Swedish publishing company, has been the excellent sales of its five "Schläger" song folios, each of which contains 50 songs in a mixture of evergreens and current hits by foreign and Swedish writers. Among local writers represented are Evert Taube, Pavel Ramec, Olof Adolphson, Alf Hambe, and Carl-Anton.

Other big sellers in the sheet music field have been "Joey Morgenblad," "You Are The Sunshine Of My Life," and "Love Letters In The Sand" (a recent revival), all with Swedish lyrics.

There has been strong development, too, in the serious and educational music department. The guitar course by Ulf Ahlund—under the nom de plume of Ulf Goran—is selling impressively wherever it is published. The course has been televised in the Scandinavian countries (60 transmissions) and the U.K. and has been simultaneously published in the various languages. So far more than 200,000 copies have been sold in these countries. The course will shortly be published in Austria, Australia, Benelux, Germany, Switzerland and the U.S.A.

Also this year Reuter & Reuter has published a number of courses and instruction books for flute, piano and recorder, all of which have been taken up by schools in Scandinavia and have sold very well.

For 20 years now the company has had the Scandinavian representation of the German Hken Edition known internationally as the foremost publisher of the works of the old masters.

The prospects for the year ahead, according to managing director Lennart Reuterskold, are extremely bright. Indications are that business in all departments—pop, serious music and educational books—will increase healthily.

Best Year Ever—Metronome

This was a special year for Metronome because as well as celebrating its 25th anniversary, the company had its most successful year. Metronome was founded in 1949 by Anders Buman, Borge Eksberg, Mats and Tore Bjerke, and it still has the same shareholdes.

In addition to being strong in Swedish artists, Metronome has also represented major American companies like Mercury (1949 to 1958) and has been the Atlantic outlet in Sweden since 1956, making the company the oldest Atlantic licensee in the world. Since 1971, in fact, Metronome has been the Scandinavian licensee of the WEA group.

Sales this year are running 35 percent ahead of 1973. On the local scene Lill Lindorfs received a diamond disk for her album "Kom igen," which has sold more than 50,000; and Pugh Rogerfeldt won a diamond award for his album "Bolla och Rulla." Other chart makers have been John Holm and Jasson Lindeh. In addition Geota Lindervall, Siw Malmkvist and the Sveriges Jazzband are consistently good sellers.

This fall Metronome will be releasing the first solo album by Marie Bergman, a former member of the Family Four group which represented Sweden in the Eurovision Song Contest in 1971 and 1972. Marie, who writes her own music and lyrics, will also be recording an album in English next year.

Lili Lindorfs will appear at the Sands Hotel in Las Vegas in March.

The Rolling Stones' album "It's Only Rock 'n' Roll" was shipped gold with advance orders of 30,000, and Frank Zappa has been a steady chart maker with "Apostrophe" and "Roxy And Elsewhere." Mantovano is breaking big with "Mantovano" and "Paper Money," and Frank Sinatra is back as a big seller with his two latest albums. Fog Hat and Van Morrison are doing well for WB. Bob Dylan made the charts with each of his three albums this year.

In November Metronome presented Atlantic artist Billy Cobham in concert and both of his albums have done well.

Tape sales have increased considerably and Metronome has dropped the 8-track configuration to concentrate entirely on cassettes.

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Direct Imports Explosion Ahead?

By MIKE HENNESSEY

"If the Swedish Supreme Court upheld the right of importers to bring in records from the U.S. and U.K. without mechanical changes paid for in the exporting country, then I think there could well be an explosion of imports in Europe."

This is the new Berlin plan, proposed by Stockholm-based American and former discotheque disc jockey who started a record import business in 1970 and is now turning over a $4 million a year business. Berlin is the man against whom the Swedish industry has brought a test case, based on the direct import of the "Jesus Christ Superstar" LP. But so far the case has been thrown out twice once at the initial hearing and once on appeal.

Says Richard Berle: "I can't believe a major campaign in trying to stem the flow of direct imports into Scandinavia: "We are not attacking Berlin—we are attacking the system that recognizes American records for the way we buy the records. We have not been able to get the Swedish buyers to pay the American record companies for the royalties they pay."

In fact, Berlin enjoys good relations with the Swedish industry and is steadily building 75 percent of his product from Swedish companies. He expects this to increase to 90 percent eventually. But he has been chosen for the test case because, since he has a highly profitable business, he is less elusive than many other importers.

The direct import problem in Scandinavia has two facets—one concerning the mechanics of the business and one concerning the limitations of the local licensees selling records and cassettes which makes it extremely difficult for them to cover the advances they have.
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Scandinavia Economic Crisis

Continued from page 47

Denmark's other outstanding problem is the schism between its two music publisher associations—one embracing the Wilhelm Hansen group and other serious music publishers and the other comprising the popular music publishers—over the differences in the scales of performance royalties paid for various types of music. These scales, established by KODA, the Norwegian performing right society, are now under review in the light of the experience of Norway and Sweden where the scales were recently modified. Says Koda general manager Halvor Lund Christiansen: "We are moving towards a resolution of this problem."

In Finland if you ask how the industry is fighting its main problem—infestation—you may well be told with a cynical grin: "By increasing retail prices." But this, of course, is not the real answer. In the past two years the recommended retail price of full-price albums has been increased three times; there have also been upward adjustments on medium-price and budget LPs and a 15 percent hike on singles. Further increases could depress the market.

One important area of increased costs is in payment to session musicians. Their rates have been doubled at $10 an hour or $40 per session and this is expected to increase the cost of recording by more than 50 percent.

This may take some of the pressure off the heavily booked Finnish studios as companies become more selective in their production programs. The average cost of making an album today is said to be between $5,000 and $7,500, yet the average sale of an LP is between 4,000 and 5,000 copies.

However, concentration on a lighter release program and improved test-pressing techniques have resulted in more and more records achieving gold status (15,000 LPs and/or cassettes).

One of the major problems currently facing the Swedish industry is again, apart from direct imports—i.e., the lack of promotion channels for national and international product. Naturally, the major medium for promoting the sale of music in the government-owned and television company Swedish Radio broadcasts on three channels with the third, P3, playing music 24 hours a day. Most of the music is from records and only about 14 percent of it is by Swedish writers.

When in 1963 Radio Sweden began its Svensktoppen chart program—a hit parade exclusively devoted to records by Swedish artists—a great deal of the Swedish artists' an interesting historical fact of Swedish Jazz in the early 50's.

DEAR OLD STOCKHOLM

Americans in Sweden 1949–1953 Vol. 1
Stan Getz, James Moody, Zoot Sims, Lee Konitz, Quincy Jones, Annie Ross, Gigi Gryce, Conte Candoli, Frank Rosolino, Stan Levey, Jimmy Cleveland, Dick Hyman, Ed Shaughnessy, George Wallington, Alan Dawson and others.

STOCKHOLM SWEETHEART

Americans in Sweden 1949–1954 Vol. 2

DANNY'S DREAM

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DIONNE WARWICKE
DONOVAN
DON McLEAN
DR. HOOK
EDGAR WINTER

ELTON JOHN
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Sound-Alike Concern Growing In England

Continued from page 3

The BPI’s task is to look out for pirating, and we’ve found no evidence of this. But it is up to each company individually to make a decision whether there is a case for legal action."

Sweetwater, Leo In Pact

VANCOUVER—Leo Records, producer, recently signed a new contract with Vanco Recordings, Inc. The new contract, which runs through 1975, includes the continuation of the label deal with Sweetwater Records, formerly a subsidiary of Studio 3 Productions, and owned by Timbre One Sound headed by Bill Snow, for the distribution and promotion of product in Canada in conjunction with London Records of Canada Ltd. First single from Sweetwater as part of the deal is "All Time Sunshine Woman," a country song by Ray McAuley and Wild Country.

Johnston, using the name J.C. Stone, recently had success with his single "Carrie's Gone" which was picked up in the U.S. for distribution by Larry Utal's Private Stock label. The next single for Johnston under the pseudonym will be "Rocky Mountain Boy" which will be included on his debut album which was completed in Los Angeles with Joe Pulis doing the final mix and production as well as playing guitar on a number of tracks. Basic tracks were done at Trident Sound in London, England. The album is due in the late spring of 1975.

Minnewi Tour Of Europe

COPENHAGEN—Danish promoters Knud Thorbjørn of the Scandinavian Booking Agency has pulled off a substantial coup by contracting Liza Minnelli for her first European tour. She will not make any other concert appearances there during 1975. During January of next year, she will play eight concerts in five countries, accompanied by a 32-piece orchestra directed by her M.D., Jackie French. Her 99-minute show according to Thorbjørn, who has already promoted European tours by the Rolling Stones and Abba, will be the most expensive production ever to tour Europe. He expects the box office gross to be in the region of $2 million, and two in-concert films will be made.

The tour opens with two shows at the Paris Olympia on January 4-5, then will proceed to Frankfurt (7), Vienna (9), Hamburg (10) and Berlin (10) Gothenburg at the 12,000-seat Stadionturn (11) and Copenhagen (13).

PARIS—Since the immense problems created by a postal strike now in its second month, the MIDEM organization is counting on the 1975 event in Cannes, Jan. 18-24, being bigger than ever.

With the opening of the Palais des Festivals now taken over for additional exhibition space, the total surface area of five halls should be more than 15,000 square yards.

The ninth MIDEM will be a non-stop affair, operating daily from 9:30 a.m. to 6 p.m. without a break for lunch. The three international galas will be held from 8:30 p.m. to 10:30 p.m. on Jan. 18, Jan. 21 and Jan. 24 and for the first time the public will be admitted. The venue will be a special marquee probably located at Palm Beach and accommodating 5,000 people.

Disputes Ended, Sweden To Be Host of Eurovision '75

STOCKHOLM—When the Swedish group Abba won the 1974 Eurovision Song Contest in Brixton, U.K., the victory meant that Sweden automatically became the host nation for the 1975 event.

After 16 years taking part in the contest, it was a first-time victory for Sweden, which at the 1974 result was known, arguments started for and against the Swedish Broadcasting Corporation at the end of the year.

An initial problem was the low budget available, but finally it was agreed that they would stage the show—a three-hour broadcast costing roughly $40,000 which was substantially lower than the cost to the British Broadcasting Corporation in 1974.

There were further disputes. Representatives from about 30 different music business organizations, among them the Swedish Musicians Union and the Swedish Choral Union, plus progressive Left-wing music unionists, protested against the planned event—partly because of the low budget available and the clash with the Swedish national radio which was being involved in something regarded as "an activity which serves commercial interests."

But now the event is on, and the contest will be held in the St. Eriks Slott, Stockholm and will be able to attract a million people.

Mushroom & Island in Deal

VANCOUVER—Mushroom Records, a division of Can-Base Industries headed by Shelly Siegel and Mike Flicker, has signed a distribution deal for the world with Island Records. The deal, which places between Siegel and Flicker and Charlie Nuccio, of Island Records in Los Angeles recently.

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[ ] 6. Broadcasting and T.V.
[ ] 7. Publications and periodicals
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LONDON—Decreased profit margins are forcing K-Tel into a position of greater selectivity with record buying director Ian Howard this week.

And the result, he warned, of the higher royalties being demanded by record companies for product could result in the company reducing its amount on household products and its cinema interests, and less on records.

K-Tel claims its profit margins are required for advertising and investment then I feel we must be more selective with future releases and can offer less on a deal by deal basis. Otherwise the result will b...
Nazareth Pulls 61,000 To 16 Canadian Concert Dates

By MARTIN MELHUES

TORONTO—The first time in recent memory, a foreign act has done a Canadian tour without being part of a U.S. tour. Scottish band Nazareth drew close to 61,000 fans to 16 concert dates which began in Toronto, Ontario on Oct. 22 and finished in Vancouver, British Columbia on Dec. 17. All concerts were sellout except three. Rory Gallagher and Rush were on the eastern Canadian dates and HUDSON-FORD shared the bill on the western dates.

On their last tour, "This Flight Tonight" on A & M Records, was a top 10 hit in Canada and A & M Records of Canada reports that it has sold over 100,000 Nazareth LPs in this country. It is all the more re-

2 Charged As Pirates

TORONTO—Ralph Monty and R. A. Field were charged with violating the provisions of Section 25 (ii) of the Canadian Copyright Act. The charge followed the investigation by the Royal Canadian Mounted Police and the antipiracy network of Radio Canada International (RCAI), into a so-called "tape clubs" that have been operating in the western Canada. These "clubs" solicit a membership fee of $10 from prospective customers who entitles the member to a

LONDON—Tam-Motown is making plans to release another batch of singles culled from its back catalog following the recent chart success of oldies from the Supremes.

U.K. Tam-Motown Plans Batch Of Catalog Singles

By BRIAN MULLIGAN

LONDON—Fines totaling $1,440 were imposed on RCA and Pickwick International at Tottenham Magistrates Court last week for offenses under the Trade Descriptions Act involving the sale as stereo recordings of mono LPs on the budget Camden label.

RCA, the supplier, was fined a total of $950 with a $120 costs. PLUS $452 in special costs on two technical tests, after pleading guilty to two summonses alleging that due to its default to lot 2s were sold at an Ealing field music shop bearing the description "stereo" which was false.

Pickwick, the distributor, admitted to two similar summonses and was fined a total of $40, with $120 in costs.

Ealing’s deputy chief trading standards officer, A. H. Chaffee, told the court that the two records involved were "Provincial Love" and "Country Giants," and Country Giants Vol. 3. The pur-

Cash Shortage

Deep stocks down to a low level. This, in turn, would affect the supplies.

The postal strike now over a month old, is causing problems to Telecommunication telephone in a number of instances. Telephone communication is not adequate and bills are held up. And when called to the phone in strike situation, it will take weeks before the industry services function properly.

WORLD

Canadians Pubs Set Arm As Lobbyists

FROM THE MUSIC CAPITALS OF THE WORLD

TORONTO—Smile Records, headed by Dave Couls, is now distributed in Canada by RCA. The label plans a major re-organization under the new deal is "Has Anybody Seen America?" by Ian McClean. "The label is facing a new LP deal with Lisa Records for the release of George Fischlott product and RCA in Canada. The single "That Old White Song," Fischlott was the writer of Keith’s "96," and "Jesse" and "Give Me Some Day," and was recently represented himself on Billboard’s Easy Listening charts for 6 weeks with the single "Georgia Funerica." London Records of Canada’s distribu-

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TODD RUNDGREN—I Can't Make You Love Me (2:19); producer: Todd Rundgren; writer: J. Lynn. SIRE—Keep the Change (2:17); producer: Steve Rubinstein; writer: G. Kemp. A&M—Save The Last Dance For Me (2:30); producer: Robert Flick; writers: C. Green-A. Williams. RCA—What A Piece Of Work Is Man (2:24); producer: Robert Flick; writers: A. Williams-C. Green.

ANSELM—the new group (2:20); producer: David Seidlin; writer: A. Williams. A&M—Come On And Say It (2:26); producer: David Seidlin; writer: A. Williams. A&M—You're So Fine (2:29); producer: David Seidlin; writer: A. Williams.


RUSTY GRAPES—You Wore It Wrong (2:31); producer: Si Simon & Wayne Carner; writer: Wayne Carner, Earl Barlow (BMI). MONUMENT—Barbara Fairchild—(2:43); producer: Mike Mancino; writer: J. Lipman (ASCAP).}

LITTLE DAVID WILLIAMS—(2:45); producer: Si Simon; writer: J. Lipman (ASCAP).

EASY ARTHUR—(3:00); producer: Mike Cook & Dan Cott; writer: L. Garber, David, Cott; SABACHIANI (BMI).}

FREDDIE MURPHY—(3:30); producer: Si Simon; writer: L. Garber, David, Cott; SABACHIANI (BMI).}

RUSSELL—(3:30); producer: Si Simon; writer: L. Garber, David, Cott; SABACHIANI (BMI).
Look what we’ve done for you lately.

Day after day, Week after week, both in and out of it’s pages, Rolling Stone keeps attracting new customers to music. Keeps expanding the market.

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The Rolling Stone News Service is offering taped interviews with musical personalities to leading radio stations across the country — and these top stations are gobbling them up. Already 175 stations are using this exciting new material; they know their listeners want to hear lively interviews with Elton John, with George Harrison, with the hottest names in music. The more people who are into contemporary music... the more people who listen to it, think about it, read about it... the bigger the business grows, the more records and tapes you sell.

Expanding the market, providing the best possible coverage of music to the largest possible audience, this is what Rolling Stone is all about.

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Billboard's TALENT IN ACTION lists recording artists, personal managers and booking agents all over the world and has become a perfect year-end advertising vehicle because it is an indispensable talent guide for leading talent buyers and promoters.

Be a PINBALL WIZARD in Billboard's TALENT IN ACTION. For information on how to play the game, call a Billboard sales representative in an office near you.

AD DEADLINE: December 2
ISSUE DATE: December 28
Yule Sales Hit Early Peak

With this deal, Island is committed to release an instrumental album of Beatles' music entitled "Switched Off Beatles" by the New World Electronic Ensemble: a double album set of Paul Horn material, and product by Jayson Hoover in the U.S. and England. In the case of product not released by Island in other countries, the rights revert automatically back to Mushroom. Island has the rights to first refusal on all Mushroom product.

An unprecedented clause in the contract makes it extremely good, but the big question is not your gross but your net. Many people would sooner have lower sales and improved margins, because margins are often at a critical level, and these high investment costs are used to finance business building now. He adds a note of caution: "It isn't time to start firing any rocks."

And British Decca managing director Ken MacIntosh took a look at the album's title. "Sales Hit'' combined with the fact that the Beatles were one of the best Christmas products.

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Eddie Kendricks Sings For You.

An album of songs you’d love to hear him sing: Jim Croce’s “Time In A Bottle,” The David Gates/Bread Classic, “If.” And a beautiful new love song, “Deep And Quiet Love.”

“For You.”
### Billboard Top LPs & Tape Chart

#### Top 50 LPs

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<th>Artist</th>
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GRAND FUNK

1975 WORLD TOUR

Jan. 2/Mobile, Alabama
Jan. 3/Jacksonville, Florida
Jan. 4/Winter Park, Florida
Jan. 10/Amarillo, Texas
Jan. 11/Oklahoma City, Oklahoma
Jan. 12/Little Rock, Arkansas
Jan. 16/Memphis, Tennessee
Jan. 18/Lake Charles, Louisiana
Jan. 19/Baton Rouge, Louisiana
Jan. 23/Fayetteville, North Carolina
Jan. 24/Richmond, Virginia
Jan. 26/Louisville, Kentucky
Jan. 31/Columbia, South Carolina
Feb. 1/Atlanta, Georgia
Feb. 2/Charlotte, North Carolina
Feb. 7/Terre Haute, Indiana
Feb. 8/Toledo, Ohio
Feb. 9/Baltimore, Maryland
Feb. 22/Salt Lake City, Utah
Feb. 23/Denver, Colorado
Feb. 24/Albuquerque, New Mexico
Feb. 28/Tucson, Arizona
Mar. 1/El Paso, Texas
Mar. 2/Phoenix, Arizona
Mar. 13/Syracuse, New York
Mar. 14/Hershey, Pennsylvania
Mar. 15/Niagara Falls, N.Y.
Apr. 6/Copenhagen, Denmark
Apr. 7/Göteborg, Sweden
Apr. 10/Frankfurt, Germany
Apr. 11/Stuttgart, Germany
Apr. 12/Zurich, Switzerland
Apr. 15/Hamburg, Germany
Apr. 18/Amsterdam, Holland
Apr. 18/Wembley, England
May 8/Vancouver, Canada
May 11/Edmonton, Canada
May 14/Anchorage, Alaska
May 17/Kyōto, Japan
May 18/Nagoya, Japan
May 21/Osaka, Japan
May 22/Tokyo, Japan
May 23/Tokyo, Japan
May 23/Hawaii

all the girls in the world
Beware!!!

SO-11356

Produced by JIMMY IENNER
ON CAPITOL RECORDS & TAPES
<table>
<thead>
<tr>
<th>Rank</th>
<th>Song</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>'Crying'</td>
<td>Elton John</td>
<td>A&amp;M</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>'She's a Woman'</td>
<td>The Hollies</td>
<td>Decca</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>'A Team'</td>
<td>The Beatles</td>
<td>EMI</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>'I'm Not a Juvenile Delinquent'</td>
<td>The Kinks</td>
<td>Pye</td>
<td>1</td>
</tr>
<tr>
<td>5</td>
<td>'So Long, So Young'</td>
<td>The Tremeloes</td>
<td>Pye</td>
<td>1</td>
</tr>
<tr>
<td>6</td>
<td>'Get Away'</td>
<td>The Animals</td>
<td>Pye</td>
<td>1</td>
</tr>
<tr>
<td>7</td>
<td>'I Can't Help Myself'</td>
<td>The Shadows</td>
<td>Pye</td>
<td>1</td>
</tr>
<tr>
<td>8</td>
<td>'I'm Gonna See Her Tonight'</td>
<td>The Searchers</td>
<td>Pye</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>'You Belong With Me'</td>
<td>The Shadows</td>
<td>Pye</td>
<td>1</td>
</tr>
<tr>
<td>10</td>
<td>'Don't Worry Baby'</td>
<td>The Beach Boys</td>
<td>Pye</td>
<td>1</td>
</tr>
</tbody>
</table>

**This Week**

- **'Crying'** by Elton John (A&M) - 2
- **'She's a Woman'** by The Hollies (Decca) - 2
- **'A Team'** by The Beatles (EMI) - 1
- **'I'm Not a Juvenile Delinquent'** by The Kinks (Pye) - 1
- **'I Can't Help Myself'** by The Animals (Pye) - 1
- **'Get Away'** by The Tremeloes (Pye) - 1
- **'I'm Gonna See Her Tonight'** by The Searchers (Pye) - 1
- **'You Belong With Me'** by The Searchers (Pye) - 1
- **'Don't Worry Baby'** by The Beach Boys (Pye) - 1

**Last Week**

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- **'She's a Woman'** by The Hollies (Decca) - 2
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- **'I Can't Help Myself'** by The Animals (Pye) - 1
- **'Get Away'** by The Tremeloes (Pye) - 1
- **'I'm Gonna See Her Tonight'** by The Searchers (Pye) - 1
- **'You Belong With Me'** by The Searchers (Pye) - 1
- **'Don't Worry Baby'** by The Beach Boys (Pye) - 1

**This Week on Chart**

- **'Crying'** by Elton John (A&M) - 2
- **'She's a Woman'** by The Hollies (Decca) - 2
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- **'You Belong With Me'** by The Searchers (Pye) - 1
- **'Don't Worry Baby'** by The Beach Boys (Pye) - 1
Heavy Ammo

The Blackbyrds
Flying Start
Fantasy 9472
Shipped Nov. 15 and...

155 Billboard 139 Cashbox 177 Record World
Pop Chart, December 7 First Week
Pop Chart, December 7 Second Week
Pop Chart, December 7 First Week

Still soaring on the soul charts...

Blackbyrds
Fantasy F-9444

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**Business Of Music Set**

- **Continued from page 1**

Programs to follow include: Jan. 14: "Tomorrow You'll Be A Star—Managing And Booking The Artist's Career" with Marc Gordon, manager, Dick Broder, manager, Mike Cursey, Creative Management Associates. Free to the public, comprising the panel.

Jan. 21: "Big Business In Nashville: The Development Of Our Music Community In Working With Government, Banks, And Investors." Guest speaker will be Ms. Frances Preston, vice president, Broadcasting Recorder. The panel will be announced later.

Jan. 28: "We Can Work It Out: Copyright Law and Business Contracts," guest speaker will be John "Mike" Maitland, president, MCA Records. The panel will include Los Con, administrative vice president, MCA Records; Ned Shauman, attorney and manager, and John Reed, president of John Reid Enterprises and manager of Elton John.

Feb. 4: "We Love Our Competition, As Long As We Are Number One." Bruce Lundvall, vice president, rock division, CBS Records, as guest speaker at this session devoted to sales. On the panel: Ron Alexander, songwriter/producer, Epic Records; Tom Bell, producer, writer and owner of Phillips International Records; Tom Kunkel, vice president, Monument Records.

Feb. 11: "Music And The Broad-
cast Media: Programming For Our Audience." Dick Clark, president of Dick Clark Enterprises, will be the guest speaker. Mr. Clark, who is president, T.departments, is an authority on radio and television. He is also the author of "Buddy Holly's Life and Times." The program will be held at the University of California at Los Angeles.

**Inside Track**

Lou Frankel, 63, former Billboard radio editor, died of cancer Nov. 19 at New York's Memorial Hospital. Lou was a former National Academy of Recording Arts & Sciences Board of Trustees member. He's opended offices in Beverly Hills as Bob Kraskow and Associates. "Publish people personal manager Edwin Shaw has a role in the film "A Woman Under The Influence." Edwin Shaw was a former Billboard writer. He is also a member of the New York based Los Angeles Ad Club and Los Angeles Society of the Arts.

FeB. 18: "Everything Including The Record Industry: A View from the Production Chair." Producer Chuck Blore will be guest speaker with a panel of Johnney Matti, singer and record producer; Paul Williams, composer. Feb. 25: "Government And The Arts: The Threat of Congress to the Independent Record Industry," a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performance Of Their Work For The Recording Industry, a focus on the upcoming record company association bill HR13364. The bill is entitled To a Fe For Public Performan...
HERC'S JOHNNY!

HERE'S JOHNNY
Magic Moments from the
TONIGHT SHOW

Starring
JOHNNY CARSON
& Featuring

Joe. IflRielg inal comedy.
Edition, tidng 26th year
Universoorny pott!

EORGE CARLIN
PEARL BAILEY
LENNY BRUCE
BILLIE HOLIDAY
JUDY GARLAND
RETHA FRANKLIN
THE SMOTHERS BROS.
RICHARD M. NIXON
JOHN TWOMEY
PETE FALK
JACK WEBB
IKE & TINA TURNER
LUCILLE BALL
LUCI ARNAZ
DESI ARNAZ JR.
ART FERN
DEAN MARTIN
BUDDY HACKETT
JACK BENNY
JERRY LEWIS
JOEY BISHOP
GEORGE BURNS
GLEN CAMPBELL
DON RICKLES
SAMMY DAVIS

After two years of planning and production, Casablanca Records is proud to present the release of "Here's Johnny... Magic Moments from the Tonight Show" - the ultimate home entertainment package - a two-record set of once-in-a-lifetime highlights of music, song and comedy - drawn from 25 years of the Tonight Show and featuring such incredible stars as: Ed McMahon, Doc Severinsen, Jay Silverheels, Bette Midler, Groucho Marx, George Carlin, Pearl Bailey, Lenny Bruce, Billie Holiday, Judy Garland, Aretha Franklin, The Smothers Bros., Richard M. Nixon, John Twomey, Peter Falk, Jack Webb, Ike & Tina Turner, Lucille Ball, Luci Arnaz, Desi Arnaz Jr., Art Fern, Dean Martin, Buddy Hackett, Jack Benny, Jerry Lewis, Joey Bishop, George Burns, Glen Campbell, Don Rickles, Sammy Davis.

M.F. Records, Inc., and American Talent International (a division of ATI Ltd.) production - produced by Joyce Bialwitz and Bernard Fox. Executive producers: Manheim Fox and Jeff Franklin, by arrangement with NBC on Casablanca Records and Ampex Tapes.

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A new album of country songs by Barbi Benton.

On Playboy Records & Tapes