Co-exist In Harmony, Graham Forum Plea

LOS ANGELES—The importance of everyone concerned with the talent end of the business learning to work together for everyone's common good was spelled out by Bill Graham, FM Productions president Thursday (5), in his keynote address "Where Does The Power Lie" to open the first annual Billboard International Talent Forum at the Century Plaza, June 4-7.

More than 500 participants from the U.S., Europe, Canada, Mexico and Japan attended the conference.

1st U.S. Tape Counterfeit Charge

By JOHN SIPPEL

LOS ANGELES—The federal grand jury here has returned the first indictments nationally charging tape counterfeiting, with both a manufacturer/wholesaler and salesperson involved. Assistant U.S. Attorney Chet Brown showed Billboard one sample counterfeit tape, which in packaging concept was identical to the original.

Ronald Hendee is alleged in an FBI report to have been making "bootleg" tapes in a basement area at 1119 Willow West Covina, Feb. 20, 1975. Equipment found included one master unit and four slaves. Gilbert Hendee, 54, and S. Paul Read. Rowland Heights, is also charged. The indictment lists 14 tapes, 13 of which are named. Included were Marvin Gaye's "Let's Get It On" on Motown and "Al Green Explores Your Mind" on

N.Y. Nightclubs Blossom; Pop & Jazz Groups Benefit

Ward, Kirshner Team To Sell 8-Track/Radio

By CLAUDE HALL

LOS ANGELES—Montgomery Ward and Don Kirshner have teamed up on a nationwide promotion to retail a new 8-track cartridge/radio unit bearing the Don Kirshner name—perhaps the first time a hardware unit has been named after a music industry executive.

The Airline unit will retail for $199.95 and comes equipped with speakers, according to Bill Endicter, district merchandise manager for the Los Angeles metro area that includes 15 Montgomery Ward stores. It is manufactured in Japan.

"We've put 500 units on the

Radio Conference Sets 3-Hour Rap

LOS ANGELES—Phil Stone, music master behind the syndicated programming of Stereo Radio Productions and Bob Richter, president of Able Communications, will participate in a three-hour luncheon rap session during the eighth annual International Radio Programming Forum in San Francisco, Aug. -13-16 at the Fairmont Hotel.

Both executives will be assigned to the communications complex that will be discussing all aspects of the beautiful music format.

In this luncheon rap session, other communications complexes will deal with automation and its usage in modern-day radio; the influence of discotheques on radio playlists; the avenues of the MOR station today in programming and audiences; what affects the national sales rep has today in radio; qualitative radio research.

CONTINUED on page 14.

Superstar LPs Seen Lure For Strong Summer Sales

Cautious Optimism Prevails At CES

By STEPHEN TRAIDMAN

CHICAGO—The music-oriented areas of the Consumer Electronics Show were the positive bright spots as car stereo, blank tape and accessories manufacturers were virtually unanimous in "cautiously bullish" feelings about the economy in the months ahead.

Overall, the June 1-4 CES saw traffic fall about 15 to 20 percent under last year's reported 40,000 attendance, but most exhibitors agreed that the key buying influences were on the scene—and in some areas the booth was constantly busy through the show.

Despite the big push for 4-channel by the sponsoring Electronic Industries Assn./Consumer Electronics Group (EIA/CEG) with its ballyhooed "Quadracama" exhibit displaying all three quad modes in an

CONTINUED on page 13.

Country Acts Losing Their Chart Longevity

By BILL WILLIAMS

NASHVILLE—Being a country artist used to be an assurance of longevity in the recording business, but a check of the country charts today shows a sharp departure from that tradition.

The changing trends in country music, or expanding trends, have completely shuffled the listings from just five years back. A look at Billboard

CONTINUED on page 40.

Y.. Nightclubs Blossom; Pop & Jazz Groups Benefit

Ward, Kirshner Team To Sell 8-Track/Radio

By CLAUDE HALL

LOS ANGELES—Montgomery Ward and Don Kirshner have teamed up on a nationwide promotion to retail a new 8-track cartridge/radio unit bearing the Don Kirshner name—perhaps the first time a hardware unit has been named after a music industry executive.

The Airline unit will retail for $199.95 and comes equipped with speakers, according to Bill Endicter, district merchandise manager for the Los Angeles metro area that includes 15 Montgomery Ward stores. It is manufactured in Japan.

"We've put 500 units on the

CONTINUED on page 13.

Radio Conference Sets 3-Hour Rap

LOS ANGELES—Phil Stone, music master behind the syndicated programming of Stereo Radio Productions and Bob Richter, president of Able Communications, will participate in a three-hour luncheon rap session during the eighth annual International Radio Programming Forum in San Francisco, Aug. 13-16 at the Fairmont Hotel.

Both executives will be assigned to the communications complex that will be discussing all aspects of the beautiful music format.

In this luncheon rap session, other communications complexes will deal with automation and its usage in modern-day radio; the influence of discotheques on radio playlists; the avenues of the MOR station today in programming and audiences; what affects the national sales rep has today in radio; qualitative radio research.

CONTINUED on page 18.

CONTINUED on page 19.

CONTINUED on page 20.

CONTINUED on page 21.

CONTINUED on page 22.

CONTINUED on page 23.

CONTINUED on page 24.
THE ROLLING STONES ON TOUR


ON ROLLING STONES RECORDS AND TAPES

© 1975 Atlantic Recording Corp. A Warner Communications Company

Distributed by Atlantic Records

THE BEST
12-Inch 45s Via Scepter Up Sound Level For Discos

LOS ANGELES—Scepter Records is launching a policy of servicing discs with 12-inch 45s to keep the recording level at a maximum as often as possible.

According to Stanley Greenberg of the label, Scepter has found that to produce a single of more than five minutes in length, the recording level requires lowering. With the new, larger singles, the problem is hopefully remedied. The first such disc will be shipped soon.

In addition, Scepter wrapped up a series of three regional distributor meetings last week. They were held May 29 and 30 in New York, June 2 and 3 in Chicago and June 5 and 6 in Los Angeles. Greenberg says that though the 15-inch 45 was shown at the meetings, the prime purpose was the exposure of new product. Approximately 50 distributors attended the meetings.

House Subgroup Probes Jukebox Ops As Bumpkin ‘Little Fellas’

LOS ANGELES—More than 250 of the nation’s top writers and publishers witnessed the certification of “The Most Beautiful Girl” by BMI as the most performed song in its repertoire for 1974 on June 3, at the Century Plaza.

The BMI Awards are given for the most performed songs in its catalog for 1974. Included are those which have been consecutive winners for several years.

The CBS Music Publishing group captured the most awards (nine) including seven by Mighty Music. The Mighty Three awards were received for “The Love I Lost”—Kenneth Gamble/Leon Huff; “I’m Coming Home”—Tom Bell/Linda Creed; “When Will I See You Again”—Kenneth Gamble/Leon Huff; “Rockin’ Roll Baby”—Tom Bell/Linda Creed; “The Love Of Money”—Kenneth Gamble/Leon Huff; “TSOP”—Kenneth Gamble/Leon Huff; and “Then Came You”—Sherman Marshall/Phillip Pugh.

‘Beautiful Girl’ Garners Top BMI Kudos In L.A.

By MILDRED HALL

WASHINGTON—For the first time in decades of hearings on jukebox performance royalties, a House subcommittee last week closely questioned the traditional argument that the operators are “little fellas” rural and grassroots-oriented, and unable to bargain on equal terms with giant urban music licensing societies.

As issue in the June 3 hearing on the overall copyright revision bill was the industry’s claim that the $8 annual per box fee reached in a 1967 compromise should not be reviewed by the copyright tribunal set up in the bill to review all statutory rates. Spokesmen for the Music Operators (Continued on page 4)

Business And The Economy

Word’s McCracken: Returns a Danger

By JIM MELANSON

This is another in a continuing series devoted to various facets of the industry and how each is facing the state of the economy.

NEW YORK—Even after a bad first quarter bout with returns, 1975 sales projections at Weed Inc. are still in the $16-$17 million ballpark, according to Jarrell McCracken, founder of the company and now president of the ABC-owned religious white gospel records, music publishing and book publishing subsidiary.

With previous quarters’ returns running at a rate of 8-10 percent, this last period’s 15-16 percent figures were undoubtedly cause for concern at the company. If there was a prime (Continued on page 59)

ARMY CONCERT

By BOB KIRSCH

LOS ANGELES—Building a strong business in club bookings has enabled Apogee Management to move full force into the concert booking field.

Burk Dennis, president of Apogee, formed the firm two years ago as an agency designed to place acts in what he calls “clubs that are for dancing and drinking, not listening rooms.”

“I was building for the concert business,” he says, “but did not enter that area until four months ago.” Artists currently being booked by the company for the concert trail include Milt Davis, Willie Nelson, Roy Ayers, Billy Paul, the Beau Brummels, Kinky Friedman, Hello People, Proctor & Bergman, Barnett Strong, Sammy Johns, Freddie King, Dusty Draper & the Okeeters, Rockin’ Horse and Larry Hodford.

“We did close to $250,000 in the (Continued on page 58)

Club Dates Aid Apogee Concerts

By MILDRED HALL

WASHINGTON—For the first time in decades of hearings on jukebox performance royalties, a House subcommittee last week closely questioned the traditional argument that the operators are “little fellas” rural and grassroots-oriented, and unable to bargain on equal terms with giant urban music licensing societies.

As issue in the June 3 hearing on the overall copyright revision bill was the industry’s claim that the $8 annual per box fee reached in a 1967 compromise should not be reviewed by the copyright tribunal set up in the bill to review all statutory rates. Spokesmen for the Music Operators (Continued on page 4)

By PETER JONES

LONDON—After a stormy and ill-fated visit to West Germany, during which he cancelled two of three dates, Frank Sinatra arrived in London to face packed audiences at the Royal Albert Hall and some extremely favorable press reaction for his performances.

Commenting on the problems in Germany, Billboard’s Hamburg correspondent Wolfgang Spurr writes: “Never, in all my experience in music journalism, have I known the German press to wage such an intensive (Continued on page 44)

By BOB KIRSCH

LOS ANGELES—Building a strong business in club bookings has enabled Apogee Management to move full force into the concert booking field.

Burk Dennis, president of Apogee, formed the firm two years ago as an agency designed to place acts in what he calls “clubs that are for dancing and drinking, not listening rooms.”

“I was building for the concert business,” he says, “but did not enter that area until four months ago.” Artists currently being booked by the company for the concert trail include Milt Davis, Willie Nelson, Roy Ayers, Billy Paul, the Beau Brummels, Kinky Friedman, Hello People, Proctor & Bergman, Barnett Strong, Sammy Johns, Freddie King, Dusty Draper & the Okeeters, Rockin’ Horse and Larry Hodford.

“We did close to $250,000 in the (Continued on page 58)
Executive Umanade

Danny Albro named national sales director for United Artist Records and will report to Merle Wilson. For the past 11 years in sales, Albro is the new national sales manager of Capitol Records... Lee Mengell, a long-time industry executive who headed United Artists Records international division five years, left the label last week. Departing RCA's staff, he spent seven years as RCA's general manager. In his new capacity, Albro will become the director of Motown Records... Karna Peterson; John Mueller, vice president of tape sales, also has joined... Ria Salskuy is now at Motown as assistant to the executive vice president... Carolyn Machtchit has joined her staff department at Warner Bros. Records in Burbank with editorial chief Peter Johnson, who moved to the firm after a stay in New York.

UNAUTHORIZED DUPLICATION
Music Pubs To Seek ‘Fair Use’ Accord

BY IS HOPWITZ

NEW YORK—Standard music publishers are expected to step up antipiracy efforts next week, when information guidelines with educators and librarians to stem unauthorized duplication of printed music, as even as the copyright revision inches its serious way through Congress.

This week is the New York branch of the Copyright Society of the U.S.A. Northwest’s Washington meeting, where a panel of the Society will consider the issue, and the Society’s president, is expected to speak on the subject.

Mr. and Mrs. Kelly, who operate a record store in Joplin, are the authors of the proposed bill (H.R. 1182) which will provide for a $500 fine for the sale of pirated records, and up to two years imprisonment for selling pirated records.

Mr. and Mrs. Kelly, who operate a record store in Joplin, are the authors of the proposed bill (H.R. 1182) which will provide for a $500 fine for the sale of pirated records, and up to two years imprisonment for selling pirated records.

OKLAHOMA CITY—The Sooner state, long called a focal point for unlicensed dealers, has made a first step toward putting an end to the piracy problem. April 18, the attorney general of Oklahoma, issued a citation to a music dealer, who was cited for a fine of $500, and was found guilty of selling pirated records.

Mr. and Mrs. Kelly, who operate a record store in Joplin, are the authors of the proposed bill (H.R. 1182) which will provide for a $500 fine for the sale of pirated records, and up to two years imprisonment for selling pirated records.

U.K. DISK COSTS MORE

BY ADAM WHITE

Long ago, the price of records has risen, with the most dramatic being Pye’s new price, $1.36, for single.

The increases are due to various factors, including the cost of materials and distribution. Pye singles were previously $1.32. Regular single.-Singles are up from $1.58 to $2.00.

Flip Gets Serious

LOS ANGELES—Flip Wilson’s first single will be shipped June 18 on the Little David label distributed by the re-emerging MCA Records.

But there’s nothing humorous in the lyrics of “Berries In Salinas,” dealing with the plight of migrant farm workers. Composed by Gloria Sterkov and Harry Lloyd, the song has a message of social consciousness in the U.S. and marks an abrupt change of image for the diminutive “Super Star” produced.

(Continued on page 49)
Something new, something new, something new and something new.

A great marriage... new artists and Epic Records.
On Epic Records... and Tapes.
CBS REISSUES

By ROBERT SOBEL

NEW YORK—CBS’s Special Services Division, as part of CBS Records Special Products Division, is moving to widen its market penetration.

The division, which has only lasted over the last few years started to achieve some of its goals both in business and in sales. Headed by Donald Farrell, recently named the department’s director after a stint with Columbia Records International Services, which specializes in reissuing CBS Records no longer in the catalog, has seen large sales jumps every year beginning in 1986.

Farrell’s primary goal now is to expose the product to the consumer in a more direct fashion. Previously, the company had concentrated its promotional efforts on school boards and libraries and to dealers and retailers specializing in its music. Now, he looks to create a market through deeper concentration and increased selections of the catalog. Product is exposed and promoted through direct mailers and supplemented by telephone calls to dealers.

Farrell claims that the dealer outlet network now extends to more than 200 territories. “Our success is being driven by the fact that we have increased our market penetration in this area as well. Outlets include smaller areas as well as the major metropolitan areas in the U.S.”

LOS ANGELES—Neil Diamond, the acclaimed recording artist, producer, Turner, a singer and a legion of others have used their service in Los Angeles from time to time. Now Stirling Hau and Art Polanski are expanding into six Midwest states with their unique Musicians Contact Service.

MCS is a registry of individual musicians seeking jobs. It also serves as a registry for groups needing musicians. MCS is not an agency, Hau and Polanski, who serve as the firm’s coordinators, collect no commissions.

“Our income,” says Hau, “is derived from the fees payers, $15 for 100 days service. Services for bands, their managers and agents telephone our offices, and for a singer. Beginning June 16, we will have a WATS line available to make appointments.

Along with our unemploy- ed musicians we offer a weekly newsletter which is mailed to our subscribers. Each week, however, that’s just one of many open. In our six years of operation in the Southern California area we have steadily built our clientele list. We are going into the Midwest and, eventually, nationally.”

The region being covered is Indiana, Michigan, Wisconsin, Illinois, and the Nashville portion of Tennessee. Polanski says.

MCS adds, “We offer a singer or musician who subscribes to MCS hears about open positions within two to seven days after we receive news of an opening. We handle young, non-union artists as well as the more experienced and AFTRA members. We have no connection and are not governed by any union or guild of any kind. We are strictly an independent operation.

Both 28, Hau and Polanski met while they were students at Glendale College in California. That was 10 years ago. In 1969 they sensed a need for musicians and employed professionals to have access to a clearing house; Musicians Contact Service was the result.

The new MCS WATS line will be (800) 421-0066.

Price War On Personalized Songs

DUBLIN, Calif.—Dave E. Strand, a SESAC composer, is representing himself in the story (Billboard, May 17) dealing with John McCarthy’s personalized song business. May 31, Strand immediately.

“McCarthy says he can get the tie-in for $2,500,” says Strand. “I do the same, writing any kind of song in any style and in any language. I am not going to sell sheet and a professional recording of the song sung up to three voices, rhythm piano, lead guitar, electric bass, plus tenor drums, complete tenor drum, 100 percent Satisfaction Guaranteed. I am not planning to launch. “Vocal consultation is an absolute must for the compilation of the song and the submission of it.”

SEASAC will not make the list for the collection of $100. They only have the song and will record them for $2,500,” says Strand. “I do not have a great deal of money refunded,” Strand declares.

EMEX’S Rockers

LOS ANGELES—The music from Allied Artists’ new movie, “House of Exorcism,” will be distributed throughout the world, excluding the U.S. and Canada by EMEX music affiliates.
THIS WEEK,
ONE OUT OF EVERY
50 CHART ALBUMS IS BY
THE DOOBIE BROTHERS.

STAMPEDE (BS 2835)
#8 WITH A STAR
WHAT WERE ONCE VICES ARE NOW HABITS (W 2750)
#72 WITH A STAR
THE CAPTAIN AND ME (BS 2694)
#122 WITH A STAR
TOULOUSE STREET (BS 2634)
#166 WITH A STAR

ON WARNER BROS. RECORDS AND TAPES.
Close AMC Tape Plant

LOS ANGELES—Audio Magnetics Inc. is closing its plant in Indianapolis. The facility manufactured 8-track cassettes for RCA, MCA, and others, and was opened in June 1967.

According to a company spokesman, an inventory of recorded tapes is being sold to RCA and MCA in bulk.

Tapes Seized by FBI in Bismarck

BISMARCK, N.D.—More than 20,000 allegedly pirated tapes were seized by FBI agents in raids on a distributor and two retail stores here.

The raids were conducted on Midwest Distributors, 1227 Park Ave., at which more than 16,000 tapes were found; at Tape Deck, retail outlet opened about a month ago and said to be operated by the principals of Midwest Distributing, where some 1,000 tapes were seized; and at Music City, here, where several hundred tapes were found.

Handelman Seeks To Acquire Le-Bo

NEW YORK—The Handelman Co. has entered into preliminary negotiations with the Starr Broadcasting Co. for the acquisition of Le-Bo Products Co., a wholly-owned subsidiary of Starr.

Le-Bo manufacturers and distributors home entertainment accessories, including carry cases, blank tape products, and record and tape care accessories. The company's sales for the fiscal period ended June 30, 1974 were $5 million. Until its acquisition by Starr in 1972, Le-Bo was owned by Leslie Bokor, and headed by Leslie Dame.

Franklin Stores To Goody Chain?

NEW YORK—Sam Goody, Inc. and the Franklin Music Co. have agreed in principal for the sale of Franklin's six Franklin stores in the Philadelphia area. Goody already operates four stores in the Philadelphia area.

A preliminary agreement, which involves cash, is subject to approval of both firms' boards and other conditions. Goody (O-T-C) currently operates 20 retail shops in New York, New Jersey, Pennsylvania, Connecticut and Rhode Island.

Three Franklin stores in Atlanta are not involved in the transaction and will continue to be operated by Dr. Ed Rosen, president of Franklin Music.

For the year ended Dec. 31, 1974, Sam Goody reported sales of over $35 million and net income in excess of $700,000.

'No' To Dupers By N.Y. Solons

NEW YORK—Dupliciters attacking the anticyrothe bill proposed by Sen. H. Douglas Barthly for this state are bombarding state authorities and legislators with all kinds of literature and personal communication to pitch their case.

The latest tactic centers on the dupliciters' attempt to add a compulsory licensing provision to the bill, which was rejected "out of hand" by parties involved in the bill.

The plea was last week in Albany by David Holman, head of R-C-Tape, Wisconsin tape duplicator, and by Thomas Gramuglia. The proposal was heard by Barry's counsel, Lee Miller, executive assistant to State Attorney General Louis Lefkowitz.

Market Quotations

As of closing, Thursday, June 5, 1975

R-142

NEW Hit Single

GYPSY FOX

R-1022

Off The Ticker

SONY, Tokyo, will outfit an electronic audio/video training center for the government of Iran, the equipment includes video and audio equipment...MORSE ELECTRO PRODUCTS and CAPEHART CORP. are discussing merger possibilities.
THE NEW SINGLE
"T-R-O-U-B-L-E"

FROM THE NEW ALBUM

RCA

ELVIS

Today

Records and Tapes
**Never Say Die: ‘Tapestry’ LP Climbing**

By PAUL GREEN

LOS ANGELES—Old is revisiting Carole King’s “Tapestry” LP this week.

The move is designed to capitalize on the momentum, “Tapestry” has been building up in the last five weeks. It has, since May 10, steadily regained 57 positions on Billboard’s Top LPs And Tape chart.

This chart activity has been the apparent result of radio stations across the country independently programming Carole King specials and “Tapestry,” in an effort to boost their own ratings during ARB periods.

The primary markets in which this exposure has been heaviest have been: Chicago, Los Angeles, New Orleans, Miami, Minneapolis/St. Paul, Milwaukee, Cleveland, Pittsburgh, and Denver.

Old’s current plans with regard to “Tapestry” do not include releasing a new single from the set. Neither is there any intention to restock the album at retail level. Marshall Blonstein says “the album is always well stocked because dealers are constantly checking it themselves. In fact, while most albums that are a couple of years old are filed away in bins, ‘Tapestry’ is quite often stacked in floor displays.”

While the recent radio shows are, no doubt, the immediate cause of this surge in sales activity, there, according to Blonstein, a multitude of reasons the album has retained its popularity so long. He reports that many of the copies sold these days are replacements of worn copies.

“With ‘Tapestry,’ he explains, like most albums, you don’t find people playing a cut or two off the album at a time. They play both sides straight through.”

“Also, as each Carole King album sits, ‘Tapestry’ has shot to the top of the chart has brought ‘Tapestry’ right back up with it.” Ultimately, of course, “Tapestry” has outlasted all the subsequent releases, staying on the charts if not as a hot section album, at least as a key part of any retailer’s essential inventory.

“Tapestry” made its first appearance in Billboard on April 10, 1971. Within six weeks, it was in the top 10. It stayed there for a total of 46 weeks, including 15 consecutive weeks at No. 1.

1975 is the fifth continuous year

**Calif. Tax Facing Death**

LOS ANGELES—The legislative attempt to quash the effort by the state board of equalization to exact a 6 percent sales tax on the sale or lease of master tapes and records within the state, led up its second hurdle last week, passing the important Senate finance committee, 6 to 3.

Speaking in support of Senate bill 512, introduced by Sen. Alan Robbins, San Fernando, and Sen. John Mathis, San Benito, a representative, GRT Corp., told the committee his 3,000-person company would be forced to leave the state if the proposal was not nixed.

The bill now goes to the floor of the assembly. Others who attended the session, supporting the bill included: Dick Cohen, tax counsel; Joe Reiman, WB corporate counsel; Ed West, chief financial officer of WB Records and Chuck Tilghman, Capitol Records legal counsel.

**GRT Selling LPs Via TV**

SUNNYVALE, Calif.—GRT Music Tapes has entered the television broadcast promotion market with three LP sets.

“The Everly Brothers (26 Hits),” “Basic Black (25 R & B Hits)” and “Country Music (27 Hits).”

Dave Law, GRT Music Tapes TV broadcasting manager, said the firm is readying three additional packages to be ready by the end of the year. Law adds the company is looking to existing licensees and organizations outside the realm of current licensing agreements for the new packages.

**WEA Suing Moon**

LOS ANGELES—Moon Entertainments, in Atlanta which sheltered two months ago, is being sued by WEA Corp., for $40,288.73 in Federal court here.

The pleading charges that Charles P., Nancy B., and Terry W. Moon signed a contract with WEA. The delinquency represents billing from Nov. 11, 1974 through April 16, 1975.
Gloria Gaynor's new smash single "Walk On By" picks up where 'Never Can Say Goodbye' left off. Yeah!

"WALK ON BY"

M14808

Disco Dynamite from MGM

Produced by: Meco Monardo, Tony Bongiovi, Jay Ellis
Personal direction: DCA Management
The bleak summer selling months thus are taking on a rosier appearance from the viewpoints of the record labels.

At Capitol, Brown Meggs, vice president and chief operating officer, says that a new album from the Band, as well as product from Helen Reddy, Anne Murray and Glen Campbell will be among product coming this summer from the label's proven superstars. Capitol has also just released Paul McCartney & Wings' "Venus & Mars," LP, which enters the Billboard list now with its release this week at 25.

"We are seeing the first signs of an economic turnaround," Meggs says. "Through increased retail excitement and a healthier account buying attitude. As a result, we are optimistic toward summer sales.

"Even in a soft market," Meggs continues, "a good way to generate consumer traffic is the release of product by proven sellers. The fact that we are seeing the market pick up is an added plus. However, the release of LPs by such artists over the next several months is truly aimed directly at attempting to add excitement to the summer selling season. The artists have the major labels backing them, and we are releasing it."

Rob Gibbons, ABC vice president, says that summer releases include the just issued Isaac Hayes LP (his first and the label's first for anybody in a year and a half) and a possible live set from the recently completed Joe Walsh tour. Poco will issue its first LP as the label, as will the Fifth Dimension.

"We have many of our biggest acts out now, which is helping,"据 Gibbons, "and we have a couple of albums by new artists such as Freddy Fender and Ace that are really being recommended by the trade as something in the Top 40 as a result of huge single hits."

"The economy has been a little soft in the last year for everyone," Gibbons continues, "but the product we are discussing is proven. There are no new acts or back with or rush with albums by LPs by any particular artist as a result of the summer months. We release product when it's ready."

Gibbons also points out that three ABC records ("Radioactive" and "The Mighty Clouds of Joy") will appear with the Rolling Stones at one time of the summer during the summer, and thus is expected to stimulate LP sales.

Herb Belkin, Motown vice president, national publicity and press officer, and Diana Ross as two proven superstars with product expected to be released during the summer months.

"The albums have not been held because of the summer," Belkin says. "They happen to be ready now. We've just released product from the Jackson 5, for example. As for the economy, the market is just a bit, but because of the uniqueness of Motown in terms of the marketplace, we haven't felt it as much as some may have. We do see the economy on an upward swing, however, and it's obvious the market for superstars product does create a certain amount of excitement at the retail level."

Lou Simon, vice president of marketing, Phonogram/Mercury, indicates that chart this week approaches.

"The Band's fourth album is on the market," Simon says. "It's been held for some retail reasons, but they are now available to be released during the summer months."

The label has its third Ohio Players' package, "Honey," coming about July 1. Packaging will again feature the sensual fem model theme with a ditux foldout as previously.

A UA spokesman says the label will be releasing "several" new name acts which are brand new announcements to the firm before Sept. 1. He says all albums have sold "in the millions of albums."

This survey was compiled from dispatches by Is Horowitz, Bob Shook, Jim Meluson, Bob Kirsch, Bob Dexter Jr., John Sipple and Claudia Hall.

Rhythm Section's "Dog Days" as providing hot sales.

"Our next venture too" goeller places new LPs by Gloria Gaynor, Sam Joe and "The Best Of Mardisou." He says that "Tommy" looks like a major selling album through the summer because the film will be getting multiple release in major cities around the nation, including 14 theaters in the New York area.

The so-called hot album may not be a traffic builder any longer, on account of the current economy. Tom Rodden, general manager of 20th Century Records, says that Norman Hauser, vice president of Roberts Records in St. Louis, now brought this theory up at lunch last week in Los Angeles.

"He says that even on a hot album, such as the new one by Elton John, customers are coming in, buying the album, then turning around and walking out instead of hanging around to buy other records.

20th Century's next major LP is Love Unlimited's "He's All I Got," produced by Barry White.
ITALY'S TOP PROGRESSIVE ROCK GROUP
WINNER OF 2 GOLD ALBUMS

BEATLES
IMPORTED FROM EUROPE
NOW AVAILABLE BY SPECIAL ARRANGEMENT WITH EMI - ENGLAND

HELP!
The Night Before You've Got to Hide Your Love
I Need You
Another Girl
You're Going to Lose That Girl
Ticket to Ride
Act Naturally
It's Only Love
We Just Seen a Peace
Dedicated
Dizzy Miss Lizzy

COLLECTION OF OLDIES
She Loves You
From Me to You
Can't Buy Me Love
Yesterday
I Feel Fine
Yellow Submarine

THE BEATLES
Yeaa Yeaa! Yeaa!
A Hard Day's Night
I Should Have Known Better
I Fell
I'm Happy Just to Dance With You
And I Love Her
Tell Me Why
My Love
Any Time at All
Pitt City instead
Things We Said Today
What a Fool Home
You Can't Do That
I'll Be Back

WITH THE BEATLES
It Won't Be Long
All I've Got To Do
All My Loving
Don't Bother Me
Little Child
You Can Have Her
We're Going to Change the World
We're Gonna Hold on Me
Wanna Be My Man
Devil In Her Heart
You'll Never Get Back

BEATLES FOR SALE
No Reply
I'm a Lover
Baby's In Black
Rock and Roll Music
I'll Follow the Sun
Kansas City
Eight Days a Week
Words of Love
Honey Don't
Every Little Thing
I Don't Want to Spoil the Party
Everyday
Everybody's Trying to be my Baby

THE BEATLES
I'm Happy Just to Dance With You
And I Love Her
Tell Me Why
My Love
Any Time at All
Pitt City instead
Things We Said Today
What a Fool Home
You Can't Do That
I'll Be Back

“BEYOND LENZ”
Exclusive in U.S.A. on Peters International

PETERS INTERNATIONAL COSMOS SERIES (EUROPEAN ROCK)

OSANNA:
MILANO CALIBRO 9
SECRET OYSTER:
FURTIVE PEARL
GARY MOORE BAND:
GRINDING STONE
SAHARA SUNRISE
OSANNA:
LANDSCAPE OF LIFE

Complete Rock and Import Catalog available.
Write or call:

Peters International, Inc.
619 WEST 54th STREET, NEW YORK, N.Y. 10019, TEL.: (212) 977-5600

www.americanradiohistory.com


**Live Together In Harmony**

Contained from page 1:

"It's very important for each of us here to think about how each of us would be if it wasn't for this business," he said. "This is something that many of us seem to have forgotten through the years when we were only interested in succeeding and making money."

Everyone depends on luck in this business because you're always working against a number of variables, according to Graham, and for this reason, it's important to attempt to work together, he added.

The importance of a meeting like this is that we can all learn something through an honest exchange of ideas," he said, "while at most conventions we are preoccupied with discussing women, dope and other things. I don't think that's what we're here for.

Graham asserted that we live in a period of greed and that there wasn't a person attending this meeting who wasn't glad at one time or another when his competitor was having trouble.

"Most of us have to get away from this and in its place we have to look to our competitors in a positive instead of negative way," he said. "It's only in the last few years that people have turned away from greed and

---

**Acts' Contracts Cry For Change, Seminar Agrees**

By JOHN SIPEL

LOS ANGELES—Entertainers' contracts, covering both one-night and location stays, require thorough overhauling and should regularly be updated, prominent attorneys, specializing in drawing up such pacts and talent managers and buyers participating in a seminar at the Billboard Talent Forum agreed.

Present forms, based upon old forms issued by the governing union, are archaic. Los Angeles attorney Donnel Davis pointed out that the increasing use of contract riders aims to create a more pleasant working environment for the talent.

Buyers unanimously maintain that some riders, calling for specified alcoholic beverages nightly for an artist, are nothing but an exorbitant demand.

George Greiff, veteran personal manager, blasted promoters who agreed to have riders in their shows because they are wholly at fault for such out-of-date provisions.

Doug Weston of the Troubadour, Los Angeles, recommends that agents, though they don't participate in the rider provisions, understand fully that part of a concert rider contract is an exorbitant demand.

Attorney Fred Gaines outlined a personal manager's responsibilities, ranging from pre- to post-concert, with Greiff countering that a manager's biggest contribution was "one damn good idea."

Attorney Bob Gordon emphasized the importance of fully covering ownership, revenue and other factors in local and national TV show coverage of a talent performance. Greiff noted the difficulty in getting a producer to fulfill any provision when so much of it occurs at the crucial hour just before a concert.

Attorney Michael Shapiro throw in a bombshell, recommending to the packed talent buying room that acts have a first-time huge record and are offered the opening concert slot at $500 nightly consider "four-walling," a cabin booking term wherein the talent goes into a city and promotes its own gig.

Veteran attorney Harold Orenstein emphasized the need to carefully investigate each other before signing contracts. Management, he warned, is no more important than acts wherein they could be revised in the event the contract was not mutually equitable.

---

**Clubs Need Industry Help, Owners Report**

LOS ANGELES—Six of the more successful club owners in the U.S. emphasized the continuing importance of the club and its role in the industry, that without the help of the industry, this medium could soon see its demise.

Chaired by the Troubadour's (Los Angeles) Doug Weston, this Thursday night meeting included Fored Fred Taylor of Boston's Paul's Mall and the Jazz Workshop, Ron Cohen of Toronto's Starlight and Chip Eberhard's Denver The Warehouse.

"While many agencies realize the importance of breaking new acts in our clubs, some just don't seem to care about them unless we can help them out," Mr. Morris stated. "Oddly enough many of the people we play and help to expose via our presentations and live broadcasts have gone on to play major concerts several months after their initial club date."

Weston concurred with Morris' thoughts and added that club management and ownership is a most unfortunate task that many persons seem to misinterpret in that they think it is a way of making a lot of money quick.

"For some strange reason, people think that we make money every week, but they seem to forget that we are presenting live music 365 days a year," Weston said. "Most of our satisfaction comes from seeing a group we had faith in at their beginning really make it."

Morris claimed that after most groups play his club there is an average of 1,000-4,000 records sold after each show. He said that many agencies don't seem to realize that it is terribly hard to break a new act in a concert hall no matter how good it is, and that playing an act in a club setting can only be beneficial to helping the group saturate that city market.

Taylor said he gets more and more anguish from the promoters of agencies that their acts do not play club dates. This is a real syndrome and for some reason they seem to ignore the importance of persons seeing this new act in an intimate setting.

"In the last 10 years there has been a real change in the business and in- stead of people coming in to drink and have a good time, they usually pay to see the act," he said. "Press, radio people and most other people would rather come to a club than a concert, because they really hate to cope with going to major concert halls."

Scarborough said that many established acts should also try to get back into the club scene. He said that this would be beneficial for an act because it would help them to get back with their audience.

AFM May Lower Canadians' Tax

By MARTIN MELHUIS

LOS ANGELES—Allan Wood, president of the Toronto local, the American Federation of Musicians, told a Talent Forum panel there is a distinct possibility that the 30 percent withholding tax currently deducted from an artist's gross earnings in the U.S. will be dropped to 10 percent with a tax exemption for earnings up to $5,000 in the near future.

Wood made that revelation in answer to criticism from Bruce Allen, manager of Buchanan-Turner Overdrive, that the AFM has not done enough in the past to help its members solve some of the tax and immigration problems that face them.

The tax situation as it pertains to entertainers in the U.S. and Canadian markets, as well as the economic implications of a growing Canadian nationalism were major points of discussion on the Canadian Opportunity panel, moderated by Tom Wilson, president of the Toronto-based booking agency Concert 376. Besides Wood and Allen, other panel members were David Gartick, president of the Canadian National Exposition; John Murphy, product manager of ABC Records (Canada); Al Mair, manager of Gordon Lightfoot; and Graeme Waymark, of Waymark, Reid & Co. accountants.

Mills Bros. in a Triple Celebration

KANSAS CITY, MO—There will be a triple celebration here starting on June 16 when the singing Mills Brothers open at the Starlight Theatre.

The brothers will observe their 50th anniversary in show business. The Starlight will celebrate its 25th year as a popular and successful venue for top acts. And the city itself will be observing its 125th birthday.
MW, Kirshner Allied

- Continued from page 1

sheven immediately and hope to exceed 1,500 sales the first month," Enid
dicated.

Kirshner units will be marketed starting this week in Los Angeles
d player, for example. Montgomery
World is investing around $5,000 in
spots on KJZ, KMET and KLON, as
well as with a local TV. Similar ex-
penditures will be made in other
markets. The TV spots feature
Kirshner on camcorders.

The promotional campaign is
being billed as "The Don Kirshner
camcorder Special Edition." Enid-
sayer that the Los Angeles
district, which scores best among
all Montgomery Ward operations, will
do in excess of $100,000 in stereo
and TV units and in records. Most of
these sales are in stereo units. The
record departments are backed by
J.L. March and they will do about
$1.5 million total this year in sales.

Irving Skolnick, president of a
new firm called Don Kirshner Gold-
Tone Corp. set up to merchandise
the Kirshner name, speaks of the
agreement between Kirshner and
the 102-year-old Montgomery Ward
as a "business marriage." The Kirsh-
ner brand name was tested in San
Francisco area recently and "it was
unanimous that he is extremely
well-known," says Skolnick, then
refers to the fact the Don Kirshner TV
show is now in 120 markets with an

Tape Counterfeit Charge

- Continued from page 1

HI. All were recent top-of-the-chart
entries. This marks the first time that
the exact artwork and complete
graphics and logos carried by an il-
legal duplicator are involved in a
federal indictment case.

Brown points out that the Han-
seels, who are out on $10,000 bail
each, are also charged with interstate
transportation of sound recordings
with counterfeit labels and infringe-
ment of copyright labels. Roosevelt
has been indicted for allegedly selling
the counterfeit tape. In an appearance
before the U.S. Magistrate, he pleaded
guilty and is awaiting sentence.

Brown feels from field reports that
the approximately 230 convictions
handed down against tape pirates in
the central district of California over
the past two years have driven tape
piracy to the near future and that
more difficult to detect and prove.

More counterfeit inditments can
be expected. It is anticipated that
several more major pirate manufac-
turer inditments will soon be an-
ounced.

In other actions, Richard Sneed,
12408 Volunteer Ave, Norwalk, and
David Shropshire, 9528 Via Vista Dr.,
Buena Park, have each been fined
$1,500 for tape piracy by federal
judges Malcolm M. Lucas. They were
apprehended by the FBI who charged
them with violating federal statutes
against interstate commerce.

The indictment stated they ille-
legally duplicated post-Feb. 15, 1972,
performances from January 4, 1973,
to Feb. 18, 1975.

MW, Kirshner Allied

- Continued from page 1

The promotional campaign is
being billed as "The Don Kirshner
camcorder Special Edition." Enid-
sayer that the Los Angeles
district, which scores best among
all Montgomery Ward operations, will
do in excess of $100,000 in stereo
and TV units and in records. Most of
these sales are in stereo units. The
record departments are backed by
J.L. March and they will do about
$1.5 million total this year in sales.

Irving Skolnick, president of a
new firm called Don Kirshner Gold-
Tone Corp. set up to merchandise
the Kirshner name, speaks of the
agreement between Kirshner and
the 102-year-old Montgomery Ward
as a "business marriage." The Kirsh-
ner brand name was tested in San
Francisco area recently and "it was
unanimous that he is extremely
well-known," says Skolnick, then
refers to the fact the Don Kirshner TV
show is now in 120 markets with an

Tape Counterfeit Charge

- Continued from page 1

HI. All were recent top-of-the-chart
entries. This marks the first time that
the exact artwork and complete
graphics and logos carried by an il-
legal duplicator are involved in a
federal indictment case.

Brown points out that the Han-
seels, who are out on $10,000 bail
each, are also charged with interstate
transportation of sound recordings
with counterfeit labels and infringe-
ment of copyright labels. Roosevelt
has been indicted for allegedly selling
the counterfeit tape. In an appearance
before the U.S. Magistrate, he pleaded
guilty and is awaiting sentence.

Brown feels from field reports that
the approximately 230 convictions
handed down against tape pirates in
the central district of California over
the past two years have driven tape
piracy to the near future and that
more difficult to detect and prove.

More counterfeit inditments can
be expected. It is anticipated that
several more major pirate manufac-
turer inditments will soon be an-
ounced.

In other actions, Richard Sneed,
12408 Volunteer Ave, Norwalk, and
David Shropshire, 9528 Via Vista Dr.,
Buena Park, have each been fined
$1,500 for tape piracy by federal
judges Malcolm M. Lucas. They were
apprehended by the FBI who charged
them with violating federal statutes
against interstate commerce.

The indictment stated they ille-
legally duplicated post-Feb. 15, 1972,
performances from January 4, 1973,
to Feb. 18, 1975.
Isolation Of Black Music Spurs Debate

200 Music Years Feted

Composers Given New Life In Suit

DiscReet Claims Dalton Is Theirs

Viner Faces Two Actions In L.A.

Forgotten Markets Evoke Accusations

Urban Outfit is a magazine that covers music industry news. The issue featured several articles related to music, including debates on the isolation of black music, commemorations of 200 years of music, legal actions involving music companies, and discussions on forgotten markets. The articles were written by various authors and provided updates on different legal cases and industry developments.
Jukebox Programming

NOT LIKE OLD DAYS
Business Becoming More Sophisticated

BY ANNE DUSTON

CHICAGO—The jukebox business is moving in a more professional direction, and operators who don't get on the bandwagon will eventually fold, believes Kem Thom, general manager and officer with Western Automatic Music Inc., here.

The corner bar business, while still surviving, is being augmented today by large corporations such as motel chains, apartment store complexes, restaurants, and department store chains which deal on a more sophisticated business level, and lack the jukebox as a one-to-one element that many operators depended on in the past for business. These larger companies look at the jukebox as a business and expect entertainment for their patrons, good equipment and extra good service. They are not as interested in the quarters the box brings in, but in keeping the customer happy and entertained. Many of them use the jukebox as a replacement for live music several nights a week, Thom explains. Using entertainment to keep the customer in the location longer is the selling point, he notes.

Working with companies used to dealing on a higher level of business than promoters and chance necessitates using time-honored business practices such as contracts, deposits on equipment to offset vandalism, and minimum deals. Thom also uses the fact of being fully insured as a selling point when presenting the firm with insurance certificates for employee protection.

Minimum deals require the location to maintain all charge on the box if the revenue falls below the minimum set, with a regular commission split between the box company and the minimum in. We have no problem selling this to the sophisticated as a satisfaction with an older machine and doesn't demand anything from us, ball. That's the only one as if it is satisfied with the older equipment. On some smaller new locations, we put a service charge of about two dollars a week to help defray the cost of service and records. Contracts are also required for the larger companies, and these are usually written to coincide with the lease term of the firm, about three years in most cases. "The companies understand and even prefer to work with contracts and minimum deals because they know about fixed costs and labor costs.

Another change in today's marketing world is holding on accounts such as schools, colleges and military installations. "They check out your financial and service background. Contracts are reviewed by an internal board of directors," Thom explains.

The move toward sophistication is also evident in the salesman Thom would advocate hiring. "He should have a professional background. No more 'bait dogging' in jeans and flowered shirt. He has to be polished and look the part. The most important thing is being able to communicate with people at their level--talking down to tavern owners, and being able to hold his own in the more professional operations."

"Today's business is different from what it ever was before. When you talk about being and expanding, you have to talk about sophisticated techniques and professional business ethics. You can no longer depend on the techniques that sufficed for the truck stop, mom and pop location, and corner tavern. "Today the business is in providing entertainment. Some department store chains put boxes in the teen clothing departments on free play, and pay a weekly charge.

"The techniques learned from the larger companies can be utilized to make the small location more efficiently profitable. "Smart operators are getting on the bandwagon and see that this is the way to expand. Others who sat back and didn't believe it would make money for them, will eventually founder and fold," warns Thom.

NOTED IN PITTSBURGH

Country Music a Best Buy
For Boxes, Operator Says

PITTSBURGH, Pa.—With country music crossing over into pop and being played on more radio stations, Harvey Campbell, buyer with Mobile Record Service Co., a one-stop here, predicts a boom for country music, especially in the area of cosmic country, which he describes as banjo-playing, foot-stomping, pure, original country. He cites John Denver's "Thank God I'm A Country Boy," as an example. "Country will be a boom for the jukebox operator because it will allow him to lay back a little, not buy as quick, and it lasts longer in popularity."

Campbell cautions his operators to buy more specific merchandise such as country. He believes that teen music should be changed according to what comes out, not according to an "antiquated pattern of three per week. Good product like Alice Cooper, Led Zeppelin or the Eagles should be put on instantly, and whether it's five a week or two a week, it will even out over a year." Some of his operators have been following his advice, and it has been working very well for them, Campbell says. "Music that is directed toward teens should be considered for the crowd up to 35 years old, with steady jobs and money in their pockets," he adds.

Rather than raising pricing on boxes, Campbell would like to see it go the other way, "If you sell $100 a week at 3/25, then change to 25 and only pull in $50, who would you do? Might as well make a dime as nothing." One operator in Florida has nickeled play, 6/25, he reveals.

Mobile Record Service, in business since 1959, serves operators in all areas of the country except the West Coast and the New England area. Orders of 3,000 to 7,000 singles are air-freighted to the 15 salesmen who cover regular routes in sales and delivery vans. "Retail sales aren't as strong as they could be, but operators who had cut back on orders temporarily are now increasing them."
KANSAS CITY, Mo.—Request-line answering may be a sometime thing, but KBEQ here, request lines are an invaluable playlist key. The station is staffed with two girls whose only job is to cover request lines all day long and do demographic querying of callers. With this kind of market research, the Dj's can detect musical tastes of the targeted segment of the market—teen to 34-year-olds. Request girls field from 4,000 to 6,000 calls weekly.

The combined current spinoff efforts comes from research, and oldie research, a weekly feed from 16 major area musical retailers, and a weekly information pool with a group of 16 other stations over the country, has turned up a playlist that is turning the station around. From its No. 19 rating in the market two and one-half years ago, the station has pulled to a No. 2 rating. And on March 6, a demographic survey revealed the FM station had garnered 39 percent of the free-spending teens to 24-year-olds.

Mark Wodling, vice president of Metromedia at 1V Channel 9, Kansas City, for five and one-half years, and his wife, Connie, a magazine writer, had stopped in a top-notch station when they came in as owners in 1973. A full-service, Class C, 100,000-watt, maximum power, high-service station. With late custom-made stereo gear. Moreover, the Wodling's were invaded PM's time had arrived in Kansas City.

With an assist from George Wilson, vice president of programming for Bartell Broadcasting at the time (wholly-owned by the Bartell Drug Company), the couple came up with a "Super Q" and "Super P Plays the Favorites" concept. A safe, sure fire formula. Pegged on the philosophy that we play the hits, don't make them. Little talk, lots of music concept.

The Wodling's are their own music playlist compiler and programmers, but assigns Bob LaTourette, combination air personality and music director, the job of making the 15 local major retailer surveys. The oldie "hibile" is a little-known book which is a compendium of billboard charts from 1955 to 1970 which graphs the position of various titles over the years. Showing, for example, that Mercury's "Little Dar-
A NEW RADIO SPECTACULAR FROM WATERMARK

6 Hours of Fun, Sun and Rock and Roll in the Golden State

Now, a new audio adventure saluting the free-wheeling rock and roll lifestyle that made the splash heard 'round the world. THE CALIFORNIA SPECIAL covers the great Southern California hits from 1960 through 1975 . . . all the unforgettable surf songs, car songs and girl songs. Along for the ride: the rock celebrities who made the music . . . like Brian Wilson, Mike Love, Jan Berry, Dean Torrance, Cher, Michelle Phillips, Rick Nelson, David Cassidy, Neil Young, Seals and Crofts, Lou Adler, Jimmy Webb, Alice Cooper, Cheech and Chong . . . interviewed in action, on location, all over the world. And every step of the way, we track the all-time California supergroup, The Beachboys. There's more to the incredible CALIFORNIA SPECIAL story — and it's yours to see and hear . . . free . . . in the complete presentation package. Send in the coupon and we'll have a gift-wrapped box of good vibrations on your desk in 10 days.

Produced & Directed by Ron Jacobs
Written by Jerry Hopkins
Narrated by John Stewart
Original Music by Rich Kellis
Researched by John Gibson
Executive Producer Tom Rounds

THE CALIFORNIA SPECIAL
Watermark, Inc.
10700 Ventura Blvd.
No. Hollywood, Cali, 91604
(213) 980-9490

THE CALIFORNIA SPECIAL sounds like the programming and sales blockbuster for the summer of '75 . . . and beyond. Please send free brochure, demo tape, price and market exclusivity info.

Name ___________________________ Title ___________________________
Call Letters __________ Address ______________ State __________ Zip __________

THE CALIFORNIA SPECIAL: 6 hours of great radio, including 72 commercial or news minutes. Delivered on compatible stereo LP's by WATERMARK, makers of THE ELVIS PRESLEY STORY, AMERICAN TOP 40 and AMERICAN COUNTRY COUNTDOWN.

© 1975 WATERMARK, INC.
“BLUEBIRD” (4108)
from HELEN REDDY’s forthcoming album
NO WAY TO TREAT A LADY (ST-11418)

Management: JEFF WALD
Produced by: JOE WSSERT
Arranged & Conducted by: NICK DECARO
North Central Region

**TOP ADDS ON:**
*WGY*—Constable
*WCFL*—Olivia Newton-John
*WFLZ—WMTR*—Paul McCartney & Wings
*WMEL*—Paul McCartney & Wings
*WKAK—WKBW*—Paul & Linda McCartney

**PRIME MOVERS:**
*The Capitol & Tennille—Love Will Keep Us Together (A&M 9-10)

**BREAKOUTS:**
*One Of These Nights (Capitol) 9-10

Southeast Region

**TOP ADDS ON:**
*WBT*—Majors
*WGCX—WMZP—Melissa Manchester
*WRQX—WRAS—Little River Band

**PRIME MOVERS:**
*The Captain & Tennille—Love Will Keep Us Together (A&M 9-10)

**BREAKOUTS:**
*One Of These Nights (A&M) 9-10

Mid-Atlantic Region

**TOP ADDS ON:**
*WIBG—WCAU—Rick James
*WIP—WDAS—Diana Ross
*WHTF—WRG—Boz Scaggs

**PRIME MOVERS:**
*The Captain & Tennille—Love Will Keep Us Together (A&M 9-10)

**BREAKOUTS:**
*One Of These Nights (A&M) 9-10

Northeast Region

**TOP ADDS ON:**
*Megaeh—WMCA—John Denver
*WOR—WPEC—Glen Campbell
*WABC—WPLJ—Barbra Streisand

**PRIME MOVERS:**
*The Captain & Tennille—Love Will Keep Us Together (A&M 9-10)

**BREAKOUTS:**
*One Of These Nights (A&M) 9-10

Copyright 1976 Billboard Publications. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.
NEW YORK—London Wavelength, with some 80 outlets in the fold, is shooting to boost the total number of stations handling its syndicated shows to 150 by September of this year.

It might sound like an ambitious task, but the worldwide syndicate’s president, John Cowling, is confident the outcome, especially with its latest offering titled "The Story," a seven-hour program featuring the Rolling Stones.

The show, produced by the BBC, revolves around the group’s career and recorded works by the English group, as well as several interviews with band members. Ratio of music to talk time is 60:40.

If leverage is a necessary ingredient for expanding a syndication network, Vaughan feels that he has the right commodity in the Stones. With the group about to embark on a 42-date tour of the U.S. across-dock market impact can be expected, and if radio wants to join the syndication bandwagon all roads lead to London Wavelength. The firm is the exclusive U.S. distributor of contemporary music syndication shows from the BBC.

While the Stones broadcast is being eyed by Vaughan as a hot commodity, by no means is he looking at it as the end all. He can’t afford to stop promoting "The Story," pairing up a network so do on a two-year basis, with 45 hours of programming guaranteed.

Formed in September of last year, the Network is already well on its way to completing its first 13-month commitments. The Stones show "Rolling Stones Story" marks the company’s fourth and the first two being a 24-hour "Story Of Rock" broadcast and a four-hour "Who’s That Girl" package.

Slated for release later this summer are 14 additional hours of programming—a six-hour Beach Boy program, a six-hour Simon & Garfunkel broadcast and a two-hour Fleetwood Mac show.

Stations are signed on an exclusive basis in their respective markets, continuous paid time for each program is eight minutes per hour, with four minutes going to the individual station and the remaining four to London Wavelength.

Gives the programming on a one-time basis, permitting the airing of the shows between the 7 p.m. to midnight time-slot, Monday through Saturday, in addition to the midnight slot on Saturday and Sunday.

At present, the London Wavelength Network covers some 85 percent of the top 50 markets, says Vaughan. He claims that approximately 100 stations have signed up for the first 60 stations airing "The Story Of Rock" used the show for ARBs.

As for the future, Vaughan also sees potential in expanding "The Story" network. He says that stations have signed up already, and he expects more right away. One of the first filings here will be a 14-hour Bing Crosby program, narrated by Douglas Fairbanks, Jr. As with the pop programs, all MOR shows will be produced by the BBC, also on the horizon is a nine-minute "Beach Boy" show.

By JIM MELANSON
Jazz

Arrangers Branching Into A&R

Bob James Of CTI Envisions a Widening Field

By ELIOT TIEGEL

LOS ANGELES—Bob James, CTI’s “in-house” arranger, sees making more rooms into areas formerly assigned to producers.

Having just added his first LP for CTI Gabor Szabo’s third effort for the company—James points out that he is doing more of the functions which afo. men have handled by selecting musicians, picking material and coming up with concepts.

Significant about the Szabo LP is that James is the first producer outside of label owner Creed Taylor to produce a CTI artist.

James is a multi-force in music, writing charts for such CTI artists as Grover Washington Jr., Hubert Laws, Phil Upchurch and Szabo this year. Three years ago he began arranging music for CTI acts and handled eight LP’s the initial year and six last year.

He also does the charts for his own LPs—two already out and both his. He finds there is a lot less preplanned material in his projects. “I used to write an arrangement in which everything was completely laid out,” he says. “Now, with multi-track recording techniques, our records seem to evolve on the spot rather than being preplanned.”

“And when they evolve, the arranger is more involved in the creative process with the artist and producer. Like there may be a great rhythm that has been developed and/or we’ll say don’t touch it or it needs a little more weight, so I’ll have to add horns. It’s usually at that point when the arrangement takes shape.”

James explains that he brings in a sketch or a skeleton idea for the rhythm players and once they have cut up the tape I take the tape home and it takes 40-50 days to determine what instruments he’ll need.

He appreciates the flexibility of adding elements as he goes along. “You don’t have to be fore or more exciting,” that way, he says. But working piece by piece does slow down the project, he admits. And it can take approximately three months to do an LP.

It took James three days to complete rhythm tracks for Grover Washington’s next LP, “We don’t know whether we’ll string horns or horns. But it’s great to have that luxury of handling the tapes with the getting suggestion input from Creed and Grover.”

James says he tries to keep his written instructions to a minimum and to have a structure which can be added to later. “But I want the improvisational feel. If I take up too much of the structured arrangement, complicated arrangement, playing the arrangement and the excitement of the solo is lost.”

Occasionally James knows what instrumentation he’s going to use when he begins recording—but that, he says, isn’t usually until the end of the LP. He then says, "Sometimes it begins before the LP begins. And sometimes it begins while he’s working on it. It’s kind of a mystery to me."
LOS ANGELES--The sales impact of TV and magazine-advertised LP/tape product is evident in a superior circuit file here. Longines-Wittnauer, a major packager of such product, is seeking to obtain an injunction against Comedy Productions Inc., New York, from taking a 50-master set of Ed Sullivan with the Sullivan show masters. They ask that the defendants fulfill their obligations and be restrained from taking the material to anyone else. The deal also provides for $1 million in case the LP package sells or $1.14 for each tape set.

Billboard FM Action

TV Package Seeks LP Injunction

LOS ANGELES--The sales impact of TV and magazine-advertised LP/tape product is evident in a superior circuit file here. Longines-Wittnauer, a major packager of such product, is seeking to obtain an injunction against Comedy Productions Inc., New York, from taking a 50-master set of Ed Sullivan show masters. They ask that the defendants fulfill their obligations and be restrained from taking the material to anyone else. The deal also provides for $1 million in case the LP package sells or $1.14 for each tape set.

Billboard FM Action

TV Package Seeks LP Injunction

LOS ANGELES--The sales impact of TV and magazine-advertised LP/tape product is evident in a superior circuit file here. Longines-Wittnauer, a major packager of such product, is seeking to obtain an injunction against Comedy Productions Inc., New York, from taking a 50-master set of Ed Sullivan show masters. They ask that the defendants fulfill their obligations and be restrained from taking the material to anyone else. The deal also provides for $1 million in case the LP package sells or $1.14 for each tape set.

Billboard FM Action

TV Package Seeks LP Injunction

LOS ANGELES--The sales impact of TV and magazine-advertised LP/tape product is evident in a superior circuit file here. Longines-Wittnauer, a major packager of such product, is seeking to obtain an injunction against Comedy Productions Inc., New York, from taking a 50-master set of Ed Sullivan show masters. They ask that the defendants fulfill their obligations and be restrained from taking the material to anyone else. The deal also provides for $1 million in case the LP package sells or $1.14 for each tape set.

Billboard FM Action

TV Package Seeks LP Injunction

LOS ANGELES--The sales impact of TV and magazine-advertised LP/tape product is evident in a superior circuit file here. Longines-Wittnauer, a major packager of such product, is seeking to obtain an injunction against Comedy Productions Inc., New York, from taking a 50-master set of Ed Sullivan show masters. They ask that the defendants fulfill their obligations and be restrained from taking the material to anyone else. The deal also provides for $1 million in case the LP package sells or $1.14 for each tape set.

Billboard FM Action

TV Package Seeks LP Injunction

LOS ANGELES--The sales impact of TV and magazine-advertised LP/tape product is evident in a superior circuit file here. Longines-Wittnauer, a major packager of such product, is seeking to obtain an injunction against Comedy Productions Inc., New York, from taking a 50-master set of Ed Sullivan show masters. They ask that the defendants fulfill their obligations and be restrained from taking the material to anyone else. The deal also provides for $1 million in case the LP package sells or $1.14 for each tape set.
Hlius Eended, Jon Mark 
Says He’s ‘Living Again’

By JIM MELANSON

NEW YORK—"Rip-off," it’s be-
come a popular phrase these days,
but one usually heard from the pub-
lie’s side of the fence. Seldom, if ever,
from artists’ circles, especially when the money and prestige is
flowing in.

Columbia recording artist Jon Mark
made his recording debut last year,
though, as that’s the way he de-
scribes the period in his life before leaving a well-known rock group (break-up of)
the Mark-Almond Band.

"Everything became too predict-
able," explains Mark. "We were playing to sell records, and,
unfortunately, our music changed to meet the expectations of the
public. The audience moved so far away from what I thought the original Mark-Almond sound was—it’s like we
were out of touch and out of business.

Even with a track record of three
Mark-Almond LPs on the Blue
Thumb label and two on Columbia, Mark says that he’s "grateful"
for the solo album deal with Columbia hav-
ing an option on another disk.

"I appreciate the opportunity, but if I blow it, it’s O.K.,” he says.

Talent

Chief Davis Denied By His Bosses

LOS ANGELES—The Police
Commissioner Board here turned
down police Chief Ed Davis’ pos-
tal to revoke the Sports-Arena
concert permit held by facility man-
ager Henry Davis, following the na-
ronous arrests by the LAPD at The
Pink Floyd’s five-night stand there.

The commissioners held that the
arena management had taken suf-
ficient steps to prevent the arrests
violations at the concerts and re-
duced Chief Davis’ argument that
the permit should be revoked "for
any civil liabilities.

Talent In Action

JAMES TAYLOR

Carnegie Hall, New York

It’s always nice to see a performer blossom into a well-rounded artist, and a classic example. While he’s always been capable of
drawing and totally entertaining
crowds, he has matured into what
really is a true talent.

May 28 he displayed his talents in an ideal
setting and on top form. Backed by his old com-
pact Trio of John Bel Geddes, Shawn Skilar, and guitarists Danny "Kitty" Kortchmar plus some important
drummers, Taylor played music as it should be played with
spirit and meaning.

He opened his set playing a solo "Close Your
Eyes" from that moment on the audience willed him to play all of his classic songs. Shil, Taylor made the set and while he offered up occa-
sional tunes from his newest Warren Bros. album "Game

It’s apparent from his selection of this
new release that he has matured as a writer and
has been transformed into his live set.

The tour is one of several 

Talent In Action

MELANSON

PRIDE OF PHILLY

Bryn Mawr’s Point
Faces Major Crisis

BY MAURIE ODERDEN

PHILADELPHIA—The mounting
costs for talent added to the increased commute of other areas
will mean an out-of-business for the Point. The developer and the area’s mayor will have the most to lose. Bryn Mawr’s Point is in suburban Bryn Mawr.

Despite a recent expansion of the recreation from 1975-1971 is opening a retail outlet selling records, gifts, crafts, etc. and even occasional concert performances. 

Owner Bill Sabadish admits that the Main Point’s operation has be-

What hurts Scarborough most is that such big draws as Jackson Browne and James Taylor, for whom the Point provided a significant springboard to popularity, have occupied the same space for the last ten years and are no longer available.

The Point, which first opened 11 years ago in response to what it felt was a lack of music in the 60s, and operates without a lic-

I can think of four straight "opportunity,
ness" basis. Rather than competing with the rock promotions at the Spectrum and Tower Theater, Scarborough will promote at Sidney Auditorium on the University of Pennsylvania campus and at other colleges, festivals and ethnic seminars, and at the Academy of Music.

"If we can pull off maybe 20 con-
cert promotions a year," says Scarborough, "it’s conceivable that we can maintain the Point, but I’m not sure we can pull off 20 of the types of events." For a starter, Scarborough has his Main Point Concert Promotions presenting Harry Chapin Saturday (14) at the Temple Auditorium.

Another potential source of rev-

Hlus Eended, Jon Mark
Says He’s ‘Living Again’

By JIM MELANSON

NEW YORK—"Rip-off," it’s be-

feels were lost in the commercial shuffle.

The sabatrical, continues Mark, has
him back on the right track now,
malism, and not just a name or

called 'Maurie Laffin,' and is

to the group of drivers on the
to his former band. Taylor’s
car exasperatingly adequate,

His recent tour was to

If anything, says Mark, the LP

in a six-year span on his

renegade and back into the

"I’m not concerned whether it’s

"I must have covered everything:

"The point is to pick any kind of standard tune

Although he is not

ArAETHA FRANKLIN

FOUR TUPS

Westchester Premiere, The Times

BRIDGWATER, N.J.

JUNE 14, 1975

BILLBOARD

DUKES OF DIXIELAND

Appointing the National Symphony, Atlantic, GA., July 4-6
At the Soroma County Fair, Santa Rosa CA., July 14-17
Dixieland, the Festival, New Orleans, July 18-19
In, Illinois State Fair, Springfield, IL., Aug. 1-7

ARIA'S PLACE

On Sandcastle

Record

SUHOP, MORDECAI & POPPELL

www.americanradiohistory.com

Hlus Eended, Jon Mark
Says He’s ‘Living Again’

By JIM MELANSON

NEW YORK—"Rip-off," it’s be-

feels were lost in the commercial shuffle.

The sabatrical, continues Mark, has
him back on the right track now,
malism, and not just a name or

called 'Maurie Laffin,' and is

to the group of drivers on the
to his former band. Taylor’s
car exasperatingly adequate,

His recent tour was to

If anything, says Mark, the LP

in a six-year span on his

renegade and back into the

"I’m not concerned whether it’s

"I must have covered everything:

"The point is to pick any kind of standard tune

Although he is not

ArAETHA FRANKLIN

FOUR TUPS

Westchester Premiere, The Times

BRIDGWATER, N.J.

JUNE 14, 1975

BILLBOARD

DUKES OF DIXIELAND

Appointing the National Symphony, Atlantic, GA., July 4-6
At the Soroma County Fair, Santa Rosa CA., July 14-17
Dixieland, the Festival, New Orleans, July 18-19
In, Illinois State Fair, Springfield, IL., Aug. 1-7

ARIA'S PLACE

On Sandcastle

Record

SUHOP, MORDECAI & POPPELL

www.americanradiohistory.com

"WHATEVER HAPPENED TO"...

"WHATEVER HAPPENED TO"

Musician LARRY TAYLOR

He’s happily selling & leasing the sweetest sounds of

MERCEDES-BENZ

BEVERLY HILLS LTD.
number of club owners have begun to feature policies of presenting various types of musical entertainment that caters to the gambit from rock to jazz to soul.

Several comparatively powerful music clubs of the last few years including Max's Kansas City have been shuttered, and until very recently, at least, the bartenders at the Stony Slopes' The Bottom Line was the only game in town.

"We can't do very good and most of the other clubs that flourished before we began went out of business due to problems they had before we appeared," Peppers says. "Our business the past year has been better than ever and I am convinced that if you program a room correctly and do the right thing then people will come.

The Bottom Line, according to Peppers, has been deluged with requests by many more artists that it can accommodate. With the opening of several new places around town like Paul Colby's The Other End (formerly The Bottom Line End), this takes the pressure off us," he says. "We feel badly about losing certain acts, but there are just too many acts wanting to play our clubs."

Colby's club opened two weeks ago with the Patti Smith and Debbie Nightshade, and future plans include the presentation of other rock-oriented groups coming up theslack as showcase spots to present acts to the trade, as well as to the public, are the Little Hippodrome, Reno Sweeney's, Fattoria Cabaret Disco, Barney Google's and Mark's Po's.

The latter dropped its original idea of presenting top-name acts in its limited seating atmosphere in favor of a new theme, upcoming acts setting, while Factoria and Barney Google's are counting heavily on disco-oriented groups in a disco setting. These include Sister Sledge, The Joneses, Jimmy Castor Bunch, Blue Magic, The Main Ingredient, Pride Of Philly

other thing which doesn't seem too feasible, is to go back to a small club situation with local talent and low overhead. Or else some sort of benefit concert/something large-scale that might bring in about $30,000 and subsidizes for a year.

"Already, artists like Janis Ian, Don McLean and Bruce Springsteen have approached me to help us out. Still, we're I'm afraid to close in less than four months, I suppose it's going to happen unless we have some sort of support.

---

**Talent In Action**

three powerful high acts that seem to charge instead of draw free.

ago played piano for several songs in the second half, the finest being the arrangement of "Bridge Over Troubled Water." On that song, Sid Cohen played the organ and Steve Lee played at her beat. She always seems to stand or arrangements with a call-and-response structure, with the singer doing a solo and a simple but strong rhythm line.

The Four Tops opened the show with their familiar hits, "I Can't Help Myself (Sugar Pie, Honey Bae)."

Kiss had the audience dancing in the aisles and lesser songwriting efforts, everyone in the audience just as well.

Sein states that the margin of profit is definitely becoming less, but that people are continuing to operate in the acoustic group that they do whenever they get the chance. He says that in time, the number of pro-

**Carpenters**

**Jeffrey Feliciano**

River City, Las Vegas

Opening the set was Jeffrey Feliciano on May 29, the Carpenters' musicality to their 15 gold disc record by melomaniac, necking rock, and showcasing a sold-out crowd in the House Ballroom.

Kiss, 25, of wheel trains and truck wallet, carrying a shotgun and a range accompanied by their five-man backup group. Both elements combined to produce a live version of the Carpenters' stellar performances and better stage saws never recorded.

Lush Carpenters harmonies were featured in classic treatments of "Close To You," "Only Last Night" and "Yesterday Is Gone." Shelly Dorum was the sister band among the legendary melodies of Buff Buckholz and "Oldies But Goodies" styled the rhythm that set the stage for Las Vegas audiences.

Sein assures that the band was no longer involved in the interception of Carpenters' hits such as "Walk On By," "Any Day Now," and "Do You Know The Way To San Jose." His latest imprint added to the musical numbers and felt the spirit of the show. In his capacity, Sein maintained her drum status on several numbers but has reached the forefront of female balladeers with her sincere strong vocals, to the show.

Losee's vision, maintained her drum status on several numbers but has reached the forefront of female balladeers with her sincere strong vocals, to the show.

---

**Signings**

Tribe Lepas to Private Stock Records with an exclusive, worldwide contract, Lepas, who will be recording in both Spanish and English, will be working with producer Dan Israel in association with T.W. Productions, a recently formed company that is headed by the artist.

**Patsy D'Amores**

Villa D'Amores

1463-4106

6735 Yucca Street, Hollywood
**Georgia Southern FMer on the Air**

**STATESBORO, Ga.**—A non-commercial FM radio station with the call letters WVGS has obtained permission to test broadcast authority from the FCC in Washington and now is on the air to provide service not only to students of Georgia Southern College but to Statesboro residents as well.

Bill Grove, program director, says the new station "will provide progressive radio information and entertainment with a plethora of music embracing folk, jazz, rock, traditional and city blues, classical, and the spoken—or—an all-encompassing menu that is rare for this area." Grove claims his listeners will be able to hear 7,000 students plus a non-campus audience of about 20,000 others. Already he has issued a playlist which will be expanded as the young FMer moves out of its baby period.

**Coffee House Personnel Meet**

**NEW YORK**—The ninth annual Coffee House circuit will be held Monday and Tuesday (9-10) at the Prince George Hotel, 330 6th Ave., Loeb Student Center here. More than 90 delegations from more than 50 schools will converge on the conference, and this year's meetings will again cover a variety of topics pertinent to college radio programming.

Director Huddie Tracy is still finalizing plans for the event, but says it will include various social and academic sessions, talent showcases involving many of the artists who will be traveling. The next year's program will feature several industry guest speakers.

**LOS ANGELES**—At the Record Plant in Los Angeles, Alex Dawson, former assistant engineer for KBCR and Wahr Lawrence, in session with Brooks Arthur engineering. David Wernin is working under the supervision of Ron Neve, handling all production and engineering, and Roger McGuin, cutting against John Boyles handling production and Paul Grupp engineering.

In other news at the Record Plant, Jim Glibtrap is working with producer Wes Farrell and engineer Gary Keogh. Maxine Sellers is working with producer Nik Venet and engineer Andy McDonald, while Kathy Thomas is busy with the same pair. Bobby Whitlock is working with Bill Halverston and Michael Diner is with the pair of Boyles and Grupp.

**At Electric Lady Studios in New York, Ron Wood (guitarist of the Faces and currently getting set to work with the Rolling Stones on their upcoming tour) is doing overdubbing and mixing his second solo LP. The Eleventh House with Larry Coryell is finishing up an LP, with Skip Staphydrock producing and Ralph Mace on the console. Dave Wittman, engineer, at the studio, did a remote with Kiel recently for an upcoming live LP from the group.**

**At Bee Jay Recording Studios in Orlando, the studio and WORL-FM have wrapped up the seventh in a series of live broadcasts. The latest show featured Emmylou Harris. Other concerts included Kathi McDonald, Harry Moon, Hudson, Randy Newman, Tim Webber and Lee Kottke. In other activity, Tom Garrett has finished an LP here recently.**

A new studio, Sunwave Sound, is open in Studio City, Calif. Paul Desgroves is general manager of the facility. Sandy Stiglet is house engineer and Steve Newman is contractor.

Got a nice letter from Charles Sloan, president of Three Studio in Chatsworth, Calif. The facility has been put together by Everything Audio, and new features include a 16-track recording/mixdown facility. Also, in the control room is a Spectra-8024 console, 24-in., 24-out, an MCI 16-track machine and Dolby Noise Reduction. Also featured are JBL 4341 monitors powered by Crown amplifiers.

**BMA Awards Made To 12**

**NEW YORK**—Twelve young composers from the U.S. shared in the 2nd annual BMA Awards to Student Composers Competition. Three of the new winners have been previous award winners and during its run, more than 200 young composers have been awarded grants to further their musical education.

This year's winners are: Stephen Chartman, 25, of Madison, Wis.; Stephen Denbicki, 25, of New York; Richard Derby, 24, of Calif.; Oral Gombrich, 19, of Boston, Mass.; George Haverion, 23, of Maine; Stephen Abram Jaffe, 20, of Amherst, Mass.; Carmen Kiermier, 25, of Atlanta; Wally Williams, 24, of Calif.; Scott Fiddick, 25, of Youngstown, Ohio; Gayle Stone, 24, of New York; and Michael O'Reilly, 25, of New York.

Originally established in 1954, in cooperation with music educators and composers, the awards give cash prizes annually to the creation of concert music by student composers under the age of 26.

**Studio Track**

**BY BOB KIRCH**

Custom console and Altex 664E monitors. The interior of the truck is set for playback as well as recording.

**In other notes from around the country, the Ventures did some work at Dena Studios in Los Angeles with Dennis Diate and Spencer Proffer producing and Jim Beck and Wallace handling engineering. Marilyn McCoo of the Fifth Dimension is at Kielstrom Studios in Los Angeles finishing her first solo LP with producer Joe Porter. In Nashville, at Quadrasound Studios, Tracy Nelson is finishing up an LP, produced by Ben Johnstone and engineered by John Boyles.**

**Thanks, JIMMY IENNER for producing GRAND FUNK'S Latest live album at our new studios. It was a pleasure working with GRAND FUNK and with you. Hope to see you again soon.**

**Other Producers:**

If you're interested in good sound, why not stop in and see us!
Welcome and ride into Travlin' Country. With MCA Records and Datsun.

Remember “Country Partners”? —our fantastic country sales program for 1974. Well this year expect more. Like winning a Datsun 280Z for yourself, and your customers can pick up a Datsun Lil' Hustler Pickup just voting for his/her favorite MCA country artist. It all starts today June 8, so ride into 'Travlin' Country.' With MCA Records (the only way to country), and Datsun (the only way to travel).
MCA Country Twofers

(2-records) series is truly representative of the "Best Of" each MCA artist featured. Many of the selections were chosen because of requests from the field and these special packages will send MCA country albums "Travlin'" right up the charts.

- The Best Of Lenny Dee Vol. II
  MCA2-4084
- The Best Of Jimmie Davis
  MCA2-4085
- The Best Of
  The Osborne Brothers
  MCA2-4086
- The Best Of Webb Pierce
  MCA2-4087

- The Best Of Freddie Hart
  MCA2-4088
- The Best Of Burl Ives Vol. II
  MCA2-4089
- The Best Of Bill Monroe
  MCA2-4090
- The Best Of Mel Tillis
  MCA2-4091
- The Best Of Bob Wills Vol. II
  MCA2-4092

MCA's 1975 country campaign, "Travlin' Country," includes a series of specially packaged album sets by some of the top country musicians in America. This twofer

MCA 1975 Travlin' All Stars:

Bobby Allison (NASCAR)
Bill Anderson
Buddy Baker (NASCAR)
J.J. Cale (SHELTER)
Jerry Clower
Lenny Dee
Jack Greene
Larry Hosford (SHELTER)
Atlana James
Jerry Jordan
Brenda Lee
Loretta Lynn
Warner Mack

Jimmy Martin
Bill Monroe
Olivia Newton-John
Osborne Brothers
David Pearson (NASCAR)
Jimmie Peters
Richard Petty (NASCAR)
Jeanne Pruett
Ronnie Reno (TALLY)
Marty Robbins
Ronnie Robbins
Jeannie Seely
Ronnie Sessions

Silver Creek (TALLY)
Cal Smith
Kenny Starr
Ernest Tubb
Tanya Tucker
Mary Lou Turner
Conway Twitty
Jerry Jeff Walker
Darrell Waltrip (NASCAR)
The Wilburn Brothers
Little David Wilkins
Cale Yarborough (NASCAR)
LOS ANGELES
Orquesta Tipica Novo’s new West Coast single titled “Celito Lindo” is a monster hit among salsa fans, and especially the Mexicans, for its national anthem. The flip side of the single is “La Batalia De Los Barrios,” which is a big hit in New York, with Latin DJs offering their shows with this swingy tune. Novo appeared in a successful dance on the West Coast, and we can be sure to see a lot more of them out here.

Their new LP “Sabrosa,” which features the two above selections, is available for the group, and also for the producing by Lupe Ramirez, executive vice president of T.J. Records. T.J. Records. T.J. Records.

L.A. Auto.

KACL, also Kako, is a new station that will be heard on WQXR, on Sunday from 3:00 to 5:00 PM, and will be heard during prime time, the same time by another station.

The Philharmonic broadcasts went off the air in 1967. They had constituted the longest symphony radio broadcast on the Coast since 1932. The first broadcast was over WEAF. Currently, the Philharmonic broadcasts pro-"Classical"

N.Y. Philharmonic to have Concerts Aired

The N.Y. Philharmonic will return to the air, after a 13-year absence, with a new series of weekly broadcasts which will kick off in October with a prime time concert on WOR. This will be the first time in years, after three decades, that the Philharmonic formed its own radio network.

Tomita says his next album on RCA Records will be a new arrangement of Stravinsky’s Firebird Suite and will take a year to complete. In the meantime, the group has expanded its New York offices to accommodate staff expansion...especially the recording of the “Carnival of Venice,” a 1975 album of songs of the twenties, on Vanguard. Spring re-leases, however, include the six Brandenburg Concertos in a new performing edition. Conductor is Richard Bonynge.

Birgit Nilsson, who will not return to the Metropolitan Opera for the 1976-77 season. Personal reasons are cited. Conductor Sir Adrian Boult conducted records recently for a serious operation. He was honored back to the recording studios with a gold record presentation by EMI. After the presentation he recorded Mozart’s Haffner Symphony, also a Philharmonic to be released on Angel.

British Decca recorded an opera in the U.S. Last year; it was at the Constitution Hall, in Washington. It’s “Pelleas et Melisande,” an opera and conductor is the noted Italian Maestri-", "Cantabile."

Sung by all the soloists, the opera was produced by the Metropolitan Opera Company under the direction of Sir Charles Mackerras, with the London Philharmonic Orchestra under the direction of Sir Colin Davis.

League & Orchestras Set Coast As 1st Meet Site

L.A. week-

The president of the Los Angeles Philharmonic, in charge of the "Southern California Symphony," is a "surprise" guest. His subject will be "How I Would Promote The Symphony in Los Angeles." Women’s council sessions will be chaired by Mrs. William W. Baird of Milwaukee. Topping the entertainment will be an appearance of operatic singers Eugene Fodor, performing with the San Diego Symphony Orchestra in a new program. Plans also are to be heard on WQXR, on Sunday from 4:00 to 5:00 PM, and will be heard during prime time, the same time by another station.

The Philharmonic broadcasts went off the air in 1967. They had constituted the longest symphony radio broadcast on the Coast since 1932. The first broadcast was over WEAF. Currently, the Philharmonic broadcasts pro-"Classical"

N.Y. Philharmonic to have Concerts Aired

The N.Y. Philharmonic will return to the air, after a 13-year absence, with a new series of weekly broadcasts which will kick off in October with a prime time concert on WOR. This will be the first time in years, after three decades, that the Philharmonic formed its own radio network.

Tomita says his next album on RCA Records will be a new arrangement of Stravinsky’s Firebird Suite and will take a year to complete. In the meantime, the group has expanded its New York offices to accommodate staff expansion...especially the recording of the “Carnival of Venice,” a 1975 album of songs of the twenties, on Vanguard. Spring re-leases, however, include the six Brandenburg Concertos in a new performing edition. Conductor is Richard Bonynge.

Birgit Nilsson, who will not return to the Metropolitan Opera for the 1976-77 season. Personal reasons are cited. Conductor Sir Adrian Boult conducted records recently for a serious operation. He was honored back to the recording studios with a gold record presentation by EMI. After the presentation he recorded Mozart’s Haffner Symphony, also a Philharmonic to be released on Angel.

British Decca recorded an opera in the U.S. Last year; it was at the Constitution Hall, in Washington. It’s “Pelleas et Melisande,” an opera and conductor is the noted Italian Maestri-", "Cantabile."

Sung by all the soloists, the opera was produced by the Metropolitan Opera Company under the direction of Sir Charles Mackerras, with the London Philharmonic Orchestra under the direction of Sir Colin Davis.

League & Orchestras Set Coast As 1st Meet Site

L.A. week-

The president of the Los Angeles Philharmonic, in charge of the "Southern California Symphony," is a "surprise" guest. His subject will be "How I Would Promote The Symphony in Los Angeles." Women’s council sessions will be chaired by Mrs. William W. Baird of Milwaukee. Topping the entertainment will be an appearance of operatic singers Eugene Fodor, performing with the San Diego Symphony Orchestra in a new program. Plans also are to be heard on WQXR, on Sunday from 4:00 to 5:00 PM, and will be heard during prime time, the same time by another station.

The Philharmonic broadcasts went off the air in 1967. They had constituted the longest symphony radio broadcast on the Coast since 1932. The first broadcast was over WEAF. Currently, the Philharmonic broadcasts pro-"Classical"

N.Y. Philharmonic to have Concerts Aired

The N.Y. Philharmonic will return to the air, after a 13-year absence, with a new series of weekly broadcasts which will kick off in October with a prime time concert on WOR. This will be the first time in years, after three decades, that the Philharmonic formed its own radio network.

Tomita says his next album on RCA Records will be a new arrangement of Stravinsky’s Firebird Suite and will take a year to complete. In the meantime, the group has expanded its New York offices to accommodate staff expansion...especially the recording of the “Carnival of Venice,” a 1975 album of songs of the twenties, on Vanguard. Spring re-leases, however, include the six Brandenburg Concertos in a new performing edition. Conductor is Richard Bonynge.

Birgit Nilsson, who will not return to the Metropolitan Opera for the 1976-77 season. Personal reasons are cited. Conductor Sir Adrian Boult conducted records recently for a serious operation. He was honored back to the recording studios with a gold record presentation by EMI. After the presentation he recorded Mozart’s Haffner Symphony, also a Philharmonic to be released on Angel.

British Decca recorded an opera in the U.S. Last year; it was at the Constitution Hall, in Washington. It’s “Pelleas et Melisande,” an opera and conductor is the noted Italian Maestri-", "Cantabile."

Sung by all the soloists, the opera was produced by the Metropolitan Opera Company under the direction of Sir Charles Mackerras, with the London Philharmonic Orchestra under the direction of Sir Colin Davis.

League & Orchestras Set Coast As 1st Meet Site

L.A. week-

The president of the Los Angeles Philharmonic, in charge of the "Southern California Symphony," is a "surprise" guest. His subject will be "How I Would Promote The Symphony in Los Angeles." Women’s council sessions will be chaired by Mrs. William W. Baird of Milwaukee. Topping the entertainment will be an appearance of operatic singers Eugene Fodor, performing with the San Diego Symphony Orchestra in a new program. Plans also are to be heard on WQXR, on Sunday from 4:00 to 5:00 PM, and will be heard during prime time, the same time by another station.

The Philharmonic broadcasts went off the air in 1967. They had constituted the longest symphony radio broadcast on the Coast since 1932. The first broadcast was over WEAF. Currently, the Philharmonic broadcasts pro-"Classical"

N.Y. Philharmonic to have Concerts Aired

The N.Y. Philharmonic will return to the air, after a 13-year absence, with a new series of weekly broadcasts which will kick off in October with a prime time concert on WOR. This will be the first time in years, after three decades, that the Philharmonic formed its own radio network.

Tomita says his next album on RCA Records will be a new arrangement of Stravinsky’s Firebird Suite and will take a year to complete. In the meantime, the group has expanded its New York offices to accommodate staff expansion...especially the recording of the “Carnival of Venice,” a 1975 album of songs of the twenties, on Vanguard. Spring re-leases, however, include the six Brandenburg Concertos in a new performing edition. Conductor is Richard Bonynge.

Birgit Nilsson, who will not return to the Metropolitan Opera for the 1976-77 season. Personal reasons are cited. Conductor Sir Adrian Boult conducted records recently for a serious operation. He was honored back to the recording studios with a gold record presentation by EMI. After the presentation he recorded Mozart’s Haffner Symphony, also a Philharmonic to be released on Angel.

British Decca recorded an opera in the U.S. Last year; it was at the Constitution Hall, in Washington. It’s “Pelleas et Melisande,” an opera and conductor is the noted Italian Maestri-", "Cantabile."

Sung by all the soloists, the opera was produced by the Metropolitan Opera Company under the direction of Sir Charles Mackerras, with the London Philharmonic Orchestra under the direction of Sir Colin Davis.
Blank Tape Booms, Competition Is Keen  
By Stephen Trainman

Chicago—As expected, blank tape was one of the bright spots both on and off the CES exhibit floor. New high-end formulations from Fuji, in its U.S. market entry, Maxell and TDK; 120-minute 8-tracks from Capitol Magnetics and Audio Magnetics; the full line of retail products from Columbia; a major military market Bicentennial promotion from BASF; an aggressive total dealer/consumer program from Ampex, not on the CES floor, and a new gamma Ferrite oxide line a notch below Classic promised by 3M later this year are just some highlights.

At Maxell, Gene LaBrie said dealer reaction to the new UDXL cassette was “about 5000 percent over expectations,” and advanced notice on a 46-minute UD 6-track for the fall was well received. The “freebie” box offer with purchase of three cassettes was sold out before the show, he noted. Fuji’s reaction was similar in that last year was termed a “great aid in directing our future,” and the five new products shown in October with Maxell executives.

Photo of a major consumer manager showing the marketing highlights from the 7 firms in 13 territories for the new FX line expected to be shipped by mid-January dealers, along with the lower-priced FL product. Noting the entire game plan had been put together in about 8 weeks, he promised an extensive ad/promo backup this summer and fall to introduce Fuji as a major player in the U.S. market.

For TDK, its technical demonstration was termed “most effective” by Ken Kuhda, who noted that for the new Super Avila (65) line bias equalization wasn’t necessary, only that TDK had borrowed from a recording with Dolby and a tape with 10 db and at the high end doesn’t really need it.” The new product line in Full Fidelity range, and the new D-Line 8-track was appreciated at the $1,092.50 price on the Audio-L OPEN-open product and a 109-inch plastic ratchet case. Audio Magnetics 76 Bicentennial packaging and campaigns give the retailer a real U.V.in, Bill Dawson.

(Continued on page 35)

Fresh Approach Key To Accessory Success

By Anne Duson

Chicago—New ideas, new products, new approaches to the accessory market was in evidence at the Consumer Electronics Show. Retailers and vendors are happy with the response to their high profit, fast turnover items as dealers look for ways to beef up the cash box.

An emphasis this year on quality and style seems to be directed at raising the marketing sights from this mass merchandising and discount store, to the audioophile and hi-fi stores. In most cases, products reaching higher price points than ever, with one firm doubling its line of the full-line furniture-style entertainment center from a $30 price point to $60, with changes in material.

Royal Sound, formerly OEM, shifted to the consumer market with six divisions handling headphones, audio tape, tape storage, hi-fi speakers and components, and phonographs to $40 range for limited distribution, wire and cable, and audio/visual, president, Mervi Deyan reported.

In storage units, a versatile plastic modular box called the Add’s Stac from Royal Supply. The #1 unit at $4.99, can be self-locked together. The basic unit is in compartmented cases and with a locking capability for portability. A vinyl folder with handle and snap locks wraps around cassette or 8-track storage unit. For the car, the handy box is for the Panda or for the household, the Hamburger, and the Summer put in the back of the car. The modularity is in the way of colors for mix or match decorating, and can be well hung using plastic hooks.

Black continues to be the best color for carrying cases for tape, but a new black vinyl case was being offered by Feit Mfg. of New York. It was introduced in their line of 20 cases, and Services and was displaying it for the first time. A new leather strap is included. The Safari in three models featuring a snap lock hidden under a buckle design. President Leslie Dade said the 32-cartridge Cassandra shows, the feeling was that “most” was definitely on the downside. This wasn’t reflected in the well attended 40-booth display of CRE-104, or at Sansui’s Q5 sound experience. But it didn’t look as many as 30 percent business in the air. But even Kenyan excavators announced they had cut off the deep end on quad, though they were still rowing in the towel.

Among other highlights, both on and off the exhibit floor, and a growing number of audio firms are coming out of the show for up and down on the hotels—these are some.

Cautious Optimism At CES

• Continued from page 1

(Continued on page 35)
Hi Fi Components Defy Recession

*Continued from page 33*

percent of the total audio industry. The consensus among dealers at the show is that 4-channel sound is still a concept with unexploited potential, but that overshadowed as it is by interest in new marketing and merchandising strategies, and in some cases even superior quality products, 4-channel has a number of obstacles to overcome before it is on the road to success as a carrier of serious music.

Twin Cities Audio Show Aims For Hobbyist Crowd

By ANNE DUSTON

CHICAGO—An entirely new market for high end audio products will be sought from "Twin Cities'" well-known hobbyists, particularly those with "limited" equipment in the "four square" of clock-radio and other consumer products, when these items are included in an interview at a sound show geared to high end hi fi equipment in a new concept developed by non-profit Sight & Sound/Minneapolis.

The show will be held at Minneapolis Convention Center Oct. 3-5. The press is invited to attend with possible attendance at 50,000.

Record companies are also being invited to participate, in an effort to bring the hardware and software industries to together to encourage an understanding of related problems, says Ron DeHarpo, president of the Paul Bunyan Chapter of Electro Rendezvous. He explains that one of the problems is the use of non-matching software and hardware by dealers.

The combination of hobbyists is being pioneered by two members who have been informed by Hobbyists who are independent on each other, but who have had little if any a major concern is the "in the past, into a common

Autosound Likes CB/Tape Combo

*Continued from page 33*

street lines all highlighted the vibrant automaker's market at CBS. Without going to any overseas on CB, a good share of the companies are looking for sales either CB or tape combinations or separate units. In addition to the three firms with on-the-floor units, Audiovox expects to have its first combination unit ready by the Audio Vision, Pack & Accessories Assn. (APAA) show in November. Pionar, Clarion and Karu, among others, say they will go down the drain with the expected report of the McGurie Act that now makes resale price maintenance possible.

Falk Trade End: No Panic

*Continued from page 33*

time the company is undertaking to establish a separate marketing of its top speaker systems.

Even manufacturers whose products have been non-transparent in the past, are now fair-traded, are concerned. Philip Sharf, managing director of the Chicago Convention, notes that in the early stages of fair-trade, retailers with a lot of large Branches will be affecting the overall price to the consumer. However, he is convinced that in the final analysis, the total dealer with his store that is competitive in service and price, will recoup his position.

Tom Needle of Koss Corp., sees a "little bit of a change" coming up. "However, after a while, prices will once more rise to a level necessary for the ability to effectively compete in the market. This is what happened in the last year, when the entire industry was pushed down by the poor market conditions, and the dealers had to retreat to their sales of basic products."

Says Needle, "The upshot of fair-trade will be an upgrading of marketing strategies, with the dealers trying to effectively address his market and merchandising programs to the needs of the consumer." However, despite the assurances from manufacturers, most dealers are concerned about the effects of fair-trade. The consensus is that there will be serious price wars resulting in the consumer gaining further deterioration of gross margins, and a devastating impact on those dealers who were not already profitable.

Others are fearful of the effet on the manufacturers, as well as the industry, especially as some dealers may stand to lose those lines that had previously been fair-traded.

Sarat Shrestha stresses that the new breed of dealer who will emerge from the post-fair-trade chaos will be very selective about the product he carries, will have the facilities for service and installation, and above all will have the ability to effectively sell the products.
The Echelon line of carriers by Savoy in fawn, brown and natural buckskin, priced from $75-$125, carried on 8-track or cassette, an attach-style 30-cassette carrier, and a chrome-plated case (wrapped with material) or modern handle, in a 24 or 44 carrier.

Phonetics has completed the manufacture of accessories and introduced the line at the show. Marketing manager Living Glacier says the line has been nationalized for $29.95 for a new home unit with walnut finish doors that roll out of sight, capacity in 28 cassettes or 32 tracks.

The first of a range of new products to be introduced throughout the month for Christmas orders was the tape wheel by Devon Design Corp., now manufacturing in Los Angeles.

President Clive Rumble said he was ready for the wheel, holding 38 cassettes or 20 compact cassettes to be ready for the July delivery.

(Stills of more displays, record/ tape care products next week.)

CES 'Cautionly Bullish' Continued from page 33
booster units, and both General Electric and Superscope are considering branded autoaudio lines.

Black tape has been introduced by new formulations from Fuji (its U.S. market entry), TKD and Maxell.

Superior Sound Industries, distributors of Audio Magnetics and Columbia Magnetics; and the first 120-minute Black Tape, Black Tape and Magnetics and Audio Magnetics.

Accessories are moving up in packaging, pricing and appeal to dealers, due to the present market interest. High interest is now in carrying cases and home stereo lines, dealer display units and black tapes. Black tape is being used by Fittall of the U.K., and a host of new record/tape care products with at least two international debuts by RNS Marketing for Mes- rosound and B&G International for the Tracks.

Hi fi is moving into the professional market rapidly, as evidenced by the $2,500 Sequenti Timer being marketed for recording purposes by Collins Radio, Panasonic's Techni- cals' generation of the radio control room line with a touch of the shelf, decks, and TEAC's growth in the semi-professional area with its tape decks and mixers.

Disc hardware interest is high, with GLI making the scene for the first time with its own line. GLI is just beginning phone getting great attention from its headphone display, and recognition of the booming market by such firms as Crown, Dynaco, Infinity and others, with custom units offered.

Compact stereo is also growing in a deepening battle with long components, and the Morse-Cape- hart merger is entering the market at time we were unable to color the situation.

A final side of the CES saw biggest news made by Bill Kurt, head of the EIA/CEG audio section, who led key post at VCT to join audio Plus in New York. His duties will be shared by Bob Walker and Harry Elias in marketing and sales.

Retailers were buzzing about the announced takeover of the six Frank Music stores in Philadelphia by the Sam Goody chain.

...but former chairman Al Franklin now heads ABC's Wide World of Music retail store operation, was reported ready to fight the move in court.

For the former "core" exhibitor at CES-the audiophile manufacturer in low, medium and high lines, "the best of the times, the worst of the times," they were definitely of wide interest. The "Decca" color, the "relative success and the coming economy.

The annual marks of the end of fair trade, potent new federal war- ranty regulations, the new concept of "limited distribution" and even keener competition in all lines and prices were left unanswer as they departed the Windy City.

4th SAC Deck Awards Cite 27
Continued from page 33
between Hank Hong, Honkers, Berkeley, Calif., and John W. Gar- land, Garland Audio.

Manufacturer representative awards were made to Eastern division, Nathan Rahnini, John B. An- thony Co., Western division, Jack Golden, G&G Co., Midwestern division, Ben Vander Kraete, El Rep Sales; Central division, Thomas L. Pfenill, Ribolby Sales; Midwestern division, Michael Ar- son, Sony Corp.

Winner of special achievement award was Jerry Kaloj, Sanford Sound Labs.

Winners of Special Deck Awards are: Teresa Rogers, Hi Fi- delity Music Show, Inc.; Gertrude Murphy, executive secretary, insti- tute of High Fidelity; Benjamin B. CBS, for inventing the SQ matrix; Hiroshi Tada, Sansui, for taping an FM stereo signal on 4-channel broadcasting: Ryoosuke Ito and Susumu Taka- hashi, Pioneer Electronics, for a SQ matrix; Leonard Feldman, Len Feldman Labs, for education and standards; George Arons, AR wood, for introducing uniquely Japanese components and setting high standards for the industry.

Other entries for the Deck of the Year were: Bernie Mitchell, Pionette, Audio Man Of The Year, Atlantic Sound, Audio Retailer Of The Year, and a special Deck to John Kon, Kon Corp., for creating and maintaining leadership and high standards in stereo headphones and 4-channel systems.

Tape/Video

Continued from page 33
all to who haven't seen it, and initial surge of national sales should tell the story.

Superscope will be looking at the sales figures with particular interest. Superscope has been nationalized at CES, for which distribution phase will be by December 1977.

They have promoted the hell out of its CB-8 track since its debut at last fall's APAA, will have a new recreational $39.95. It's about $20 over the current model.

For Eastern Research Lab (Xia), which has had two new home units from its factory's first cassette player, and also bowed at last fall's APAA, and a new special CB/tape combinations away from the show at its LaSalle Hotel suite. This model has a wheel that is definite, but president Reggie Williams is definitely bullish on the future of tape and cassettes.

Automatic Radio showed its first CB/track 3-way (AM/FM/FM MPX/CB/track) in black or purple, but quite solid interest. The X10 stereo Power Booster at $49.95 also bowozes to give the CB a feel of a CB/tape speaker line. It feels traffic may have been off about 20 percent, but he key buyers were definitely on hand.

DYN by bowing the industry's first remote-control 8-track units, includ- ing a line of eight and $79.95 buy. Its all black, with a 3-channel, 10-track unit.

Retailers were buzzing about the announced takeover of the six Frank Music stores in Philadelphia by the Sam Goody chain.

...but former chairman Al Franklin now heads ABC's Wide World of Music retail store operation, was reported ready to fight the move in court.

For the former "core" exhibitor at CES-the audiophile manufacturer in low, medium and high lines, "the best of the times, the worst of the times," they were definitely of wide interest. The "Decca" color, the "relative success and the coming economy.

The annual marks of the end of fair trade, potent new federal war- ranty regulations, the new concept of "limited distribution" and even keener competition in all lines and prices were left unanswer as they departed the Windy City.

4th SAC Deck Awards Cite 27
Continued from page 33
between Hank Hong, Honkers, Berkeley, Calif., and John W. Gar- land, Garland Audio.

Manufacturer representative awards were made to Eastern division, Nathan Rahnini, John B. An- thony Co., Western division, Jack Golden, G&G Co., Midwestern division, Ben Vander Kraete, El Rep Sales; Central division, Thomas L. Pfenill, Ribolby Sales; Midwestern division, Michael Ar- son, Sony Corp.

Winner of special achievement award was Jerry Kaloj, Sanford Sound Labs.

Winners of Special Deck Awards are: Teresa Rogers, Hi Fi- delity Music Show, Inc.; Gertrude Murphy, executive secretary, insti- tute of High Fidelity; Benjamin B. CBS, for inventing the SQ matrix; Hiroshi Tada, Sansui, for taping an FM stereo signal on 4-channel broadcasting: Ryoosuke Ito and Susumu Taka- hashi, Pioneer Electronics, for a SQ matrix; Leonard Feldman, Len Feldman Labs, for education and standards; George Arons, AR wood, for introducing uniquely Japanese components and setting high standards for the industry.

Other entries for the Deck of the Year were: Bernie Mitchell, Pionette, Audio Man Of The Year, Atlantic Sound, Audio Retailer Of The Year, and a special Deck to John Kon, Kon Corp., for creating and maintaining leadership and high standards in stereo headphones and 4-channel systems.

Tape/Video

Continued from page 33
all to who haven't seen it, and initial surge of national sales should tell the story.

Superscope will be looking at the sales figures with particular interest. Superscope has been nationalized at CES, for which distribution phase will be by December 1977.

They have promoted the hell out of its CB-8 track since its debut at last fall's APAA, will have a new recreational $39.95. It's about $20 over the current model.

For Eastern Research Lab (Xia), which has had two new home units from its factory's first cassette player, and also bowed at last fall's APAA, and a new special CB/tape combinations away from the show at its LaSalle Hotel suite. This model has a wheel that is definite, but president Reggie Williams is definitely bullish on the future of tape and cassettes.

Automatic Radio showed its first CB/track 3-way (AM/FM/FM MPX/CB/track) in black or purple, but quite solid interest. The X10 stereo Power Booster at $49.95 also bowozes to give the CB a feel of a CB/tape speaker line. It feels traffic may have been off about 20 percent, but he key buyers were definitely on hand.

DYN by bowing the industry's first remote-control 8-track units, includ- ing a line of eight and $79.95 buy. Its all black, with a 3-channel, 10-track unit.

Retailers were buzzing about the announced takeover of the six Frank Music stores in Philadelphia by the Sam Goody chain.

...but former chairman Al Franklin now heads ABC's Wide World of Music retail store operation, was reported ready to fight the move in court.

For the former "core" exhibitor at CES-the audiophile manufacturer in low, medium and high lines, "the best of the times, the worst of the times," they were definitely of wide interest. The "Decca" color, the "relative success and the coming economy.

The annual marks of the end of fair trade, potent new federal war- ranty regulations, the new concept of "limited distribution" and even keener competition in all lines and prices were left unanswer as they departed the Windy City.

4th SAC Deck Awards Cite 27
Continued from page 33
between Hank Hong, Honkers, Berkeley, Calif., and John W. Gar- land, Garland Audio.

Manufacturer representative awards were made to Eastern division, Nathan Rahnini, John B. An- thony Co., Western division, Jack Golden, G&G Co., Midwestern division, Ben Vander Kraete, El Rep Sales; Central division, Thomas L. Pfenill, Ribolby Sales; Midwestern division, Michael Ar- son, Sony Corp.

Winner of special achievement award was Jerry Kaloj, Sanford Sound Labs.

Winners of Special Deck Awards are: Teresa Rogers, Hi Fi- delity Music Show, Inc.; Gertrude Murphy, executive secretary, insti-
At WRMA, Kids Bused, Ratings Up

By JEAN WILLIAMS

LOS ANGELES—Basing of students to institute racially mixed schools in Montgomery, Ala., has been the major force in boosting the ratings of WRMA there, says program and music director Bob Kitzmiller.

During the morning bus ride, lunch, and the trip home, the students who are familiar with the station, too, list their classmates to it on transistor radios, says Kitzmiller. "That's when I introduced to him as the family to the station during the evening hours, he believes.

WRMA is a contemporary rock station playing artists from Alice Cooper to Earth, Wind & Fire to Jessie Colter, explains Kitzmiller. "When I joined the station two years ago, it had a solid rock format. I realized that in order for it to be successful we had to switch to a more contemporary sound because we are the area where we are services. We have a diverse cross section of listeners. We have a survey last year and found that our audience is 40 percent black to 60 percent white," says Kitzmiller.

"I might add," he continues, "that the population of Montgomery is 40 percent black.

"We have initiated a 24-hour request line which enables us to stay in close contact with our audience.

"A programmer makes a mistake when he programs what he likes, totally ignoring his audience as opposed to surveying his market, then deciding on the proper method of programming.

"I feel that an individual type radio is on its way out. Music is cross over so quickly, the individual stations in the South are going to under if they don't change.

"In the South," he adds, "we can rock and roll is coming back."

He describes individual type radio as the ones which deal strictly with rock & roll, contemporary progressive rock or country rock.

"WRMA has recently undergone personality changes. The new staff consists of Rock and Roll B.K. 6 a.m.-10 p.m.; Joe Coal, 10 a.m.-6 p.m.; WDKG, Don Alan 10 a.m.-6 p.m., WDKG, Don Alan 10 a.m.-6 p.m.

(Continued on page 37)
WRMA Ratings Accelerate

 ransom for his son.

 I hired and trained them, I now feel they are qualified to go anywhere and work.

 I have Vernon Thomas working the East Coast, Herman Thrasher, South; Stephanie McCoy, Mid-South; Maurice Warfield, West Coat; and Jimmy Brooks, Midwest.

 "I keep my staff small because I have good people who are capable of working for large areas. The advantage of having a small staff is that you get to know the individual well, including their shortcomings. I then work on them," says Wilson.

 There is a low element of turnover at 20th, he adds. In the past two years, "we have lost two persons which is a small number when compared to the turnover of other record companies," he continues.

 "Since the promotion people are the lowest on the totem pole, I insist on trying to make them totally independent in their field. I teach them marketing, sales, special projects as well. The news is also published in Billboard Special Survey for Week Ending 6/14/75.

 Bobby Solomon Dies

 LOS ANGELES—A long illness was fatal May 30 to Robert "Bobby" Solomon, 32, a member of the Young Harris act on 20th Century Records. Solomon, a Young Heart since 1970, is survived by his widow, Mary; three children; his parents; six brothers and five sisters.

 Judge Davis

 LOS ANGELES—Clive Davis, president of Arista Records, has been added to the jury of the 1975 American Song Festival.
If you're a deep sea fan of a radio station, or a radio station searching for a deep sea, Billboard is your best buy. No other trade publication is read by so many air personalities and program directors, as well as the sharp programming-oriented copywriters and advertisers. Best of all, Billboard's top-notch reporters say that radio-Top Job Mart ads can draw five times the results of the next leading radio-top publication.

Rates: "POSITION WANTED" is $1.50—in advance—for two times, 2 maximum. Additional space or variation from regular size is $1.25 per inch, no maximum. No charge for Box numbers.

"POSITION OPEN" is $1.50—in advance—for one time, 2 maximum. Additional space or variation from regular ad style is $1.25 per inch, no maximum. Box number ads asking for tape samples will be charged an added $1 for handling and postage.

Send money and advertising copy to:
Radio-Top Job Mart, Billboard, 1515 Broadway, New York, N.Y. 10036

---

GOLDEN OLDIES TRADING POST
JOIN US WITH YOUR CLASSIFIED ADVERTISEMENT. Records—Albums—Sheet music—Philosophy—Old record traders, collectors, editors, writers, traders, dealers, and others will meet from 3:30 to 6:00 P.M. on March 7th to discuss and exchange information about music and its history. This event is FREE, and will be held on the second floor of the Recording Academy building, 3250 Los Angeles Avenue, Los Angeles, California. All are welcome! Email info@academy.org to register in advance.

OLDIES 45 RPM'S CLOSE-OUTS & SURPLUS BARGAINS FROM MAJOR LABELS & SMALLER COMPANIES. SELL your oldies records fast and easy with our FREE catalog! For more information, contact APPEL RECORD ENTERPRISES, 104 Franklin St. #355, Philadelphia, PA 19125. Phone: 215-928-2380. Email: oldies45s@adelphia.com

FOR SALE
OLDIES 45 RPM'S. NOW IS THE TIME TO BUY. For more information, contact GORDON RECORDS, 104 Franklin St. #235, Philadelphia, PA 19125. Phone: 215-928-2380. Email: oldies45s@adelphia.com
"A couple of months ago, I had the rare pleasure of meeting and producing one of the greatest singers and songwriters I ever met in my life. It’s about the third time I’ve ever been totally wiped out by an artist. After the session, the musicians stayed around for about an hour to listen to it. That happens very seldom in Nashville.”

—Billy Sherrill

---

**Country Country Acts Losing Longevity**

Following this group on the chart were such artists as Bill Anderson, who scored his 10th top 10 today with “A Fifth Of Bees,” Dave Dudley, Slim Whitman, Wanda Jackson, Henson Cargill, Del Reeves, Johnny Bush, Warner Mack, Ned Miller, Kenny Vern on, Bill Wilbourne & Kathy Morrison, who both had top 10’s with Bobby Lewis, Claudia King, Red Sovin, Ray Pennington, Clay Hart, Anthony Armstrong, Sonny James, Skeeter Davis, Gordon Terry, Patti Page, the Hagers, Jerry Smith, Van Trevor, Leroy Van Dyke, Eddy Arnold and Lamar Morris.

Today, some of these artists no longer record, others have gone to smaller independent labels, some have gone to other major labels, and some have faded into obscurity—a fate once unfamilar to country artists although common in the rock field.

The turnover can be attributed to a number of things, including the fact that so many former rock jocks are now working at stations with “country” formats. It also has been brought about despite the tight play-list which has perpetuated the country field after years of success.

---

**Jamboree USA’ Veterans Gather Again In Wheeling**

WHEELING, W.Va.—More than 60 oldtimers returned to the stage at the Capitol Theater here for the fourth “Jamboree USA” homecoming reunion.

All of the entertainers appearing on the show had earlier ties with “Jamboree USA,” many going back to 1933 when the show was first aired.

Dec Williams and Crazy Elmer headed the introduct ionists such as the Osborne Brothers.

---

**Stars, Friends Turn Out To Aid Orchid Lounge Lady**

NASHVILLE—Tootie Bess, operator of a beer joint here known as the Orchid Lounge, was the recipient of a massive benefit for her last week by artists she had befriended over the years.

Mrs. Bess, 61, is critically ill, and the gathering was held to raise money for her medical expenses. Among those on hand were Waylon Jennings, George Jones, Faron Young, Doug Kershaw, Doyle and Teddy Wiltborn, Clyde Moody, Del Gray, Don Wayne, and Johnny Campbell. Many artists who could not appear telephoned to pledge donations to help pay her current expenses.

Mrs. Hattie Louise “Tootie” Bess would help any unknown entertainer, giving him or her enough money with which to eat. Her “becoming a friend” of hundreds of autographs of artists over the years. Network television programs have originated from her place, and at least two movies have used it as a location. A couple of songs also have been written about the spot, which adjoins the old Opry House.

---

**‘Pop Goes Country’ Set for 52 Weeks**

NASHVILLE—The highly successful syndicated show, “Pop Goes The Country,” has been renewed for another 52 weeks, with 90 top stations airing the program and another 30 targeted.

The syndication is taped at Opryland here, with special guests including Anne Murray, Donny Fargo, Sonny James, Loretta Lynn, Marty Robbins, Charlie Pride, Ray Stevens and Chet Atkins.

Reg Dunlap is the producer and Bill Turner the director.

The show is owned by Show Biz, Inc., and is a 30-minute color presentation. Fisher-Robertson Inc. for KTLA, Los Angeles. Ratings this year in prime time were exceptionally high. Premiere Survey Service Inc. listed the show as number two ranked of all major syndications in its ability to deliver women 18-to-49 per 100 homes. Ralph Emery is host, now host of the contemporary country music show.

---

**Escoheag Offering Bluegrass & Folk**

ESCOHEAG, R.I.—The third annual New England Bluegrass Folk Music Festival will be held at Stepping Stone Ranch here next Friday, Saturday and Sunday.

Sponsored by the New England Folk Arts Society, the festival will bring such groups as the Nitty Gritty Dirt Band, John Hartford, Doug Kershaw, the Dillards, the Osborne Bros., Vasser Clements, Red Allen and the Allen Bros., the Lilly Bros. & Tex Logan, J.D. Crowe & the New South, Wilma Lee & Stoney Cooper, the Breakfast Special, Country Cookin’, Joe Val and the New England Boys, Appalachian Grass, Jim Rooney & Bill Keith, Bottle Hill, Buffalo Gals, Tom Winston, Last Fair Deal and others.

Tickets are being handled through Ticketron.

The Folk Arts Society currently is trying to revive interest in folk, bluegrass, bluegrass and dance at the First Escoheag-Newport Folk Festi-

---

**Country Country Acts Losing Longevity**

Today, some of these artists no longer record, others have gone to smaller independent labels, some have gone to other major labels, and some have faded into obscurity—a fate once unfamilar to country artists although common in the rock field.

The turnover can be attributed to a number of things, including the fact that so many former rock jocks are now working at stations with “country” formats. It also has been brought about despite the tight play-list which has perpetuated the country field after years of success.

---

**Jamboree USA’ Veterans Gather Again In Wheeling**

WHEELING, W.Va.—More than 60 oldtimers returned to the stage at the Capitol Theater here for the fourth “Jamboree USA” homecoming reunion.

All of the entertainers appearing on the show had earlier ties with “Jamboree USA,” many going back to 1933 when the show was first aired.

Dec Williams and Crazy Elmer headed the introductionists such as the Osborne Brothers.

---

**Stars, Friends Turn Out To Aid Orchid Lounge Lady**

NASHVILLE—Tootie Bess, operator of a beer joint here known as the Orchid Lounge, was the recipient of a massive benefit for her last week by artists she had befriended over the years.

Mrs. Bess, 61, is critically ill, and the gathering was held to raise money for her medical expenses. Among those on hand were Waylon Jennings, George Jones, Faron Young, Doug Kershaw, Doyle and Teddy Wiltborn, Clyde Moody, Del Gray, Don Wayne, and Johnny Campbell. Many artists who could not appear telephoned to pledge donations to help pay her current expenses.

Mrs. Hattie Louise “Tootie” Bess would help any unknown entertainer, giving him or her enough money with which to eat. Her “becoming a friend” of hundreds of autographs of artists over the years. Network television programs have originated from her place, and at least two movies have used it as a location. A couple of songs also have been written about the spot, which adjoins the old Opry House.

---

**‘Pop Goes Country’ Set for 52 Weeks**

NASHVILLE—The highly successful syndicated show, “Pop Goes The Country,” has been renewed for another 52 weeks, with 90 top stations airing the program and another 30 targeted.

The syndication is taped at Opryland here, with special guests including Anne Murray, Donny Fargo, Sonny James, Loretta Lynn, Marty Robbins, Charlie Pride, Ray Stevens and Chet Atkins.

Reg Dunlap is the producer and Bill Turner the director.

The show is owned by Show Biz, Inc., and is a 30-minute color presentation. Fisher-Robertson Inc. for KTLA, Los Angeles. Ratings this year in prime time were exceptionally high. Premiere Survey Service Inc. listed the show as number two ranked of all major syndications in its ability to deliver women 18-to-49 per 100 homes. Ralph Emery is host, now host of the contemporary country music show.

---

**Escoheag Offering Bluegrass & Folk**

ESCOHEAG, R.I.—The third annual New England Bluegrass Folk Music Festival will be held at Stepping Stone Ranch here next Friday, Saturday and Sunday.

Sponsored by the New England Folk Arts Society, the festival will bring such groups as the Nitty Gritty Dirt Band, John Hartford, Doug Kershaw, the Dillards, the Osborne Bros., Vasser Clements, Red Allen and the Allen Bros., the Lilly Bros. & Tex Logan, J.D. Crowe & the New South, Wilma Lee & Stoney Cooper, the Breakfast Special, Country Cookin’, Joe Val and the New England Boys, Appalachian Grass, Jim Rooney & Bill Keith, Bottle Hill, Buffalo Gals, Tom Winston, Last Fair Deal and others.

Tickets are being handled through Ticketron.

The Folk Arts Society currently is trying to revive interest in folk, bluegrass, bluegrass and dance at the First Escoheag-Newport Folk Festi-

---
David Houston’s “I’ll Be Your Steppin’ Stone.” Breaking faster than a speeding bullet.

David Houston has had more than twenty No. 1 country singles over the years. But nothing like this. Stations all over the country have helped get “I’ll Be Your Steppin’ Stone” off to the fastest start of any David Houston hit ever, and the additions are coming in droves.

“I’ll Be Your Steppin’ Stone.” The newest David Houston hit. On Epic Records.
PARIS—The 10th March International du Disque et de l’Édition Musicale—MIDEM—which has been held in the Palais des Festivals in Cannes from Jan. 23 to 29 next year—and, according to Larry Geller, Bernard Chevry, will be the biggest.
The special 10th anniversary of MIDEM with the addition of about a number of innovations, says Chevry, who has presided over a continuous expansion in the scope of the event since its inception in 1967. Chevry is planning two major galas, featuring international artists, for Jan. 24 and 28 and he is also planning a new feature over the Eurovision network.

Despite the economic gloom that plagued the music business in 1976, Chevry predicts that MIDEM ‘77 will attract industry participants in greater numbers than ever before “because they will be anxious to boost their business to offset the present situation, and that means more than ever for new markets, new product, new business opportunities.”

When MIDEM was inaugurated in January 1967 amid widespread skepticism in the European industry, it attracted 900 participants—largely on a “let’s see what it’s like” basis. They came from 27 countries (including the U.S., France) and represented 349 companies, 174 of which took exhibition stands.

Last year there were 5,042 participations from 41 countries, representing 1,315 companies, which took exhibition stands. The exhibition space available in the Palais des Festivals has been increased each year and MIDEM exhibits this year covered more than 100,000 square feet.

Says Bernard Chevry: “When we launched MIDEM in 1967 it was a problem to find a new distributor who could win for itself and is the only genuine international market place of mass distribution and the music publishing industry.”

In the confident expectation that the MIDEM audiences will be maintained over the next decade, there are plans to demolish the existing building, expand the site and build a site a luxurious conference and exhibition complex with assembly rooms, lecture theatres, a restaurant and a panoramic view of the bay of Cannes. The new site will be ready for completion in time for MIDEM 1978.

Altho MIDEM ‘76 is still several months away, more than 180 exhibition modules have been reserved and companies registered—A&M (U.K., France), U.S.A, RCA (U.S., U.K., Italy and France), A&M (U.K. and France), A.M. (U.K. and International), His Masters Voice, McGonagall, Polydor, International Phonogram (U.K., U.S., France, Japan, Holland, Brazil, Belgium, Spain, Italy, Greece, and Italy), and Yamaha (Japan).

MIDEM ‘76 will open on Jan. 23 with the traditional welcome to all participating companies and the following weekend completely free of charge. All through the MIDEM galas have been the subject of adverse criticism over the years, and it is realized that in time something must be done to correct the situation. This year, the gala acts at Tom Jones, Shirley Bassey, Donovan, Roberta Flack, Diana Ross and Ray Charles, The Pointer Sisters, Ike and Tina Turner, Steve Wonder, Isaac Hayes, The Rolling Stones, Sergio Mendez, The Fifth Dimension and the Moody Blues.

Heep Gets $45000 Gilt Award

LONDON—The new album by Uriah Heep, ‘Return To Fantasy,” was released in the U.K. last week to a $45,000 support campaign from Bronze Records and distributors.

The promotion and merchandising efforts embrace television, radio, print and poster advertising, window displays and T-shirts and tie-ups. A single by the group, ‘Fracas Donna,” is also out.

Uriah Heep has already embarked on a tour of the U.K. and Continent dates, moving to the U.S. and Canada in July for three weeks, including shows in New York, Los Angeles and Australia in the new year.

Bromberg: Management group post a new record deal with the group, with this project for the group’s new independent British record company, co-ordinating worldwide promotion and distribution for the group.

Organisation representatives Lilian Brown and Suzie Watson-Taylor have just returned from Australia on tours to the U.K. where Warner Distribute Bronzne product. There is also going to be a tour of New Zealand, Canada, Australia and New Zealand later this year.

LONDON—one of the oddest of the many recorded oddities which find their way into the marketplace is a new Phonogram release,专利地 called “Come On Britain,” but sung by the melody of the forgotten British Civil War song “Battle Hymn Of The Republic.”

To add the strange nature of the record to the additional problem of selling the nation’s latest fighting spirit is the fact that it has been released by a British record company and on a label which is really a team called Grenrange, which simultaneously has on its roster the singer Sophie Side Cochran’s “20 Flight Rock.”

The unusual combination of melody and lyrics is regarded as unmarketable, both by the company who manage the group, and by record producer Tommy Soot.

The words are the most important thing,” says Soot, “One can imagine the crowds at Wembley Stadium singing ‘Come On Britain We Can Do It’ as part of some occasion song but a great patriotic record.”

The label asked when the group’s name was changed from Grenrange to bulldog, he says: “The name fits the music better than Grenrange which has a faintly American overnote. There’s no doubt, the greatest harmony group in the country.”

“Bulldog” typifies the British spirit and the group are genuinely concerned about the situation in this country. If Phonogram had approved the package they had the single in a sleeve with a Churchill bulldog smoking a large cigar. As it is, the bulldog lies down with the bulldog superimposed.

Producer Scott Roberts says the song as being a single-handed celebration of being the melody for as long as I can remember and it never struck me as being an American streak.” In any case, the melody is slightly different than the original.”

Bud and Molly Field, the touring Britain’s “flaming flags” singers/artists, are surfers Bob Halbin and Bill Partick. Their immediate past success was with the Neil Reid hit “Mother Of Mine,” while Halbin has previously some of the hit potential of oddities.

He was the writer of “I’m A Pink Toothbrush, You’re A Blue Toothbrush.”

Wrong Writer, Pub Credit On Stones “Why”

LONDON—the first 1,000 copies of the British rock group The Rolling Stones single “I Don’t Know Why” (Billboard, May 31) was found to carry the wrong composer and music publisher credit.

But there is no recall, or holdup to the single’s availability.

The song was originally thought to be a Jagger-Richard Taylor composition but, after checking, and this information appears on Decca’s initial pressings. It turned out, however, that the song was the same as one written by Steve Wonder and recorded by him in 1969.

For complete details see Woner-Hardway-Hunter-Riser. In Moskow’s catalog, the song is known as “Don’t Know Why I Love You,” and the U.K. publisher is Jocke London Music.

Decca’s mistake was apparently spotted after the first leak copies of the Stones’ single were pressed. Altogether a release headache seemed likely at the time. It was, however, a head of popular marketing and promotion John McCready agreement was reached between the company and publishers Essex and Jettebe to let the initial shipment of wrongly credited singles through, with the corrected information to appear on subsequent pressings.

The song was originally thought to be a Jagger-Richard Taylor composition but, after checking, and this information appears on Decca’s initial pressings. It turned out, however, that the song was the same as one written by Steve Wonder and recorded by him in 1969.

For complete details see Wonder-Hardway-Hunter-Riser. In Moskow’s catalog, the song is known as “Don’t Know Why I Love You,” and the U.K. publisher is Jocke London Music.

Decca’s mistake was apparently spotted after the first leak copies of the Stones’ single were pressed. Altogether a release headache seemed likely at the time. It was, however, a head of popular marketing and promotion John McCready agreement was reached between the company and publishers Essex and Jettebe to let the initial shipment of wrongly credited singles through, with the corrected information to appear on subsequent pressings.

International MIDEM Is Set For Jan. 23-29: ‘Biggest Ever,’ Chevry Prophesy

CBS/WEA Depot Computer

Gives Data On ‘Fautless’

LONDON—The British Phonographic Industry’s newly set up committee dealing with faulty records, seeking to change the present system of returns can be rationalized, it aiming for a common process for all distributors is set to simplify the retailer’s problem.

But in the meantime, the computer at the CBS/WEA depot is giving more specific data than before about the problem.

The computer has been re-programmed to analyze the returns in terms of which are faulty product, which are misdirected orders and which have been wrongly returned.

CBS sales director Jack Flory says: “We are able to do this not just in total but for each account. We’re going to establish a mean average for returns and then take the master up with dealers who are exceeding that average.”

From the Music Capitals Of The World

Gold Disk award for Peters and Lee, Phonogram act, for their “Rain’s” album, and a special presentation to their producer John Francis. Special mention of Vince Duett, Z.Z Top album “Fandango” claim: “As contemporary as tomorrow’s breakfast.”

Following scenes of rioting and hysteria at Bay City Rollers concerts had been noted. The last certified Bay City Rollers concert in the U.K. had taken place in Manchester.

A General Farnon composition “Concorde March,” which will be used in all British television shows and on record labels. Mike Boston, U.K. and Wes Farrell’s Chelsea Records, first commercial release to be followed in search of new talent for the label, which has seven of 16 releases hit the charts here so far.

Phonogram signed deal with Reader’s Digest to market a five-album, Gramophone recordings through the mail-order operation, with an initial run of 50,000 sets. La Pochelle, London’s Greek Street, one of the oldest established disco homes, redeveloped and now manages a network with new video equipment. “Whispering Grass” revived as a single, now gained backing from EMI middle market in its fastest seller since “Eye Level” went temporarily out of the top 10 last week. “Whispering Grass” reached a phenomenal 50,000 a day.

Fruupp new single “Janet” plus new album, “Cultural,” Gernsback releases through the mail-order operation, with an initial run of 50,000 sets. La Pochelle, London’s Greek Street, one of the oldest established disco homes, redeveloped and now manages a network with new video equipment. “Whispering Grass” revived as a single, now gained backing from EMI middle market in its fastest seller since “Eye Level” went temporarily out of the top 10 last week. “Whispering Grass” reached a phenomenal 50,000 a day.
**Sinatra Overseas Saga—"Persecution" And Praise**

Continued from page 3

A hate campaign against a visiting arts

"The papers resurrected all the old smears about alleged Mafia associations, recalled the Australian bushman and described Sinatra as an aging, declining and overwight

Sinatra was supposed to do four concerts in Germany, but did only two. The first in the Olympic Stadi-

The second German TV channel showed a 30-minute program of Sin-

The German TV channel that aired the show invited viewers to phone in and vote for their favorite songs. The results were announced live during the broadcast.

**U.K. Record Prices Up Again; Pye $ Hike**

Continued from page 4

albums were $7.60 from $5.98. Regular cassette prices were $7.18, but cartridge remain unchanged.

Most of the CBS increases is that $2.40 being tacked on to two-

New prices from Anchor, embrac-

Single prices from United Artists and

**Virgin Opens London Store—Claims It's Top Of Its Kind**

LONDON—Virgin has opened a new record store in London which, apart from being one of the first in the Vi

The shop, in the Edgware Road, near Marble Arch, operates on a self-service basis and has been open for more than a year.

All records will be sold below full
tage and there will be further dis-

Joint managing director of Virgin,

Opening of the new London store, along with two other at Hall and the number of shops in the Virgin chain to more than 20. Powell adds: "We are open to every possibility. We do not feel that because once you achieve a certain turnover it is logical from a point of view of profitability. The company also allows more scope in marketing records with the store.

The post office record company to use the video facilities at the shop. It will use all window space to promote the "Tommy" album and the video display cassette machine will also publicize the record and film cartridge machine which is back-screen projected. To avoid sound problems in the shop, the comments will be relayed only in the street.

**Ratcliffe, MU Exec, Is Dead**

LONDON—Hardly Ratcliffe, sec-

He had been a Union official since 1937, first as a branch organi-

One of Ratcliffe's outstanding pieces of negotiating was in 1945 when agreement was reached with the American Federation of Musi-

He was the president of the Inter-

Ratcliffe, who was 69, left a wife and a daughter.

**From The Music Capitals Of The World**

BRUSSELS

Johannes Vermeerden, a former head of the Beurschouwburg in Brussels, presented his new show and a large number of fans in the 350-seat hall giving him an enthusiastic reception, and after the first performance he was presented with his Star of the Year award on behalf of U.K. magazine **Music Week**.

First album by Daniel Vangarde released here, this French composer turned singer being generally best known for his music with the French start Shells and Ringo. And strong reaction to "Tromer" for his first album of singles "Ein Al Merci", in France, Black Blood's "Alig A Meusag" is taking off (it is released on the U.S. in Mainstream) and the Lovelots have been in the Italian top ten for several weeks with their recording of "Emmanuelle".

CBS Belgium held a reception in the offices of the German office, in Alte Tim-

In Paris, there were no faves over confirmed tickets, not even for Sophia's birthday. Last year Louis had added one extra clause which was that not a soul, no matter how early they had arrived, be able to get into back-stage, or even to approach him.

All made thin along with theFranches. But concerning he transports a whole company with him in two private jets, price of a ticket was not too high. The French public lives mostly of disks and cassettes, so the in-person arrival of Sinatra was regarded as an event and a privilege.

The organizers Albert Konki and Choueck have been told by their manager to make preparations for the concert.

As the Monte Carlo Sporting Club, where he appeared before an audience of 1,000, Sinatra opened with a song and a story, intended for Princess Grace of Mon-

The two concerts went off smoothly, with about 10,500 estimates to have attended them perform. Ser-

The two concerts were well attended, with about 10,500 estimates to have attended them perform. Security at the Royal Albert Hall was tight, but there were no hitches or problems. The concerts were held during his Friday evening show that he wanted to return to the audience after the concerts were being made to that effect.

Billboard critic Adam White in review the show notes: The box office was a success but Sinatra's concerts demonstrates that his hold on the title of supreme pop singer is by no means unchallenged, whatever the prevailing view in other parts of the world.

There are two weaknesses to be sure. Sinatra seems to pitch lower than before, and the occasional high notes could crack or slide. But none of this is sufficient to detract from his overall mastery of the vocal stremum—his intimate phrasing, the perfect timing, the lyrical improvisation and wit.

(Continued on page 49)
YOU'RE THE FIRST........
IN ITALY—BOTH LP'S AND SINGLES!
THANKS BARRY,
FOR HAVING PROVIDED
US WITH HITS
DURING THE LAST 5 MONTHS.
OUR THANKS ALSO TO
THE 20TH CENTURY TEAM
HEADED BY RUSS REGAN.
FORTE REPORT:

**BBC's Radio One Still Tops In Influencing Disk Buyers**

LONDON—The growing influence of commercial radio stations has been reflected in the 1974 report of FORTE, Focus On Records Tape & Equipment, an in-home survey of purchases and media exposure to the BBC and the British Market Research Bureau.

But it stresses that Radio One, the BBC program, continues to be the dominating influence on the listening habits of record buyers. For 1973, this was the first independent proof of the impact of commercial radio on record-buying, as distinct fromRadio One's influence on record research surveys. The survey covers the February 1974-January 1975 period.

The survey's main conclusions are: 36,681 adults of 15 or over, and 4,570 children, of 8-14.

It covers the four commercial stations which have been operating for a number of years, i.e., Radio 2, Radio 3, Radio 4, and Radio 5. It is a study of the relative influences of the four stations.

We select the companies which are the chief beneficiaries of the survey's increase in influence, compared to the other three stations.

It's worth pointing out that Radio One has no general policy and did not really like trading that way. But he feels there is a chance that Radio One could record a song on the album, and will pay a couple of copies of the album to the shop. Why should the retailer take all the risks?

The company has no such policy, but Jaco Frensely, director of CBS, replied: "We do not have any policy, but we believe it's the best way to go." The company has not been successful in this, though.

In the context of the long-established stations, local commercial radio is still a long way to go. In the U.K., Radio One had 70 percent (singles) and 53 percent (albums) of the local record-buying public. Radio Two had 29 percent and 34 percent respectively and Radio Luxembourg 25 percent of the listeners.

Within the stations' own reception areas, Radio One still maintains a lead. But the local companies emerge as having comparable regular listening figures to Radio Two and Luxembourg.

A notable exception was Clyde with 69 percent of singles and 58 percent of albums (against Radio One's 62 percent (singles) and 49 percent (albums)), though it is a mark that is particularly popular among progressive-rock albums and are usually popular with pop-oriented listeners.

But the most likely stimulus to record buying would be the "Top Of The Pops." Of singles buyers, 73 percent viewed regularly, with a like percentage of the audience also watching. Regular viewing of "BBC TV" is "Old Grey Whistle Test," with only 50 percent of single buyers and 42 percent of progressive-rock albums.

**Middleton is Named VP of WEI Broadcasting**

TORONTO—Ken Middleton, president of WEI Music Canada has been appointed in charge of Nenehi Eriyi, president of WEI Int, vice-president of WEI International.

Middleton has been a member of the WEI International family since its inception in 1971 at which time he held the position of managing director of the WEI Music of Canada.

Middleton's career began in 1956 as operations manager for RCA Ltd. In 1965 he joined the company's custom records division in Canada, where his duties included the production of records, promotions and their marketing in Canada. Four years later he became the director of the division's Canadian record division. In October, 1967, he founded Warner Brothers Records of Canada Ltd. and was vice-president and general manager.

Following a name-change in 1970, Middleton became president and chief executive of Kinney Music of Canada Ltd, the position he retained when in Jan. of 1971 WEI Music of Canada Ltd. became a WEI International affiliate.

**Polydor Holds Dialog '75**

HAMBURG—Managing Directors of Polydor companies and members of their executive staff met in Hamburg for their annual conference dubbed Dialogue '75.

Company executives exchanged opinions on the firm's overall management in formal and informal meetings which included workshops on a range of topics. The conference was split into geographical groups to discuss specific topics. Subjects included the company's strategy, classical and pop and art, four channel sound and industry-wide issues such as piracy and parallel imports.

Polydor's 1975 line-up will be announced at a joint meeting of the board of directors and managing directors joined by colleagues on the way to the Phonogram international meeting in Amsterdam. The last time that the Polydor companies—Phonogram, an international record label, and Dialog, a ten-year-old label—were pooled their interests in the music field.

For the Polygram meeting there was a special dedication and presentation of the Philips-MCA video disk system.
CRIA Seeks Tax Concessions

TORONTO—George Struth, vice president and managing director of Quality Records, has been appointed president of the Canadian Recording Industry Association. Struth stated that the major thrust of its efforts within the CRIA will be to seek various financial incentives from the Canadian government that could benefit the record industry in this country.

"What we want from the government," says Struth, "is something similar to those given to the book publishing and film industries in Canada. We want to come in the form of grants but rather in the form of tax concessions that will enable the industry to invest in this industry and allow for capital cost write-offs. Only possibly, the recovery of recording session costs from the federal sales tax on the sale of Canadian recorded product. That would be far to everyone. We are also looking for the provincial government in Ontario to give us an exemption from provincial sales tax for all new artistic recordings.

With the new budget that was released earlier this month, the costs were among those items that were given a temporary exemption. We are looking for this industry to be established as a cultural industry," continues Struth. "I think that this would make it easier for us to come in this area so that we can develop a thriving recording industry in Canada."

"Anything that the CRIA as a group can do on the recording side, it, of course, is the recording label, when it doesn't cost the government anything, is good. We are being careful to indicate that we are looking out of the sales of domestic product. We have stipulated that it be strictly domestic product so that everyone benefit on all assets and revenue; and, Concert Productions International, has an unsecured investment of over $1.5 million, in unsecured notes with interest due in 1986 and 1987.

The balance of unsecured creditors is owed close to $175,000.

One of the current news concerns is that a three-year plan has been announced by GRT Canada Ltd. for Love Records. The plan includes a $2 million investment in new equipment and a $5 million expansion of existing facilities. The money will be secured by a first Financing debt to the company.

Methuen in Rock Books

TORONTO—Methuen Publications of Toronto, a company affiliated with Associated Book Publishers Ltd. of London, England, has made a major move into books dealing with the rock music scene. Methuen, a division of Associated Book Publishers Ltd., a major publisher of book biographies of Led Zeppelin and Beachmen-Turner Overdrive as well.

Fred Wardle, Methuen's general manager, indicates that the company is interested in acquiring rights to U.S. record companies for exclusive record store distribution of these two titles in all outlets in the U.S. and Canada.

Richey Yorke, formerly the Canadian editor and rock author and commentator, has been retained as creative consultant for the series.

The first two titles, "The Led Zeppelin Biography" written by Richey Yorke, and "Rock Is My Life: This Is Country Rock," are scheduled for the fall of 1977. "Overdrive Biography" written by Martin Melhuish, will be published internationally in the fall, with eight months of support of an extensive promotion campaign.

Jodie Wood, "The enormous and dynamic rock music market and audience has been somewhat neglected by the major record companies. It is our intention to fill this vacuum with a line of top-quality and high-class rock-oriented books," states Wood. "Our first book is the only book that has not done well with the publishing industry, but the rock audience does not or cannot read books."

The books, which will be illustrated with pictures, will retail at $5.

Methuen is now working on and developing an extensive list of more than a dozen further titles in this new rock book series.

From The Music Capitals Of The World

TORONTO—Eelon Johns' "Captain Fantastic and the Brown Dirt Cowboy" which was released on A&M Records in Canada, qualified immediately for a platinum award with advance orders well in excess of 10,000 copies.

Under the terms of an exclusive long-term licensing agreement signed by Nick Dyer, managing director of A&M Records Canada Ltd. and Larry Page of the Polydor record company, all the Polydor Farthing record in Canada will be promoted and distributed by A&M. The Polydor label released initially under the terms of the new agreement are "Good Vibrations," released last week, and "Do the Six-Minute Sleep Motion," by Jim Haven and Friends, and "Run, Run, Run, Run, Done, Undercover and Bruce Bell have formed Rauch Records with initial product to be distributed by London Records in Canada. ... Yamaha Canada Music Limited has appointed W. Bramwell Smith as chief brass clinician and consultant to their institutional division of Yamaha Canada Music Limited, the director of music for the Royal Canadian Mounted Police Band. From 1964-1974, Smith was a GRT soloist with the U.S. Marine Band and later founded the U.S. Army

Axe Sharpen Sights In 3-Pronged Challenge

TORONTO—Axe Records has entered a period of expansion during the last month with an emphasis on the acquisition of new artists to their roster, negotiation of international release for current record product and a reactivation of the company's publishing catalogue. Axe president Garth Hamilton, recently signed Thundermug, a four-piece hard rock band, to Mercury's retail operation. A single of the same name has been enjoying brisk sales in Canada. The band's first Canadian album release "Ta da!" is scheduled for release in July. The band has just completed a 15-city tour of the Canadian Maritimes with their current single "June." Axe Records has also signed a deal with an exclusive recording artist, Rush, who played on the last three dates. Originally, Thundermug had been signed to a deal with CBS, but they were dropped by the U.S. by Big Tree. The following year two albums were released by the band, "Thundermug Stakes" and "No More Angels," on Axe Records' U.S. release of the best of their two Canadian LPs on one album.

Gary & Dave, another staple act on the Axe roster, have provided the label with two more hits as well as some significant American airplay in their years with the company. "Could It Be Me Again?" was by far the best selling record for the duo, hitting the Billboard Hot 100 chart at number five in Australia. Three Gary & Dave singles were released by London Records in the U.S., all of which hit the chart sandwich. New signings to Axe in Canadian recording are also on the rise. One of the company's first signed acts is a band named Axed, who will be released shortly. Beitzel Park Music and Axe Music have just recorded the band's debut album, with the band placed on them and Dave Lodge, a writer and musician himself, has joined the company staff to oversee their work.

Elsie Hethorn, formerly with London Records Canada, has recently joined Axe Records as the company's promotions manager. The promotions department is in charge of co-ordinating promotional activities for the company. Internationally, Axe licenses include the Four Tops, the Supremes, Nelson Riddle and the Concord Jazz label. Axe is exporting Canadian product including material by Steeples, various country and classical guitarists, Lesbian Earring with a gold record for the outstanding sales of their album "Mountain," as well as the Flying Dutchman label at a private press dinner at La Scala in Toronto prior to the band's performance at Massey Hall with Canadian-band Godhandy. On hand for the presentation was Axe president and general manager of MCA Records (Canada); Mike Mailout, president of MCA Records, and the Canadian Army Band, president of MCA Records.

MARTIN MELHUISH

CRITC Talks Aim At Helping Industry

TORONTO—Representatives of the Canadian Radio and Television Commission were in Toronto and Quebec recently for informal meetings with the Canadian radio industry to discuss the workings and problems of the radio industry.

In Toronto, it was a question and answer period with various people working in the industry to establish how various functional departments can be of help to the industry. The CRITC representatives had detailed meetings with the MCA, CRIA, CIRPA, dealers, record乔kets and agents.

"They had set up an agenda that could include price fixing, the marketing of records, and distribution," says Steve Struth, the president of the CRITC. "We want everybody's viewpoint so that they don't favor one faction of the industry over another."

Mel Shaw, the president of the Canadian Independent Record Producers Association, expressed their segment of questioning, they presented the CRITC with information on the number of record companies which were as well as the number of tables that made the chart book publication. All of the CRIA had a 10-year period. The study had been prepared by Brendan Lynne.

"We have had some stiados and the amount of work done there and the tax situation with regards to imported equipment," says Steve Struth. "The CRTC inquired what they had helped them and they realized the best way to get it was by setting down with people who are involved on a day-to-day basis, and asking them pointed questions."
The Rolling Stones—Made In The Shade, Rolling Stones COC 75021 (Atlantic). With the group now in the midst of performing a string of shows this year, the sound of their latest album is a real treat for fans of this classic band. Mick Jagger’s singing, distinctive vocals, Keith Richards’s chugging rhythm guitar and the technical expertise of the recording engineers make for a perfect blend of sound. The Bee Gees—To Love Somebody, Warner Bros. RSO 29326 (RSO). A great album for those who love the Bee Gees and their music. The album features some of their biggest hits and is a real treat for fans. The Eagles—Hotel California, Asylum Records APL 486 (Asylum). A classic rock album that has stood the test of time. The Eagles have always been known for their great sound and this album is no exception. The Beach Boys—Breakers on the Beach, Capitol Records SP 8924 (Capitol). A great album that features some of their biggest hits and is a real treat for fans of California beach music. The Who—Tommy, Track Records TPH 100 (Track). A classic rock album that has stood the test of time. The Who are known for their great sound and this album is no exception. The Kinks—Low Budget, Reprise Records RF 313 (Reprise). A great album that features some of their biggest hits and is a real treat for fans of British rock. The Doors—Waiting For The Sun, Elektra Records 5001 (Elektra). A great album that features some of their biggest hits and is a real treat for fans of rock music.
DAVID BOWIE—Fame (2:30); producer: David Bowie and Tony Visconti. Bowie turns around once again with this soulful, focused oriented cut that is already receiving airplay. Unlike some of his recent material, Bowie does not sound like an indicator. Steady wash of guitar and strong rhythm kick this track up.

BARRY MANI—It's A Summer (3:22); producer: Bruce Johnson & Barry Mani. writer: Barry Mani/Connie Wells. Saturday Night Special's Screen-Grope Green, RCA. RCA 41123. Barry Mani and Connie Wells have written some of the finest rock songs of our time, and Mani comes up with another slab here that is sure to appeal to anybody who has turned on the radio over the past 15 years. Rocker deals with rock as a first person, explaining what the music and sex will do. It will always be with us, infectious, excellent production and top vocals from Mani.

DAVID CASSIDY—Get It Up For Love (3:12); producer: Paul Cassid. writer: Barry Mann/Carole King. Elektra, ABC/Southern Scope. RCA K-51.037. The new_FLUSH road is being successful everywhere as many new artists are riding on Barry Mann's high. Good production and with a great deal of pop attitude.


KRAFTWERK—Computer Love (2:39); producer: Karl Heinz Schirmer, producer: Hans-Ulrich Pflullig, Chiswick, ABC/Southern Scope. RCA K-51.604. An American hit color film that is also being released


PAUL DAVIS & KEVIN LOW LOVE ME (2:55); producer: Paul Davis & Kevin Low. writer: Paul Davis, Kevin Low. RCA K-51.729.


BOBBY WHITE—Yanda (3:37); producer: Steve Ross. writer: Steve Ross. RCA K-51.037.


MELBA MOORE—I Am The Lady (3:35); producer: Eugene McDaniels. writer: Morgan Ames. producer: Sweethearts. RCA K-51.037.

TOMMY/TOMMY—Sexy Woman (2:42); producer: Tommy Lifetime. writer: Tommy Lifetime. producer: Tommy Lifetime. RCA K-51.037.


STEPHENHOLL—Climb Into The Unknown World (2:24); producer: Stephenholl. writer: M. Bash. publisher: Crescendo, Redding, Gold. RCA, ABC/Maximum. RCA K-51.037.


JEFF DUFFY—Peppe The Toilet Man (3:44); producer: Steve Ross. writer: Steve Ross. Chiswick, ABC/Southern Scope. RCA K-51.604. An American hit color film that is also being released


PAUL DAVIS & KEVIN LOW LOVE ME (2:55); producer: Paul Davis & Kevin Low. writer: Paul Davis, Kevin Low. RCA K-51.729.


MELBA MOORE—I Am The Lady (3:35); producer: Eugene McDaniels. writer: Morgan Ames. producer: Sweethearts. RCA K-51.037.

TOMMY/TOMMY—Sexy Woman (2:42); producer: Tommy Lifetime. writer: Tommy Lifetime. producer: Tommy Lifetime. RCA K-51.037.


<table>
<thead>
<tr>
<th>#</th>
<th>TITLE</th>
<th>Artist</th>
<th>Label</th>
<th>No.</th>
<th>No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SISTER GOLDEN HAIR</td>
<td>Avenue</td>
<td>(BCC)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>11</td>
<td>LOVE WILL KEEP US TOGETHER</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>10</td>
<td>WHEN WILL I BE LOVED?</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>9</td>
<td>BAD TIME</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>8</td>
<td>TAKE GOOD GIANT</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>I'M NOT A-LISA</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>6</td>
<td>LOVE WONT LET ME WAVE-Mary Hart</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>5</td>
<td>THANKS GODDAMN BOY</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>4</td>
<td>GET DOWN, GET DOWN (On The Floor)</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>3</td>
<td>WILD FIRE</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>2</td>
<td>ONLY WOMEN-Maxene</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>1</td>
<td>HIGH AND LONG</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>10</td>
<td>TAKE ME HOME (Rock Me)</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>9</td>
<td>BAD LUCK</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>8</td>
<td>SHINING STAR</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>7</td>
<td>MAGGIE</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>6</td>
<td>HOW LONG</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>5</td>
<td>BEFORE THE NEXT TEARDROP</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>4</td>
<td>I'LL PLAY FOR YOU (Near the Band)</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>3</td>
<td>LISTEN TO WHAT THE MAID SAID</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>2</td>
<td>WANNA DANCE WIT CHOCO (Donut Dance)</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>1</td>
<td>ATTITUDE</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>10</td>
<td>REMEMBER WHAT I TOLD YOU</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>9</td>
<td>CLEARLY SCOPED</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>8</td>
<td>SAY MY NAME</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>7</td>
<td>THINK ABOUT IT</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>6</td>
<td>I HEARD YOU (I Love You)</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>5</td>
<td>BWAS IN THE NIGHT - Berta &amp; John Lodge</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>4</td>
<td>SPIRIT OF THE BOOGIE</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>3</td>
<td>EVEN TIME YOU TOUCH ME</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>2</td>
<td>I PLEASED YOU (Remind Me Of You)</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>1</td>
<td>LIVING IN THE MIDST OF IT</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>10</td>
<td>HOMESTONE CONVOY</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>9</td>
<td>DON'T LOOK ANY FURTHER</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>8</td>
<td>BASS &amp; BASSGUT</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>7</td>
<td>THE HAY WERE TRY TO</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>6</td>
<td>BABY THAT'S BACK-ON</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>5</td>
<td>BABY THAT'S BACK-ON</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>4</td>
<td>BABY THAT'S BACK-ON</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>3</td>
<td>DYNOMITE</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>41</td>
<td>2</td>
<td>DYNOMITE</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
<tr>
<td>42</td>
<td>1</td>
<td>JUDY MAE</td>
<td>Capitol</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**NOTE:** The chart above is a representation of the Billboard Hot 100 chart for the week ending June 14, 1975. It includes information about the top 40 songs of the week, along with their artists and labels. The chart is organized in a table format, with each song listed by its rank, title, and artist. The chart also includes a note about the recording industry Association Of America seal for certification as "million seller."
Goin’ Home -
Ten Years After - Their Greatest Hits

Features, “I’m Going Home,” the original live recording from Woodstock.

Plus 6 other great tracks including “Woodchopper’s Ball,” “Love Like A Man” and “Hear Me Calling.”

Also available on Ampex Tape.
When is a moving violation not a moving violation?

When it's the title of a new album by the Jackson Five. It's a record you'll keep for life. So appear now. Any record store will do.

Motown Records and Tapes.

Moving out!
By popular demand "Forever Came Today" the new Jackson Five single!

MOVING VIOLATION NOTICE TO APPEAR

DATE: June, 1975
TIME: Any day of week
NAME: Michael, Tito, Jermaine, Marlon, Jackie
ADDRESS: Hollywood, California
ALBUM NUMBER: M6-829S1
DESCRIPTION OF VIOLATION: Exceeding the speed limit 45 in a 35 zone.
LOCATION OF VIOLATION: Any Turntable

Without admitting guilt, I promise to appear at the time and place listed below.

Michael, Tito, Jackie

Motown Records
6404 Sunset Blvd.
Hollywood, California
PRIVATE STOCK RECORDS welcomes

NANCY SINATRA

And Nancy introduces the biggest hit of her career!

Bobby Russell's

"ANNABELL OF MOBILE"

Produced by SNUFF GARRETT

Nancy Sinatra's superb rendition, Bobby Russell's great song, Snuff Garrett's powerful production - a combination that hits as hard as bullets...and stars!

PSR 45.022
Club Dates Help Apogee

Continued from page 3

cub business last year," Dennis
says, and "we intend to stay solidly
in. The club has done a lot of
work for concerts. I brought in Phil
Casey from Variety Artists and Lon
Harrison from Leon Russell's band.
Both are experienced in clubs.
For club experience, we brought in
Nick diCenso from Muratak and Bob
Zie- ven from Howard King.

The artists Dennis books into
cubs are usually some of the
top dance bands, who offer a
mix of original material and
current hits. The club is not
limited to the state and can
range from $100 a week per
man to $600 a week per man, with
some doubles as many as five
a night.
The club is a good business in
this kind of economy," Dennis
says. "For one thing, they offer an
escape, and for another thing, they
are a source of income for the
customer for a concert does.
There is not as much money sup-
port for an act from a label or man-
gager during this kind of economic
period, so it is easier to put a new
act in a club than on the road.
And, an act has to survive and a club is a
good place to go."

"Maybe I sound like a redneck,
but there is no excuse for an act that
hasn't thrived on the road to not work
in a club, because I feel that he can't
do five sets a night. That's all. If an act wants to work,
but can't do five sets a night, he
shouldn't be in the business at all.
He has to work hard at
club."

As for the concert operation
(which is a division away from the
club), Dennis says, "The club acts
like to work primarily with mid-
range acts, though he has some ob-
vious exceptions."

"I call a mid-range act one that
works for from $5,000 a night.
"It's our best choice," Dennis
says. "In the red in the concert division, and I
expect to be for another year. The
clubs are keeping us afloat."

"But," Dennis continues, "the
concert end is growing. There is
business for the clubs that isn't sup-
posed to be any. When our newer acts
can headline they do so, but most of the
time the concert acts have to
be in other markets."

"We open as the opening act with an established artis-

"Our club is the listening
room type of clubs (Troubadour,
Bottom Line) with an occasional
concert in between. We are
looking for a broader range of
acts, good solid in a good
listening room club and go 400 miles
to another city every night. The
concert acts have done that for
years, the money is good and so is the expo-

Dennis says that as far as econo-
and the concert situation is con-
sumed, "the really major acts will
always be okay, but some of the
others may have to move to the
listening room clubs, but that is
temporary. The mid-range artists
seem to be doing the best on a con-
state.

Among the acts currently on
the concert trail for Apogee who
began on the label are the
*Footloose* Horse, The Captain & Tennille and
Fanny also began working in the
cubs with Dennis, who has been in
the business for 12 years.

Why should looking an act
appear for concert for Apogee?
"We can't say we can handle
big agencies," Dennis, says, "and
twe can think we can work for
even if they can't make a
point. Within a year, I fully expect
the concert division to be making a
profit.

Los Angeles' newest disco may emerge on the old
scoundrels of Country Pictures. Hear some financial
ways to look into opening three clubs in the same
broadly
teriy property: a straight club playing rock and soul; a
gay club playing mostly soul and a little rock and a
black club playing mostly soul.

Also plans to
week and all stores.

One DJ at a disco called 1957
was approached to develop the sound system and hire
the musicians. The backers want to have it open by
this summer.

The word came down from Berry Gordy Jr. recently
that they were going to have a gay club, but that
may change. Hopefully that Abner, who runs
another of the properties that is run by another man
running the record company.

The Rolling Stones rehearsed for their current tour at
the Apollo Theater in New York City. The record
N.Y., the last week of May, according to Bob
with WGNV program director Jeffrey Toppes. Those
Toppes told the Rolling Stones to hang the walls and
so it sounds like Do-n't-be!

Hudson Bros, touring summer stock theaters with
a version of "Look, I'll be you," and David
David Bowie co-wrote Bowie's new single, "Fame."

Texas is declaring Willie Nelson Day to coincide with
his third annual July Froth.

BIG PROMO CAMPAIGNS: MCA and Datsun
Teamed up for "Travelin' Country," with 10
packs, including a Starmaker, a mini
car and also record stores and Datsun
... Elektra in promoting the entire Elvis
catalog via in-store display and
... HMV in London is giving away	Ca-
dillac through WRKO, KFRC, KJU, WHQB and
... to put Cher's new "Goccino's Goodtime"
single.

London's biggest U.S. entertainment buy ever kicks off
at the Royal Albert Hall in London. There will be
Mary Suite with the likes of Dionne Warwick, Trini Lo-
... With The Supremes.

The Lettermen were honored by the Filipino Society
of Composers and Publishers for releasing two Filipino
singles... Bobby Vinton's Pittsburgh hometown is
the latest to give him a "Day." ... Batdorf & Rodney
now touring with their new five-piece group, up from
one.

Moore released three special disc packages, "Ded-
O-Tech 1 & 2" which are greatest hit plus "Magic
Disk Machine," a new instrumental collection... 
Bob Seidman's "Tape Headline," San Jose State Col-
lege athletics benefits.

Shawn Phillips moved out of his longtime Postiano, In-
cluded in his new album, "Psychic Warfare," is
Bosak, 65, composer of "Jive Luv" featured with
Massachusetts Turn and pitched them on recording more
write, 14 of the songs on "Frank Yankovic's Vie-
Favor Polkas," co-produced and sang on some cure.

Neu's album was released with Walworth's
electronics and sweep covering of the "50 rock standard
... "Deep Purple's Ritchie Blackmore cutting a solo album. ...Vikki Carr taped a TV special on the
... making the call... ...Mac Davis back into the MGM Grand for two
weeks starting Aug. 27. ...Dionne Warwick, showed up a
30-piece orchestra at Castle Northridge. ... Tommy
and Alf Clamma's jazz-rock orchestra "When Jer-
Bros. the "Blue," the 1965 "Blue." ..."Travelin' Country,"
... It's a solid green in a good
listening room club and go 400 miles
... Dennis says. "We are in the
... Dennis says that as far as econo-
... the concert situation is con-
... the really major acts will
... but some of the
... the others may have to move to the
... the mid-range artists
... the concert division to be making a

Intriguing Claimed In Ampex Lawsuit

LOS ANGELES--Ampex Corp. is
suing Wangco Corp., Los Angeles, in Federal Court over the
defendant firm from alleged in-
fringing on its tape cartridge patents.

Ampex initially filed suit
fringing on a series of patents,
granted from 1965 to 1968, includ-
ing a device for rewinding a magnetic tape transport, a
transport, and a continuous mode
motor speed control.

Arrangers Moving To A&R

Continued from page 24

wants from the start of the piece of
giving up the fight, or he gives
him the rhythm section a sketch.
"Otherwise you end up with chaos."

James points out that at least
eight of his arrangements during the
sessions. "You might have one line or several,
many of the lines are
rehearsing or you might have
someone come up with a good
idea on the spot, and then
something right then and there. We
... the key that we use to change the
written arrangement for any number of reasons and
means that we need to keep the other parts of the chart in

James points to Quincy Jones as a
classic example of an arranger using multi-track technology to
shift "his own craft from paper to seeing an empty cl
channel as an opportunity for some-
thing of use," notes James, "went
through the period of feeling guilty
about using the computer to have
written. But under normal circum-
stances the actual written paper
are not the final thing that
written. It's not spending 12 hours
writing a piece and then having
to be in the studio while things are
being tried. You have so many possi-
ble tracks to play around with.
"Bass line sounds, you can bring him
back and redo it. So the arrange-
ment is not fixed, and the
record is out and in the store."

"Project-wise, he is next supposed
to do arrangements for Hank Craw-
ford and Jihad Muhammad while
mapping out his next LP. James is
considering for a tour with
Paul Simon, to act as his musical di-
rector and also work with his own

business accounts for 20-25 percent
of total sales, says McCracken.

Mccracken feels that the poor re-
turn picture in the last quarter will only
be a temporary set back, for that
Word's returns will soon move
down again.

"To some extent optimistic to
as Word's market future, projecting
that sales figures could increase threefold in the next five
years. A healthy picture for a com-
pany which will first getting started and produced a sales total
of some $15,000.

A key ingredient to Word's suc-
cess is the "Word" trademark, a
recognizable sound in just some 25 percent of album figures.

Explaining that Word's strongest market is in the South,
and not the South or Southwest as many are led to believe, McCracken feels that there is substantial mar-
et for religious/white gospel product
which hasn't yet been tapped. "Largely because of lack of exp-

the company when it comes to
distributed sales. Plans call for the
difficult floor space in accounts across the
country, continues McCracken, add-
ing that the increasing number of educat-
ing dealers to the possible added
revenues they could derive from the
retail market.

If Word is going to do
some of its work for ABC in efforts for
the country music field, the
label will be releasing the product
work in the targeting of market
ame country acts on ABC for reli-
ger and book publishing, sheet music publishing also
comes to the fore, as the release of
McCracken places sales in this area at
around $12 million a year.

If education is going to play a
critically for McCracken's view-
point that Word product is designed
to meet both the spiritual and
entertainment needs of its record buyers.

Word's recording, recording
and book publishing activities,
... McCracken also sees it as a
valuable tool on the music publish-
ing, and in the community of the
... McCracken feels that there have been recent unau-

... McCracken feels that there have been recent unau-
... McCracken feels that the label's
... the label's
... McCracken feels that the label's
... the label's
... Mc...
THANK YOU

GEORGE MARTIN

HARTMANN & GOODMAN
ISAAC HAYES
chocolate chip
ABCD-874

"Come live with me."