

# Billboard

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The International  
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Newsweekly

CARTRIDGE TV PAGE 39

HOT 100 PAGE 52

TOP LP'S PAGES 54, 56

## Campus Chiefs Mull Concerts, 'Record Club'

By EARL PAIGE

KANSAS CITY, Mo.—Campus talent promoters are gearing for more mini concerts and labels are offering more help in promoting campus talent. This was a dominant theme at the National Entertainment Conference (NEC) here where one exhibitor was offering mini tours at a talent cost of below \$500 per concert backed by label co-op funds.

Buddah, CTI, Chess-Janus, Columbia and Warner Bros. were all here promoting talent to campus bookers. A campus record club was also announced by Leber-Krebs, Inc. of New York.

David Krebs and Steve Leber, formerly with William Morris Agency, sought NEC sanction for their mini tour and record club program, the latter geared to help schools fund entertainment on campus.

Where labels tie in at the price  
(Continued on page 39)

## Pickwick Eyes All Tapes Inc.

By BRUCE WEBER

LOS ANGELES—Pickwick Intl. has an agreement in principle to acquire All Tapes Inc., Chicago-based wholesaler with offices westward to Chatsworth here.

Negotiation under way between Pickwick executives and Edward Yalowitz and Kent Beauchamp, co-founders of All Tapes in 1964, would exchange one share of Pickwick for 12.25 shares of All Tapes. All Tapes has 820,000 shares outstanding.

Acquisition of All Tapes would add the following entities to the  
(Continued on page 39)

## Gallagher and Valando Firm?

By MIKE GROSS

NEW YORK — Bill Gallagher and Tommy Valando have been holding talks regarding the formation of a record company/music publishing complex. It's understood that they've already been offered substantial financing from Wall St. as well as from several private companies. It's also understood that they would like to bring their package to a multi-media organiza-  
(Continued on page 39)

## WORLD PARLEY IN 5 TONGUES

NEW YORK — All sessions of the International Music Industry Conference (April 30-May 5, Acapulco Princess Hotel, Acapulco, Mexico) will be conducted in English, Spanish, Japanese, Italian and French via simultaneous translations. IMIC is the annual music-record industry world conclave presented by the Billboard Group of Publications. Registration inquiries should be addressed to IMIC, 9th Floor, 300 Madison Ave., New York, N.Y. 10017.

## Stax in Total Expansion Plan

NEW YORK—Al Bell, chairman and chief executive officer of Stax Records, has revealed additional phases in the company's move towards total diversification. The plans, following on the recent announcement of Stax's investment in the forthcoming Broadway musical "The Selling of the President," include:

1) Production of a black musical play, to be directed by Isaac  
(Continued on page 39)

## Industry Unifying To Help Youth Vote

By NAT FREEDLAND

LOS ANGELES—The record industry is moving towards a dramatic unified effort to help register the 25 million newly enfranchised 18-to-20-year-old U.S. voters.

A number of record companies and artists have already pioneered significant efforts to register youthful voters. Warner Bros., A&M, Chicago, Blood, Sweat &

Tears, The Beach Boys and John Kay are among the best-known groundbreakers.

Many other major labels and musicians want to get involved and are actively investigating various plans of action. Columbia, RCA and Motown are in this category, according to company spokesmen. Other labels, such as United Artists Records, have recently decided to take part in the youth registration drive and are putting their own campaigns into production.

Warners and A&M have both been including a register-and-vote slogan at the bottom of their print ads and billboards. A&M next month will begin giving away a double-record sampler album to vote registration organizations for use as a prize at rallies and the  
(Continued on page 58)

## Indie Distributors Spurt as Mfrs.

By PAUL ACKERMAN

NEW YORK—The life-style of many independent distributors is undergoing a profound change, a change which is pregnant with possibilities for the future of the independent record business. A prime example of this is the operation of Henry Stone, veteran independent distributor who has headed Tone Distributing in Miami for years, and who in the last 12 months has quietly turned in a spectacular performance as a manufacturer with about a dozen labels of his own.

Stone, contacted at his headquarters in Hialeah, Fla., said: "I have a nice distributing business; I have tightened it up and I am doing in that field what I consider to be a tremendous, hustling job. But I felt the need to diversify, owing to changes in the record business; and therefore I have set up a

multi-label and publishing operation. What I am doing as a manufacturer also reflects the comeback of indie labels to replace those which are indies no longer as a result of absorption by conglomerates or branches."

### Stone's Roster

Stone's labels include the following: Alston Records and Dade Records, both distributed by Atlantic; Kingston Records, distributed by Bell; Brownstone, which Stone owns with James Brown; and International Brothers, Dash, Dig, Cat, Blue Candle, Glade and Weird World, all disseminated through independent distributors.

A glance at the charts in last

week's issue of Billboard's Hot 100 lists Betty Wright's "Clean Up Woman" in 19th position, having been 11th the previous week and much higher weeks earlier. The Betty Wright disk, which is estimated at having sold over one million, was in sixth position on last week's Billboard's Soul Singles chart, having been No. 2 the previous week. Also on that week's soul chart may be found Clarence Reid's "Good Old Days" on Alston, in 38th position, having moved up from 44; and Bobby Byrd's "Keep on Doin' What You're Doin'," on Brownstone, in the 43rd slot, up from 45.

Stone reminisced that in the past  
(Continued on page 39)

## CAMDEN CUTS ITS LP PRICE

NEW YORK—RCA Camden is reducing the suggested list price on all its LP product from \$2.98 to \$2.49.

The new price structure will allow the Camden product to be merchandised for under \$2.

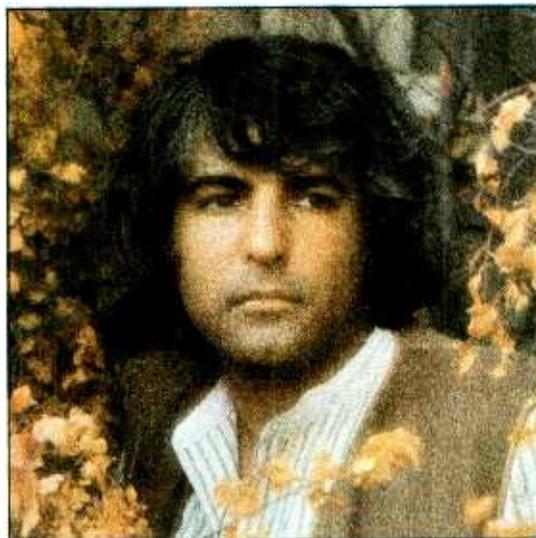
## U.K. Carrying on In Darkest Hour

By BRIAN MULLIGAN

Staff Member, Record &amp; Tape Retailer

LONDON—The U.K. recording industry is facing up to the biggest crisis in its history and devising means to maintain supplies in face of the compulsory three-day shutdown enforced by the government on major users of electricity. Emergency regulations have been introduced to conserve dwindling fuel supplies brought about by the coal strike in the U.K.

Initially, it looks as though existing supplies will be adequate to maintain a reasonable service on albums except perhaps on really hot-selling material, but time is not on the industry's side. Even though round-the-clock-shift working may be introduced where possible, future prospects don't look too promising in the long term.  
(Continued on page 40)



Mike Settle. Those who attended Uni night at the recent MCA Music Festival in Hollywood couldn't help sharing label exec Russ Regan's spontaneous enthusiasm for singer-writer Mike Settle. Now, Mike is on his own, a "first edition" for Uni, and in the words of Russ Regan, "An original through and through." Take a listen. His new album is called "Mike Settle," on Uni records and tapes. (73123) (Advertisement)

## Diskers Offered Royalty By 'Unlicensed Copiers'

By JOHN SIPPEL

LOS ANGELES—"Unlicensed tape copiers" want to work out "a fair royalty payment to record companies" for the use of recorded performances of their artists, according to Arthur Leeds, local attorney who claims 16 such unauthorized duplicators as his clients.

Leeds, an attorney in his mid-thirties, stressed that "unlicensed tape copiers" want to get a positive legal definition as to their industry. He cited his testimony and that of four other interested individuals before Subcommittee No. 3 on S 646 June 9-10, 1971, when they sought to have the House of Representatives committee on judiciary consider such an inclusion to the bill.

"We are ready to pay a proportionate share of the record company's cost. We know those costs include union fees, union welfare fund payments, promotion and advertising costs, artists' royalties, etc. When we discussed our position before the congressional committee, we asked and are continuing to ask that some type of arbitration be set to establish our responsibility," Leeds said.

Leeds pointed out that if an arbitration through a third party, agreeable to both the record companies and the "unlicensed tape copiers" could be set up, "it might also  
(Continued on page 10)

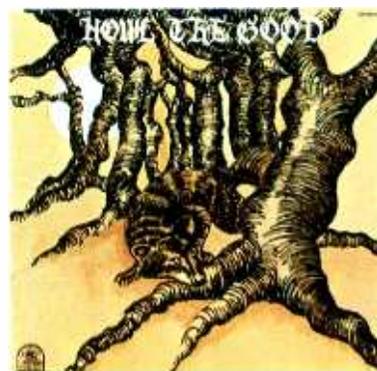


"Music On My Mind" T314L Stevie Wonder



"Black Magic" G598L Martha Reeves & The Vandellas

THE NEWEST  
by THE BEST  
&  
THE BEST by  
THE NEWEST



"Howl the Good" R537L Howl the Good



"Plight of the Red Man" R536L XIT

John Denver's new single from his album 'Aerie.'  
"Everyday"...it's a-getting stronger.



As evidence—"Everyday" made the grade in Record World's Single Hits of the Week, Billboard's Pop Spotlight, Cashbox Picks of the Week—and it's getting major market airplay. Already. "Everyday."

Produced by Miltor Ckun  
**RCA Records and Tapes**

John Denver: "Everyday" b/w "City of New Orleans" 74-0647 from the album Aerie LSP-4607 P8S-1E34 PK-E34

## Music City Chain Scores With Show Ducats/LPack

LOS ANGELES—The nine-store Wallichs Music City retail chain is currently conducting its third original cast album and tickets to the live production of the show promotion, involving the rock opera, "Tommy."

Through Feb. 26, tentatively set as the closing of the Who's rock opera at the Aquarius Theater, Hollywood, the stores are offering the \$10.98 double pocket LP plus two \$6.50 tickets for \$16.50 plus tax.

Lloyd Burke, the chain's president, praised Denny Shanahan, local publicist of Shanahan and Feighen, who first tried the ticket and album experiment in conjunction with the local production of "Hair" 18 months ago. Shanahan also arranged a similar package when "Godspell" played the Ivar Theater here recently.

### Ray Charles Suit

LOS ANGELES—Ray Charles Enterprises here has filed suit in Superior Court against Cessnair Aviation Inc. and Pacific Contl. Engines, charging both firms with causing the entertainer's plane to be out of commission for nine weeks in 1969.

Complaint asks damages of \$19,730.78, which covers servicing the plane properly, and \$1,000 per week for nine weeks the plane was "inoperable."

## Dial Expands and Diversifies

NASHVILLE — Dial Records will expand its roster and diversify its product according to Buddy Killen, executive vice president of the firm.

Killen also will do virtually all of his recording here at Sound Shop Studio, which he owns jointly with Kelso Herston and Bob Montgomery. Rock and R&B musicians will be brought in from Memphis, Muscle Shoals and other areas to supplement the musicians who are

### Knopf Again Heads UJA Wing Drive

NEW YORK—The Musicians Division of the United Jewish Appeal has again chosen Al Knopf, vice president of the American Federation of Musicians, Local 802, to head its 1972 campaign. This will be the 11th consecutive year that Knopf has held the chairmanship of his division.

## NARM Parley Plans Gala Of Top Entertainers

NEW YORK—The NARM Convention, which convenes March 5 at the American Hotel, Bal Harbour, Fla., will be enlivened by a host of top entertainers. On opening night, following a cocktail party hosted by the Warner Bros.-Elektra-Atlantic group of labels, a dinner party will be held, featuring artists on United Artists.

On Monday evening, March 6, RCA Records artists will appear at the NARM Scholarship Foundation Dinner. Talent includes Danny Davis and the Nashville

### Capricorn Opens Coast Sales Office

LOS ANGELES — Capricorn Records has opened a West Coast sales office here. Tim Lane has been named director of West Coast operations and will as also act as liaison between his firm and Warner Bros. Records, which now distributes the label.

Burke pointed out that the package discount also stimulated interest in the ticket-sale concessions in each of the Music City stores. He will consider such package discount deals in the future, because of the three straight volume increases occasioned by Shanahan's merchandising idea, he said.

## 1st Integrated Gospel Act

By BILL WILLIAMS

NASHVILLE — The Imperials, one of the leading white Gospel groups operating from here, have broken the color line with the addition of Sherman Andrus to the group.

Andrus, who is black, is a former member of Andrea Crouch's Disciples. A baritone, he replaces Greg Gordon. He came to the Imperials from the hit musical "Show Me" where he played the part of Joey.

Impact Records, a division of Heart Warming, also has done a solo album on Andrus.

The Imperials introduced Andrus to members of the music industry here and the press last week at a special showcase at Belmont College. Prior to that appearance, there had never been—as far as records show—any black member of a white Gospel group. Several black groups, however, have recorded in the recent past as back-

ground singers for white Gospel artists. Dottie Rambo pioneered in this respect.

Andrus, however, will not only record, but will make all the tours with the Imperials, playing to al-

(Continued on page 10)

### NEW REVIEW SERVICE

As an additional service to the readers of Billboard, a new feature is introduced this week on the new records picked by the review department. In addition to listing the records that the Billboard staff believes have the most commercial viability, the radio stations programming those particular singles will also be listed in order to report the action on a record between the time it goes on the air and the time it achieves enough sales to be listed on the Hot 100 Chart, the Soul Singles Chart, or Hot Country Singles Chart, or other Billboard Charts.

On the New Radio Action and Billboard Pick Singles page will be featured pop, soul, and country picks, as well as Also Recommended records from each category.

## Atl Slates Major Campaign On Girl Lead Guitarist

NEW YORK—Atlantic Records is mounting a major campaign to break girl lead guitarist April Lawton into the rock market.

Atlantic president Ahmet Erte-

## Dictaphone's Scully Move

RYE, N.Y.—Dictaphone Corp. is closing the Bridgeport, Conn., facility of its Scully Recording Instrument division which makes professional recorders for the recording and broadcasting industry.

The parent company plans to consolidate Scully's operations with those of the Metrotech division in a new facility in Mountain View, Calif. Metrotech produces broadcasting and automatic recording instruments.

The move to the new leased 41,000-sq.-ft. facility will mean a cut in Scully's personnel to 82 employees from 111 in December. About 12 employees will be transferred to California and the rest discharged, said a Dictaphone spokesman.

### MERCO ENTERS PHILLY MART

NEW YORK—Merco Enterprises, rackjobber and retailer in the New York area, recently expanded to Philadelphia, leasing the record departments in the eight Gimbel's stores in that area.

(Continued on page 10)



A GOLD RECORD for their Island record album, "The Low Spark of High Heeled Boys," is accepted by Traffic's Jim Capaldi from Bhaskar Menon, Capitol president, left, as Capitol's a&r chief Mauri Lathower looks on.

## Buddah to Handle Charisma in U.S.

NEW YORK—Charisma Records U.K. firm, has signed a three-year distribution pact with Buddah Records. This marks the first British label picked up by Buddah for distribution in the U.S.

Headed by Tony Stratton-Smith, Charisma Records has made constant chart action in the U.K. and in the European market. "We have had a going concern here for a while," remarked Stratton-Smith. "Our affiliation with B&C Records in the U.K. has helped a great deal, but I must add that our artist roster is quite strong." Charisma handles Monty Python's Flying Circus, a satirical comedy show on the BBC which has received critical acclaim across Europe. A film by the Flying Circus, "And Now for Something Completely Different," is being distributed in Canada and is expected to be issued here by April, with a simultaneous record release by the same group.

"We talked with major record companies in the U.S. before we decided to go with the Buddah/Kama Sutra group," said Stratton-Smith. "Money was not the real reason for our contract. Quite simply, we feel that the relationship which Buddah has with its artists is the same type of relationship we have with ours. In addition, in the fields of marketing and promotion, Buddah has a good team of people and the group is not saturated with English product." Stratton-Smith added that he had sat on the U.S. deal for six months looking for the right outlet.

"The deal will enable us to work on a much broader basis in terms of European talent as well," Stratton-Smith commented. This deal makes us an international label in one stroke, by giving us an extremely efficient outlet in the U.S." Contract discussions have already been started with European and British talent.

"I feel that Charisma gives us a most important source of progressive rock artists from the U.K.," said Neil Bogart, co-president of Buddah with Art Kass. "We have firmly established ourselves in the black marketplace with our deals with Curtom, Hot Wax and T-Neck. Now this move will firmly entrench us in the progressive rock marketplace."

Said Art Kass: "This move will solidify our capabilities of reaching the modern thinking record buyer of today. In addition, Charisma will be able to help us in European bookings and we intend to aid their U.S. bookings in the same way."

The first record to be released in the U.S. through the new deal

will be "Country Woman," by Magic Lantern. Two Charisma groups, Genisis and Vander Graaf Generator, are expected to make their U.S. tour debut within three months.

## 'Valley' Gets Outdoor Push

NEW YORK—Warner/Reprise Records has begun an outdoor advertising campaign for Ry Cooder's "Into the Purple Valley" LP. The campaign came about because the art on the inside cover was felt to be particularly suitable for outdoor advertising, according to Hal Halverstadt, merchandising director.

"We feel that outdoor advertising is an excellent way to give an artist provocative visual exposure," said Halverstadt. Thus far, 400 small-sized, seven-sheet billboards have been placed across the country. There are also 20 medium-sized and 50 smaller billboards which have been placed in Los Angeles buses. Over 200 posters are also on display in the New York subway system and in the two major New York commuter terminals.

## 3 Execs, 3 Bd. Members To Writers Hall of Fame

NEW YORK—The Songwriters Hall of Fame has named three new officers and three new members of the board of directors. These appointees have already assumed their duties and, with the balance of the Hall of Fame management, are planning the second annual awards banquet and show, to be held here May 15 at the Hotel Americana.

Appointed as officers are Oscar Brand, vice president; Jerry Lieber, assistant secretary; and Russell Sanjek, director of public affairs. They join Hall of Fame officers

## Kristofferson Nails Award

NASHVILLE—Kris Kristofferson was named Songwriter of the Year by the Nashville Songwriters Association, in an annual poll of the membership. Three of his songs written during 1971 were cited.

Runnerup was Freddie Hart. Others to receive citations were Bill Anderson, Clyde Beavers, Gary Bonds, Jerry Williams, Bill Danoff, John Denver, Taffy Nivert, Jerry Foster, Bill Rice, Dallas Frazier, Jerry Gillespie, Ricci Marino, Tom T. Hall, Ted Harris,

## ABKCO WINS 'ROCKS' BOUT

NEW YORK—ABKCO Records Inc. obtained a preliminary injunction restraining Atlantic Records and Ampex Corp. from producing, selling, offering for sale or distributing the tape version of the Rolling Stones' "Hot Rocks" album, pending an immediate trial. The decision was made in the New York State Supreme Court on Feb. 15.

## Grammy's Presenters

NEW YORK—The Carpenters, Kris Kristofferson and Anthony Newley are the first to be signed as presenters at the 14th Annual Grammy Awards ceremonies.

Hosted by Andy Williams, the event will be televised live on March 14 from the Felt Forum in Madison Square Garden over ABC-TV. NARAS has twice awarded Grammys to the Carpenters. This year, the group has been nominated in four categories, including Album of the Year ("Carpenters") and Best Pop. Rock and Folk Vocal Performance by a Group ("Carpenters"). Kristofferson has received two Grammy nominations for 1971, "Help Me Make It Through the Night" and "Me and Bobby McGee." Newley won a Grammy for his 1962 hit, "What Kind of Fool Am I"

Other presenters and a roster of entertainers for the evening will be announced by executive producers Burt Sugarman and Pierre Cassette. Robert Precht will produce the special and Marty Pasetta will direct for Co-Burt Corp.

## Blunstone in U.S. on Push

NEW YORK — English singer Colin Blunstone arrived here last week on a promotional visit in connection with his debut album "One Year," for Epic Records. Formerly lead singer of the Zombies, Blunstone was produced in this initial outing as a solo performer by two other members of that group, Chris White and Rod Argent.

After a week of promotion here, Blunstone will spend several days on the West Coast. A U.S. tour, tentatively set for mid-May, is being planned.

Johnny Mercer, president; Leonard Feist and Robert Sour, vice presidents; Edward Eliscu, secretary; George Hoffman, treasurer; Paul Ackerman, executive director; and Abe Olman, managing director.

New board members are Irving Caesar, Hal David and Burton Lane, who now serve with Ackerman, Stanley Adams, Eliscu, Feist, John Hammond, Hoffman, Gerald Marks, Mercer, Howard S. Richmond, Sour and William B. Williams on the board.

The next board meeting will be held on Wednesday (23).

Alex Harvey, Gordon Lightfoot, Loretta Lynn, Eddie Noack, Dolly Parton, Ben Peters, Jerry Reed, Kenny Rogers and Kin Vasey.

Host for the banquet held in conjunction with the awards was Ed Shea, regional director of ASCAP, and a special guest was veteran songwriter Cindy Walker.

Shea told the group that "there is more writing talent in this room than Greenwich Village or Paris ever had in their primes—and Nashville is still in her age of innocence."

## Executive Turntable



KLENFNER



GORDON



PICCOLO



JAMIESON

Mike Klenfner named national promotion manager, contemporary product, Columbia Records. Klenfner, previously in charge of production and stage at the Fillmore East, was recently music director, disk jockey at WNEW-FM and managed the Beach Boys during their last tour. Bob Gordon appointed manager, retail advertising, Columbia Records. He was formerly advertising director for TVB Mail Order Associates, Philadelphia. Ron Piccolo and Robert Jamieson named branch sales managers for Minneapolis and New York branches, respectively, for Columbia Records. Piccolo is branch sales manager for Minneapolis and Jamieson is field sales manager in New York.

Dick Rising joins MGM Records in a newly created position combining responsibility for their international operation with domestic administrative areas. He functions as director, administrative services. He was previously international marketing director, Revell Inc., and was formerly with Capitol Records. . . . Dave O'Connell appointed treasurer and vice president, Mercury Records. He was previously treasurer and controller for the company since 1969. Herb Wolfson, controller for Motown Records, has assumed the same position with Motown.

Steve Kahn appointed field promotion representative, RCA Records. He was previously in International Recotape Corp. . . . Ron Middag named national director, FM promotion, Elektra Records. He was previously director, West Coast FM promotion. He was program and music director, KPRI and KPPC before joining Elektra. . . . Bob Beckham named vice president and partner in Combine Music Corp. and affiliates. He remains as general professional manager.



KAHN



BECKHAM



O'CONNELL

David Hochman promoted from staff attorney to senior attorney in ASCAP's legal department. . . . Shirley Neely named to the newly created post of director, product control, sales coordination, Seventy 7 Records, Nashville. She was previously with Monument Records and the Skylite Sing Corp., Nashville.

Robert Keith named treasurer-controller, Ampex Corp., replacing Walter P. Weber, who has resigned. . . . Taizo Nishimuro named general manager-administration, consumer electronics division, Toshiba America Inc. Joanne Tierney named assistant advertising manager of the division, Koji Kuroda appointed general manager, operations—he was formerly operations coordinator—and Roger Probert, vice president, operations and Robert O'Connor, director, advertising and public relations, have

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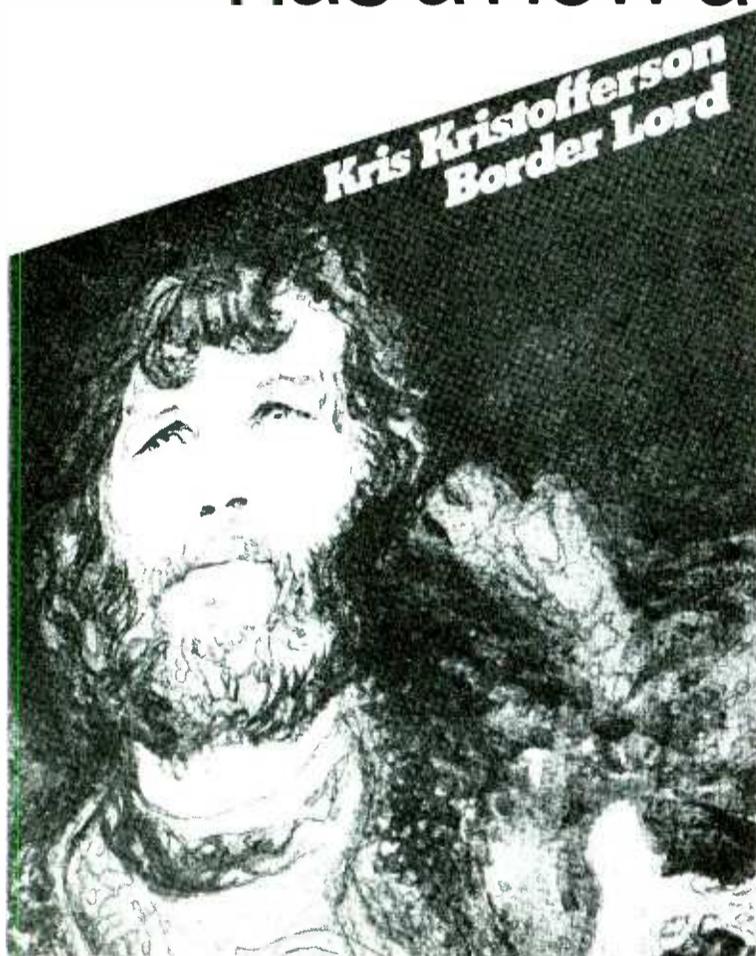
The man who gave the world "Sunday Mornin' Comin' Down" and "Me and Bobby McGee" and "For the Good Times" and "Help Me Make It Through the Night" and "Loving Her Was Easier" has a new album, "Border Lord."

Ten new songs every bit as brilliant as all the other classic Kristofferson hits.

**And here's the first.**  
**"Josie." His new single.**  
**And "Border Lord,"**

**his new album.**

**Kris Kristofferson.**  
**On Monument Records** 



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# Testimonial for Herman Platt Mar. 11

LOS ANGELES—Herman Platt, nationally prominent record retailer and merchandiser, will be honored at a testimonial dinner at the Beverly Hilton Hotel here Saturday, Mar. 11. The tribute is jointly sponsored by his many friends in records/tape and hardware business, along with the City of Hope National Medical Center.

Platt will be hailed for his long service to the free, nonsectarian Pilot Medical Center. Proceeds from the dinner will help establish a research fellowship at the City of Hope, to be known as the Music, TV and Home Appliance Industry Fellowship in honor of Platt.

Platt Music Corp., which he heads, operates the music departments in 18 May Co. stores in southern California.

# BMI Sued In Class Action

LOS ANGELES—Dunwich Prodn., Ltd., on behalf of its three Broadcast Music Inc. firms, and songwriters Lawrence and Richard W. Wiegand and David Waggoner, filed a class action in federal district court here Tuesday (15) against BMI, charging violation of antitrust laws and breach of contract.

The complaint charges that BMI and its large songwriters and publishers have agreed among themselves that the bigger writers and publishers will receive substantially more per licensed performance than their counterparts. Suit charges that this practice has forced smaller writer and publisher to enter the business through pacts with more established companies, thwarting growth of small, new firms and writers. Plaintiffs ask an estimated \$25 million damages for alleged breaches of contracts over the past four years.

Suit asks that the actual damages to all in the class action be trebled if BMI is found guilty.

Dunwich is a Chicago company. Bill Traut, who bases in Chicago, and Jim Golden, who bases here, are principals.

# Flying Dutchman In Purdie Push

NEW YORK—Flying Dutchman is calling March Purdie Month and mounting a major presentation to introduce Bernard Purdie's first album, "Stand By Me" and single "Funky Mozart." The album will be released on the Mega label.

Purdie is currently musical director for Aretha Franklin. The B side of the single, "Artificialness" has narration by poet Gil Scott-Heron.



## Sweet Charity

# Judge Rules Performer Pact Lacks Merchandising Rights

LOS ANGELES—The right of a performer to his likeness and appearance for use in project merchandising was deemed a "descendible property right" in a precedent-setting court decision handed down by Judge Bernard Jefferson in Superior court here last week.

In a suit brought by the son and daughter of the late Bela Lugosi

against Universal Pictures Co., the judge decided that the heirs were entitled to recover damages arising out of each licensing pact made by the film firm between Feb. 3, 1966 and Feb. 3, 1968.

Complaint by the estate of the character actor, whose portrayals of the vampire character, Count Dracula, brought about the merchandising licensing tie-ins, contended that the actor's contract granted the defendant the right to use Lugosi's likeness only in connection with the advertising or exploitation of the movie, "Dracula."

The plaintiffs were represented by Irwin O. Spiegel.

# San Diego Man Starts Label

SAN DIEGO — Harbour Records has been launched here by George Hill III. The new label, now seeking distributors, has a publishing wing named Harbor Publishing. The overall parent firm is Harbor Musical Enterprises and Hill said the new label, located in the Suburb of Bonita, would be an artist-oriented company with "all affiliated artists and songwriters sharing in the overall profits of the firm. First single on the new label is John Hartman with 'Nice and Easy.'

# British Hit To Mercury

NEW YORK—Mercury Records has acquired the U.S. rights to "Mother of Mine" by Neil Reid, which has hit the Top 5 on the British charts. Reid is a 12-year-old singer and television performer.

Mercury's acquisition follows the label's recent release of another English chart single, "Sleep/Shores," by the Johnny Pearson Orchestra.

# Hillside Singers to Lead World Wide Sing-In Mar. 12

NEW YORK — The Hillside Singers, who climbed the charts with "I'd Like to Teach the World to Sing," have been chosen by the Howell, Mich., Jaycees to sponsor a worldwide sing-in on March 21.

The Jaycees are asking people worldwide to stop whatever they are doing at 3 p.m., Greenwich Meridian Time, to sing "I'd Like to Teach the World to Sing." This universal sing-in was proposed as a means of getting people to reflect on the possibility of a true brotherhood of men.

The governor of Michigan has supported the sing-along by agreeing to sign a bill in recognition of the event, and the AFL-CIO is also backing the Jaycees.

# Finkelstein Talk

LOS ANGELES—ASCAP General Counsel Herman Finkelstein will speak on "1972 Copyright Revision: Domestic and International Problems" Tuesday (22) before the California Copyright Conference.

This dinner session with one of the world's outstanding copyright law authorities will be held at Hollywood's Villa Capri, 6735 Yucca St. Advance reservations can be made by phoning HO 3-7178.



BACKSTAGE AT Wilson Pickett's opening at the Copacabana New York are, left to right, Dede Warwick, Pickett, Dionne Warwick and Bill Cosby. (Left photo), Cosby, who attended Pickett's opening two shows, is seen with Pickett and Ruth Bowen, of Queen Booking Agency. (Center photo), Fellow Atlantic artist Aretha Franklin, right, congratulates Pickett. With her is her sister, Carolyn. Aretha sang with Pickett during his second show. (Right photo).

# Presenting "Song of Bangladesh" by Joan Baez.

Bangladesh, Bangladesh  
Bangladesh, Bangladesh  
When the sun sinks in the west  
Die a million people of the Bangladesh

The story of Bangladesh  
Is an ancient one again made fresh  
By blind men who carry out commands  
Which flow out of the laws upon which nations stand  
Which say to sacrifice a people for a land.

Bangladesh, Bangladesh  
Bangladesh, Bangladesh  
When the sun sinks in the west  
Die a million people of the Bangladesh

Once again we stand aside  
And watch the families crucified  
See a teenage mother's vacant eyes  
As she watches her feeble baby try  
To fight the monsoon rains and the cholera flies  
And the students at the university  
Asleep at night quite peacefully  
The soldiers came and shot them in their beds  
And terror took the dorm, awakening shrieks of dread  
And silent frozen forms and pillows drenched in red.

Bangladesh, Bangladesh  
Bangladesh, Bangladesh  
When the sun sinks in the west  
Die a million people of the Bangladesh

Did you read about the army officers plea  
For donor's blood, it was given willingly  
By boys who took the needle in their veins  
And from their bodies every drop of blood was drained  
No time to comprehend and there was little pain

And so the story of Bangladesh  
Is an ancient one once again made fresh  
By all who carry out commands  
Which flow out of the laws upon which nations stand  
Which say to sacrifice a people for a land.

Bangladesh, Bangladesh  
Bangladesh, Bangladesh  
When the sun sinks in the west  
Die a million people of the Bangladesh

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## "Song of Bangladesh" (AM 1334)

The first single from her forthcoming debut album on A&M Records.

For JCB Productions; Joan Baez, producer; Norbert Putnam, associate producer



The proceeds from the sale of this record go to the victims of Bangladesh through the auspices of UNICEF.

# NMC Adding 45 Outlets

NEW YORK — NMC Corp., record and tape rack merchandiser, is adding 13 more West Coast stores, representing about \$2 million in revenue, to its operation, said Jesse Selter, chairman.

In addition, the company is adding seven stores in the Phil-

adelphia area and some 25 outlets in the Detroit market, he said.

Selter told shareholders that NMC projects \$23 to \$24 million in sales for fiscal 1972 and that figure does not take into consideration new outlets the company might add.

For the fiscal year ended July 31, NMC's volume was \$14.5 million, up from \$9.3 million the previous year. It earned 26 cents a share before extraordinary items compared with a loss of \$2.85 in fiscal 1970.

In the first quarter ended Oct. 31, NMC's sales rose to \$5.2 million, or 19 cents a share, from about \$3.4 million, or 3 cents a share, a year ago.

## Suit Settled

LOS ANGELES—Norcal-Super-stop's suit against Music Odyssey for \$14,820, filed in Superior Court here (Billboard, Jan. 29.) has been settled out of court, according to David E. Rotkin, attorney for the one-stop division of Transcontinental Music Corp.

## DRUGS ARE A REAL TRIP.

A trip to police headquarters. Handcuffed. Fingerprinted. Booked. Is it worth it? Read "Getting Busted—Personal Experiences of Arrest, Trial and Prison," edited by Ross Firestone. Learn first hand what it's like to be busted. Another in Billboard's "Bullfighters" series, published by Douglas Books. Distributed by The World Publishing Co., New York; \$2.45.



Left Thumb



Right Thumb

# Market Quotations

As of Closing, Thursday, February 17, 1972

NAME	1971 High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	21 1/2	8	362	21	20	20 1/8	- 1/8
A&E Plastic Pak Co.	12 7/8	3 3/8	113	5 1/2	5 1/4	5 1/2	+ 1/4
American Auto. Vending	13 7/8	6 7/8	1030	13 7/8	10 1/2	13 1/8	+ 2 1/2
ABC	60 1/2	25	1089	60 1/2	57 3/4	60 1/8	+ 1 1/2
Ampex	25 3/8	7	11603	9 1/4	7	8 5/8	- 2 3/8
Automatic Radio	14 1/4	5	159	8 3/8	7 1/2	7 1/2	- 1/2
ARA	167	117	143	164	159 1/4	160	- 3 3/4
Avco Corp.	20 7/8	12 1/8	658	20	18 1/2	18 1/2	- 5/8
Avnet	15 5/8	8 1/4	1061	14 1/8	13 1/2	13 5/8	- 1/2
Bell & Howell	63 5/8	32 1/8	212	63 5/8	60 1/8	63 1/8	+ 2 1/2
Capitol Ind.	21 7/8	8	85	14 1/8	12 1/4	13 5/8	+ 3/4
CBS	55 7/8	30 1/8	2411	54 3/4	52	53 1/4	- 1 3/4
Columbia Pictures	17 3/8	6 5/8	1387	12 7/8	10 5/8	12 3/8	- 3/8
Craig Corp.	9	2 5/8	308	5 1/2	4 1/2	5 1/4	+ 1/2
Creative Management	17 3/4	7 5/8	114	11 1/4	10 5/8	10 7/8	+ 1/8
Disney, Walt	166 1/4	77	779	166 1/4	154 1/2	163 3/4	+ 7
EMI	5 3/8	3	310	5 3/8	5	5 1/8	- 1/4
General Electric	66 1/2	52 7/8	4399	61 1/4	59 1/2	60 1/2	- 1/4
Gulf + Western	36 3/4	19	1531	35 1/4	33 1/2	34 1/4	- 1 3/8
Hammond Corp.	13 7/8	8 1/2	338	11 1/2	10 3/4	11 1/8	- 3/8
Handleman	47	32 3/4	747	41 1/2	32 3/4	33	- 8 7/8
Harvey Group	8 7/8	3 1/8	95	4 3/4	4 3/8	4 1/2	Unch.
Instruments Systems Corp.	12 3/8	4 5/8	1682	7 3/4	6 3/4	6 3/4	- 3/4
ITT	67 3/8	45 7/8	2667	63 3/4	61 7/8	61 7/8	- 2
Interstate United	13 1/2	6	188	11 1/2	10 7/8	11 1/8	- 1/4
Macke	15 1/4	8 3/8	558	15 1/8	13 7/8	14 7/8	+ 1/8
Matsushita Electric Ind.	20	16 1/4	1052	19 5/8	19 1/4	19 5/8	Unch.
Mattel Inc.	52 1/4	18 5/8	4842	34 3/4	27	32 3/8	+ 4 7/8
MCA	31 5/8	17 3/4	361	31 5/8	28 3/4	31 1/2	+ 2 5/8
Memorex	79 1/2	19 1/4	1643	36 3/4	33 1/8	33 1/8	- 3/4
MGM	26 7/8	15 1/2	165	21 1/4	20 3/8	21	+ 3/8
Metromedia	34 3/8	17 3/4	736	34 3/8	32 1/4	34	- 3/8
3M	139 3/8	95 1/8	634	138 3/4	136 1/4	138 3/4	Unch.
Motorola	98 3/8	51 1/2	1347	98 3/8	91 1/8	97 3/4	+ 5 1/2
No. American Philips	35 1/8	21 7/8	486	35 1/8	31 7/8	34 5/8	+ 3
Playboy Enterprises	21	16 3/4	353	20	18 3/4	18 3/4	- 1
Pickwick International	43 1/2	32	227	43 1/4	41 3/8	41 3/4	- 1 3/4
RCA	42 3/8	26	2923	42 3/8	40 7/8	42	+ 1 1/8
Servmat	40 1/4	25 1/2	192	32 7/8	31 3/4	32 1/4	Unch.
Sony Corp.	30 1/4	14 1/4	2760	30 1/4	27 1/8	30	+ 1
Superscope	32 3/8	9 1/8	427	16 1/2	15 1/2	15 3/4	- 1/2
Tandy Corp.	46	30 3/8	856	45 3/8	44	45 3/8	- 1/8
Telex	22 3/8	7 3/4	2235	12 7/8	11 3/4	12	- 1/2
Tenna Corp.	11 1/2	4 1/4	256	7	6 1/2	7	+ 3/8
Transamerica	20 1/2	14 3/8	1381	19 7/8	19 1/8	19 5/8	- 1/4
Transcontinental	11	3 1/4	1354	7 1/2	6 5/8	6 7/8	- 1/4
Triangle	22 3/4	14 3/8	38	18 7/8	18 1/2	18 1/2	- 1/2
20th Century-Fox	15 7/8	7 5/8	1666	15 1/4	14	14 3/4	+ 1/4
Vendo	17 1/2	9 7/8	65	14 3/4	14 1/8	14 1/4	- 1/8
Viewlex	10 3/4	5 5/8	2791	10 1/4	8 1/8	9 7/8	+ 1 3/4
Wurlitzer	20 1/4	10 1/8	69	19 5/8	18 5/8	19	- 5/8
Zenith	54 7/8	36 3/8	2227	47 3/8	42 3/4	46 1/4	+ 3 1/4
Warner Comm. (Kinney)	44 1/2	25 7/8	4730	44 1/2	39 1/4	44	+ 4 3/8

As of Closing, Thursday, February 17, 1972

OVER THE COUNTER*	Week's High	Week's Low	Week's Close	OVER THE COUNTER*	Week's High	Week's Low	Week's Close
ABSCO Ind.	7 1/4	6 1/4	6 1/4	Koss Electronics	13 3/4	13 1/8	13 3/4
Alltapes	3 3/4	3 1/4	3 1/2	Magnetic Tape Eng.	10 3/4	10 1/4	10 1/4
Audiophones	5 1/2	4 1/2	4 1/2	M. Josephson Assoc.	12 1/4	10 3/8	11 1/2
Bally Mfg. Corp.	40 1/4	37 3/4	39	Mills Music	15	14 1/2	15
Cartridge TV	38 7/8	37 1/4	37 7/8	NMC	14 1/4	13 5/8	14 1/4
Data Packaging	9	8	8	Perception Ventures	4 3/4	3	3
Gates Learjet	15 5/8	14	15 1/8	Recoton	5 5/8	4 7/8	4 7/8
Goody, Sam	9 1/2	8 1/2	8 1/2	Schwartz Bros.	12 1/2	12 1/8	12 1/2
GRT Corp.	4 1/2	3 5/8	4 1/2	Telecor, Inc.	43	40	40
Integrity Entertain.	10 1/4	9 1/4	9 1/4	Teletronics Int.	11 3/8	10	11 3/4
Kirshner Entertain.	3 3/4	3	3	United Record Tape	4	3	3

\*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above contributed to Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc. Members of the New York Stock Exchange and all principal stock exchanges.

## 3M Recommends 2-For-1 Common Stock Split

ST. PAUL—Minnesota Mining & Manufacturing Co. has recommended a two-for-one split of the company's common stock.

Terms of the proposed split call for an increase in the number of authorized common shares to 150 million from 75 million. The split would raise the number of shares outstanding to 112.6 million from 56.3 million.

3M announced that the certificate of amendment would be filed about May 12 and that the split would apply to all shares outstanding on the filing date.

## Handleman Sees Record 3rd Qtr.

DETROIT—Sales of Handleman Co. in the third quarter ended Jan. 31 are expected to reach record levels, according to a preliminary report announced by the company.

Sales are expected to increase about 3 percent over \$33,807,000 for the corresponding quarter of 1971. The firm anticipates that third quarter earnings will show some improvement over last year's earnings of 51 cents a share for the same quarter.

The company stated that sales were "satisfactory" in November and December, "but a disappointing January resulted in a reduction of the rate of sales growth for the quarter."

"In the opinion of 3M management, the split would bring the price of the 3M stock within a trading range more attractive to the small, individual investors," said Harry Heltzer, chairman. The stock's price has ranged from \$129.25 to \$139.375 since the first of the year.

If approved at the company's annual meeting on May 9, the split would be 3M's seventh in its 70-year history. The last split was a three-for-one in 1960.

Directors also voted to increase the quarterly dividend to 48.1 cents from 46.25 cents. The dividend, which would equal 24.05 cents on a split basis, is payable on March 12 to stock of record Feb. 25. Quarterly cash dividends have been increased for 14 consecutive years.

## Tandy Earnings, Sales On Upswing

NEW YORK—Tandy Corp. posted higher sales and earnings for six months ended Dec. 31.

Sales were \$220,237,773 and earnings \$9,846,665, or 89 cents a share, compared with sales of \$189,940,056 and earnings of \$7,228,045, or 88 cents a share, a year ago.

6 mo. to Dec. 31	1971	a1970
Net Sales	\$220,237,773	\$189,940,056
Net income	9,846,665	7,228,045
Per share	.89	a.88

a—Adjusted to reflect two-for-one stock split in July 1971.

## Earnings Reports

### GRT Stays On A Comeback

SAN FRANCISCO—GRT Corp. continues to make its way back from last year's troubled times.

The company reports gains in sales and earnings for the third quarter and for the nine-month period, ended Dec. 31.

Earnings in the quarter were \$148,211 on sales of \$5,630,000, or 5 cents a share, compared to an earnings loss of \$3,683,633 on sales of \$4,994,980, or a loss of \$1.26 a share, a year ago.

In the nine-month period, earnings were \$4,121, on sales of \$17,249,225, compared to an earnings loss of \$3,983,679 on sales of \$16,147,495.

3rd qtr. to Dec. 31	1971	1970
Net sales	\$ 5,630,670	a\$ 4,994,980
Net income	148,211	(3,683,633)
Per share	.05	(1.26)

Nine-month		
Sales	17,249,225	a 16,147,495
Net income	4,121	(3,983,679)

a—From continuing operations.

### Telex Sales Up: Earnings Down

MINNEAPOLIS — Telex Corp. reported higher sales but lower earnings for nine months ended Dec. 31.

Earnings were \$2,888,000 on sales of \$60,870,000, or 28 cents a share, compared to earnings of \$5,050,000 on sales of \$57,219,000, or 48 cents a share, a year ago.

9 mos. to Dec. 31	1971	1970
Net sales	\$60,870,000	\$57,219,000
Net income	2,888,000	5,050,000
Per share	.28	.48

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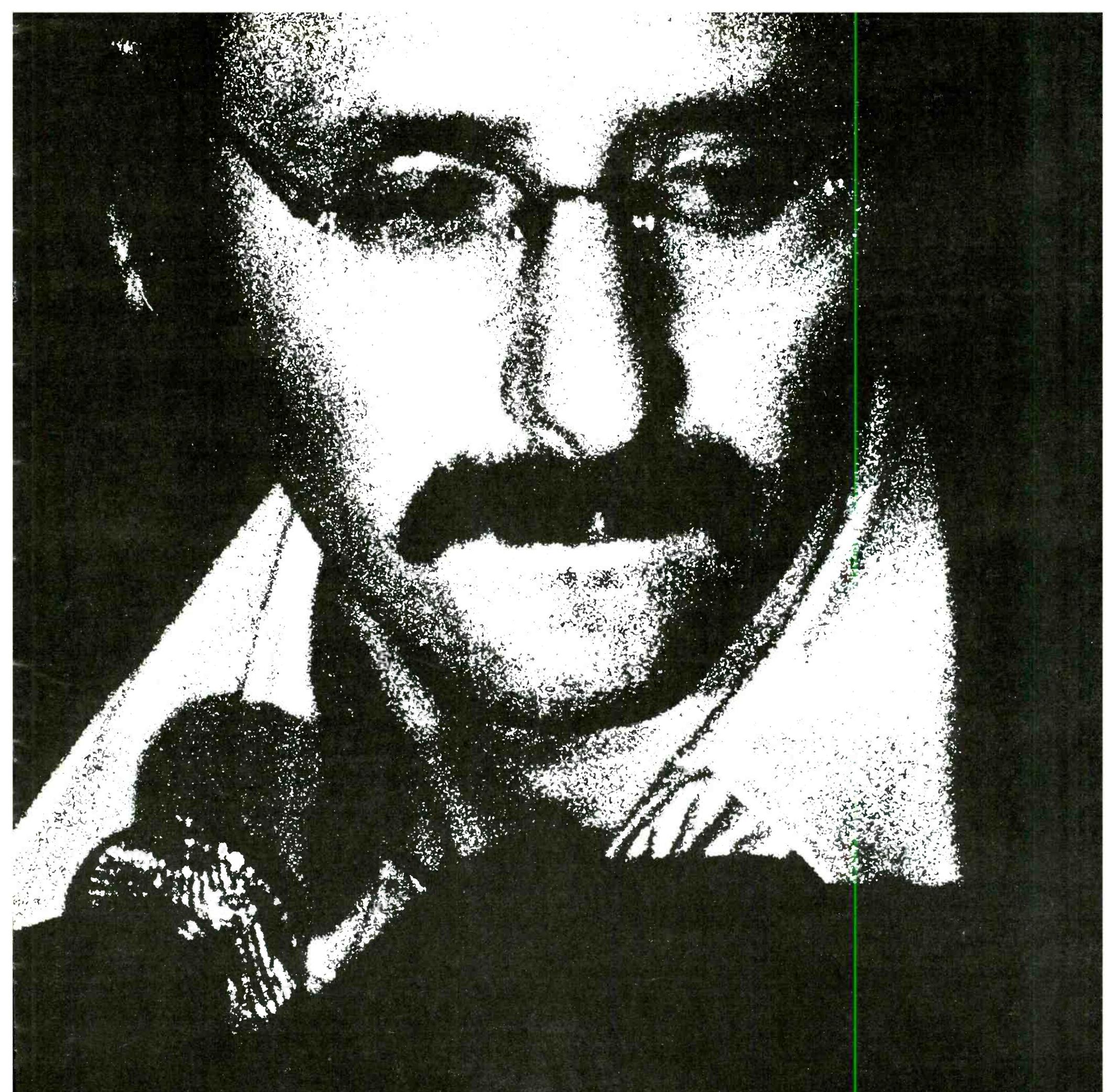
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(Warner Bros. albums are also available on Ampex-distributed tapes).

# 'Unlicensed Copiers' Offer Royalty

• Continued from page 1

assist in effecting economies and efficiencies as a by-product of such an exhaustive study."

Leeds cited as an example the retail gasoline business, where the consumer can choose from name brands or cut-rate private label products. "The consumer has his choice in this two-tier market. Everybody knows the gas is probably refined at the same place.

"Why must the public buy two hit songs and take 10 'dogs' along in the same album to get the two numbers it wants? Why isn't four track still available? Who developed the tape market? Record companies didn't develop the whole country. So-called 'tape pirates' developed some of it. Some of them are 11 and 12 years old," Leeds said.

He pointed to the effort being made by his 16 clients to pay royalties due to publishers on songs which they are duplicating. For the past three months, his 16 clients have averaged monthly

about \$30,000 cumulatively, he said. "We paid 1,007 different music publishers on our last monthly payments." Leeds' clients pooled between \$20,000 and \$30,000 to set in motion their own computerized monthly printout of individual royalty payments due and the direct payout by individual check to the publisher. He estimated that the 16 clients pay a cumulative \$4,000 monthly to maintain the computerized payments.

Leeds said that he was unable to utilize the normal avenue of payment of royalty open to record and tape firms, the Harry Fox Agency, New York. He showed considerable correspondence to the agency and their attorneys, Abeles and Clark, to support his contention. In September 1971, he said he sought out his clients, asking that they create new companies in duplication. "I insisted they be new businesses. I asked them to supply me with complete and accurate lists of tape albums they wished to copy."

Leeds then hired a data processing and systems man. They attempted to set up a computerized system of accurately estimating and paying royalties. They were thwarted by the difficulty of finding who published each song and where that publisher based. Leeds went to Washington and "luckily ran into a woman with a Ph.D. in music, who once had worked for the copyright office." Her office staff at the beginning numbered, at times, between 15 and 20 girls, who researched and hand-tabulated the several thousand song titles which Leeds' clients wished to duplicate. When his clients started their actual duplicating, there were 3,000 song titles in the computer mix. Today there are 6,000 titles and Leeds estimates that 300 or more are added weekly.

Leeds said he leaves nothing to chance in attempting to fulfill the letter of the federal copyright laws' responsibility. The computer makes out the checks after the printout monthly for each client duplicator, who directly mails the check to the involved publisher with an affidavit under oath. Leeds emphasized that his clients pay monthly and not quarterly. They always pay the statutory rate of two cents. Each client mails between 250 and 350 different checks. Leeds picked out computerized

royalty checks with payments as high as one for \$360 to Maclen Music, while a number of the monthly checks he showed were under \$1.

When asked if he felt that his clients were reporting honestly, Leeds answered: "They have been told consistently that if they do not report accurately and honestly, you go to jail."

Leeds pointed out a printed form, on which clients report to him new titles which they wish to duplicate and which are not in the title universe of his computer. "We supply all clients with an updated weekly list of new titles we have added. If the client finds a new title, we have him fill out this card, listing his client number, his album number, song position on the album, song title and composer or composers. We then send this material to Washington for our office there to find the right publisher."

Leeds got into copyright work literally by accident. He was attending a party and a friend of a friend, who was in the duplicating business, finding out he was an attorney, queried him about the legality of unauthorized tape duplicating. In the ensuing four years, Leeds is probably the most prominent name in the unlicensed copiers' industry. Letters, which he has written for clients, indicating their adherence to the federal copyright statutes, have been reprinted by the thousands and sent to record companies, publishers, record wholesalers, dealers and consumers.

Leeds told Billboard that since he started in October, an unspecified number of his clients have informed him that they are now manufacturing unauthorized record albums, in addition to duplicating tapes.

Leeds' first group venture was a legal counsel of the Independent Tape Association of America, a group of unlicensed tape duplicators, primarily in greater southern California. That group took a court case against a duplicator member to the circuit court of appeals, where the decision ruled against them. ITAA, not to be confused with the Intl. Tape Assn., along with a group of duplicators from the Carolinas, were the primary voices of the unauthorized duplicators at the congressional hearings last June.

## Imperials First

• Continued from page 3

most exclusively white audiences.

This group has always been unusual in its heritage. While most white gospel singers are of Anglo-Saxon origin, their manager-singer, Joe Moscheo, has an Italian background and Armond Morales, another member of the organization, is American-Philippino. Other members of the group are Jim Murray, and Terry Blackwood, the latter a descendant of the famous Blackwood Family.

The Imperials have won both Gospel Music Association Doves and NARAS Grammy awards.

## Nashville NARAS Honors Longtime 'Opry' Stage Mgr.

NASHVILLE — Vito Pellettieri, the "grand old man" of the "Grand Ole Opry," was honored and roasted here last week at a testimonial dinner sponsored by the local chapter of the National Academy of Recording Arts and Science (NARAS).

Pellettieri, now 82, has been stage manager of the "Opry" for 37 years. More than 150 of the leading people in the music industry here attended the function at the Sheraton.

The one-time concert violinist and orchestra leader had his colorful life recounted, and was given recognition in various ways, inter-

persed with barbs by those taking part in the program and an occasional one-liner from the audience.

The show was written and hosted by Bill Williams of Billboard, vice president of local NARAS, and was highlighted by a song written for the occasion by Williams and sung by Snooky Lanson and George Morgan.

Chapter president Frank Jones presented Pellettieri with a plaque, and Mary Reeves Davis, widow of the late Jim Reeves, gave him a five-foot-long pencil, symbolic of the smaller pencil he has always carried backstage at the show. Jones also welcomed the industry, and recognized luminaries in the audience.

Hubert Long, long time personal friend of the honoree, closed the show with a tribute. Music was provided by Owen Bradley, vice president of Decca, "the highest priced piano player in town."

Telegrams and letters were received from Chet Atkins, Eddy Arnold, Earl Scruggs, Ferlin Husky, Hank Snow, Bill McElhiney and Lorene Mann.

Pellettieri's life story was highlighted in a slide-film production. It was the fourth in a series of NARAS programs designed to honor outstanding living contributors to the music industry here. Others have been for Owen Bradley, Don Law and George Cooper Jr.

## Studio Track

By BOB GLASSENBERG

Sounds of Memphis Studios is about four years old in its present form and, according to Sam Greer, the principal producer there, the facility really got going with Sam the Sham & the Pharoahs about eight years ago. "He did all of his hits out of here for MGM Records," said Greer. "And that really got the studio going."

Sounds of Memphis is an 8-track complex that holds about 30 musicians. It is all Ampex equipment and Greer said that he really feels comfortable with it. The studio recently expanded into a record company, being distributed under the logo of MGM. Greer was quick to mention that Eugene Lucchesi and Paul and Sam Barmarito really built the place and Greer has only been there about 18 months.

The sounds of Memphis Record label has the Minutes, Lou Roberts, Barbara Brown and the Ovations, as well as Greer, who records for the label now and again.

"We are really at an advantage with our own recording complex," said Greer. Today, it costs no less than \$150,000 to build a decent studio, but if you get a couple of hits, the studio is paid for and the rest becomes gravy, really. The other advantage of having your own studio is that you can experiment and not have to pay for it in studio time," said Greer. "I really like that, because it gives me a great deal of leeway with an artist and with the sound."

Currently, Greer is producing the Minutes for an LP and speculated that their new single would be either "Still a Part of Me," or "Natural Reaction." He's also working with Barbara Brown on an album, and producing a new album for himself as well. I'll probably release "I Know How to Love a Woman," or "Shell of a Man," from my own work," Greer commented.

"Now, the Ovations are a whole other trip," he continued. "You know, to take a group with such a solid 50's sound and produce them is quite an experience. I don't have to worry about their professionalism at all. I have to find the right piece of music for the time, which is now and not 1957. Music runs in a cycle so as a producer with a group such as this, I have to look ahead of the game and come up with a winner tune for the group, which has such a 50's sound. But what I am doing with them is taking that sweet sound and updating it into a more spiritual view. And I know it will work, because of their enthusiasm," said Greer, who also wanted to mention John Wolf, chief engineer, and Jim Cotton, engineer.

At RCA's Toronto Studios producer Randy Bachman and engineer Mark Smith have just finished separate LP's for Noah, Dunhill Records group; Spriggs and Bringle, which features Colleen Peterson formerly of Three's a Crowd; and Brave Belt. For Westbound Records, Smith has been recording Teegarden and Van Winkle in a single session, and the Counts with "Why Not Start All Over Again." Smith also has finished a Seadogs LP for Much Productions and the first LP for RCA Records group, Charlee, produced by Hilly Leopol, George Semkiw, after completing the final track for the Glass Bottle's "Ain't Got Time Anymore," produced and engineered by Billy Mister's debut solo album. Semkiw also finished Ben McPeck's latest album for RCA.

Gold Star Studios has just received a \$100,000 facelift, an average price for such a job in Hollywood, I suppose. They just put in a \$70,000 custom built 24-track console, as well as a \$30,000 redecorating job, on studio A. The old board was responsible for 80 gold records in the last 13 years and Stan Ross is praying for the same success on the new board. Just to drop a few names who

have used the complex in the past 13 years: Phil Spector, Sonny & Cher, Iron Butterfly, Joe Cocker, the Moody Blues, and Charles Wright and the Watts 103rd Street Band, as well as the Spanish Flies. The cunning linguists at the studio expect to really clean up with their new facility. It's good to see someone spend some hard earned cash.

Muscle Shoals Sound has recently hosted Leon Russell. Also in was Betty Everett, Don Davis, and two friends of Don Nix known as Greg and Kathy. William Bell was in for Stax and will stay there till his back ain't got no bone, all for the love of a woman. Nix will begin a two-week session soon. There's a woman down there named Sam, who's executive secretary to Jimmy Johnson, president of the complex. Good night Sam.

Larrabee Sound is now under new ownership and management in Los Angeles. Jackie Mills bought the place and Lenny Roberts is now general manager. So far, in three weeks the recording studio has hosted Davy Jones for Bell Records. . . . Sonny and Cher's new single "Cowboys Work Is Never Done," as well as Cher's new hot wax, "A House Divided," both for MCA/Kapp with Snuff Garrett producing. . . . the Brady Bunch was also in for LP work for Paramount. . . . and Sweet Salvation will be in soon for Atlantic records.

## Ampex Music Plans

• Continued from page 3

negotiation on several at this time. We have several new approaches to licensing contracts which we feel will be attractive to record companies."

Another avenue Slover is pursuing is custom duplicating, particularly in educational software, both audio and video, in addition to traditional music business.

"I know the question has been raised about our plans in the music business in light of our current difficulties," he said. "We intend to stay in business. We believe the music division can again become a profitable part of Ampex."

## Sporn Diskery

• Continued from page 3

Kalinich who has written for the Beach Boys.

Sporn stressed that he will utilize his successful formula of grooming writer-artists, as he did with Chuck Willis and Andy Kim. In addition, Sporn intends to form a management division in conjunction with the project.

Sporn's publishing firms include: Angel Music (BMI), Fairlane Music (ASCAP) and others. Sporn has been an executive in the music industry since 1951, when he was vice president and general manager of American Music. Through the years, he has been active as a record producer.

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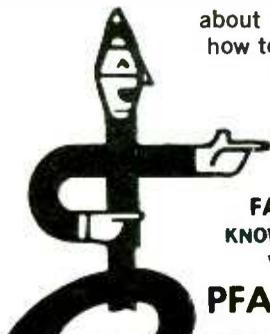
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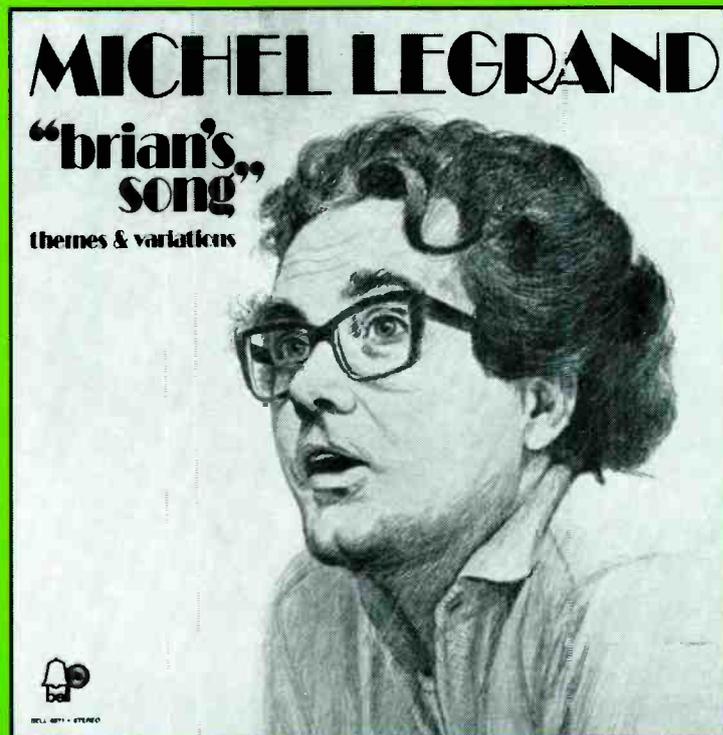
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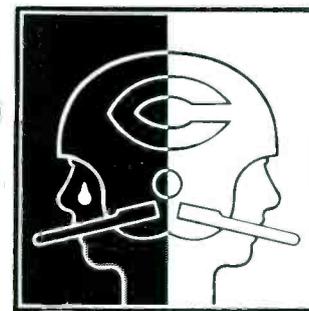
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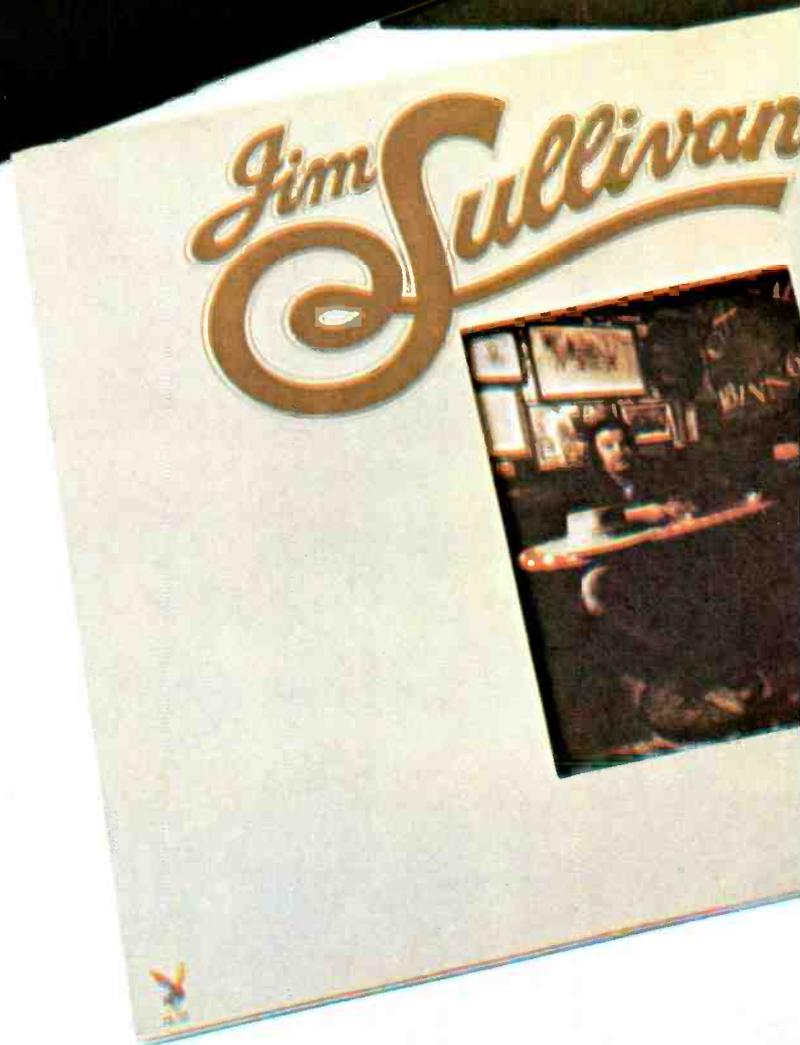
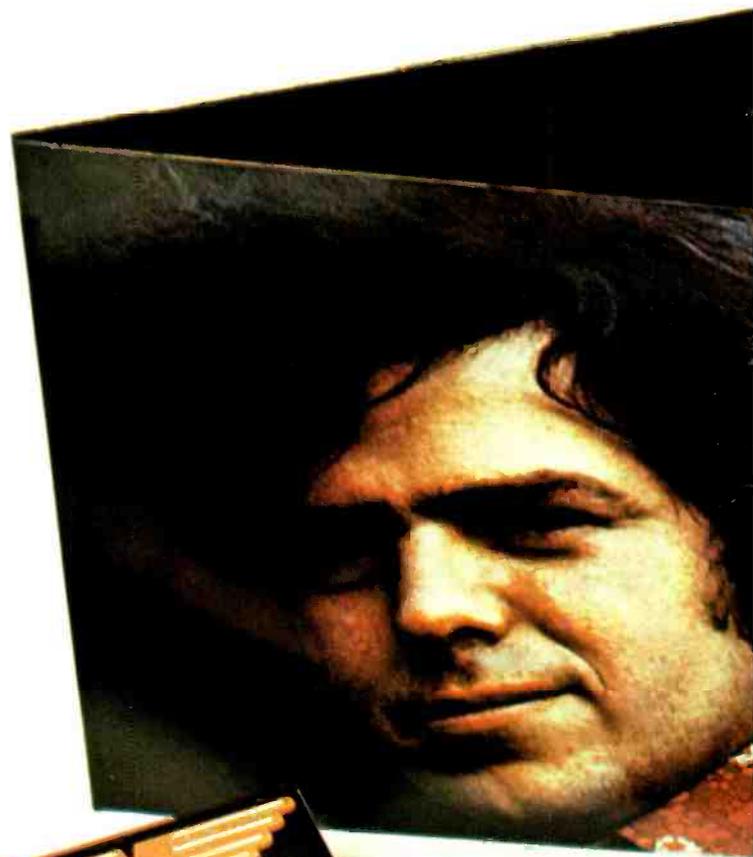
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# Tim Rose Hudson Jim Sullivan



## Every artist on Playboy is a big name.

All three of them. After all, it's not every day you start a new record company. And it's not every day you sign three artists like Tim Rose, Hudson, and Jim Sullivan.

So, for the next three months, we're going all out. February, March and April are Tim Rose, Hudson, and Jim Sullivan months at Playboy. During those months, we'll be doing some of the most extensive and extravagant merchandising and promotion you've seen in some time. It's sort of our 1972 version of the old "Artist of the Month" promotion. Only with three artists and three months, it's bound to be three times as good.

What do we call our promotion? Well, it doesn't really have a name. But if it did, it would probably be "Artists of the Month Months."

## Tim Rose

"Try as they may, no one has managed to capture the sheer maniac intensity of Rose's singing." That's what one British critic wrote about Tim Rose. And, if preliminary reactions mean anything, we expect critics and public alike are going to delight in Tim's new album. (Rose *aficionados*, you'll remember, are a loyal bunch that can be found anywhere from London to San Francisco.) Produced in London, by Gary Wright (of Spooky Tooth fame), this album includes new originals by the man who wrote for artists like Jimi Hendrix, Jeff Beck, and The Grateful Dead, to name a few. We think this is Tim's best ever.

PB-101

## Hudson

There are a number of young, new groups around, but we doubt many to equal Hudson. Actually, they're the Hudson brothers from Portland, Oregon. Bill, Mark, and Brett, aged 22, 20, and 18 have been singing together since they were children. Which makes them very young oldtime'ers. In fact, when you hear their album we think you'll agree it makes them "old pros"—it's filled with that kind of perfection. (For example, the new single "Leavin', It's Over.") The fact is, no label is complete without a bright, young, new group, and we're pleased that Hudson is ours.

PB-102

## Jim Sullivan

has played 12 string and sung his songs in every beach bar between Acapulco and Big Sur. He sings about his life, in a very warm, friendly way. In fact, "Sunny Jim," one of his own songs on the album, might be the best description for Sullivan himself, a six foot three, Nebraska-born Irishman. Interestingly enough, in these days of tracking and other studio techniques, Jim recorded his album live — right there in front of the band. Much credit goes to producer, Lee Burch, and the magnificent engineering of Hank Cicalo. Listen to "Don't Let It Throw You," "Biblical Boogie," and "Plain to See." We think Jim Sullivan has one of those rare albums that you never get tired of hearing.

PB-103



Playboy Records

**THE TOPICS!  
THE TIMES!  
THE TEAM!  
THE TEMPO!  
THE MEETING OF THE YEAR**



**APRIL 30 - MAY 5, 1972  
ACAPULCO PRINCESS HOTEL / ACAPULCO, MEXICO**

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OF THE INTERNATIONAL MUSIC INDUSTRY  
record company executives / music publishers  
attorneys / personal managers  
artists / producers / agents / accountants**

**INTERNATIONAL MUSIC INDUSTRY  
CONFERENCE-IV (IMIC-4) — AGENDA**

**Conference Opening / INTERNATIONAL PIRACY**

State of the war . . . Who's winning? The investigative battle . . . the policing problems . . . legislative fight . . . Judicial battleground . . . Position of the unauthorized duplicators . . . Music publishers' counter-attack . . . Distributors-merchandisers join the fight . . . Retailers in a crossfire . . . State of unauthorized duplication in Europe, Far East, Latin America . . . What does the new U.S. Law mean . . . Recording pre-Feb. 15 vs. post-Feb. 15 . . . Who's protected? . . . The Geneva Convention—what does it mean? . . . The new strategy . . . Should you watch, fight or quit.

**YOUTH**

The so-called youth market . . . What is it? Does it really exist? . . . Fact vs. myth . . . How old is youth? Is the market growing? . . . Shrinking? Where is youth in writing? . . . Producing? . . . Where is its leadership in our industry? . . . Is there a gap between youth and you? . . . What does youth want? . . . Are we meeting its demands? . . . How does this market vary in different sectors of the world? . . . The industry's credibility . . . Is the youth market changing? . . . Is what's good for youth good for the industry as a whole?

**KEY MARKETS OF THE WORLD  
WHAT YOU CAN LEARN FROM THEM**

What's happening today in: Japan / Latin America / United Kingdom / Germany / Rest of Europe / Canada / United States . . . What's going on in each market in sound and recording techniques? . . . Marketing . . . Promotion . . . Distribution . . . Advertising . . . Merchandising . . . New directions in radio . . . TV . . . Legal changes . . . New industry leaders . . . New trends in production . . . A&R . . . Innovations affecting the industry in other world markets.

**NEGOTIATION TODAY — THE FIGHT FOR SURVIVAL**  
Negotiator splits the world — a different deal for each country . . . Negotiating without alienating . . . Artist . . . Manager . . . Agent . . . Independent producer . . . Label . . . Accountant . . . Publisher . . . Attorney . . . Picture deals . . . Broadway . . . Films . . . Cartridge television — Promise or threat? . . . What does the artist expect from his label? . . . What are his promotional needs? . . . How does wise management mold a career to the benefit of all participants? . . . How is that career projected into the international arena?

**NEW FOUNTAINS OF PROFIT**

Will quadrasonic be a gusher? . . . Should the profit-minded label drop classical? . . . Can classical music ever make money? . . . What are untapped sources of profit for catalog? Classical? . . . Is budget product

saturation of the marketplace? . . . How big is the private label business? . . . Should you bother with premium business? . . . How do you harness radio-TV for mail-order selling? . . . Does it pay? . . . Does the artist suffer or benefit from these markets? . . . What do they mean for the publisher? . . . To what extent is this form of profit-seeking growing in markets throughout the world? . . . How are these special-market deals structured?

**SOUNDS THAT WILL SELL**

Artists, producers discuss and play trend-setting examples of recordings in Rock, Contemporary, Country, Latin, Soul, Jazz . . . Changing trends in these categories . . . Styles and sounds that are coming into favor . . . Which are going out of vogue . . . What is emerging as the commercial sound?

**YOUR FUTURE IN FOCUS  
TOMORROW'S INDUSTRY COMES IN VIEW**

Looking ahead two to three years. . . Innovation. . . Where will change come from? . . . Where in the world are major breakthroughs likely to occur? . . . Who are the new geniuses? . . . The dynamic companies? . . . The big corporation crunch . . . The independent outlook. . . U.S. tentacles reach out . . . International Goliaths dip into the U.S. profit pool. . . Women, anyone? . . . A growing industry force? . . . With cartridge TV? . . . Cohort or competitor. . . The years ahead—Will they control you, or will you control them?

**THE TEAM**

The panelists in the program include the following people:  
Luis Baston, T., General Manager, Polydor, Mexico □ Al Berman, Managing Director, Harry Fox Agency, New York □ Sid Bernstein, President, Bernstein and Fields, New York □ Tito Burns, Scotia/Burns, London, England □ Richard Busch, Managing Director Deutsche Gramophon, Germany □ Carlos J. Camacho, Director General, Gamma, S. A. Mexico □ Mike Curb, MGM, California □ Henry Drennan, Publishing Director, Billboard, Tokyo, Japan □ Mrs. Mary Reeves Davis, President, Jim Reeves Enterprises, Tennessee □ Snuff Garrett, President, Garrett Music Enterprises, California □ Stanley Gortikov, California □ Arnold Gosewich, President, Capitol Records (Canada) Ltd., Malton, Canada □ Fred Haayen, Managing Director, Polydor Nederland, Holland □ Dag Heggqvist, Sonet Grammofon AB, Sweden □ Dewey Hughes, President Dewey Hughes Enterprises, Inc., Washington, D. C. □ Roberto Jordan, RCA S. A., Mexico □ B. B. King, New York □ Ricardo Kleiman, President, Ricardo Kleiman Productions, Argentina □ Jay H. Lasker, President, ABC/Dunhill Records, California □ Curtis Mayfield, President, CURTOM Records, Illinois □ Ernest S. Meyers, Attorney, Laporte and Meyers, New York □ André Midani, General Manager, Companhia Brasileira de Discos Phonogram, Brazil □ Alain Milhaud, Compagnia Fonografica Española, S. A., Spain □ John V. Mills, Q. C., General Manager, CAPAC, Canada □ Stephen Mindich, Publisher, Boston After Dark, Massachusetts □ Jerry Moss, President, A & M Records, California □ Kunihiko Murai, President, ALFA Music Ltd., Japan □ Buck Owens, California □ Claude Pascal, Director, Editions Musicales, France □ Frederick A. Patmon, President, Patmon, Young, & Kirk, Professional Corp., Michigan □ Sam Phillips, President, Sam C. Phillips Productions, Inc., Tennessee □ Jack Richardson, Artist, Nimbus-9 Productions, Canada □ Kenny Rogers, California □ Aaron Schroeder, Publisher, A. Schroeder International Ltd., New York □ James Schwartz, President, Schwartz

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Boston	Eastern 149	Sunday 8 a.m.	Saturday 11:30 a.m.	230.	336.	
Detroit	American 333	Sunday 9:20 a.m.	Saturday 8 a.m.	188.	284.	
Chicago	American 333	Sunday 9:55 a.m.	Saturday 8 a.m.	181.	268.	
Los Angeles	Western 795	Sunday 11:20 a.m.	Saturday 5:25 a.m.	163.	246.	
Toronto	American 265	Sunday 8 a.m.	Saturday 8 a.m.	185.	313.	
Nashville	American 373	Sunday 10:10 a.m.	Saturday 8 a.m.	—	236.	

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If for some reason you cannot attend, complete refunds will be given if written notice is sent by March 28, 1972. After that time and until April 28, a cancellation fee of \$50 will be charged. After April 28, no refunds can be given but substitutions are permitted.

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APRIL 30 - MAY 5, 1972 / ACAPULCO, MEXICO**

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## Steppenwolf Split Is Fact; Form Two Groups

LOS ANGELES—The split of Steppenwolf (Billboard, Feb. 19) was confirmed here this week when the five members of the group split into two groups, both of which will be managed by Reb Foster Associates here and booked by American Talent Intl.

John Kay, acting as spokesman

## Goose Creek Ending Tour

NEW YORK — Goose Creek Symphony, whose Capitol single "Oh Lord Won't You Buy Me a Mercedes Benz" is riding the charts is concluding a month-long tour of colleges throughout the south.

Goose Creek, who played for the National Educational Conference in Kansas City, Mo., recently, winds up the 17-date tour with shows at Virginia Polytechnic Institute, Blacksburg, Va., Friday (18); Limestone College, Gaffney, S.C., Saturday (19); Virginia Commonwealth College, Richmond, Sunday (20); Campbell College, Blues Creek, N.C., Monday (21); Georgia Tech, Atlanta, Friday (25); and Winthrop College, Rock Hill, S.C., Saturday (26).

The band will travel to Los Angeles during the first week in March to record their third album for Capitol at the label's studios there. While on the West Coast, Goose Creek will also play club and college dates in California and Oregon.

## Church Choir In Musicor Bow

NEW YORK—The St. Thomas More Folk Group, a Long Island Factory Church Choir, will make its record debut on the Musicor label. Their first single, "Come Back Home," which features a 10-year-old soloist named Nancy, was written by Bobby Goldsboro. The record was produced by Steve and Bill Jerome.

The St. Thomas More Folk Group was organized when the St. Thomas More parish was founded five years ago. Services are conducted in a one-story factory building in the Vanderbilt Industrial Park in Hauppauge.

for the five-year-old group, said that all members of the Dunhill Records West felt that they had reached a "plateau as members of Steppenwolf." He stated that working as Steppenwolf "locked in the group to maintain an image" which the group felt was creatively confining.

Leader Kay, who will shortly show his first solo LP on ABC, will operate a group under his own name which will include Kent Henry and George Blanda, currently with Steppenwolf, along with Whitey Glen and Hugh O'Sullivan, formerly with Bush. The two other principals with Bush joined the James Gang recently.

Goldie McJohn and Jerry Edmington, Steppenwolf veterans, are joining Rod Prince and Roy Cox, formerly with Damien, in a group called Manbeast. Manbeast has not made a recording affiliation.

The Kay group debuts at the Bitter End, New York, March 15-20; moving to Alice's Revisited, Chicago, March 24-26; and a date at the Troubadour here early in April.

## Agency Set in Polka Field

NEW YORK—United Polka Artists has been formed as a talent agency specializing in the polka field. The agency, located in Florida, N.Y., already has 21 polka bands in its fold. Included are such bands as Marion Lush, New Brass, Jimmy Sturr, Stanky, Walt Solek, Ray Henry, Dick Pillar, Frank Yankovic, Walt Groller, Larry Chesky, Frankie Chop, Wesoly Bolek, Johnny Prytko, Stan Skawinski, Bernie Goydish, Dryger Bros., Frank Gutowski, Gene Wisniewski, Frank Wojnarowski, Jolly Rich and Johnny Haas.

Promoters can now write or call the agency to find out which bands are available on a specific day. The agency will also tell promoters when bands will be in a specific area. Schedules for all member bands will be made available, and the agency will also provide advertising material including posters and newspaper write-ups.

## Talent In Action

### WILSON PICKETT

*Copacabana, N.Y.*

"He deserves every sequin on that silver suit," suggested one Wilson Pickett fan. Downstairs on the Copa oval, it's dinner time, as Pickett, not terribly Wicked next to a bunch of filet mignon in the dark, applied his famous crunch and roar to "Don't Let the Green Grass Fool You." The slick Pickett's grand opening, Feb. 10, drew Bill Cosby, Aretha Franklin, Melba Moore, Dionne Warwick, Billy Taylor, and dozens of other Pickett-ers, who discovered that Wilson can float a ballad or throw a soul fit and attract plenty of attention.

Even at ease, without sweat, Pickett's change from the alphabet soup of "Check Out Your Mind" into the flames of soul is still one of the most basic changes in soul music. He can tap soul almost at will, and yet his powerful voice hardly ever leaves the grooves of his many million sellers, though there's something definitely right about his "Never My Love," "Never Can Say Goodbye" and "Blowin' in the Wind." Atlantic's Jackie Moore opened the show and showed she could do it too on "Precious, Precious." Wade Marcus conducted the 14-piece Midnight Movers for the live recording date.

ED OCHS

### KRIS KRISTOFFERSON

*Philharmonic Hall, New York*

Everything is falling into place for Monument Records artist Kris Kristofferson. Having spearheaded the invasion of the new Nashville music into the national mainstream, he is now rocketing inexorably into the outer reaches of the superstar galaxy.

Kristofferson's stage presence has become considerably more polished, as was evident at his sold-out concert at Philharmonic Hall on Feb. 13. He bantered with the audience in a relaxed manner, punctuating his songs with an offhand, salty wit. And he has written a half dozen impressive new tunes.

Kristofferson interspersed material by other writers among his own songs. There were two delight-

ful John Prine compositions, Jerry Lee Lewis' "Once More With Feeling" and "Rainbow Road," a moving tune by Donny Fritz, Kristofferson's pianist. At each familiar opening chord of the artist's earlier self-written selections, the crowd burst into grateful applause.

Kris Kristofferson is a good songwriter because he risks being bad. There is always the danger that a Kristofferson tune will collapse into sentimentality. But the writer chances that disaster, and, most often, the song avoids banality and emerges as a tender gem, shined to a bright luster by Kristofferson's performance.

DAN BOTTSTEIN

### MANCINI & FOX

*Castaways, New York*

Gus Mancini and Neal Fox have only just begun to perform in the New York area, but it is already apparent that they are possessed of considerable talent. Appearing at the Castaways in Manhattan's Yorkville section, Mancini and Fox displayed a virtuosity in both material and technique that is rare in newcomers. The duo's first album is on Event Records, which is distributed by Polydor.

The artists are equally at home in blues, rock and jazz motifs. Fox's electric piano is ozone-clear and he sings in rough-edged blues tones. Mancini is adept on both guitar and saxophone, and his vocals nicely compliment Fox's.

Songs which evinced the pair's free range of style were "Country Woman," a finely-honed blues tune; "See You on Sunday," a sweet rock ballad; "Hand Me Down Phrases," from the first Mancini and Fox album, which gears the artists' names as its title; and "Paradise From Now On," a rueful soft rock number which observes how time runs out on one's dreams.

In addition to the duo's quality musicianship, Fox's lyrics are a solid plus. They often flash with wry wit, an all too infrequent phenomenon on the rock scene. Mancini and Fox have made a most auspicious debut.

DAN BOTTSTEIN

### MERRY CLAYTON

### BOBBY GOSH

*Bitter End, New York*

The Bitter End became a house of funk on Feb. 9 when Merry Clayton and Bobby Gosh moved in. Miss Clayton, who topped the bill, practically demolished the place with her intense, gospel-stepped vocals. She was immeasurably aided by her backup group (keyboards, guitar, bass, drums, and tenor sax on several numbers), upon whose thundering rhythms she rode like a daredevil.

In such songs as James Taylor's "Steamroller," and "Love Me or Let Me Be Lonely," the artist projected a fierce sexuality which was liberated, to say the least. She rendered her current Ode single, "After All This Time," with wonder for the joys of love maintained. The highlight of Miss Clayton's set, of course, was her all-out, batter-down-the-walls version of "Gimme Shelter," which she recorded both as a backup singer with the Stones, and as a solo.

The unremitting frenzy of Merry Clayton's act needs tempering with a bit of change-of-pace material, if for no other reason than to give the audience a chance to breathe.

(Continued on page 16)

## From The Music Capitals of the World

### DOMESTIC

#### NEW YORK

Lalo Schiffrin has been signed by Clint Eastwood's Malpaso Productions to score and conduct the music for "Joe Kidd," a Universal Pictures film scheduled for summer release. "Joe Kidd" will be the fifth Eastwood picture for which Schiffrin has composed and conducted. . . . NRBO, on tour with B.B. King, hits the Civic Center Music Hall, Oklahoma City, on Thursday (24). Group moves on to Dallas; Norman, Okla.; and San Diego, prior to opening at the Whiskey Au Go Go in Los Angeles, on March 29 for five days. A new NRBO album will be released in February, backed by a promotion campaign by the act's label, Kama Sutra, and the Sidney A. Seidenberg management office. . . . Morton D. Wax & Associates has been assigned broadcast promotion duties for "Inner City," the original cast LP on RCA Records, by Joe Kipness.

Veteran songwriters Ruby Fisher and Johnny Warrington have gotten a headstart on America's bicentennial celebration in 1976. At the end of February, the Sam Marx Music company will publish their collaboration on "America: 200 Years Young." . . . Shelter artists Alan Gerber and Freddie King hold forth at Gaslight Au Go Go Wednesday-Saturday (23-26). . . . Motown song-

writers Nicholas Ashford and Valerie Simpson have joined ASCAP. . . . Chris Farlowe has become lead vocalist of Atomic Rooster. . . . Dick Lavsky has created the music for a seven-minute medical film for AT&T. . . . Metromedia's Hillside Singers tape a segment for the Mike Douglas Show on Thursday (2).

Stan Dragoti has signed Sacha Burland to compose the music for "Dirty Little Billy," which Dragoti directed as the initial film on the WRG/Dragoti Film, Ltd. schedule. The score will utilize instruments popular in the West in the 19th Century, such as the harpsichord, dulcimer and tack piano. . . . The Connie De Nave public relations firm will now represent the Starday-King Organization and Good Medicine Records, distributed by Starday-King. Connie De Nave has added two other accounts, Up With People and Eleanor D'Antuono, a principal dancer with the American Ballet Theater. . . . Sergio Franchi has appointed Joe Petralia as his record promotion representative. Petralia is promoting Franchi's new Metromedia LP, "Sergio Franchi," and goes to the West Coast on Tuesday (22) to do advance work for the singer's upcoming appearance at Harrah's in Reno, the Grove in Los Angeles,

(Continued on page 18)

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## Signings

Writer-singer **Ellis Greenwich** has signed with the Sidney A. Seidenberg management firm. . . . **Bell Records** has signed **Dixie Innes**, lead singer of the **Original Caste**. Her first solo LP is being produced by **Rick Jarrard**. Bell will support the album with an advertising-promotion-publicity and merchandising campaign. . . . **Millenium**, four-member vocal group, has signed with **Fred Weinberg Productions**. Foursome will handle the bulk of vocal recording and production on commercials. A Millenium LP will be recorded early in March.

Nashville songwriter **Sorrells Pickard** has signed a recording contract with **MCA Records**, via a production deal with **Throppence Ltd.** management company. **Pete Drake** will produce Pickard's first MCA album, "Sorrells Pickard," scheduled for March release. . . . **Mona Mouskouri** has signed with Bell for the U.S. The label is preparing a comprehensive promotion campaign for the artist. . . . **Bertrym West** has joined **Audio Talents, Inc.** for representation in all fields.

## Holiday Inns Inking Acts

**MEMPHIS** — Dotty Abbott (Dolly Holiday), director of the entertainment department of **Holiday Inns**, has announced the signing of contracts for the first bookings on the new **Entertainment Circuit**.

The **Danny Tatum Duo**, currently appearing in the **La Cantina Lounge** here, was the first act to sign. The duo opened Feb. 14 in the cocktail lounge of the **Gary-East Holiday Inn**, Gary, Ind.

## Talent In Action

• Continued from page 15

Nevertheless, on this particular evening, the assemblage was happily breathless.

**Polydor** recording artist **Bobby Gosh** opened the proceedings by serving his own brand of **Dr. Funk's** medicine for whatever ails you. Accompanying himself on piano, he delivered a set of compelling urgency. Of particular excellence were Gosh's blues-based offerings of "You're Doin' Fine," "That Whisper," "Back to the City," and his latest single, "You're Never in My Way." The artist's current album is "Mother Motor."  
**DAN BOTTSTEIN**

### KING CRIMSON, THE FLYING BURRITO BROS., REDBONE

*Academy of Music, New York*

King Crimson had their audience in the palm of their hands Feb. 12, at the **Academy of Music**. It was especially obvious near the end of each song when the British group demanded pin-drop silence until the last vibration of the final note was heard. Only then could the audience break into wild applause or call requests to the group.

King Crimson has gone through many internal changes, but they still have their leader, **Robert Fripp**. **Ian Wallace** was fantastic on drums, for endurance, speed and artistry.

The British group's sound owed much to jazz, rock and electronic wizardry . . . often all in one song. "Pigs in the City," from their **Poseidon** album, began on a theme

that could have been background for a **Pink Panther** cartoon, but soon developed into earsplitting, frenzied noise and good, electrified rock. Their latest album, **Islands**, is released by **Atlantic**.

The **Flying Burrito Bros.** also appeared with **King Crimson**. They were a country and bluegrass group of seven who record for **A&M**. They chose good, home-grown tunes with substance: "Six Days on the Road," "Don't Let Your Deal Go Down," "The Bugle Call Rag," and "Why Are You Crying." Their fiddler, **Byron Burline**, is three-times national champion and has played background for the **Stones**. The audience enjoyed the **Burrito Bros.** so much, the band came back for several encores.

**Redbone**, a rock group of four on **Epic Records**, had a strong American Indian theme to their music. They put Indian rhythms, movements, garb and guttural chants to imaginative use during their performance. They have good talent to go on, but should work on lyrics.

**CAROL SEILER**

### NANCY SINATRA LEE HAZLEWOOD

*Riviera Hotel, Las Vegas*

In her fourth time around **Nancy Sinatra** has put together the kind of show that brings the heavy drinkers and high rollers into a hotel.

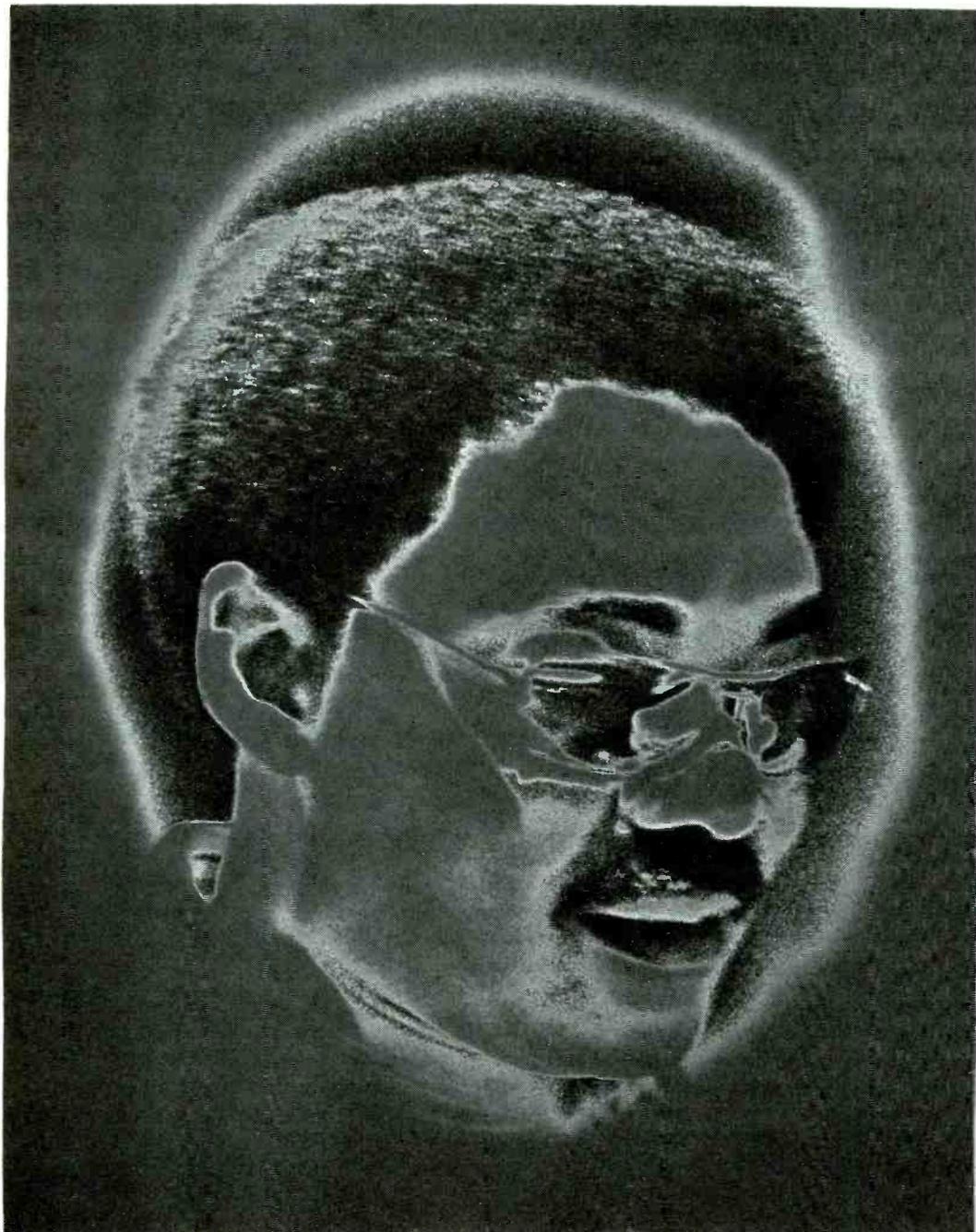
Gowned in a backless, silver pants outfit and banked in a magnificent stage set with white light she knows how to sell hard, man type songs to the cafe crowd. Opening with "Let Yourself Go," she goes immediately into "Candy"  
*(Continued on page 18)*

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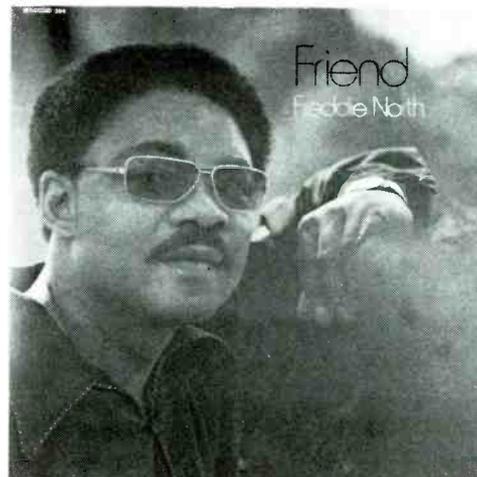


## FLYING NORTH

FROM A HIT SINGLE TO A HIT  
ALBUM TO ANOTHER HIT SINGLE.

That's the path of **Freddie North**. His big single, **Please Don't Take Her, She's All I Got**, was put into his successful album, **Friend**. And now from **Friend**, **You and Me Together Forever/Did I come back too soon (Or stay away too long?)**; a single that's going the same direction.

\*Mankind 12009



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Beautiful reactions to the Loggins-Messina album all over the country and to their premiere live performance at Doug Weston's Troubador. "It was the group's first live performance and they ended up owning the house."—*Daily Variety*  
Just wait for the rest of the country to see them.

**Kenny Loggins** C 31044  
with **Jim Messina**  
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Nobody But You/Vahevela/Back To Georgia  
House At Pooch Corner/Listen To A Country Song



**Nils Lofgren** Z 31038\*  
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I+I  
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White Lies/Soft Fun/Moon Tears  
Lost A Number/End Unkind



"Lofgren plays a vicious, brash guitar working around choruses. Each song moves back and forth into highs and lows with a great sense of surprise. There is a moment of searing, wonderful intensity in each of his Rockin' Side songs; each time it's repeated, the new eruption is better than it was before and you're knocked out.

"I'm raving because of the rock and roll, but I love the other side too.

"Lofgren is emerging as a major talent."  
—Greil Marcus, *Creem*

"John McLaughlin is an electric guitarist, perhaps one of the best on the planet. Every note that he and his band play seems to relate directly to the conditions of the soul. It is the highest, most conscious music I've ever heard."

—Stephen Davis, *The Phoenix*

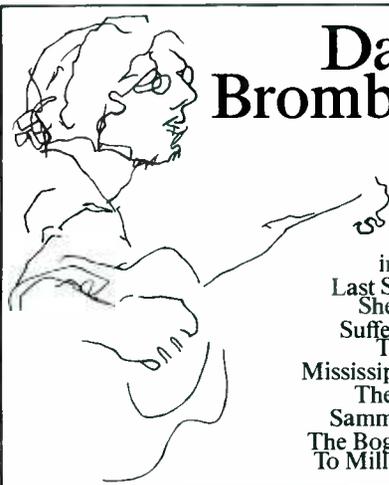
John McLaughlin is the most important guitarist making records right now, a profoundly far-reaching musician whose influence may ultimately surpass that of Hendrix and Clapton."

—Lester Bangs, *The Village Voice*

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with **John McLaughlin**  
**The Inner Mounting Flame**  
including:  
Meetings of the Spirit/Dawn/The Noonward Race  
A Lotus on Irish Streams/Awakening



**David Bromberg** C 31104



including:  
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Shelby Jean  
Suffer To Sing  
The Blues  
Mississippi Blues  
The Holdup  
Sammy's Song  
The Boggy Road  
To Milledgeville

David Bromberg's guitar picking is practically legendary. There have been articles in every major underground paper about his hot licks for Bob Dylan and others.

But while one cult was growing about his studio work, another grew about David Bromberg—singer, songwriter and total performer.

Don Heckman said in *The New York Times*, "He is a major talent with all the qualities of a star."

And his new album seems to bear that out. It's as hot as David's guitar.

After his tremendous success as the lead singer of the Zombies, Colin Blunstone has released his first solo album.

In one week, the critics said: "... intricate, delicate, searing sexy rock gems... a finely spun work by a significant artist."

—*Cash Box*

"His first solo LP is a beautifully crafted work that weaves an enchanting aura."—*Billboard*  
And if all that happens in one week, just imagine what happens in "One Year."

**one year** E 30974  
**colin blunstone**  
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Caroline Goodbye/Though You Are Far Away  
Misty Roses/She Loves The Way They Love Her  
Mary Won't You Warm My Bed



**HALLELUJAH / SWEATHOG** KC 31144\*  
including:  
Road To Mexico/Ride, Louise, Ride  
Rock And Roll Revival/Darker Side  
Things Yet To Come



Sweathog found the name for their new album right on the charts. "Hallelujah." Sweathog's hit single that was up at the top for ten weeks.

And the rest of the album is no letdown from there. It's music that's just as good for listening as it is for dancing. There's been all sorts of air play.

And wherever Sweathog performs, sold-out crowds can't get enough of their act.

With one of the best drummers in rock, Frosty, and a band generating mega-kilocycle excitement, "Hallelujah" is the perfect description for Sweathog's new album.

**Columbia Records**   
**Distribution**

# Talent In Action

• Continued from page 15

Man," "Ain't No Sunshine When He's Gone," and a country arrangement of "Help Me Make It Through the Night" which had heavy use of the steel guitar.

Lee Hazlewood, coming from his home in Sweden to appear in Las Vegas, is the perfect addition to Miss Sinatra's show. His duets with Miss Sinatra are solid and strong. The RCA recording team did their hits plus the new "Arkansas Coal." His solo segment featured two numbers. He has a distinctive sound and talks a good song.

Unfortunately the show which could have been perfect was hampered by the lack of any balance in the sound system. The amplified guitars totally blocked out the large string section and several times even overpowered the brass.

Billy Strange conducts the Jack Cathcart Orchestra. Her sidemen include drummer Hal Blaine; pianist Don Randi; bassist Reine Press; and guitarist Al Casey and Donny Owens. Sets by Jay Krause

and lighting design by Bob Kiernan were instrumental in making the show a success. **LAURA DENI**

## MILLS BROTHERS

Fairmont Hotel,  
San Francisco, Calif.

The Mills Brothers were superstars before the word was coined. And they still are.

Returning to this city's Fairmont Hotel's Venetian Room for their 24th annual engagement, they seemed even younger and better than ever. They kidded about their ages, reminisced about their years on stage, and of course, sang those songs that the audience came to hear. Included were "Yellow Bird," "You're Nobody Until Somebody Loves You," "Paper Doll," "Cab Driver," "You Always Hurt the One You Love," "Bye Bye Blackbird," "Basin Street Blues," "Glow Worm" and "Up a Lazy River," among others. Now recording for the Paramount label, they even managed to sneak in a couple of their current records.

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# From The Music Capitals of the World

## DOMESTIC

• Continued from page 15

the Flamingo in Las Vegas, and Circle Star Theater in San Carlos. . . . Levinson and Ross have been retained as public relations counsel to Open Horizons, Inc., Los Angeles-based publishers of books and specialty periodicals. First projects include merchandising and promotional campaigns introducing Open Horizon's latest book, "Three Dog Night and Me" by Joel Cohen.

Polydor's Lily Tomlin of NBC-TV's "Laugh-In" has been booked for further nightclub engagements. New dates are May 26-June 5, Bitter End, N.Y.; June 8-28, Venetian Room, Fairmont Hotel, San Francisco; and July 10-23, Mr. Kelly's, Chicago.

**DAN BOTTSTEIN**

## LOS ANGELES

Steppenwolf celebrated its split into Manbeast and the John Kay Group with a fete at the fabulous Jack Ryan estate. . . . On the same night, Warners took over the Hollywood American Legion Hall for an evening of Chicano stomp with Malo. . . . Artists in town for mini-press conference dinners this week include Vanguard's Country Joe MacDonald and ABC's Richard Landis.

MCA producer John Boylan is searching desperately for photos of Buddy Holly to go in a super three-record set being re-packaged by the label. . . . Sammy Davis Jr. is entertainment chairman of the Highway Safety Foundation for '72. . . . Batdorf & Rodney to be featured on the upcoming Bread tour. . . . Potliquor, with a hit record in "Cheer," opened at the Whisky, Thursday.

A new James Taylor album due this summer. Half the songs are already written. . . . The Forum's top draws of 1971 were the Who and Grand Funk Railroad. Latest sellout was the Chicago concert. All shows produced by Concert Associates.

Joel Maiman has resigned as general manager of Shelter Records. . . . Phonograph Record Magazine circulation jumps from 94,000 to 115,000 with giveaway distribution by WIXY in Cleveland and Chicago's WBBM-FM.

Lord Sutch has offered a \$1,000 reward for recovery of his famous union-jack Rolls Royce stolen in Beverly Hills. . . . "Truth of Truths," Ray Huff's Bible-rock album will be performed live Easter morning at Greek Theater and broadcast over KDAY.

Black Oak Arkansas recording a third album in Miami. . . . All proceeds from the first Joan Baez A&M single, "Song of Bangladesh," to go to Bangladesh victims via UNICEF. Rod McKuen has three new gold records in Holland.

Seals & Crofts, airing in NBC's "Take A Giant Step" Saturday (26). . . . Jerry Fuller to produce the new Johnny Mathis album for Columbia. . . . Capitol's new act, Raspberries, to be featured with Grass Roots in Beechnut's massive "Win a Rock Concert" school contest. . . . Elton John is adding guitarist Davey Johnstone to his band.

Dory Previn steps onstage at UCLA, March 6. . . . Ike & Tina Turner finally headline the Forum Thursday (24). . . . Three of Fillmore Management's four acts team at the Long Beach Fox Theater this weekend (25-27), It's A Beautiful Day, Lamb and the Elvin Bishop Group.

Atlantic is releasing the new Yes single, "Roundabout," on gold vinyl so it can issue No. 1 plaques to radio stations if the disk makes the charts. . . . Chase's private plane crashed into a fuel truck on a Chicago runway but nobody was hurt. . . . Peter Yarrow was the only American to perform at

Chile's Vina Del Mar International Song Festival.

Curtis Mayfield to sing his "I'm Your Pusher Man," in the black feature, "Superfly." . . . The Los Angeles Grammy Awards Dinner is March 14 at Century Plaza Hotel. . . . Elvin Jones is producing the Philips album of Japanese jazz pianist Masabumi Kikuchi.

**NAT FREEDLAND**

## NASHVILLE

This city's NARAS banquet is now set for the National Guard Armory on March 7th. The banquet will honor all the nominees from the Nashville chapter, which includes Memphis and Muscle Shoals. Ray Stephens will be the master of ceremonies, and there will be performers from all areas of music. . . . The Newbeats have filed suit in Chancery Court here to retain the right to their name. They currently are on tour in Europe, where they have a smash hit.

Carol Channing took this city by storm. Cutting at Sound Shop Studios for Mega, she did songs by Mickey Newbury, Red Lane and Joe Allen. Tree's Buddy Killen hosted her at a party at his home, and she appeared on Teddy Bart's "Noon Show" on television. . . . The Jewish Community Center here is doing a seminar on "New Music", and the panel will include Buzz Cason, Johnny Rosen and others. It's to be chaired by Billboard's Bill Williams.

Jocko Carter of Little Rock, southern R&B promotion man for Mercury, made a swing into Nashville for meetings with Charlie Fach and Buddy Killen, and a report to Joe Tex. . . . Joe Sullivan's move into the promotion field will mean more and bigger music shows for Nashville. He and Lon Varnell are keeping things active. Virtually all concerts in recent months have been sell-outs.

**THOMAS WILLIAMS**

## MEMPHIS

Rufus Thomas, the man who walked the dog and did the funky chicken, will be honored with his family Friday (3) at a testimonial dinner given by a cross-section of the community for their contributions to Memphis over the years. His daughter is singer Carla Thomas. The Stax artist, whose most recent "funky" is a penguin, is also in the midst of a personal appearance tour, including the "American Bandstand" on ABC Don Cornelius "Soul Train", Disneyland, and a benefit in Philadelphia for the Sickle Cell Foundation, along with Nina Simone, Muhammed Ali and Al Green. Rufus currently is working on inventing a new dance.

Willie Mitchell, who produced Al Green's first million seller "Tired of Being Alone," as well as the quick followup hit, "Let's Stay Together," is hitting the jackpot with his productions. He's also had a big production success with Denise La Salle and the Detroit Emeralds. More and more Detroit talent is coming to Memphis lately to record with Mitchell. . . . Bobby Reno, who used to work at WMPS Radio, has returned to Memphis from New Orleans to join WHBQ. Reno, who was with WTIX and WNOE in New Orleans, had played with a couple of rock bands.

At American Studios, Chips Moman has begun production on Melba Moore for Mercury. Miss Moore was featured in the Broadway show, "Purlie". . . . Ewell Roussell, formerly with Stax, has moved to Trans Maximus as director in charge of sales and will work directly with the distributors. Steve Cropper is completing a new album on Roy Head at TMI, to be titled "Dismal Prisoner," for a March release date. Ronnie Capone is producing an English

group. If. A live album is being done in the studio before an audience.

Country musicians plus a song by Mayor Wyeth Chandler brought in more than \$3,000 at the Western Steakhouse and Lounge at its eighth annual Heart Fund Sunday. Entertainers included Ace Cannon, Charlie C. Freeman, Country George Tillman, Tommy Giles, Jimmy Lott and a number of bands. . . . Dick Potter, with WMC-TV for eight years, has joined all-girl station WHER as an account executive.

New singles from Stax include "Explain It To Her Mama" by The Tempress; "Happy Song" by the River City Street Band; "She's My Old Lady Too" by Lee Sain; "Right On" by Son of Lum; "At Calvary" by the Rev. Lee Jackson on the Gospel Truth Label. . . . Lou Roberts has a pop-rock single out, cut at Sounds of Memphis Studio, called "Everything You Want to Know About Love."

Block 6 Studios will record Harem (three girls on bass, drum and guitar) in Muscle Shoals, with Billy Herbert and Jerry Masters producing. Herbert also is completing an album featuring the Stone Blue group. **JAMES CORTESE**

## CINCINNATI

The Norman Luboff Choir, in a tie with promoter W. James Bridges and good music station WWEX, makes its first Cincinnati appearance at the Taft Theater Saturday (26), with reserves scaled at a \$5.50 top. . . . Belkin Productions has set three March bookings for Music Hall, with the Kinks, Taj Mahal and Lindesfarne penciled in for March 10; Yes, March 23, and Humble Pie, March 31.

Globe Records celebrated the opening of its third downtown location, Seventh and Race, with a promotion party hosted by Bunnies from the local Playboy Hutch. The Bunnies passed out discount coupons to customers, with the event aired on WKRC-TV. . . . The revamped Roy Boys group set for an indefinite stand at Bamboo Lounge. The country unit comprises Johnny Roy, rhythm guitar and vocals; Jim Merritt, lead guitar; Glen Merritt, bass, and Danny Mink, drums.

RMT Records, Cincinnati-based label, has signed songwriter-deejay Jimmy Logsdon to a recording pact. Also new on the RMT label is newcomer Danny Angel, currently getting some attention in the area with his record release, "How Long Must I Be Without You" b.w. "Let Me Drown Myself Again." Both lads cut 16-track sessions at the Jewel Studios last week, with Rusty York engineering and Ray Tartar producing, with Kenny Price as co-producer. Logsdon spins on Irv Schwartz's WCLU country station here. **BILL SACHS**

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# Radio-TV programming

## Request Clarification Of 'Free Form' Ruling

By MILDRED HALL

WASHINGTON — Petitioners who won continuation of free-form, creative music programming on progressive rock station KFMG-FM, Des Moines last summer, have come back to the Federal Communications Commission to ask for clearer language on the rights of broadcasters to use this format without incurring commission hostility.

The Federal Communications Commission made some decidedly unfriendly comments on free-form programming (commissioner Nicholas Johnson dissented during a transfer of KFMG-FM to a new owner in Aug., 1971. The commission, in effect, warned licensees they might be giving up too much control over record selection in the progressive format (Billboard, Aug. 21, 1971).

The petitioners, calling themselves the Committee to Free KFMG, and represented by Tracy Westen of the Stern Community Law firm here, promptly asked for clarification of the FCC's statement. They now complain that, after five months of waiting, they still have not received an answer. Westen pointed out that the FCC's letter of Aug. 5 raised questions with hundreds of free-form broadcast programmers as to their rights.

## FCC Mulls KSFO Concert Show Time

WASHINGTON—San Francisco's KSFO may have to pay a \$2,000 fine for failure to log announcements promoting a Bacharach concert as commercial spots. The Federal Communications Commission has notified KSFO's owners, Golden West Broadcasters, that it also believes music played before and after a concert announcement should properly be logged as "commercial" time when the music consists of the concert artist's own recordings.

In fact, the FCC feels that the whole program segment, featuring four hours of Bacharach music, announcements of his July, 1971, concert at the Cow Palace, and an interview with its star, may fall in the commercial category.

In noting complaints received about the incident, the FCC also pointed out that KSFO had received newspaper advertising, publicizing KSFO and two of its deejays, in return for broadcasting announcements promoting the concert.

Golden West has 30 days to pay or contest the liability the FCC says it has incurred for violation of the rules by failing to log sponsorship identification, name the people paying for the announcements, and log commercial time.

## Production Duo

NEW YORK — Uncle Ellis' Desk, a multi-media production firm, has been launched here by Steve Vallensky and Paul Feinstein — Feinstein was production manager of SFI, the national syndicator of radio programs. Vallensky has been executive producer for the past six years of "The Barry Farber Show" on WOR, New York.

The FCC had said, in approving transfer to a new owner with a more conventional and management-controlled format: "A free form rock format, like a free form classical format, or a free form anything format gives the announcer such control over the records to be played that it is inconsistent with the strict controls that licensee must exercise to avoid questionable practices."

Although the new owner, Stoner Broadcasting, decided to keep the progressive rock format, the petitioning KFMG committee still wants clarification of the FCC's dubious wording. "The committee believes that . . . the Commission's Aug. 5 letter may inadvertently deter many stations from truly creative programming." Attorney Westen pointed out that FCC rules entitle the petitioning committee to a declaratory ruling "terminating a controversy or removing an uncertainty."

## Cantaur Readies Radio Specials

NEW YORK—Cantaur Productions Ltd., a firm owned by veteran air personality Jim Nettleton, is launching a series of syndicated radio specials. Already prepared, Nettleton said last week, is a 12-hour special patterned on the order of "Retro Rock," an ABC network show that he used to host. This special, which is available in 12 one-hour chapters, is titled "The Rock Genesis" and features comments from recording artists and other key figures involved in contemporary music.

"It is extremely thorough in its examination of contemporary music and its development over the years," he said "The program is fast-moving and produced just as well as I know how. Much time was devoted to developing and putting the special together."

Another special that Nettleton has prepared and available is a 16-week, two hours weekly show suitable for Sunday programming as a weekly feature. This show counts down the top 20 records of each year from 1955 to 1971, interspersed with interviews with the artists and the people involved. "We take one

## KDAY Slates Showroom Remote

LOS ANGELES—KDAY, an AM station that has been blazing a path in progressive rock in this market and has been broadcasting a series of live-on-tape concerts of performances at the Tolbladour and Whiskey a Go Go nightclubs, will introduce live remotes from a show window on Hollywood Blvd. here, beginning Tuesday (22).

The show will be hosted by Cyrus Faryar, who performs on Elektra Records under the name of Cyrus. He will perform on the new show, said KDAY program director Bob Wilson, "as well as emcee the show and rap with such artists as John Sebastian and Randy Newman." Besides Sebastian and Newman, other guest artists slated to be on the show the first week are John Stewart and Jackson Brown. The show will be 8-9 p.m. Monday through Friday from Jack Poet's Toyota dealership show window. The display window has been converted into a radio studio. The decor is old-time radio with on-air and applause signs and passersby on the street will be able to rap with not only Cyrus but his guests via a microphone out on the street. Jack Poet Productions is producing the hour daily show in conjunction with KDAY.

"Radio, in order to continue to exist as a viable medium, has to get more creative," Wilson said. "Well this is part of our total approach to creative radio. The show room window, our new studio, will have velvet curtains and these will be swept back at show time. We've set up sound effects . . . everything just like radio used to be done 30 years



KLUC AIR PERSONALITY Jack Abell joins with Mary Arnold and Kenny Rogers, right, of the First Edition in warmup sessions before basketball game between the stations air personalities and the recording group for charity. The game drew 1,000 Las Vegas music fans. The First Edition was appearing at the Hilton International Hotel. Though the First Edition team won 50-42, KLUC air personalities claimed "foul" because of the "secret" importation of presidential candidate Pat Paulsen as a player.

## CATV Service Tests 4 Bands of Music

LOS ANGELES—Cavox Stereo Productions, a wing of Tape-Athon Corp., is now testing musical formats on CATV systems in Joplin, Mo.; Houlton, Me.; and Jamestown, N.D., and will soon introduce music in the Los Angeles area. John Halvorson, president of Tape-Athon Music, said several programs have already been completed in each of four different formats—rock, MOR, country music, and classical music. "And we may soon introduce other music formats, too."

Each of the CATV systems is carrying the four formats. At present, the music is segued, but the CATV system sometimes uses a local personality to introduce the music. In the future, Cavox may create the format programming with the music announced.

Lee Take, Cavox executive director, said that under the "Stereo Theater" concept, "it's like programming four separate radio stations around the clock, as well as meeting the particular requirements

of the various markets we are in." Each individual stereo program is transmitted over a specific unused frequency in the FM broadcast band and received in the subscriber's home on his FM stereo or monaural receiver. All that is required is a home set decoder. Use of the music programming costs the CATV subscriber a nominal additional fee, Halvorson said. "The music doesn't interfere with the video portion of the CATV programming at all. The beauty of the operation is that the video portion of the programming can be used to advertise the audio portion."

A part of the whole operation is the publishing of music programs for both the CATV subscribers and also local record stores. "We felt this type of music programming would be a definite boost to both record sales and sales of radio equipment," Halvorson said. He pointed out that most CATV systems are located in areas that do not ordinarily have good FM radio reception. "Some of the areas where CATV systems operate can't receive FM radio at all."

Tape-Athon Corp. is involved in the manufacturing of studio recording equipment and broadcasting equipment. The firm can now produce the entire package for a CATV system—music as well as equipment.

## Dallas 50,000 Watt Switch

DALLAS—KRLD, which had been programming MOR music in the day and progressive rock at night, has switched to an automated wall-to-wall music format, according to station manager John Barger. The 50,000-watt station is working closely with TM Productions, a jingles firm headed by Jim Long, in the development of a format for syndication.

KRLD-FM is now being developed by Barger as a progressive rock powerhouse. John Dillon, who'd been doing the 7-11 p.m. show on the AM station to fairly good ratings, is now doing a 6-midnight show on KRLD-FM and the rest of the day is automated. Music is in 14-minute sets, followed by a one-minute commercial spot. One of the categories of music on the FM programming is progressive rock oldies. Only a "small smattering" of ordinary rock is programming. One out of eight sets of music is folk music. All of the music is "highly listenable," Barger said. KRLD-FM doesn't follow the usual musical theme approach to programming used by most progressive rock stations.

year at a time over the 16-week period," Nettleton said.

"There are many other specials we are developing that will be ready very soon."

Cantaur Productions is also offering several programming packages, including one for each of five different formats—rock, oldies, MOR, easy listening, and country music oldies. This programming uses the jingles and slogans of each particular station buying the package. Besides these five formats, Cantaur will soon have two more available. "We carefully tailor the product in all areas to make an automated station sound as live as humanly possible," Nettleton said.

Nettleton was associated with WABC and the ABC network in 1969-71 and before that was an air personality at WFIL, Philadelphia. At present, he is an air personality with WPIX-FM, New York. In addition to his radio work, he has appeared in and hosted many TV documentaries and has just formed Tee to Green Productions Inc. to produce a golf instructional TV show starring Doug Sanders.

## WORD Cuts Back Oldies: Offering More MOR Cuts

SPARTANBURG, S.C.—WORD, long considered one of the better small market Top 40 stations for exposing new records, is easing back on oldies in order to give some attention to MOR records. Program director Bob Norris said that the MOR records would be programmed in order to build more of an adult sound during the day.

He felt that most rock material coming out at the moment was hard rock and defeated the purpose of building better demographics during the day. WORD has been playing four golden oldies an hour and "We find that we're repeating those that we have in our library much too often," Norris said. "So, we'll replace one or two of these oldies in our rotation pattern with MOR album cuts, hopefully by new artists." He pointed out that most of the new singles being received at the station were from albums these days and some had already been played heavily.

Air personalities at WORD cur-

rently include Bob Morgan, Gary Harman, music director Jim Sample, Dave Michaels, and Allen Lee.

Although adding MOR cuts to the programming, WORD will keep its singles list intact, but Sample is making a priority of finding more album cuts for programming. A system has been devised so the air personality will have to play cuts and not repeat them too often. "I don't care if they didn't get around to playing the same cut until next week. I feel we can expose maybe 48 cuts a week. Not necessarily MOR cuts, because our "demographic aim will change, depending on the time of day."

WORD programs 33 basic hits with records grouped in four demographic categories—4 a.m.-2 p.m., 2-6 p.m., 6-midnight, and midnight-4 a.m. While the 33 disks are rotated, other records such as oldies and album cuts are used to balance the demographic sound on those four periods.



JOHNNIE KING, KAAY air personality, was on hand to welcome recording artist Chuck Berry, left, when Berry came to Little Rock for a concert. KAAY is the leading Top 40 station in the city.

# Vox Jox

By **CLAUDE HALL**  
Radio-TV Editor

I firmly believe that No Power Exists as strong as the power of radio . . . specifically, *an air personality on radio*. This is one time you can use that power for the good of the nation. For some reason, although 18-year-olds can now register to vote, they're not doing so. It's your job to convince them to register, not only register, but *vote*. Some of the youth of our nation have been complaining about the way things are being run . . . about the U.S. being in Vietnam, about the draft, the foreign policy. They find no difficulty in organizing a demonstration to protest. But when it comes

to wanting change by legal means, it seems that they're going to have to be prodded. Anything you can do on the air to persuade them to register and vote, you should do. Several recording artists are now preparing a series of public service spot announcements which will be distributed to many radio stations. The record industry is becoming active in this cause. Already, many radio stations have set up registration booths in their lobbies and have started radio campaigns to influence youth to register. If you're not doing your share, may I personally request that you get involved. It's good public service and will look good on your license renewal. More than that, it's a responsibility that we have. You and I. Let me know your activities in the area of youth registration and I'll give you credit in Billboard. If you don't have any ideas about what to do, watch future issues of Billboard for a special report on youth registration.

★ ★ ★  
**Ron Jacobs** hasn't changed his mind about that mini-ranch on the island of Maui, but, in order to buy several acres instead of just one, he's gone back to work in radio as program director of KGB, San Diego. The Drake-Cheanult firm has bowed out of KGB as consultant to make way for Jacobs. Jacobs is reported to once again be the highest-paid program director in the nation. If I were a future **Charlie Tuna**, I'd be calling him for a job; be a good, tough, man to work for and with, but he's the best program director in the nation in my opinion. . . . **Bob Collins**, program director, WRIT, Milwaukee, wants **Ron Thompson** to call him. . . . **Harry Nelson**, WGOW, Chattanooga, is leaving to join WINZ, Miami; so WGOW program director **Bill Scott** needs a damned good morning man. Promises to pay good money.

★ ★ ★  
Where do former air personalities go? Often, into sales. That's where **Derrill E. Peabody**, who once worked as an air personality at WREN, Topeka, Kan. Peabody had been operating an advertising agency in Topeka, but has just joined KCMO, Kansas City, as an account executive. . . . Lineup at KFXM, San Bernardino, Calif., includes program director **Doug Collins**, **Chris Roberts**, **Bruce Chandler**, and **Johnny Kaye**. . . . **Lesley Davis** has moved by KTRH, Houston, to KILT, Houston. She replaces **Frank Haley**, who moved to KTRH. . . . **Steve Schulman** is back in Philadelphia, working as an independent record promotion man and his phone is 215-473-7669. . . . The lineup at KOYN, Billings, Mont., includes **Duane Hauge** 6-8 a.m., program director **C.R. Leverett** until 1:30 p.m., **Mike Doty** until 7 p.m., music director **Jerry Hockett** 7-midnight interrupted by a talk show 10-10:30 p.m. hosted by **Bryan Meyers**. On weekends, you have Meyers, operations director **Monty Wallis**, and **Bruce Byxhe**.



**DEBUTING ITS NEW STUDIOS** in Playhouse Square, Cleveland, WNCN-FM hosted a party for record promotion executives. From left: WNCN-FM's **Lee Andrews** and **Adrienne Schlatt** and **Mike Dragas**, promotion director for the Warner Bros.-Elektra-Atlantic distributor in Cleveland.

**Jack Stitzel**, KUVR, Holdrege, Neb., plugs "Loneliness Remembers" by the **Liz Damon's Orient Express** "which is going great guns in this small market." . . . The Oct./Nov. Pulse for San Francisco shows some interesting facets, from 6-10 a.m., these are the figures: KSFO 10, KGO 9, KCBS 9, KABL 9, KYA 8, KFRC 8, KLOK 6, KNBR 4, KDIA 4, KLIV 3, KFOG 3. From 10 a.m.-3 p.m., KABL has 13, KGO 11, KCBS 7, KFRC 6, and KYA, KSFO, KLOK, KLIV all with 5. From 3-7 p.m., KFRC has 12, KYA 11, KABL 10, KDIA 7, KGO 6, KCBS 5, KFOG 5, KLIV 5, KSFO 4, KLOK 4. From 7-midnight, KFRC has 11, KYA 9, KGO 8, KDIA 7, KABL 6, KLIV 6, KSAN-FM 5, KIOI-FM 4, KKHI 4, KSFO 3, KSJO-FM 3. Looks as if rock is making a comeback in the market; in the past the rock stations really didn't have that much of a combined share of the market. I think the situation will even be stronger, in regards to rock, with **Julian Breen** beginning to get KYA stronger and **Sebastian Stone** going to work at KFRC.

★ ★ ★  
**Stephen A. Reid**, experienced Top 40 air personality, is looking to relocate. Call him at 703-484-7640. He's says he's fast and exciting on the air. . . . **Wayne Erickson**, talk to J. Raleigh Gaines, 703-236-9647. Erickson, now program director of WJPF, Marion, Ill., says that a critique by Gaines (unless it was really **Skip Broussard** who actually did the critique) was "very helpful." . . . Okay, **Ron Tompkins**, I owe you a case of Coors. . . . **WMMR-FM**, Philadelphia, continues to score quite heavily with live broadcast of concerts. . . . **WGLD-FM** in Chicago is moving its transmitter to the John Hancock Center which will increase the signal coverage of the station 39.6 percent, according to general manager **Charles Manson**. This is the place where **WBBM-FM** has its signal and evidently **WDAI-FM** is planning to transmit from there soon.

★ ★ ★  
**Dave Diamond** is the new program director of KCBS-FM, San Francisco, and will be starting work just about the time you read this. Diamond had last been in Los Angeles at KRLA but is no stranger to the San Francisco market, having worked at KFRC many whiles. . . . **Bob Beck**, program director, WYXE, Madison, Wis., needs some Top 40 air personalities. . . . **Peter C. Cavanaugh**, program director, WTAC, Flint, Mich., was kind enough to send me the Oct./Dec. Pulse for the market. WTAC leads the market 6 a.m.-midnight with a 19, followed by WTRX and WFDF with 13, then WKMF with 12. WTAC leads in men and women 18-24. WKMF and WFDF are very close in men 25-34. WTRX leads in women 25-34, followed by WTAC. . . . **Don McLean's** single "American Pie" was also analyzed by **Roy Leonard** on WGN, Chicago. (Continued on page 21)

## Letters To The Editor

Dear Editor:

Why all the fuss about live broadcasts? (Billboard, Jan. 29.) I always thought that's what we were supposed to do!

With the advent of quadrasonic, WHFS-FM began a series of live quadcasts featuring among others, Peter Jamerson, Spencer Davis, Sam Siganoff, and John Hartford from our studios and remote quadcasts from a local Washington night club featuring Exuma and Shanti.

In all cases, audience response was overwhelming and record promotion help invaluable.

The whole bag is a lot of work, and a lot of fun, for the artists and the audience.

Isn't that what it's all about?

Alvin Jeweler  
General Manager  
WHFS-FM  
Bethesda, Md.

Dear Editor:

I want to take a few minutes to say hello from Ames, Iowa, where free-form is alive and well, in the shadow of the much publicized KFMG, Des Moines, to fill you in on a little project we pulled off this past weekend which may help some other guys in other markets and to let you know where we are and who we are. I really appreciate the weekly coverage of what other progressive FM's around the country are doing. Your information pretty much confirms the feedback I get from my audience of some 20,000-plus Iowa State University students that we seem to be feeling our way along the right path and making legitimate discoveries in this new format. Please keep up the good reporting. It's one of the few forum links we have to what's happening elsewhere, when we are out of ear-shot.

About this weekend: we set up our Marti and Sparta remote gear at the Busstop Coffeehouse and Problem Counseling Center in town and stayed on the air from 6:30 Saturday night, Jan. 29, to 4:15 a.m. Sunday, Jan. 30. The purpose was to raise some green so that the Busstop could continue to provide a social outlet for between 150-200 of our local street people and an almost haven for kids strung out. On a given weekend, George Belitsoes and his staff of volunteer and professional counselors handle an average of one or two OD's and some nights it goes higher. The Busstop is sponsored by the YMCA but doesn't get enough from the Y's budget to meet expenses. We were able to communicate with parents who were concerned about the place (previous images: PLACE WHERE KIDS BOUGHT, HELD, USED . . . FREQUENTED BY FREAKS . . . MY SON ISN'T GOING IN THERE, ETC.), we used air time to expose the community to what was actually going on and were able to raise in excess of \$700.00 on this first time out, which isn't bad for this hotbed of apathy. Thus, if people have the crabs over their local FM radio station that plays all that loud music and advocates the overthrow of all that's "holy," let that station turn it around, become involved in the betterment of the total community and things begin to happen.

If you would be interested in any other info on this project, I'd be happy to supply it. I believe in our format and I want to demonstrate to the FCC or anybody else that gets hives when they hear about free-form that we are trying to operate in the public interest, as its tastes in music and lifestyles change. I'm at your disposal.

Our line-up on FM is Randy Olmstead, 7:30 p.m. to 1 a.m. We are automated from 6 a.m. to 7:30 p.m. We make our own tapes from what skimpy album service is available. Atlantic-Cotillion is tremendous. A&M is good, Capitol is fair, UA is good, everybody else stinks. I'll put the arm on you to ask them for help if you could give us a plug. I'm tired of sitting at this damn typewriter and licking stamps.

You would be doing us a great service if you would print more information on where 7" shucks for 45's could be bought. I've tried the buyer's guide but no luck. Drop a hint to what company you mentioned last week to run an ad and they will get results.

Jay Lewis  
Program Director  
KASI AM/FM  
Ames, Iowa 50010

Dear Editor:

Everybody knows the number of country stations has tripled in the last few years, and that country formats are scoring No. 1 and No. 3 ratings, in many, many markets. Unfortunately, a lot of these stations fell into numbers by default when rock stations went so far out on a limb with acid rock they left the masses behind. Country rushed in to fill the gap with uptown Nashville sounds and rockers got caught with their play-lists down.

Today, it's a different game and a lot of those country stations who scored so easily before are going to wake with a start to find they're trailing late in the game. Rock's done a turn around and out-smoothed MOR at the same time Nashville got hooked on the "help me make it through the night" syndrome, except for one or two of the smaller labels specializing in country versions of rock hits.

An overwhelming percentage of new country releases sound more "MOR" than country. Of course, you can counter with album cuts and "oldies," as we do at WVOJ, but there's a limit. If the trend continues, country stations will lose their identity and find themselves locked in head-to-head competition with MOR and rock (especially when the rockers feature a "soft" playlist during school hours).

Rock learned its lesson the hard way.

There's one big difference that takes the control away from country programmers—the Nature of the Nashville Music Community. It's such a close community that an a&r fad or trend dominates the output of the industry.

Only conscientious efforts from Nashville can insure the diversity of material necessary to keep country radio competitive. At WVOJ, we only hope country music doesn't carry the trend toward MOR as far as rock went with acid—or we'll find ourselves down the same dead end, and just as before, there's sure to be someone there to fill the gap.

Gene Pope  
Program Director, WVOJ  
Jacksonville, Fla.

Dear Editor,

I just finished reading your piece with John Bosica. It sure brings back some great memories of the days when John was working out

(Continued on page 35)

## Sooner Station Switches Style

OKLAHOMA CITY — KXLS-FM here has been changed to KKNG-FM and switched to an easy listening format similar to KRMG-FM in Tulsa. Both stations are now owned by Swanco, which also owns KLEO in Wichita, KQEO in Albuquerque, and KBAT in San Antonio. Randy Anson, previously with WBYU-FM in New Orleans, has been named the new program director of KKNG-FM. A new manager will be named to replace Ray Simmons, according to Swanco Broadcasting president Ken Greenwood.

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# Vox Jox

• Continued from page 20

And **Jim La Barbara** on KTLK, Denver wrote and narrated a half-hour special. When you include the WCFL special for Chicago listeners, I guess Don McLean has to be the most scrutinized songwriter of the moment.

★ ★ ★  
**Ric Newell**, music director of KCOW, Alliance, Neb., needs more Top 40 singles. "I personally listen to every record and I'm eager to hear new product. . . . **Dick Sainte** and **Jay Stevens** have joined **KIIS**, Los Angeles. . . . **Larry Scott**, the all-night personality on KLAC in Los Angeles, has been building quite a reputation with the truck drivers and Feb. 15-27 is doing his show live from Alphy's Restaurant adjoining the Zimmer Truck Center on Peck Road at the junction of Pomona Freeway and Interstate 605. The restaurant is providing meals and coffee to members of Scott's truckdriver's club who come by. In March, Scott will broadcast live remote from the Union Oil Truck Plaza, Ontario, Calif., for 12 days. KLAC, a country music station, intends to do these remotes at the rate of about one a month. Great idea for a nighttime country music personality as strong as Scott.

★ ★ ★  
**Jackie Coleman**, music director WCFR-FM, Springfield, Vt., would like to play more classical records, if he could get service from the record labels. . . . The Nov./Dec. Pulse for San Antonio is quite interesting. From 6-10 a.m., K TSA has 17, KITE 14, KONO 13, WOAI 11, KCOR 9, KBUC 6, KBAT 5. From 10 a.m.-3 p.m., KCOR has 17, K TSA 15, KONO 12, WOAI 10, KITE 8, KBAT 7, KEXL 6. From 3-7 p.m., K TSA 26, KONO 17, KEXL 13, and KCOR and KUKA 8. WOAI has 5, KITE 4. From 7-midnight, K TSA 32, KONO 20, KEXL 10, WOAI 9, KOOR 8. . . . **Doug Payton** has left WCUE, Top 40 station in Akron, to operate Mapleleaf Productions in the Cleveland-Akron area. **Carl Hirsch** is station manager and now program director of WCUE and **Tim Davisson** is music director. . . . From **Phil (Doug O'Brien) McLean**, program director, WOBL, Oberlin, Ohio: "The day after Christmas, we put WOBL on the air with the best in modern country music. I have put two other stations on the air, but never experienced the initial response that this one has received. As usual, I can use record service from all labels, but I really must express my appreciation for all the help I have gotten from the distributors in Cleveland. Notably, **Chuck Dembrack** of RCA, **Karen Farrar** of UA, and **Steve Evanoff** of MCA. Really, they have all been a great help and it seems almost unfair to single any out. Our lineup looks like this: **Tony Matthews** 6-9 a.m., **Ernie Nichols** (formerly with WLRO, Lorain, Ohio) 9-11 a.m., **O'Brien** (formerly with WTOD, Toledo) until 2 p.m., **Eric Shaw** (formerly with KWAL, Wallace, Idaho) until signoff. **Jim Snell** and **Lee Mainard** work weekends. It appears that I have found a home in country music and I couldn't be happier."

★ ★ ★  
**Don H. Darnell**, former station manager of KRGO, Salt Lake City, has rejoined the staff at KHEY, El Paso. He worked there 1965-69. . . . **Dan Acree**, 817-634-3445, writes: "I haven't quit, but my manager knows I will accept anything better, provided it has a solid future, so I'd appreciate a blurb for me on my current search for a progressive station who needs and idea man. My morning show is Monday through Friday and was the main reason our station received double shares over the competition." **Acree** is now on KTON, Belton, Tex., but his career includes KFOX, Los Angeles. . . . **Jess Cain**, veteran air personality

in Boston, has been appointed New England Fund Raising Chairman for the Drug Abuse Foundation of Boston. The Foundation hopes to do for drug abuse what the Jimmy Fund has done for cancer in children. . . . **KATA**, Arcata, Calif., is looking for an air personality. Talk to **Steve Weber** at the station. . . . **Wade Johnson** writes that after a few months out of the business, he's now at **WBI**, Greensboro, N.C., doing production. Lineup includes **Bob Poole**, program director **Henry Boggan**, **Jeff Foxx**, **Lane Ridenhour**, and **Lenny Dolin**.

★ ★ ★  
Lineup at **WNLC**, New London, Conn., now includes program director **Jim Scott** 5-9 a.m., **Jim Riegert** until 1 p.m., new music director **Mike Farrow** 1-6 p.m., and **Ken Main** until 11 p.m. Former music director **Ron Amadon** is now in the news department. **Farrow** would like to trade playlists with other stations. "I might also mention that record men are welcome to telephone or stop by the station anytime before 1 p.m. except Mondays." **WNLC** is a contemporary-formatted station playing downtempo rock early and progressively getting heavier throughout the day. . . . **Gerard J. (Scott Shannon) Stuart** is looking for work. Has a first ticket, plus six years of experience in Top 40 and MOR. Phone 213-388-7837. His aircheck is on a single disk. He came up to the office the other day.

★ ★ ★  
**Marty Lane**, program director of **KAOK**, Lake Charles, La., writes: "I read in the Feb. 5 issue about **KYA** and they are doing what we started months ago—less rap and more music and playing just the hits. Our playlist is down to 25 records which does drive a jock to drink but pulls in the audience. I can also say that it gets the listeners quick and keeps them as long as your format is tight and the music continues. I would like to congratulate **KYA** program director **Julian Breen** on his opinion of staying away from album cuts. I contend that album cuts will not work, especially over a long period of time." The **KAOK** lineup includes **Johnny Dark** 5-9 a.m., **Lane** until 1 p.m., **Ted Bear** 1-5 p.m., **Paul Rangel** 5-11 p.m., and **Charley Brown** until 2 a.m. **Lane** is still seeking to add another air personality to his staff.

★ ★ ★  
**Robert E. Cooper** is out as general manager of **WSM** radio and **Len Hensel**, former national sales manager of the Nashville station is in. **Cooper**, who also was a vice president of the firm, was named Director of Tours for **Opryland USA**. He had been manager of the station for the past 14 years, and became a member of the board several years ago. Under his guidance, scores of innovations took place at **WSM**. In his new job, he will coordinate tours brought in by individuals and groups for both the "Opry" and the new **Opryland** complex, including tickets and accommodations. **Hensel**, formerly associated with **Ziv**, has handled all national accounts for the past eight years.

★ ★ ★  
**Dan Gifford** is the new music director of **WTRC**, Elkart, Ind. The station is MOR in the day and rocks at night, blending in about four or five album cuts per hour in the evening hours. **Gifford** wants to hear from promotion men about new product. Call him at 219-293-5611. He's been at **WTRC** since October and before that had been with **WEIM**, Fitchburg, Mass. . . . **Rick Hubbard** is leaving **KNIN**, Wichita Falls, Tex., and seeking New York; call him at 817-692-6256. . . . **Jack Alix**, Washington, says: "I lasted two weeks as program director of **WEAM**. . . I just couldn't get control."

**Bob Dearborn**, **WCFL**, Chicago, says he's now syndicating a 25 minute special he did based on "American Pie" by **Don McLean**. **Dearborn** had done the show on **WCFL**, telling listeners they could write in for a five-page explanation of the lyrics. He got 40,000-plus requests. Price for the special is cheap. Already slated for 30 markets. . . . **Johnny Knorr**, manager of **WKBI**, St. Marys, Pa., writes that **Andy Volvo**, **WKBI** program/music director, is leaving Mar. 1 to become all-night personality on **WMID**, Atlantic City, and "we are now looking for a replacement."

★ ★ ★  
**Bob Beck** is program director now of **WYXE**, Madison, Wis., where **Perry Murphy** is now general manager. **Murphy** had been program director of **KCBS-FM**, San Francisco. . . . **WYNE**, Appleton, Wis., is looking for a good morning personality with a first ticket; chance to be assistant program director and later become a program director of another station in the chain for the right man. . . . **Jimmy Rabbitt**, a Top 40 rebel who's now doing a country music show on **KBBQ**, Los Angeles, has just taped a "sort of progressive rock" show for Eastern Airlines via **Alto Fonic Programming**. This may be the first of a series of such airline shows for **Rabbitt**. . . . **John Brigman**, **WMWM**, Wilmington, Ohio, writes that he's "glad to see you're still the original **Claude Hall** and not just a K-Mart copy." **Brigman** was named general manager of the station Jan. 31 and adds that he has "one helluva good staff—**Don Miley** morning man, **Jim Spragg** program director, **Lee Hendee** music director, **Art Layne** and **Tim Spencer**. All country, of course; I mean, what else would we program with me around? Have you heard **Bob Irwin** on **WSTU**, Stuart, Fla.? Somebody in a Top 50 market is missing one fantastic air personality. That boy's got style and a voice that won't quit: I tried to lure him up here, but I couldn't swing it."

★ ★ ★  
**Alexander P. Delatola**, who has just graduated from college, is joining **WPRP-FM**, Ponce, Puerto Rico. He be program director and may play rock, soul, and progressive rock, though he hadn't made a firm decision on the format as of last week. . . . Talked to **Lars Gabeo** last week. The government-owned radio station in Denmark is adding a soul music show 45 minutes a week about the end of February; he'll host the Monday night show. Needs soul records from everybody. Send to him at Denmark's Radio, Rosenoerens Alle 1999, Copenhagen V, Denmark. He assures me he'll play all product, especially that from the smaller labels. . . . **Frank Holler** is leaving **WPOP**, Hartford.

★ ★ ★  
**Bob Lima**, from whom I haven't heard one solitary note in a coon's age, writes that he's "alive and living in the grand old city of Biloxi. We have recently switched our 100,000-watt FM as an extension of our country format **AM**, **WVMI**, to bring the Gulf coast 24 hours of country music. Our current lineup includes **Joe Brister** midnight-6 a.m., **Nuzio** 6-10 a.m., **Mike Doogan** 10 a.m.-3 p.m., **Bob Lee** (Lima's air name) 3-6 p.m., and **John Ireland** 6-midnight. I'm currently looking for two good radio men, salary open. . . . **KOBO**, Yuba City, Calif., has an opening. Contact program director **Mike Daniels**, 916-673-7677. . . . **WCIT**, Lima, Ohio, is in need of a strong drive time **Drake-style** jock with a first ticket. **Jim Wood**, program director and morning drive personality for **WCIT** has left for **WXLW**, Indianapolis. And **WCIT** operations manager **Don Sherwood** writes: **Jim** has programmed **WCIT** for a year and has done an outstanding job. He seldom receives much at-

tention due to the fact that he has been working in smaller markets, but we predict that you will hear quite a lot from this wild man in the future.

★ ★ ★  
**Bill Vernon**, the world's greatest nut about bluegrass music, has become director of promotion and public relations for **Rebel Records**, Mt. Rainer, Md. **Bill** does a weekly radio show on **WBAL-FM**, New York. **Rebel Records** has the **Country Gentlemen**, who've been touring the world, and **Ralph Stanley & the Clinch Mt. Boys**. . . . It's a big battle, largely, between rock and country music in Peoria. **WXCL**, the country station, had a 25 in the Oct.-Nov. Pulse to lead the 6-10 a.m. period. From 10 a.m.-3 p.m., the station had 33 to take a commanding lead in the market. It was second with 24 from 3-7 p.m., and tied for second with 13 from 7-midnight. **Rocker WIRL** had 22, 22, 30, and 40 (how long has it been since you've heard of a 40 rock share at night?). **WMBD**, an MOR operation, had 23, 11, 12, and 7. **WLS**, which comes in strong in the market, had 9, 7, 10, 13. **WWTO-FM**, a solid gold format station, had 3, 6, 6, 9.

★ ★ ★  
**Charlie Cunningham** reports in from **KEWI**, Wichita, where he's now news director. He'd been program director a while back at **WDXB**, Chattanooga. . . . **Jay Mack** is hosting a **KTLK** Friday night remotes from **Marvelous Marv's**, a Denver nightclub. . . . **Lee Ranson**, **WXCL's** new operations manager (he'll also handle the music chores), says the Peoria station has need of a good bright personality who's heavy on production. Call him at 309-685-5975. . . . **Edd Robinson**, program director of **WAME**, Charlotte, writes that the country station was "one of the first stations behind 'Easy Loving' by **Freddie Hart**. We got behind it and stayed and stayed. When it finally hit the No. 1 slot in **Billboard**, we were probably the only station in the nation playing it as a No. 1 record and as a classic." Rest of staff on **WAME** includes music director **Bill Alexander**, **T. Tommy Stone**, **Bob Scott**, **Bob Clark**, **Jerry Kearns**.

★ ★ ★  
**Pete Snyder** writes to say he's no longer program director of **WKOP** in Binghamton, N.Y.; he's now doing 9-noon at **WDDL-FM**,

Scranton, Pa., "mainly because I just couldn't continue driving up Interstate 81 six days a week at 3 in the morning (120 miles round trip). However, I still dig country and miss it since I started serving up other brands. **Alan Kent**, my former music director of **WKOP**, is now program director of that station. And the **WKOP** lineup includes **Fred Merrin** 5:30-10 a.m., **Alan Kent** until 2 p.m., **Dave Jason** 3-7 p.m. and **Reggie Brown** 7 p.m.-1 a.m. Could I also say thanks to **Jack Perry** of **Columbia Records**. He's gotta be the greatest rep any company ever had."

★ ★ ★  
**Ted Cramer**, program director of **KCKN**, Kansas City, reports that the tower is back up and working and the country music station is back in the ratings race. . . . **Mick St. John** has been appointed program director of **WHFM-FM**, Rochester, N.Y. . . . **Jim Mack**, program director of **WTUP**, Tupelo, Miss., writes that he's interested in airchecks from Top 40 DJs, preferably men from the Mississippi area. Lineup at the rocker currently includes **Ron Roe**, early evening; **Lonnie Jaye**, morning; music director **Bruce Browning**, midday; **Mack**, afternoon drive; and soul brother **Johnny Webber**, all-night. "P.S.—Just broadcast the 12-hour life of **Elvis Presley** program. For all who haven't tried it, it's tremendous in both listener and sponsor impact."

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# Tape Cartridge

## Tape Industry Flushing Out Post Exchge. Dollars

LOS ANGELES—Tape companies and industry viewers agree that the military and post exchange market is good and getting better.

Many equipment manufacturers and tape producers are feverishly working to get government contracts to supply the armed services with product.

A handful of companies have been wooing the military for some time, and once a company has a pact firmly within its grasp, it is difficult for another firm to jar it loose.

Although the military is good

business, competition for government contracts is keener and profit margins are slimmer. Even with that in mind, however, most companies see volume business making up reduced profit margins.

The House Armed Services Committee directed the military to reduce prices on exchange merchandise "to the maximum extent feasible without regard to profits." But it didn't stop servicemen and women from buying in bigger quantities, and military pay raises enabled service personnel to spend more.

Why tape companies chase military contracts can be seen in this:

—Navy exchange sales alone climbed about 6.5 percent to \$845 million from \$794 million in the year ended Jan., 1972. Sales are expected to top the \$1 billion mark in four years.

—Although troop reductions in Southeast Asia are effecting sales in Army and Air Force exchanges, volume in 1972 will be greater than last year.

In the stereo and sound equipment field, companies working the military market include Automatic Radio, Concord Electronics, Harman-Kardon, Matsushita Electric Industrial Co., North American Philips, Pioneer Electric, Sony, Akai Trading Co., Sansui, Fisher Radio, 3M, RCA Consumer Electronics division, Sanyo Electric Trading Co., Teac, Toshiba Electric Co., Trio Electronics, Telefunken and Standard Radio.

(Continued on page 36)

## Norelco Incentives Induce Broader Retailer Exposure

NEW YORK—Norelco's marketing innovations for its blank tape products are starting to pop up around the country.

For example:

Show up at certain supermarkets in the New England-East Coast areas and you're likely to find Norelco blank cassettes.

Show up at audiophile shops and you're likely to discover Norelco chromium dioxide blank cassettes, series 400, outfitted with "Perma-Guide" to assure jam-proof product.

Show up at dealers stocking Norelco tape players and you're likely to uncover blank cassettes being sold alongside equipment.

To Edward Smulders, manager of Norelco's cassette department, the innovations are merely part of his day-to-day business chores.

"Our planning is aimed at the theory that the boom in blank

cassettes is likely to continue in 1972 aided by increased distribution through mass outlets like supermarkets and drug stores," he said.

Smulders believes cassette sales will rise 18 percent to approximately \$330 million this year. "More than 142 million blank and prerecorded cassettes will be sold this year," the executive feels. "This compares with about 120 million units valued at \$280 million in 1971. The demand for blank cassettes will continue to account for 80 percent of the market."

With this in mind, Norelco has done the following to increase its share of market:

—Test marketing its series 100 in C-60 and C-90 and series 200 in C-60 in about 70 First National Stores. It will broaden its supermarket test, now primarily in New Hampshire, Connecticut, Vermont, New York, Philadelphia and Massachusetts, to include Food Fair and A&P chains in other states.

### Broker Backing

A broker organization in Boston, which has three sub-food brokers in Philadelphia, New York and Washington D.C., is directing Norelco's supermarket drive.

For in-store promotion, a self-shipper 7-foot floor display (78 inches high by 16 inches deep by 17 inches wide) holds 72 series 100 cassettes. It is packed with 48 C-60s and 24 C-90s. The C-60s have a suggested list price of \$1.45

with a dealer cost of 89 cents or a 39 percent margin, while the C-90s have a \$2.19 suggested list tag and a dealer cost of \$1.27 or a 41 percent margin when purchased in the kiosk display shipper (21 pounds, 1.8 square feet of floor space). The total display value at retail is \$121.20, a total display cost is \$73.20, a dollar profit of \$48 and a 39.6 margin.

A second supermarket package includes a counter-top browser box prepacked with 24 C-60 series 200 cassettes in a 5-inch by 8-inch package (or it can be pegged). The cassettes have a \$1.95 suggested list price with a \$1.30 dealer cost or a 33 1/3 percent margin.

Phase II of the supermarket program is an involvement in drug stores, discount and department stores and variety shops, Smulders said.

—In conjunction with the consumer products division, it is offering free merchandise to distributors ordering certain portable tape recorders.

A free unit will be given on each order of 11 Norelco model 1320s, or with every five model 1530s, or with every two model 1440s ordered. The recorders carry list prices of \$39.95, \$54.95 and \$99.95, respectively.

Distributors purchasing \$1,000 worth of any Norelco blank cassettes will have a choice of three free model 1420 Carry Corders or a free model 2400 stereo cassette system. Distributors will re-

(Continued on page 35)

### FACTORY CLOSEOUT TAPES

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### CES SLATES WINTER SHOW

WASHINGTON—There are going to be two Consumer Electronic shows.

The Electronic Industries Association announced a winter CES will be held at the new McCormick Inn, Chicago, Jan. 12-14, 1973.

This year's regular CES will be held in Chicago's McCormick Place, Jan. 11-14.

# \$1295...?

**MAKE-A-TAPE spends more than \$1295 teaching you how to make money—and—is the oldest supplier of professional quality, high-speed, in-cartridge tape duplicating equipment—and—backs it up with a Full One Year Warranty—and—supplies a continuing, long-range sales program designed to keep you making money! OUR price includes:**

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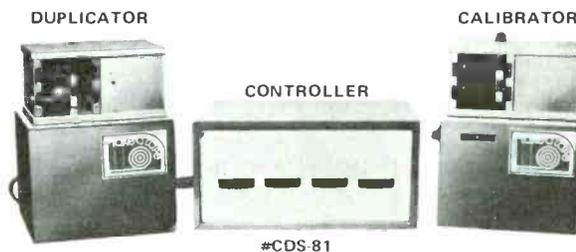
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MAKE-A-TAPE sells more blank tape cartridges for in-cartridge duplicating use than any one else. Your distributor will keep you supplied with 80 different lengths of pre-cut

top quality tapes and you won't have to pay for them until you've sold them. Life-time warranty of course.

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## ITA Seminar Delves Into Nitty Gritty of Tape Sales Marketing

By EARL PAIGE

CHICAGO — Prior knowledge of how tape and equipment is to be used is crucial for marketers selling the growing number of users in the professions, business, industry and education, according to

several speakers at the International Tape Association (ITA) seminars here, Los Angeles and New York.

Recognizing the intended application is equally important as more

tape product producers aim at the consumer market as well.

Subjects ranged from tape bootlegging, cartridge television (CTV) and 4-channel sound to the history of tape. Intended application, and the emphasis on quality, were two central themes.

Eugene Barker, Audio Magnetics quality control director, said raw tape manufacturers and marketers have dramatized "goblet breaking" sound capabilities while "90 percent of the hardware can't match that quality in tape."

He said "Chromium dioxide may be worse than lower priced tape on a machine not equipped for it." He urged producers to use the shortest length tape possible for their programs, to obtain various samples of different grades from duplicators and be aware "that nine out of 10 complaints are due to hardware."

Many speakers stressed "nuts and bolts" type hints. Frank Day, American Sound president, spoke from the duplicator's vantage point. His hints: stick to one-color labels in low quantity production runs; beware of short-run duplication; use metal pins and guide rollers in cassettes with single piece double flange construction one-eighth in. wide; remember to make the first side of a cassette longer than the second side. Tolerances in roller pins are so close, he said that to appreciate it, one must imagine a human hair split into 15 slivers.

One of the first things to do in determining the application is to define the audience, said Jack Woodman, Ampex Corp. Music Division, creative marketing memo.

Wabash Tape Corp. audio and video production manager Arthur Anderson traced tape developments. He said new heads have reduced the abrasiveness of chromium dioxide tape. Cobalt-doped tape (another high energy material) "nearly equals the characteristics of chromium dioxide." A newer development is back-coated tape, he said, adding that the plastic housing and other internal components in cassettes and cartridges are also important. ITA is establishing standards and specifications he said.

### Music Industry Helps

Minicon div. 3M general manager Robert Herr said most advances in tape derived from the music industry. He ticked off such items as frequency response, signal to noise ratio, flutter control, Dolby and other dynamic noise suppression techniques and four-channel sound. "However, there's been very little demand on the magnetic quality of tape. Convenience has been the most-stressed factor." He covered CTV advances too, adding, "The technology is there for audio if it (technology) is wanted."

Of the several speaking on finished product, Superscope sales and marketing manager Robert McKenzie said his firm initially got into duplication because of music but now has a line of spoken word using, in some cases, big names such as Truman Capote (Continued on page 35)

## Motorola Halts Certain Consumer Product Sales

FRANKLIN PARK, Ill.—Motorola's consumer products division is withdrawing from certain segments of the consumer electronics business.

It will stop marketing portable tape players, portable phonographs and portable and table radios, said Edward P. Reavey Jr., vice president and general manager of the consumer products division.

Instead, the division will focus on television and larger audio models. In short, the "personal portable electronics products" does not offer enough profit, said a company spokesman.

(Motorola's Automotive Products division will continue to produce and market an array of product for the automotive field.)

According to the spokesman, there will be no product dump, but marketing will stop when current factory inventories are depleted.

Reavey said, "The volume decrease associated with the portable electronics business being terminated represents a small percentage of the division's total sales."

He said growing production demands on television and audio (Continued on page 24)

## International Tape

LONDON—Polydor has formed a separate tape marketing department directed by Bill Carter. . . . The Sonex exhibition will be held March 22-26. . . . Precision Tapes will continue to duplicate and market cassettes and cartridges from Ember Records. . . . Unauthorized cartridge recordings are being offered by Geoff Cohen, who claims to be a vice president of an Atlanta, Ga., company. Working from Whitefield, Manchester, Cohen has written dealers offering them "London rights" to product at \$3.60 net "all duties and taxes paid" and notes "many of these albums are unavailable in the United Kingdom. . ." He identifies himself as a representative of Channel Industries, Atlanta. Cohen also said he was self-employed in Britain and that the cartridges on Target and Starlight labels were "some stuff I had sent over from the U.S." He said "all royalties" were being paid. Titles included Led Zeppelin, the Beatles, Carpenters, the Who and Simon and Garfunkel.

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## KRACO 2-STEP AUTO PLAYERS

LOS ANGELES — Kraco Products is introducing a two-step automotive 8-track player line, said Hy Sutnick, vice president of the company's electronic division.

The new five-model Marquis line will be marketed by electronic and music distributors. Four of the models will be straight 8-tracks and a fifth will combine an FM multiplex radio. List prices range from a promotional unit at \$49.95 to \$89 Sutnick said.

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**GOOD** TA-124  
CARTRIDGE CARRYING CASE. Leatherette covered. Holds 24 Cartridges in individual compartments. Attractive red velvet flocked interior. Black.  
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**BETTER** DELUXE WOOD TAPE CARTRIDGE CARRYING CASE, Holds 24 Cartridges in individual compartments. TA-54  
Attractive red velvet flocked interior. Alligator: Black, Brown, Red, Green, Blue, White.  
SUGGESTED LIST \$11.95

**BEST** TA-114  
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## Dolinger Sees Strong '72 Sales Year

LOS ANGELES—It's early in the new year, but tape sales are already surpassing projected goals at United Artists Records, claims Budd Dolinger.

He attributes early sales successes to two things: good product in a variety of musical areas and prerecorded tape releases, particularly cassettes, on a more selective basis.

Tape volume is being achieved with "American Pie" by Don McLean, with 38 percent of total sales coming from tape, and "Fiddler on the Roof," a twin-pack at \$9.98, with tape accounting for between 27 and 30 percent of total sales, Dolinger said.

Other leading artists on tape are War, 20 to 25 percent of sales are on tape; Grant Green's "Visions" on Blue Note, 30 percent of sales are on 8-track; and "Diamond's Are Forever," the Sean Connery-James Bond film, 21 percent of sales are on tape.

All product is released automatically on 8-track, but sales figures and record charts are used as a guide before issuing cassettes. Some titles, like "Fiddler," receive automatic disk-8-track-cassette release.

Year-end tape sales are also likely to be excellent, believes Dolinger, since United Artists will have "Man of La Mancha," "Tom Sawyer," with a score by the Sherman Brothers, and David Merrick's "Sugar," a musical version of "Some Like It Hot" for the upcoming season on Broadway.

With these properties in mind, the company is taking a keener look at the 4-channel market, although it is not hurrying to release quadrasonic titles.

The label, which was among the industry's first companies to issue 4-channel repertoire, is studying the configuration at the engineering level for both disk and tape. It has five quadrasonic titles in its catalog, but doesn't promote the concept.

Also low on the priority list is prerecorded Dolby cassettes, although executives are aware of that technical advancement.

High on the label's "most wanted" list is a premium tape department. The firm feels its catalog has sufficient depth and

variety to make it appealing to major premium users.

Two other United Artists wings, UDC Inc., and Liberty/UA Tape Duplicating, in Omaha, are operating with renewed confidence. UDC, the distribution arm, han-

dles all company products and distributes Polydor and DGG, while its manufacturing-duplicating arm is pursuing new sales avenues, including blank tape, custom duplicating and professional duplicating equipment.

## Consumer Product Sales

• Continued from page 23

product assembly lines will absorb personnel formerly in the personal electronics area.

Personal electronics products has become a business requiring specialized merchandising, Reavey

said. These changes have made it "increasingly difficult to gain the profit return expected."

The consumer products division will concentrate in the higher product technology areas of television and audio products.

# Maxell's solution to those many unhappy returns.

While some cassette brands have an extremely high return rate, dealers report close to zero returns for Maxell's line of cassettes.

Why the startling difference?

Maxell has been developing and perfecting its cassette mechanism for more than 7 years.

All the bugs are out.

The Maxell "shell" is virtually fault free. From the smooth-running nylon rollers to the heavy-duty plastic case.

Once you sell a Maxell cassette, it stays sold.

And the only kind of returns you get is a customer coming back for more.

The quality alone makes Maxell worth carrying and recommending.

But now, Maxell is running special ads—like the one on the opposite page—to tell our story in such publications like *Stereo Review* and *Rolling Stone*. So, you'd better have some Maxell cassettes on your shelf when the requests start.

For more information, contact your Maxell representative. Or, call 212-986-1844.

Contact your local representative for details on the MAXELL AUTOMATIC SAVINGS PLAN FOR 1972.

### Tape Happenings

Sanyo Electric Co., Compton, Calif., has appointed the R. Kimsey Co. as its sales representative in Georgia and eastern Tennessee.

Stan Merritt Inc., New York City, has been named advertising agency for Benjamin Electronic Sound Corp., Farmingdale, N.Y. Merritt replaces Gilbert, Felix & Scharf.

Maxell/Hitachi, New York, reports its January sales in blank tape was the company's biggest month in history, said Gene La Brie, national sales manager.

### SHRINK WRAP TAPES



**STEVENSON**  
LOW PRICE, PORTABLE  
SHRINK PACKAGING MACHINE  
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## Boman Enlarges Facility

LOS ANGELES—Boman Astrosonix, Downey, Calif., is expanding its office-warehouse facility. The new headquarters will include a newly created division, Boman International, to market tape players overseas.

The company has also increased its facilities in New Jersey, and in March will move its Janesville, Wis., branch, which houses Gibbs Auto Sound Products and Boman models, to Chicago.

## ITA Meets Stress Quality Control

LOS ANGELES—Major tape manufacturers are applying new controls for better quality control while moving toward standardization.

After three seminar sessions sponsored by the International

Tape Association in New York, Chicago and Los Angeles, the central theme was this:

More controls are needed in both cassette and 8-track software and hardware.

A second theme emerged, too.

There is a large market for the non-entertainment application of tape in education and industrial.

But the backbone of the industry's future is quality, according to speakers and delegates. Once complete quality control is attained, manufacturers feel there will be little that tape cannot do. "More cassette hardware is in use now than ever before," said George Simkowski, marketing vice president of Bell & Howell's consumer electronics group. "Cassette software programs are constantly improving and the recorder must have the same quality as the programs. We're satisfied if we find that the defective rate is less than 2 percent on a particular unit."

"Low quality tape is responsible for about 50 percent of the returns on software, but improvements are coming fast in hardware and it's up to each manufacturer to maintain quality control."

Enoch Light, president of Total Sound Inc. (Project 3), said that quality is especially important in 4-channel. "Poor tapes, those which are not really 4-channel but only bad imitations, do a great deal of harm in the marketplace."

Agreeing with Enoch Light was Oscar Kusisto, president of Motorola Automotive Products. "The great interest in quadrasonic is one indication of 8-track longevity in the consumer arena."

Kusisto, who keynoted all three seminars, summed up many of the uses that tape will see in the coming years. "It will be used for entertainment and leisure application which accounts for more than \$1 billion in sales annually in the U.S. alone," he said. "But it will also be used to teach, educate and communicate."

## Sees Industry Turnaround

SAN FRANCISCO—GRT Corp. is looking bullish and talking bullish after releasing its third-quarter fiscal 1972 financial report. (See separate story on financial page.)

After some lean months, the prerecorded tape duplicator/marketer and record firm sees not only a company turnaround but an industry turnaround as well.

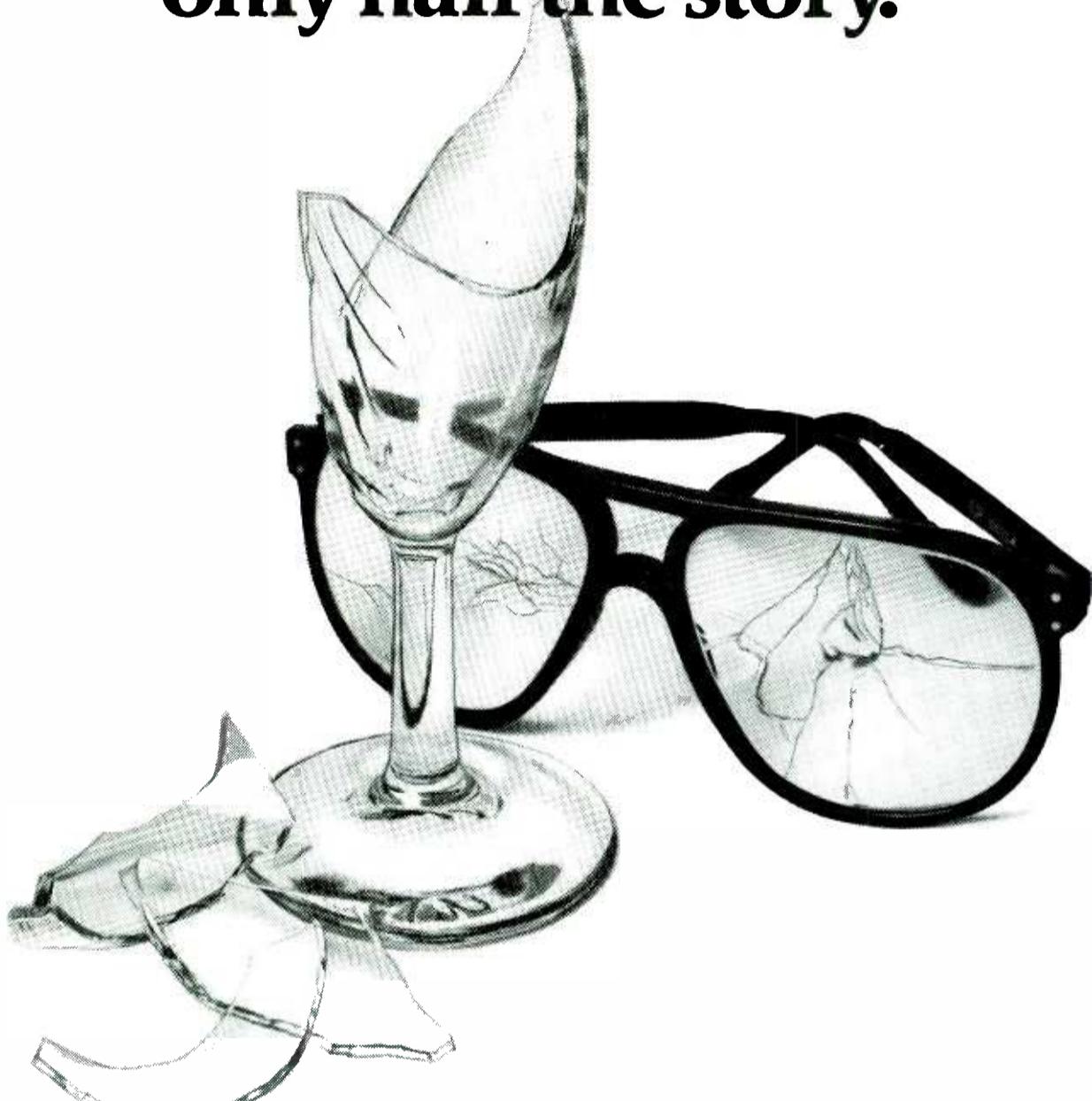
According to Alan J. Bayley, president of GRT Corp., the picture looks like this:

"Following our difficult period a year ago, the second and third quarters of fiscal 1972 were both profitable. They enabled us to overcome our first quarter's loss of almost \$400,000. We expect to continue in black ink and report a net profit for our fiscal year ending March 31."

Bayley also said that "aside from our return to a profitable, viable position, the most significant positive factor in our continuing development is the extremely serious financial position just reported by our major competitor in the prerecorded tape business."

"It would be difficult to overestimate the importance of that company's condition to our future."  
(Continued on page 34)

# Most cassette manufacturers tell only half the story.



## Here's the other half.

Most cassette manufacturers tell you how great their tape is. What they forget to mention is that the tape is only as good as the "shell" it comes in. Even the best tape can get mangled in a poorly constructed shell.

That's why Maxell protects its tape with a precisely constructed shell, made of lasting, heavy-duty plastic.

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A tough teflon (not waxed paper) slip sheet keeps the tape-pack tight and flat. No more bent or nicked tape to ruin your recording.

Maxell doesn't use a welded seal but puts the cassette together with precision screws.

As for the tape itself: in the September, 1971, issue of *Stereo Review*, both our Ultra-Dynamic and Low

Noise tape cassettes were shown under laboratory conditions to be unsurpassed for overall consistency.

Like most cassettes, Maxell comes with a lifetime guarantee. Unlike most cassettes, you never have to return a Maxell.

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## EMI Ltd. U.K. Tape Position Stronger

LONDON—EMI Ltd., which is showing signs of entering the U.S. tape market, is strengthening its position in the United Kingdom.

The company plans two major developments in the U.K.: releasing 4-channel cartridges and a promotional tie-up with the National Benzole filling station chain.

Through its arrangement with EMI, National Benzole will be the first garage chain in the UK to enter the tape field. There are 250 stations in the chain.

The garage chain will offer a portable cassette recorder from Hanimex and a prerecorded cas-

sette for \$29. National will give away a voucher with the purchase of every two gallons of gas. Six vouchers enables a customer to qualify for the tape-player package.

Individually, the player costs \$59.40 and the prerecorded cassette \$3.60. The tape is from EMI's Stereo Spectacular sampler featuring Ron Goodwin, George Martin, Franck Pourcel, Joe Loss and Basil Henriques.

In a separate action, EMI is altering its prerecorded tape packaging by eliminating the cassette and cartridge mini-sleeve. New

packaging will be announced later this year, but in the meantime EMI is reverting to the standard cassette hinged plastic box and a dust cap for cartridges.

EMI's initial quadrasonic cartridge release next month will comprise 12 titles, including John Lennon's "Imagine," the original cast soundtrack of "Showboat," and several sound effects samplers. Four-channel tapes will retail at \$8.40.

To give quadrasonic a push at retail, EMI is distributing a leaflet explaining 4-channel.

To cope with a projected growth of prerecorded tape product in the U.K., the company has installed additional slave units and tailoring equipment in its Hayes duplicating plant. EMI is planning to relocate its tape plant in the new record factory complex later this year.

## Ampex Blank Tape Wing Alive & Well

SAN FRANCISCO—Here is a pair of answers to questions being whispered about in the blank tape business:

Yes, Ampex's magnetic tape division is in good health.

Yes, Ampex's magnetic tape division will stay in business.

Don't be surprised about the answers. Things are awry in Redwood City, Calif., but the company's magnetic tape division is not a depressant to parental ills.

All this is good news to retailers, and perhaps bad news to competitors, but the company's family of magnetic tape products will be on retail shelves.

Here's why:

—Introduced two new lines of blank cassettes aimed at the youth market, including the 350 series in 40 (89 cents), 60 (99 cents), 90 (\$1.59) and 120 (\$1.99), and the

360 series in 40 (99 cents), 60 (\$1.29), 90 (\$1.79) and 120 (\$2.29).

—Opened a 10,000 square foot assembly plant in Juarez, Mexico, where both 350 and 360 lines will be assembled and shipped to the company's manufacturing plant in Opelika, Ala.

—Strengthened its other consumer product lines, series 362 extended frequency and series 363 chromium dioxide, both manufactured in Opelika, and series 291 educational cassette, also produced in Alabama.

—Phased out of its 361 series, replacing it with the 360 line, and the C-30 time length, replacing it with a more realistic C-40. The C-30 will remain in the educational line.

—Marketing an 8-track blank line in 40, 64 and 80-minute time  
(Continued on page 35)

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## Manufacturers Bowing Tape Hardware Units

LOS ANGELES—Five equipment manufacturers have introduced new product.

**SONY/SUPERSCOPE**—Model TC-126 CS portable AC/DC stereo cassette recorder with speakers at \$209.95. The unit can operate with its external speakers as a complete stereo system. Independently, model TC-126, at \$179.95, will function through its own built-in speaker, or as a stereo cassette deck in an existing stereo system. It features automatic shutoff in record, play, fast forward or rewind modes.

**CONCORD**—Model F-21 monaural cassette recorder at about \$35. Features include pushbutton controls, remote control microphone and may be operated on batteries or adapter from car, boat, home.

**RADIO SHACK**—Model Realistic 999B three-speed stereo tape deck at \$179.95. Features include three heads for sound-on-sound recording and both tape and source monitoring.

**LAFAYETTE RADIO**—Model LA-524 auxiliary amplifier and decoder to convert standard stereo into discrete and 50 matrix 4-channel at \$79.95. It features a built-in SQ decoding circuitry for playback of Columbia Records' quadrasonic disks. With the addition of the LA-524 and two speakers, the unit is meant to plug into a discrete source. For standard stereo program sources, Lafayette has included its "Composer" circuitry, which is meant to enable the listener to derive "4-dimensional" sound from any stereo source.

**BOMAN ASTROSOHIX**—Model HA-808 8-track auto/home at \$99.95 includes bracket and two wedge mounts. Home unit consists of a conversion kit and two speakers.

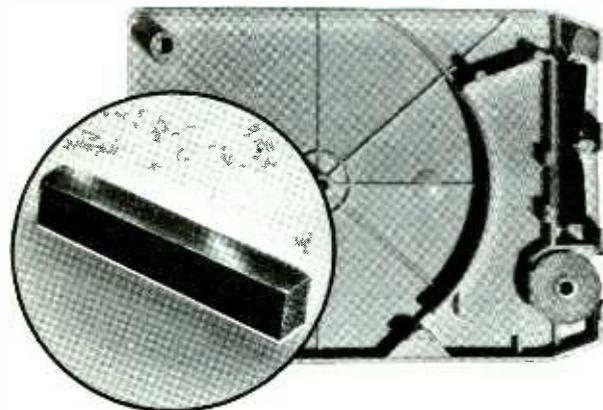
## SANYO RAISES SOME PRICES

LOS ANGELES — Sanyo Electric is not hiking prices on 4-channel equipment, but is increasing prices 15 to 20 percent on other consumer electronic products, said Howard Ladd, vice president.

The reasons for maintaining price levels on quadrasonic is to protect the growth of 4-channel at the consumer level.

Sanyo markets a 4-channel decoder/amplifier system which is compatible with both 2-channel and quadrasonic sound sources.

## new low cost pressure pad made without adhesives



New Tufcote® Foam Pressure Pads eliminate distortion caused by high-heat adhesive break-down. Reason — no adhesives are required to make these revolutionary new pads.

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## AMPEX EUROPEAN WING REPORTS FAVORABLY

LONDON—The fate of Ampex's prerecorded tape division, Ampex Stereo Tapes, in the U.S. is uncertain. But what of the company's European operation?

Because of a change in emphasis from long-term to short-term planning, Ampex Stereo Tapes Europe became a profitable operation in the last quarter of 1971, said Stanley West, product general manager.

Giving details of the restructuring, West said that Ampex Italiana Srl., a wholly-owned subsidiary, reported a trading profit in the final quarter of 1971.

The company has duplicating/marketing agreements with Carosello, Decca Dischi, Ducale, Durium, Fonit-Cetra, King and Ricordi, which represents the Kinney labels. It has also an exclusive distribution arrangement with Shell Oil in Italy, which provides access to 1,000 retail outlets.

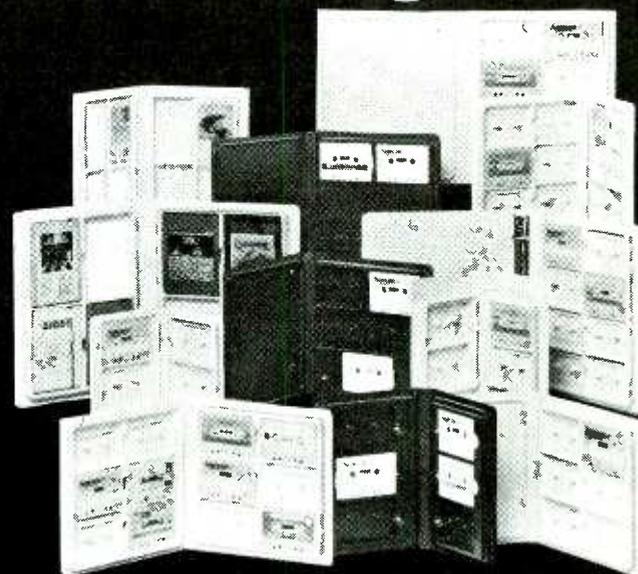
In countries other than Italy, Ampex Stereo Tapes is distributing through third party companies: EMI in Belgium; Auto Grip A.S. in Norway; Frank Dahlberg A.B. in Sweden; Finsterwald and Cantacuzene and Auto Senn S.A. in Switzerland and Arnaldo Trindade Cia Ltd. in Portugal.

Negotiations are in progress for distribution agreements in the UK, Denmark, Holland, France and Germany, West said. Ampex's direct distribution in the UK and Belgium had been phased out.

The tape company's duplicating plant in Nivelles, Belgium, is serving the Italian firm and third party distributors.

Ampex Stereo Tapes Europe is part of the Ampex International division, based in Reading, England.

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# Country Music

## 'Opry' Mgr. States Ryman To Be Razed

NASHVILLE—Any petitioners seeking to preserve the Grand Ole Opry House are wasting their time and efforts, according to E.W. "Bud" Wendell, vice president and manager of the "Opry."

"We are going ahead just as planned," Wendell said. "The building will be taken down, brick-by-brick, and utilized to construct a nondenominational chapel at Opryland, and to supplement the structure of the new Opry House."

Wendell points out that the old building is slated to be razed, as part of the Urban Renewal project.

"Instead of waiting for the government to tear it down, we're going to do something useful with it," he said.

The idea for the chapel came from Knotts Berry Farm, Buena Park Calif. Virtually all of the "Opry" artists have endorsed the plan. Since the structure was originally a tabernacle, it will be returned to its original purpose. Most of what is left over will be used in the new, larger show building. Extra bricks will be used to face one wall of the new Opry House,

and the center section of the stage will be relaid in the new setting. A few rows of pews from the existing structure also will be placed in the new building, mostly for effect.

The pillars and beams, which are incredibly sound, will be used in the new chapel.

### 1,400 More Seats

The new Opry House will seat 4,400 people, in contrast to the 3,000 now seated at the existing site.

The building was put up in 1892, and five years later a balcony was added to house the first reunion of the Confederate Veterans of the Civil War. Originally called the Union Gospel Tabernacle, it became the Ryman Auditorium when descendants of Captain Tom Ryman took over the building. WSM moved the "Opry" there in 1941, and later purchased the structure, agreeing at the time to cease calling it the Ryman Auditorium.

WSM completely renovated the house, spending in excess of a \$250,000 for rewiring alone. The building has been called one of the safest structures in Nashville. However, engineers determined years ago that it could not be air conditioned because of the noise factor. This has created a discomfort factor which was one of the reasons for the move.

(Continued on page 33)

## Country Shows Strength In Tampa

TAMPA, Fla.—This area, ignoring recent claims that country music is overexposed and thus audiences are dropping off, apparently has set out to disprove them.

On Feb. 1, radio station WQYK presented the Merle Haggard Show to a packed house at Curtis Nixon Hall. The program showcased Haggard, Bonnie Owens, Mel Tillis and Billy "Crash" Craddock.

Appearing the same week at the Florida State Fair here were Diana Trask, Danny Davis and the Nashville Brass, Buck Owens, Susan Raye, Buddy Alan, The Buckaroos and the Bakersfield Brass.

Running concurrently with this at The Imperial Room, a nightclub, was Tommy Overstreet and the Nashville Express, and followed him with Nat Stuckey.

Two weeks from now KQYK presents the Charley Pride Show with Johnny Duncan, and the Jack Greene Show with Jeanie Sealey. In the meantime, a short distance away, George Jones and

Tammy Wynette appear at their Old Plantation Music Park, with Bill Anderson and Jan Howard.

Every show held so far during this period has been a sellout, and Overstreet played to standing room crowds. Early sales for the Music

Park performance indicate a sell-out.

At the state fair, the country acts played two shows daily, with an average attendance of 5,000 at each performance. Curtis Nixon Hall seats 7,000.

### Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .

Brite Star's Pick Hits	PICK HIT OF THE WEEK	Brite Star's Pick Hits
	CAN YOU HEAR ME LORD—Frankie Laine (Score)	
	"YOUR SHARE"—Eddie Noack (Wide World)	
	"SOUVENIRS AND CALIF. MEM'RY'S"—Billie Jo Spears (Capitol)	
	"YOU NEED ME"—O. J. Smith (Soul West)	
	"TIME TO CHANGE"—Brady Bunch (Paramount)	
	"A DAY IN THE LIFE OF A FOOL"—George Jones (RCA)	
	"ONE MORE"—Gene Tyndall (Twilight)	
	"GIRL SCOUT SONG"—(Scold Records)	
	"PARTY"—Wil Bang (Music Towne)	
"YOU DON'T KNOW MY MIND"—Jimmie Skinner (Prize)		
"TENDER LOVING CARE"—P.J. (Tamla)		
ALBUM OF THE WEEK:		
PENNY—Penny DeHaven (United Artists)		
<small>For Promotion, Distribution, Deejay Coverage, Press Release Service, Major Label Contracts, Movie Promotion see Brite-Star's Ad in Billboard's Class. Mart Today; SEND YOUR RECORDS FOR REVIEW TO: Brite-Star Promotions, 728 16th Avenue South, Nashville, Tenn. 37203. (615) 244-4064.</small>		

### Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .

More Country News on Page 33

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## KPIK Staging Talent Contest

COLORADO SPRINGS—KPIK Radio here has begun a hunt for new country talent. From a series of 20 weekly competitions, semi-finalists will be chosen for a June final showing.

Live broadcasts each week from the Cow Palace, a local western club, will feature the weekly winners. Dave Stone, owner and manager of KPIK, said finalists will receive cash prizes and will be auditioned for possible recording contracts.

Some 20 years ago Stone ran a similar live talent show broadcast over KDAV Radio in Lubbock, Texas. One of the performers was the late Buddy Holly, who was signed to a Decca contract by Eddie Crandall.

When Holly was killed in a plane crash later, one member of his band, who was spared, was Waylon Jennings.

This year's talent hunt is being managed by Bonnie Paris, an executive of the Dave Stone Stations, and Don Tucker, former assistant to Connie B. Gay.

## Sparrow Tops Show Agency

NASHVILLE—Worldwide Productions Inc., a booking agency headed by Bob Sparrow, has formed Showtime Talent, Inc. to produce and package country music stagings.

Sparrow, who had been associated with Acuff-Rose Artist Corp. for the past three years, said he would work mostly through agents and personal managers in Nashville, Chicago and the West Coast.

"We will be producing shows for fairs, colleges, auditoriums, clubs and special events," Sparrow said. He said he expects to "come up with new avenues that thus far have never been explored."

Sparrow also will continue to publish Country Hotline News, a fan magazine.

Another division of the complex includes Bob Sparrow Bus Tours, which have brought packaged groups here since 1965.

Prior to his association with Acuff-Rose, Sparrow was a country music disk jockey and show promoter in the Minnesota-Wisconsin and Iowa areas.

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## Country Music

# Nashville Scene

By BILL WILLIAMS

One of the most unselfish acts ever witnessed took place last week at the "Grand Ole Opry." Three brother acts were involved. Tom-pall and the Glasers were on the stage performing, and the crowd was giving them a roaring ovation, even after the encore. The Willis Brothers were waiting in the wings to go on stage. Realizing that the Glasers were pleasing the crowd so much, they sent word to the stage for the Glasers to keep performing, and that they would forfeit their appearance. The message was carried to Tom-pall by Doyle Wilburn, of the Wilburn Brothers, and the Glasers continued for the remainder of the show. It was the epitome of unselfishness, and it may be one of the reasons the Willis Brothers have been a top act in country music for some 30 years. . . . Barbara Mandrell, appearing in Fort Myers, Fla., took quick action when rain threatened to wash out a scheduled outdoor appearance. She moved her entire group up under the roof in the grandstand, and the show went on. It meant a great deal to the promoters, who were using the money for charity. She found it a new experience, and a warm one, to work right in the audience.

Grandpa Jones and Ramona have moved into a new home, this one on level ground. They had to sell their hilltop home because of his heart condition. . . . Lorene Mann showed up at the "Opry" just to say hello, and wound up doing a duet on stage with Archie Campbell. More and more stations are beginning to play her very controversial "Hide My Sin," which deals with abortion. . . . Condolences to Larry Lee, head of the Johnny Cash publishing firms, who lost his mother. . . . Charlie Louvin's wife has recovered from pneumonia. That and the flu have hit almost every performer in Nashville. . . . Jimmy Newman is predicting a short winter. The horses, owned jointly by Jimmy and Mary Reeves Davis, are shedding early, and he claims it's a sure sign.

Roy Clark was the Grand Marshal for the San Antonio Live-stock Show and Rodeo last week. His next appearance is on the  
(Continued on page 33)

## RESERVICE ON WELLER DISK

NASHVILLE — Columbia Records is reshipping all of its copies of Freddy Weller's "Ballad of a Hillbilly Singer." All of the original labels omitted the last word—singer—and the record read "Ballad of a Hillbilly." The new shipment contains the corrected title.

## WATCH OUT

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# Billboard Hot Country LP's

Billboard SPECIAL SURVEY  
For Week Ending 2/26/72

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	1	SINGS HEART SONGS Charley Pride, RCA LSP 4617	14
2	2	EASY LOVING Freddie Hart, Capitol ST 838	23
3	10	LEAD ME ON Conway Twitty & Loretta Lynn, Decca DL 75326 (MCA)	3
4	3	HOW CAN I UNLOVE YOU Lynn Anderson, Columbia C 30925	13
5	8	SHE'S ALL I GOT Johnny Paycheck, Epic E 31141 (CBS)	10
6	4	RANGER'S WALTZ Mom and Dads, GNP Crescendo GNPS 2061	16
7	5	ANNE MURRAY & GLEN CAMPBELL Capitol SW 869	12
8	7	WE GO TOGETHER Tammy Wynette & George Jones, Epic KE 30802 (CBS)	17
9	9	THE JOHNNY CASH COLLECTION: HIS GREATEST HITS, VOL. II Columbia KC 30510	19
10	30	I'M A TRUCK Red Simpson, Capitol ST 881	3
11	6	WOULD YOU TAKE ANOTHER CHANCE ON ME Jerry Lee Lewis, Mercury SR 61346	16
12	12	THE RIGHT COMBINATION/ BURNING THE MIDNIGHT OIL Porter Wagoner & Dolly Parton, RCA LSP 4628	5
13	14	COAT OF MANY COLORS Dolly Parton, RCA LSP 4603	18
14	23	(I've Got a) HAPPY HEART Susan Raye, Capitol ST 875	3
15	16	FOR THE GOOD TIMES Ray Price, Columbia C 30105	78
16	13	I'M JUST ME Charley Pride, RCA LSP 4560	33
17	31	BILL & JAN (Or Jan & Bill) Bill Anderson & Jan Howard, Decca DL 75293 (MCA)	3
18	18	LAND OF MANY CHURCHES Merle Haggard, Capitol SWBO 803	10
19	19	BEST OF ROGER MILLER Mercury SR 61361	6
20	11	IN SEARCH OF A SONG Tom T. Hall, Mercury ST 61350	24
21	38	TURN YOUR RADIO ON Ray Stevens, Barnaby Z 20809 (CBS)	4
22	20	WORLD OF LYNN ANDERSON Columbia C 30902	20
23	21	WELCOME TO MY WORLD Ray Price, Columbia G 30876	13
24	24	MY FRIEND Jim Reeves, RCA LSP 4646	4
25	15	NEVER ENDING SONG OF LOVE Dickie Lee, RCA LSP 4637	8
26	27	HANK THOMPSON'S 25th ANNIVERSARY ALBUM Dot DOS 2-2000 (Famous)	12
27	28	ROSE GARDEN Lynn Anderson, Columbia C 30411	62
28	25	NASHVILLE BRASS TURNS GOLD Danny Davis & the Nashville Brass, RCA LSP 4627	5
29	29	TAMMY'S GREATEST HITS, VOL. 2 Tammy Wynette, Epic E 30733 (CBS)	26
30	17	I WON'T MENTION IT AGAIN Ray Price, Columbia C 30510	38
31	34	ME AND BOBBY MCGEE Kris Kristofferson, Monument Z 30817 (CBS)	21
32	26	COUNTRY GREEN Don Gibson, Hickory LPS 160	7
33	35	HELP ME MAKE IT THROUGH THE NIGHT Sammi Smith, Mega M31-1000	51
34	22	SOMEDAY WE'LL LOOK BACK Merle Haggard & the Strangers, Capitol ST 835	26
35	—	LOSING THEIR HEADS Hudson & Landry, Dore 326	1
36	—	TOO OLD TO CUT THE MUSTARD? Buck Owens & Buddy Alan, Capitol ST 874	1
37	37	HIS GREATEST HITS, VOL. 2 Bill Anderson, Decca DL 75315 (MCA)	15
38	44	FORGIVE ME FOR NOT CALLING YOUR DARLING Nat Stuckey, RCA LSP 4635	2
39	39	AERIE John Denver, RCA LSP 4607	11
40	40	MISSISSIPPI TALKIN' Jerry Clower from Yazoo City, Decca DL 75286 (MCA)	29
41	—	THIS IS TOMMY OVERSTREET Dot DDS 25994 (Paramount)	1
42	43	YOU'RE LOOKING AT COUNTRY Loretta Lynn, Decca DL 75310 (MCA)	20
43	—	VERY BEST OF MEL TILLIS MGM SE 4896	1
44	45	LINDA RONSTADT Capitol SMAS 3635	2
45	—	RINGS & THINGS Tompall & the Glaser Brothers, MGM SE 4312	1

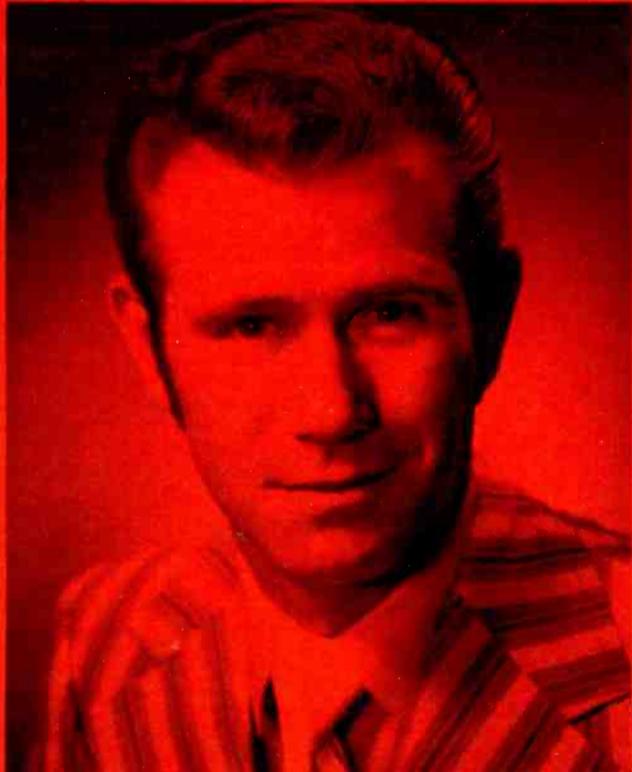
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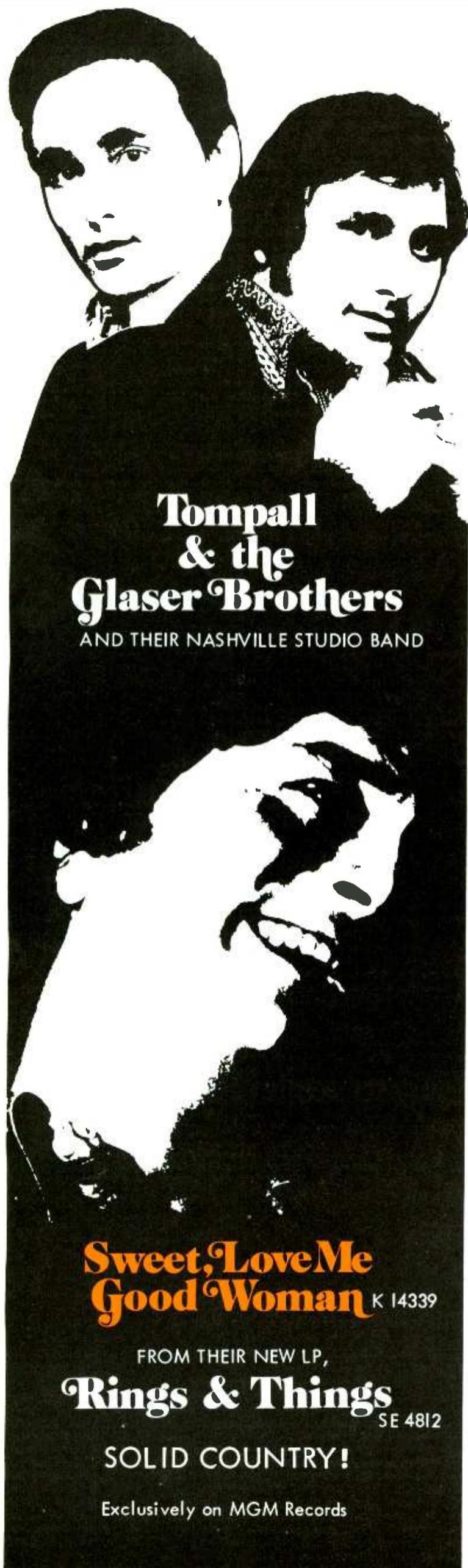
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This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	IT'S FOUR IN THE MORNING Faron Young, Mercury 73250 (Passkey, BMI)	13	38	49	KENTUCKY Sammi Smith, Mega 615-0056 (100 Oaks, BMI)	9
2	3	BEDTIME STORY Tammy Wynette, Epic 5-10818 (CBS) (Algee/Flagship, BMI)	9	39	39	THE ONE YOU SAY GOOD MORNING TO Jimmy Dean, RCA 74-0600 (Contention, SESAC)	9
3	5	ANN (Don't Go Runnin') Tommy Overstreet, Dot 17402 (Famous) (Cason, ASCAP)	9	40	41	THE BEST IS YET TO COME Del Reeves, United Artists 50877 (Tree, BMI)	6
4	6	ONLY LOVE CAN BREAK A HEART Sonny James, Capitol 3232 (Arch, ASCAP)	7	41	48	MISTY MEMORIES Brenda Lee, Decca 32918 (MCA) (Playback, BMI)	5
5	8	GOOD HEARTED WOMAN Waylon Jennings, RCA 74-0615 (Baron/Nelson, BMI)	8	42	43	PARTY DOLLS & WINE Red Stegall, Capitol 3244 (United Artists/Songmill, ASCAP)	7
6	16	MY HANG-UP IS YOU Freddie Hart, Capitol 3261 (Blue Book, BMI)	5	43	49	I STARTED LOVING YOU AGAIN Charlie McCoy, Monument 8529 (CBS) (Blue Book, BMI)	4
7	10	THE BEST PART OF LIVING Marty Robbins, Columbia 4-45520 (Mariposa, BMI)	9	44	44	HEARTACHES BY THE NUMBER Jack Reno, Target 01414 (Mega) (Tree, BMI)	6
8	2	ONE'S ON THE WAY Loretta Lynn, Decca 32900 (MCA) (Evil Eye, BMI)	12	45	47	I SAW MY LADY Dickie Lee, RCA 74-0608 (April, ASCAP)	6
9	7	CAROLYN Merle Haggard, Capitol 3222 (Shade Tree, BMI)	13	46	36	LOVE IS LIKE A SPINNING WHEEL Jan Howard, Decca 32905 (MCA) (Duchess, BMI)	10
10	15	A THING CALLED LOVE Johnny Cash and the Temple Evangel Choir, Columbia 4-45534 (Vector, BMI)	5	47	50	WE'VE GOT TO WORK IT OUT BETWEEN US Diana Trask, Dot 17404 (Famous) (Daydan, ASCAP)	6
11	4	I'M A TRUCK Red Simpson, Capitol 3236 (Plaque/Ripcord/Central Songs, BMI)	13	48	59	WE CAN MAKE IT George Jones, Epic 5-10831 (CBS) (Algee/Flagship, BMI)	3
12	17	CRY Lynn Anderson, Columbia 4-45529 (Shapiro-Bernstein, ASCAP)	5	49	35	TURN YOUR RADIO ON Ray Stevens, Barnaby 2048 (CBS) (Affiliated Ent's., BMI)	13
13	13	GIVE MYSELF A PARTY Jeannie C. Riley, MGM 14341 (Acuff-Rose, BMI)	7	50	38	COLOR MY WORLD Barbara Fairchild, Columbia 4-45522 (Northern, ASCAP)	7
14	12	I CAN'T SEE ME WITHOUT YOU Conway Twitty, Decca 32895 (MCA) (Twitty Bird, BMI)	13	51	52	A DAY IN THE LIFE OF A FOOL George Jones, RCA 74-0625 (Raydee, SESAC)	3
15	9	TAKE ME Tammy Wynette & George Jones, Epic 5-10815 (CBS) (Glad, BMI)	10	52	55	TEN DEGREES AND GETTING COLDER George Hamilton IV, RCA 74-0570 (Travis, BMI)	4
16	11	AIN'T THAT A SHAME Hank Williams Jr., MGM 14317 (Travis, BMI)	11	53	69	FAR FAR AWAY Don Gibson, Hickory 1623 (Acuff-Rose, BMI)	2
17	18	OKLAHOMA SUNDAY MORNING Glen Campbell, Capitol 3254 (Kenwood/Campbell, BMI)	8	54	65	THE DAY THAT LOVE WALKED IN David Houston, Epic 5-10830 (CBS) (Algee/Flagship, BMI)	2
18	14	UNTOUCHED Mel Tillis, MGM 14329 (Sawgrass, BMI)	9	55	30	MORNIN' AFTER BABY LET ME DOWN Ray Griff, Royal American 46 (Blue Echo, BMI)	15
19	23	TO GET TO YOU Jerry Wallace, Decca 32914 (MCA) (4 Star, BMI)	9	56	34	DON'T SAY YOU'RE MINE Carl Smith, Columbia 4-45497 (Seaview, BMI)	12
20	27	COTTON JENNY Anne Murray, Capitol 3260 (Early Morning, CAPAC)	6	57	60	BALLAD OF A HILLBILLY Freddy Weller, Columbia 4-45542 (Green Grass, BMI)	2
21	20	FORGIVE ME FOR CALLING YOU DARLING Nat Stuckey, RCA 74-0590 (Blue Crest/Hill & Range, BMI)	12	58	58	DARLIN' RAISE THE SHADE (Let the Sunshine In) Claude King, Columbia 4-45515 (Gallico/Algee, BMI)	4
22	21	I'VE COME AWFUL CLOSE Hank Thompson, Dot 17399 (Famous) (Chess, ASCAP)	13	59	56	SAFE IN THESE LOVIN' ARMS OF MINE Jean Shepard, Capitol 3238 (Algee, BMI)	8
23	22	TONIGHT MY BABY'S COMING HOME Barbara Mandrell, Columbia 4-45505 (Julen, BMI)	12	60	61	THERE'S A KIND OF HUSH (All Over the World) Brian Collins, Mega 615-0058 (Francis, Day & Hunter, ASCAP)	3
24	28	WHEN YOU SAY LOVE Bob Luman, Epic 5-10823 (CBS) (Jack & Bill, ASCAP)	5	61	73	EVERYBODY'S REACHING OUT FOR SOMEONE Pat Daisy, RCA 74-0637 (Jack, BMI)	2
25	46	I'LL STILL BE WAITING FOR YOU Buck Owens & his Buckaroos, Capitol 3262 (Blue Book, BMI)	3	62	67	KISS THE HURT AWAY Ronnie Dove, Decca 32919 (MCA) (Mydou/Cha-Fin, BMI)	5
26	24	MUCH OBLIGE Jack Greene & Jeannie Seely, Decca 32898 (MCA) (Belardo, BMI)	12	63	64	WE'LL SING IN THE SUNSHINE Alice Creech, Target 0144 (Mega) (Lupericalia, ASCAP)	3
27	32	ANOTHER PUFF Jerry Reed, RCA 74-0613 (Vector, BMI)	9	64	71	YOU'RE MY SHOULDER TO LEAN ON Lana Rae, Decca 32927 (MCA) (Forrest Hills, BMI)	2
28	19	RED RED WINE Roy Drusky, Mercury 73252 (Tallyrand, BMI)	12	65	—	WHAT AIN'T TO BE, JUST MIGHT HAPPEN Porter Wagoner, RCA 74-0648 (Owepar, BMI)	1
29	42	THE WRITING'S ON THE WALL Jim Reeves, RCA 74-0626 (Tuckahoe, BMI)	5	66	—	DRAGGIN' THE RIVER Warner Mack, Decca 32926 (MCA) (Page Boy, SESAC)	1
30	29	I START THINKING ABOUT YOU Johnny Carver, Epic 5-10813 (CBS) (Green Grass, BMI)	10	67	—	JANUARY APRIL & ME Dick Curless, Capitol 3267 (Central Songs, BMI)	1
31	25	KISS AN ANGEL GOOD MORNIN' Charley Pride, RCA 74-0550 (Playback, BMI)	19	68	68	SOUVENIRS & CALIFORNIA MEM'RS Billie Jo Spears, Capitol 3258 (Window/Captive Music, BMI)	3
32	31	YOU CAN'T GO HOME Statler Brothers, Mercury 73253 (House of Cash, BMI)	12	69	—	NEED YOU David Rogers, Columbia 4-45551 (Malapi, Jamie, BMI)	1
33	33	SUSPICION Bobby G. Rice, Royal American 48 (Presley, BMI)	9	70	72	TWO DIVIDED BY LOVE Kendalls, Dot 17405 (Famous) (Trousdale/Soldier, BMI)	3
34	57	ALL HIS CHILDREN Charley Pride, RCA 74-0624 (Leeds, ASCAP)	2	71	—	YELLOW RIVER Compton Bros., Dot 17408 (Famous) (Guild Publ. of California, ASCAP)	1
35	37	SWEET, LOVE ME GOOD WOMAN Tompall & the Glaser Brothers, MGM 14339 (Glaser, BMI)	7	72	—	LONELY PEOPLE Eddy Arnold, RCA 74-9541 (Wilderness, BMI)	1
36	26	WOULD YOU TAKE ANOTHER CHANCE ON ME/ME & BOBBY McGEE Jerry Lee Lewis, Mercury 73248 (Jack & Bill, ASCAP/Combine, BMI)	17	73	74	THE WORDS DON'T FIT THE PICTURE Willie Nelson, RCA 74-0635 (Nelson, BMI)	2
37	45	SUPER SIDEMAN Kenny Price, RCA 74-0617 (Acuff-Rose, BMI)	7	74	—	I WISH I WAS A LITTLE BOY AGAIN LeWanda Lindsey, Chart 5133 (Flagship, BMI)	1
				75	—	THESE ARE THE GOOD OLD DAYS Roy Rodgers, Capitol 3263 (4 Star, BMI)	1

# Jukebox programming

## Urge Expanded MOA Disk Awards

By RAY BRACK

BELLE, W. Va.—Revision of the Music Operators of America (MOA) record industry awards procedures is being urged by former association director Leoma Ballard, a member of the 1971 MOA awards committee.

In an interview here, Mrs. Ballard, owner of Belle Amusement Co., suggested that MOA set a definite time span in which members evaluate artist performance on jukeboxes. The veteran operator also proposed the establishment of MOA awards in all major musical categories instead of limiting the honors to top group, artist and single.

A further innovation advanced by Mrs. Ballard would enlarge the award data volume by dividing the country into selection regions and appointing several key operations in each region as polling places for the prescribed award period.

"I feel we should set a more defined time period," Mrs. Ballard said, "for picking the top players on the boxes—say from January to January or from July to July." She explained that in working with the selection committee she found that members were sometimes uncertain whether a given hit single or hot artist actually qualified for the award period under consideration. To further facilitate the dating of hits for awards purposes, she suggested that one or more committee members (perhaps all polling operations as well) file away trade magazine single release lists for handy reference when the committee meets annually to make its decisions.

"And I feel we should pick a winner in each category of programming," Mrs. Ballard went on, "country, soul, easy listening and pop, which would probably include rock. More specialized material could be fitted into one of these categories."

She's convinced that "one top single or artist cannot be picked fairly." And she feels it would eliminate "misunderstanding" by naming top artists, singles and perhaps groups—where appropriate—in every dominant artistic division.

For 1971 MOA named Lynn Anderson's "Rose Garden" as top single, Charley Pride as top artist and Dawn the top group. Columbia won an award as the best label to do business with.

Critics of the current MOA

awards say they could better reflect the growing diversity and percision of jukebox programming in the United States, a challenge that Mrs. Ballard feels her suggestions will help face.

Input data for "artist of the year," she further suggests, should include, in addition to accurate reports on how many records made how much money on how many jukeboxes, some indication of how often that artist was requested by location patrons. "I would like to include that as one of the award guidelines," she said.

"I think MOA's procedures are basically good," she explained. "I'd just like to broaden the field and add some little refinements."

A talent-minded operator, who as an officer in the West Virginia Music & Vending Association

books big-name talent for the group's annual convention banquet, Mrs. Ballard yerns for the MOA awards to become "a big thing" attended by the award recipients in person and highly-publicized throughout the music industry and eventually even to the general public.

She is hopeful that in the future increasing input from one-stops will be available to assist the awards committee with evaluating record companies as to their co-operation in the area of jukebox record marketing.

A long-time member and supporter of MOA, Mrs. Ballard will be attending the association's mid-year board meeting and would like to see her awards ideas, along with those of other directors, discussed at that time.

## VISIT ONE-STOPS

### Location Chiefs 'Partners' In Programming Jukebox

By ROBERT LATIMER

WASHINGTON — How would you like your location owners to meet you at the one-stop, to work out precisely the right music mix for their own locations?

All of this is very old stuff to Buddy Erdman, of Allied Vending Company. Over the past two decades Erdman has actively trained forward-thinking location owners to not only turn in a constant stream of viable requests, but to go still farther, by setting up appointments at the one-stop with his expert programmer, Ed Cady.

"These are intelligent location owners who have a solid appreciation for the part phonographs, games, and amusement machines play in their overall profits," Erdman said. "They realize that in programming for more than 200 locations it is extremely difficult for even the knowledgeable programmer to program each spot individually. So, wherever possible, we ask the location owner to sit in on the programming, right at the one-stop, where he can listen to records at leisure, make

his decision, and then realize the profits."

Allied, one of the largest operations in the Washington area, has a tremendous advantage in the fact that its prime one-stop, Potomac Music and Record Service Company, Inc., is located in the same building with the long-established jukebox operation. Thus it is easy for Erdman to greet location owners as they arrive, turning them over to "Boots" Cady, who handles the entire programming chore, as well as supervising five collectors on the staff. Along with carrying out sit-in sessions of music listening with Cady, the location owners can and often do take a tour of Allied's facilities in the bargain.

With more than 20 years behind him, Cady has a difficult programming problem in upwards of 300 stops over the immense Washington area. Routes extend like a giant spiderweb, west, east, and south of Washington. Covering so huge an area, with many population variations, Allied must of necessity standardize on much of

(Continued on page 33)

## Jukebox Firms Studying 'Best' Programming Mix

By EARL PAIGE

NOTRE DAME, Ind.—There is a gradule accumulation of studies delving into what makes for the best programming mix on jukeboxes. Aspects of the complex subject were discussed by Dr. John Malone in the recent first jukebox operating seminar here.

There are some developing guidelines to help jukebox operating firms document the ideal mix where it now exists and shoot for it where it is still to be determined—if indeed it can be.

The seminar here, sponsored by Music Operators of America (MOA) and conducted by the Notre Dame center for continuing education, touched on programming as part of the overall marketing challenge.

Another recent study focused on the programming of oldies. This study was also related to a university project. Charles H. Ptacek, 24, a psychology major at Kansas State Univ., wrote a 20-page report on an experiment involving 48 jukeboxes (Billboard, Jan. 29).

Certain individual jukebox operating companies around the U.S. are increasing attempts to survey the best playing records, in what is actually a reverse of the traditional programming pattern—i.e., the mechanism for such determination is based on what did not play rather than the opposite.

Ptacek, in his study, said the limitation of jukebox popularity meters handicapped him: "There was no way of determining how many plays over 25 the (oldies) had played."

As Ptacek learned, popularity meters are designed principally for guiding the operator-programmer as to which disks to remove. There are no limitations to the degree to which popularity meters can be sophisticated, according to William Findlay, chief engineer, Rock-Ola Manufacturing Corp. However, there is no demand for such sophistication, he said.

Some firms are recognizing the need to determine jukebox popularity. The Les Montooth Phonograph Service Co. in Peoria, Ill., conducts a regular poll and has initiated some patron surveys.

However, many firms point out that manpower limitations make any elaborate study of jukebox popularity extremely difficult.

Moreover, jukebox popularity has too often not been expressed in terms of economic influence. The latter aspect may step-up the gradule increase in interest.

For example, Dr. Malone said the jukebox industry was "seriously under-priced" as compared to other industries. He could think of only one commodity—electric power—that has not shown increases since 1940 greater than jukebox play prices. Labor, he said, has gone up 450 percent, while play price even at two for a quarter, has only increased 150 percent.

Dr. Malone also said jukebox operating firms are receiving a very low return on investment. He estimates it at around 9 percent, though he said: "There is very little information about profit."

General Motors, for example, will not embark on a project without determining that it will yield an after tax return of 25 percent, Dr. Malone said.

The complexities of determining the best program mix present operators "with a very serious mathematics problem," he said. "Imagine the different combinations possible when you consider 150 new releases a week times the 200 selections available on many jukeboxes. It runs into billions."

Dr. Malone, of course, was just speaking of new releases. Ptacek's study sought to determine the best possible mix of new releases and oldies, thus adding to the overall complexity facing most programmers today.

Next Week: Some basic guidelines.

## Coming Events

Mar. 3-4—Music Operators of America Notre Dame Seminar, Regency Hyatt House, Atlanta.

Mar. 17-19—National Automatic Merchandising Association Western exhibit and convention, Brooks Hall, San Francisco.

Mar. 19-21—Music Operators of America board meeting, Executive House Arizonian, Scottsdale, Ariz.

Mar. 24-25—Music Operators of America Notre Dame Seminar, The Sands, Las Vegas.

Mar. 24-25—Alabama Automatic Merchandising Council and Mississippi Vending Association joint meeting, Sheraton-Biloxi Hotel, Biloxi, Miss.

Apr. 21-22—Music Operators of America Notre Dame Seminar, New York Hilton, New York City.

April 27-28—Indiana Vending Council and Ohio Automatic Merchandising Association joint meeting, Sheraton-Dayton Hotel, Dayton, Ohio.

May 4-5—Illinois Automatic Merchandising Council, Lake Lawn Lodge, Delavan, Wis.

May 11-14—Pennsylvania Automatic Merchandising Council, Seven Springs Mountain Resort, Champion, Pa.

May 12-13—Wisconsin Automatic Merchandising Council, Red Carpet Inn, Milwaukee.

May 19-20—Tennessee Automatic Merchandising Council, site to be picked, Nashville.

May 19-21—Automatic Merchandising Council of New Jersey, Playboy Club, Great Gorge, N.J.

May 25-27—Georgia Automatic Merchandising Council, Kingwood Country Club, Clayton, Ga.

June 9-11—Minnesota Automatic Merchandising Council, Arrowhead Inn, Alexandria, Minn.

June 15-16—New York State Automatic Vending Association, Playboy Club, Great Gorge, N.J.

Sept. 15-17—Music Operators of America annual convention, Conrad Hilton, Chicago.

Sept. 15-16—Northwest Automatic Retailers Council, Bowman's Mt. Hood Resort, Wemme, Ore.

Sept. 29-30—California Automatic Vendors Council, Sahara Hotel, Lake Tahoe, Calif. (date tentative).

## DEBATE TAPE JUKEBOX

### ATE: Fewer But Better Quality Jukeboxes

By STAN BRITT

LONDON—European marketers of jukeboxes are stressing more quality both in sound reproduction and design. This is the indication from delegates at the recent Amusement Trades Exhibition (ATE) here where there were fewer jukeboxes exhibited than last year. Business was brisk, however, and compared favorably with recent shows. There was little innovation with the Wurlitzer C 110 Carousel cassette tape jukebox leading in totally new concepts.

The Wurlitzer cassette unit was on the stand manned by representatives of the Ditchburn Organization, largest single jukebox operators in Britain.

Among the range of product from Rock-Ola London Coin Machine's managing director Bob Deith singled out the compact model 449 for special mention. Explained Deith: "This is a 100-selection box with entirely new features, adjustable volume and better acoustics." The 449 has all the features of the larger model 448, including the 10-key selection system, the adjustable "rock pow-

er" feature for increased volume where needed and the "sightline" program panel slanted at eye level for the patron.

The Rock-Ola 448 machine also drew praise from visitors to the exhibition.

Other Wurlitzer jukeboxes included the Lyric and the 100 Carillon, both with low-noise, fast-selector mechanism.

Ray Harvey, sales manager for Ditchburn's, reported that his company had sold more Wurlitzer machines during 1971 than in the previous year — "the increase amounts to between 8½-10 percent"—and he hoped that this figure would be improved on by the end of 1972.

"We also continue to sell reconditioned models—some eight years old—which are very popular with buyers. The 1963 Wurlitzer Lyric E model (trade price \$480) is a good seller."

For the future, Harvey could foresee very few problems. "I can't see any slowing of growth in the industry in this country," he said. "In fact, I'm very confident

(Continued on page 32)

LONDON—Wurlitzer's carousel cassette tape jukebox caused considerable comment and debate among delegates at the recent Amusement Trades Exhibition here. Many operators wonder about the kinds of locations it will fit in. Others wonder how the public, accustomed to selecting single records, will react to tape equivalents of albums. Yet, despite even misgivings among some delegates, the machine created excitement and was seen by many to be a forerunner for the future.

The unit weighs 165 pounds, holds 10 cassettes, and was shown with a three-coin mechanism capable of accepting 10p (24¢), 15p (36¢) and 20p (48¢). Ray Harvey of the Ditchburn Organization expects the machine to be ready for sale in May. "We decided to continue testing both the specific kind of music and locations required by this machine. Reactions so far are very reasonable."

But other British jukebox distributors—as well as some operators—viewed the prospects of a cassette jukebox with caution and, it must be said, with some misgiv-

ings. Typical of the reaction from other distributors was the comment by William Smith, chairman of the Music Hire Group of Companies, based at Leeds, Yorkshire.

Commented Smith: "I'm not really taken with the idea of the tape cassette box because we will have problems in trying to find the right sort of locations. We certainly can't offer it to the location which requires Top Thirty, and this is the one which earns the money. So we shall have to offer it to the location which wants background music."

"But people will not pay for background music. The people who use our machines do not wish to wait for 20 minutes until somebody else's selection has finished. As an example of what I mean, we used to run quite a number of jukeboxes with EP's—two tunes on each side of a record—which lasted for about 12 minutes."

"We got innumerable complaints on a number of locations because they didn't like this kind of record as they had to wait so long to hear the tune they had selected."

(Continued on page 32)

# ATE: Better Quality Machines

• Continued from page 31

about the future for my company, and for the jukebox industry in Britain as a whole."

Three machines figured prominently on the stand of PRW (Sales) Ltd., the Northwest London distributors of, among other lines, Seeburg and Jupiter product. These were the Seeburg models Golden Jet, Apollo and Firestar.

PRW's assistant sales director

Alan Wilson stressed that the Apollo and Firestar models feature digital selection. Seeburg, he said, was the first company to bring this facet of jukebox production on to the market.

The Bell-Fruit Manufacturing Co., from Nottingham, showed its new Winchester solid state line, set for full-time production, said managing director Alan Poulton, in mid-April. Poulton said that Bell-Fruit had great hopes for the

Winchester machine in this country. "Test reactions to the Winchester have proved positive."

The Leeds-based Music Hire Group offered a range of AMI product, including the Calypso, with superior stereo sound and the Californian, from the Rowe Presidential Line, with its improved, two-speaker bass sound chamber, hybrid amplifier and three-in-one programming (change from 200 to 160 to 100 selections).

William Smith, the Music Hire Group's chairman, stressed that his company spent more money on installations and equipment than any of his rivals—but ultimately were making more profit.

Shown was the Cadette de Luxe Violetta, with its special design for easy accessibility, a magnetic Shure MC cartridge with diamond stylus, and tone arm with tracking force of only four grams.

Other jukebox exhibitors at the ATE included Rhein Automaten of London with a range of NSM boxes; Philip Shefras (Sales), of London; and Coughtreys Automatic Supplies of Lenton, Nottingham (NSM and Rock-Ola machines).

Asked to comment on an apparent decline in interest in the jukebox section of the exhibition, Alan Willis, secretary of both the Amusement Caterers' Federation and the Phonograph Operators' Association, said it was difficult to account for this state of affairs. "Possibly, it's because other forms of music are tending to take some of the jukebox market. But the jukebox industry is fighting back and is hoping to increase the number of machines on location in the coming years."

"We have developments such as jukeboxes incorporating the background music systems, which is another attempt at putting the jukebox back in the place where it belongs."

Final comment from London Coin Machine's Deith, which summarizes perfectly the attitude of the entire jukebox industry in Great Britain: "For the future, I see a very buoyant jukebox market in this country—and an expanding one, too."

## Tape Jukeboxes

• Continued from page 31

Smith whose company services 3,000 boxes throughout the country, concluded; "I don't want to promote the sale of cassette-type jukeboxes. Why should I? The public is very happy with the present record jukeboxes."

Bob Deith, managing director of the London Coin Machine company, which distributes Rock-Ola boxes in the UK, put it this way: "We have looked into the possibility of selling this type of equipment but we feel that people want to hear the latest single record—and just that single record."

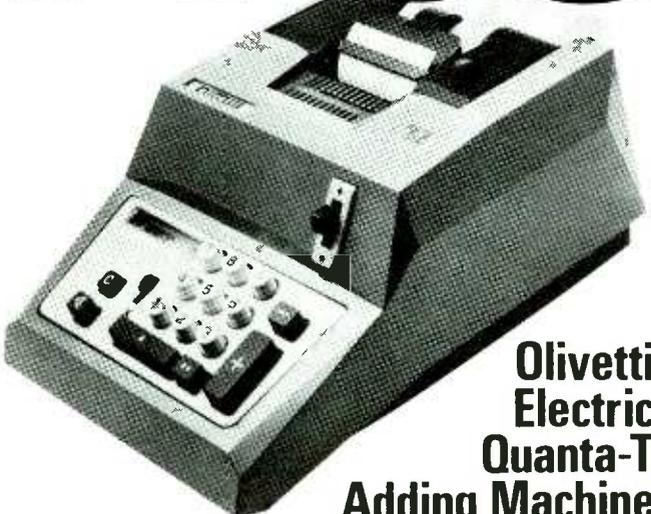
"If they are presented with cassette-type boxes, they will have to pay a lot more money per play—and they'll have to be prepared to listen to it for the whole play period, which could be anything up to 30 minutes."

One operator, John Kendrick, of Hengoed, Shropshire, who services more than 100 boxes in the North Wales and Herefordshire areas, didn't think the advent of tape cassette jukeboxes would be very advantageous to his customers. "Most of my sites are in public houses," he said. "This type of place which is used to hearing single-play records. I can't see them wanting to hear a 20-minute-long cassette tape, nor to have to pay 20p for the privilege of doing so."

But Alan Wilson, assistant sales director for PRW (Sales), of Northwest London, made this forecast: "The trend will be towards tapes. There are distinct possibilities of a new jukebox market opening up here."

Alan Willis, secretary of both the Amusement Caterers' Federation and the Phonograph Opera-

(Continued on page 33)

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# What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

## Baltimore, Md.; Soul Location:

Jerry J. Eanet, programmer,  
Evans Sales & Service



### Current releases:

"Floy Joy," Supremes, Motown 1195;  
"The Tempts Jam," Persuasions, Capitol 3242;  
"Does It Hurt to Love," Ethel Ennis, Spiral 1235.

## Chattanooga, Tenn.; Campus/Young Adult Location:

Lloyd Smalley, programmer,  
Chattanooga Coin Machine Co.



### Current releases:

"Down by the Lazy River," Osmonds, MGM 13324;  
"Hurting Each Other," Carpenters, A&M 1322;  
"American Pie," Don McLean, UA 50856.

### Oldies:

"Sooner or Later," Grass Roots;  
"Never Ending Song of Love," Delaney & Bonnie.

## Liverpool, N.Y.; Teen Locations:

Bernard Golden, programmer,  
Columbia Musical Sales Corp.



### Current releases:

"Country Wine," Raiders, Columbia 45535;  
"Sweet Seasons," Carole King, Ode 66022;  
"Down by the Lazy River," Osmonds, MGM 14324.

### Oldies:

"He'll Have to Go," Jim Reeves, RCA 0574;  
"Moonlight Cocktails," Glenn Miller, RCA 0046.

## Milwaukee; Soul Location:

Jerry Koth, programmer,  
Wisconsin Novelty Co.



### Current releases:

"Talking Loud," James Brown, Polydor 14109;  
"Do What You Set Out to Do," Bobby Bland, Duke 472;  
"That's What Love Will Make You Do," Little Milton, Stax 0111.

### Jazz:

"Black Cat/Something," Gene Ammons, Prestige 745.

## Mt. Pleasant, Mich.; Country Location:

Dale L. Meier, programmer,  
Bill Taylor & Sons  
Dolphin Music Co.



### Current releases:

"A Thing Called Love," Johnny Cash, Col. 45534;  
"My Hang Up Is You," Freddie Hart, Capitol, 3261;  
"One's on the Way," Loretta Lynn, Decca 32900.

### Oldies:

"Your Good Girl's Gonna Go Bad," Tammy Wynette, Epic 2264  
"For the Good Times," Ray Price, Columbia 45178.

## Newport, R.I.; Campus/Young Adult Location:

Jim Carney, Programmer,  
O'Brien Music Co.

### Current Releases:

"American Pie," Don McLean, UA 50856;  
"Without You," Nilsson, RCA 0604;  
"Stay With Me," Faces, WB 7545.

### Oldies:

"Thank You," Sly & Family Stone, Epic 2303;  
"Honky Tonk Woman," Rolling Stones, London 901.

## Pierre, S.D.; Campus/Young Adult Location:

Dory Maxwell, programmer,  
Automatic Vendors



### Current releases:

"Don't Say You Don't Remember," Beverly Bremmers, Scepter 12315;  
"American Pie," Don McLean, United Artists 50856;  
"Brand New Key," Melanie, Neighborhood 4201.

### Oldies:

"Gypsies, Tramps & Thieves," Cher, Kapp 2146;

## Pierre, S.D.; Easy Listening Location:

John Trucano, operator;  
Dory Maxwell, programmer,  
Automatic Vendors



### Current releases:

"Theme from Cade's County," Henry Mancini, RCA Victor 0575;  
"I'd Like to Teach the World to Sing," New Seekers, Elektra 45762;  
"If I Could Write A Song," Carol Burnett, Columbia 45481.

### Oldies:

"It's Impossible," Perry Como, RCA Victor 0387;  
"Mack the Knife," Bobby Darin, Atco 6147.

## Roswell, N.M.; Teen Location:

Charles Ely, programmer,  
Ginsberg Music Co.



### Current releases:

"Black Dog," Led Zeppelin, Atlantic 2849;  
"Never Been to Spain," 3 Dog Night, Dunhill 4299;  
"Down by the Lazy River," Osmonds, MGM 13324.

### Oldies:

"Hurdy Gurdy Man," Donovan, Epic 10345;  
"Lay, Lady Lay," Bob Dylan, Columbia 44926;  
"Pretty Paper," Roy Orbison, Monument 830.

## Toms River, N.J.; Campus/Young Adult Location:

Anthony Storino, programmer,  
S&S Amusement Co.



### Current releases:

"Sweet Seasons," Carole King, Ode 66022;  
"Living Bell," Melanie, Neighborhood 4702;  
"Precious & Few," Climax, Carousel 3005.

## Jukebox programming

### Location Chiefs 'Partners' In Programming Jukebox

• Continued from page 31

its programming, depending upon the alert know-how of the five collectors to add their suggestions. Of course, qualified requests are necessary. Location owners are continually urged to keep the value of the phonograph in mind when assessing income potentials. "We can give the box the benefit of individualized programming only where it is in the top earnings bracket," Erdman said, "such as most of those in Georgetown." This resurrected, plush suburb shows probably the highest play per spot on the routes, but only if the music menu is carefully matched to the market. Of course, where the returns from any spot begin letting down, Erdman and his men are going to give the location the benefit of plenty of individual attention until it comes back to the norm.

Cady is quite elastic with his location owners, cheerfully signing purchase orders for requests, once he has checked them, and allowing location owners to "go in and buy

## Coin Machine World

### MINN. VENDORS

Over 50 members of the Minnesota Automatic Merchandising Council attended a first workshop on accounting methods under the direction of Bert Colbert and Doug Andrews of Price Waterhouse & Co. covering topics such as route accountability, warehouse inventory control, location evaluation, bid proposals and merchandising. Price Waterhouse developed the Profit Improvement Handbook for National Automatic Merchandising Association members.

### ILL. ASSN.

The Illinois Coin Machine Operators Association is deciding on June dates for its annual meeting in Peoria, Ill. Executive director Fred Gain advises operators to note the change in federal employee withholding now in effect which increases withholding of employees in upper brackets to avoid year-end tax deficiencies.

### Tape Jukeboxes

• Continued from page 32

tors' Association, agreed that, location-wise, there were problems ahead for the tape-type jukebox. "And," he asserted, "we've got to face the facts that the sites catering for the single one-off play are still very much those which form the mode of operation for the jukebox operators—single-play is the type of thing the customers really want."

Willis pointed out the difference in emphasis with U.S. jukeboxes as compared to the UK, particularly with the type of location, such as campuses, where the long-play tape might well be very popular. "In this country, however, where the jukebox is essentially the machine installed in the pub or a cafe, not everybody wants as long a playing time as with other locations. But, really, to make this work, it's a question of educating the public."

But Ditchburn's Ray Harvey was confident that the C 110 would become very popular in this country. "Yes, it is a question of educating the public," he agreed. "And as soon as we find out all the things we want to know, and iron out any problems which might arise, then the C 110 could well become the forerunner for many other similar type machines."

## Nashville Scene

• Continued from page 28

"Flip Wilson Show." . . . **Hank Thompson** and his **Brazos Valley Boys** took over at San Antonio when **Roy Clark** concluded his stint. . . . Last Saturday was **Charley Pride** day in Charlotte, N.C. He got citations from the city, from the army and from the air force. . . . **Roger Wilhoit's** first record on the Parklane label sold more than 1,200 copies right away in the Cleveland area. . . . **Paul Hemmer** of WDBQ-FM in Dubuque, Ia., is looking for better record service. It's a full-time country station serving 300,000. . . . **Johnny Williams** of Houston has been picked up by Columbia Records, and he is in Nashville recording. . . .

Eastern States Country Music, Inc. did a benefit show for **Fuzzy Plant**, who, with his family, was critically injured in a pre-Christmas auto accident. Among those who took part in the show at the Chalet Lounge in Rosendale, N.Y., were **Stan Jr.**, and **George Elliot Mickey Barnett, Ted Pavel, and Reid Northrup**. It was organized by **Gil and Eleanor Rogers**. . . . **Ethel Delaney**, of Ohio Records, is back working after a couple of months of adversity. She keeps overcoming problems and coming back better than ever. . . . **Tom T. Hall** vacations briefly in Florida before heading to Kentucky and a citation from the governor. . . . **Diana Trask's** new record is strictly country, and is great. . . . **Donna Fargo's** new release on Dot has been shipped both pop and country.

## Country, Gospel Promotion Firm Is Organized

NASHVILLE—Formation of a record promotion firm dealing primarily in the country and gospel field has been announced by Dave Mathes, president of the firm.

The company, known as International Promotions, Ltd. (IPL), will cover all areas ranging from mailings to contacts with bookers and buyers for the talent involved.

Ron Blackwood, manager of the Blackwood Singers, is vice president of the organization, which also has a distribution set-up with Superstar Co., a newly formed firm headed by Nick Luccini. The company specializes in record one-stop service.

IPL will handle both limited scale and large scale promotions of records and individuals. The promotional packages range from six to 20 weeks, and will involve both domestic and international coverage. The coverage includes reaction reports from disk jockeys and retailers, and efforts to place artists involved on television shows.

Mathes is president of Nashville Recording Services, which is both a label and production company, and operates his own studio here. Public relations for the firm will be handled by LaWayne Satterfield of Image Public Relations and Beverly Nelson of the Timothy Amos Agency. Both were former officials of the Gospel Music Association.

Among those already signed to the new company are Sleepy Martin, Deanna Martin, The Four Guys, the Gross Brothers, the Blackwood Brothers, the Blackwood Singers, and The Prophets.

This was the second record promotion firm founded here in the last three weeks. Four others already are in existence.

their own requests" on visits to the operating headquarters.

Cady carries out the programming job in a comfortable office, where he studies request reports brought in by collectors daily, keeps a turntable spinning at every opportunity, and catalogs an excellent library. The library includes old favorites, "probables" for future reuse, and a thoroughly indexed-by-artist backlog.

"At first glance our unusual steps in programming might not seem necessary, particularly since Washington doesn't have a checkerboard of ethnic population centers as do many cities of similar size," Erdman said. "But nevertheless, there are differences, pronounced or subtle, between spots, even those close together. We want the collector's opinion on each bi-weekly record change and insist that each speak his piece at every opportunity. We regularly program some soul, a small amount of Spanish, and even Arabian and Greek records, simply because the market is there. It's a broad market, and a free-spending one. The two for 25¢ price increase has been readily accepted."

"Approximately 65 percent of the entire route has gone two for a quarter, and surprisingly, we have been able to reschedule many pin games on the same basis—a test program which worked out far better than we had expected. We're very strong for security controls and we haven't had particular problems with crime."

Allied changes its entire string on the average of once every two weeks, but changes for more records than usual, ranging anywhere from three to twelve. The number depends entirely on the location owner's requests, the recommendations of the collector on the route, and even the views of mechanics. No jukebox operator anywhere in the area is more conscientious of requests, extending to every location owner the right to come down to Potomac Music, choose their own, and pay for them with a voucher cheerfully issued by Allied.

Cady, naturally, makes extensive use of the charts, following business papers, and probably maintains an average of from 45 to 60 selections directly from the charts at any given time. In general, the music menu has a broad appeal in all locations, with a cautious mixture of country, rock, soul, and easy listening. Often, Cady makes up a suggestion sheet for collectors which merely indicates that the latter should put on five soul records, three rock, five country and so on for a particular location, inasmuch as his 22-year experience tells him that these will go. Country music is far less important in the Washington area than in other sections of the country, amounting to 15 percent or less of the total mix.

Erdman is thoroughly displeased that there have been so few strong record stars to emerge in recent years. He feels that more effort should go into building up more superstars such as Aretha Franklin, and then capitalizing on the results rather than "spraying in every direction at once."

He is generally pleased with the stability and the dependability of the market here. With the programmer and his collectors quick to detect changes, and with more than 50 location owners contributing their savvy, Allied maintains a uniquely-consistent profit ratio, has a minimum of problems which affect operators elsewhere, and has weathered several mild recessions without a drop in revenues of any kind. Erdman is proud that the firm goes back over 30 years to the old Hirsch Coin Machine Company, a pioneer in all aspects of music, games, and vending, and as such, it ranks with many of the older businesses in the center point of government.

## ACTION Records

### NATIONAL BREAKOUTS

#### SINGLES

**PUPPY LOVE** . . . Donny Osmond, MGM 14367 (Spanka, BMI)  
**IN THE RAIN** . . . Dramatics, Volt 4075 (Groovesville, BMI)  
**DO YOUR THING** . . . Isaac Hayes, Enterprise 9042 (Stax/Volt) (East/Memphis, BMI)

#### ALBUMS

**SONNY & CHER** . . . All I Ever Need Is You, Kapp KS 3660 (MCA)

### REGIONAL BREAKOUTS

#### SINGLES

**LOUISIANA** . . . Mike Kennedy, ABC 11309 (Wingate, ASCAP) (LOS ANGELES)  
**BLOODSHOT EYES** . . . Lucifer, Invictus 9113 (Capitol) (Pois, BMI) (DETROIT)

#### ALBUMS

There are no regional breakouts this week.

## Bubbling Under The HOT 100

101. BRANDY . . . Scott English, Janus 171
102. MAN WHO SINGS . . . Richard Landis, Dunhill 4302
103. SON OF MY FATHER . . . Giorgio, Dunhill 4304
104. THANK GOD FOR YOU BABY . . . PG & E, Columbia 4-45519
105. IT'S GONNA TAKE A MIRACLE . . . Laura Nyro, Columbia 4-45537
106. 20TH CENTURY MAN . . . Kinks, RCA 74-0620
107. SIMPLE GAME . . . 4 Tops, Motown 1196
108. HIS SONG SHALL BE SUNG . . . Lou Rawls, MGM 14349
109. SUAVECITO . . . Mala, Warner Bros. 7559
110. IN & OUT OF MY LIFE . . . Martha Reeves & Vandellas, Gordy 7113 (Motown)
111. TOKOLOSHE MAN . . . John Kongos, Elektra 45760
112. GOOD FRIENDS? . . . Poppy Family, London 172
113. STONEYGROUND . . . Foundations, Uni 55315 (MCA)
114. LOVE THE LIFE YOU LIVE . . . Koal & the Gang, DeLite 546
115. WE GOT TO HAVE PEACE . . . Curtis Mayfield, Curtom 1968 (Buddah)
116. THAT'S ALL RIGHT . . . Alzo, Ampex 11052
117. COTTON JERRY . . . Anne Murray, Capitol 3260
118. LOUISIANA . . . Mike Kennedy, ABC 11309
119. WILLPOWER WEAK—TEMPTATION STRONG . . . Bullet, Big Tree 131 (Bell)
120. DOWN FROM DOVER . . . Nancy Sinatra & Lee Hazelwood, RCA 74-0614
121. MISSING YOU . . . Luther Ingram, Koko 2110 (Stax/Volt)
122. YUM YUM YUM . . . Eddie Floyd, Stax 10109
123. TAKE A LOOK AROUND . . . Temptations, Gordy 7115 (Motown)
124. BREAKING UP SOMEBODY'S HOME . . . Ann Peebles, Hi 2205 (London)
125. SWEET SIXTEEN . . . B.B. King, ABC 11319
126. KING HEROIN . . . James Brown, Polydor 14116
127. EVERYDAY . . . John Denver, RCA 74-0647

## Bubbling Under The TOP LP'S

201. QUINCY JONES . . . Ndedd, Mercury SRM 2623
202. PETER YARROW . . . Peter, Warner Bros. BS 2599
203. JACKSON BROWNE . . . Asylum SD 5051 (Atlantic)
204. JOHN KONGOS . . . Kongos, Elektra EKS 75019
205. TRACY NELSON/MOTHER EARTH . . . Reprise MS 2054
206. DOUG KERSHAW . . . Swamp Grass, Warner Bros. BS 2581
207. DANNY DAVIS & THE NASHVILLE BRASS . . . Turns to Gold, RCA LSP 4627
208. MOTT THE HOOPLE . . . Brain Capers, Atlantic SD 8304
209. OHIO PLAYERS . . . Pain, Westbound WS 205
210. CANNED HEAT . . . Historical Figures & Ancient Heads, United Artists UAS 5557
211. FUNK, INC. . . . Prestige PR 10031 (Fantasy)
212. MIKE CURB CONGREGATION . . . Softly Whispering I Love You, MGM SE 4821
213. NANCY SINATRA & LEE HAZELWOOD . . . Nancy & Lee Again, RCA LSP 4645
214. JERRY VALE . . . Sings the Great Hits of Nat King Cole, Columbia C 31147
215. GENYA RAVAN . . . Columbia C 31001
216. DAVID BOWIE . . . Hunky Dory, RCA LSP 4623
217. SWEATHOG . . . Hallelujah, Columbia KC 31144
218. ALABAMA STATE TROOPERS . . . Road Show, Elektra KKS 75022
219. CHILLIWACK . . . A&M SP 3509
220. COVEN . . . MGM SE 4801
221. BUCKWHEAT . . . Movin' On, London PS 609
222. CLIMAX BLUES BAND . . . Tightly Knit, Sire SI 5903 (Polydor)
223. 5 MAN ELECTRICAL BAND . . . Coming of Age, Lionel LR5 1101 (MGM)
224. ALBERT COLLINS . . . There's Gotta Be a Change, Tumbleweed 103 (Famous)
225. KING BISCUIT BOY . . . Gooduns, Paramount PAS 6023

## 'Opry' Mgr. States Ryman To Be Razed

• Continued from page 27

The neighborhood also has become overrun with X-rated movie hoses, high-priced souvenir shops and the like, and parking has always been a problem.

The Opry House in the mid 40's was the scene of several recording sessions by pop bands and artists. The music was piped by telephone line from the stage to

a recording studio in the Tulane Hotel.

Wendell said he was aware that many groups and individuals wanted to take over the Opry House for one reason or another, but a final determination had been made for the plans as outlined.

"It was on the timetable for destruction anyway," he concluded. "We are merely doing something constructive with it."

## Soul Sauce



**BEST NEW RECORD  
OF THE WEEK:  
"LAY-AWAY"  
ISLEY BROS.  
(T-Neck)**

By ED OCHS

**SOUL SLICES:** So you're a record company and you want to sign the **Delfonics**. You've heard that the phone no longer rings for them a Philly Groove, while the neighboring **Stylistics** have all but smoothed over the traces of one hit trail gone bad. "Unless somebody offers half a million dollars for their contract," the label's **Phil Chett** strikes back, "the Delfonics are signed to us till 1978." It's a very old story. Sides have been previously cut, but nothing will be released, we're told, until heads are together again. Or roll. Meantime, the production company has placed the **First Choice** on Scepter with "This Is the House," as a **Nat Turner** LP is readied for business. Recently, **Jamie/Guyden** lost the much sought after **Brenda & the Tabulations**, began grooming the **Fashions** ("What Goes Up") and **Swamp Dogg Presents**, the label that's got something other labels only know of second-hand—**Swamp Dogg** himself, blues-rocking "Straight From My Heart." The more things change the more they are the same! . . . Next **Aretha**, "Day Dreaming," from the hit album featuring "Rock Steady." Atlantic has cut four sides on the **Spinners** from Motown. Backtrack to the soundtrack ("Dirty Harry"), further back to "First Take," for **Roberta Flack's** new single push, "First Time Ever I Saw Your Face." **Donny Hathaway** can't be far behind, and he's got a selling combination with "Little Ghetto Boy" breaking from his brand new "Live" album, and a March 12 date in Philharmonic Hall. **Garland Green's** "Can't Get Away That Easy," **Rozetta Johnson's** "To Love Somebody" and the **Gaturs** "Booger Man" would be a year's worth of soul for most of the majors, but at Atlantic, it's just the week that was. . . . Sly, slick & wicked **Lost Generation** perking on Brunswick as "The Young, Tough & Terrible." Due in March are LP's from the **Chi-Lites**, **Lost Generation**, **Barbara Acklin**. . . . Arrivals **Dep't:** A devastating debut from the liveliest sleeper of the week, the **Devastating Affair** on MoWest with "I Want to Be Humble." The **Temptees**, of Stax and We-Produce, will be heard from soul & pop with "Explain It to Her Mama." And if All Platinum is hitting with **Linda Jones'** "Precious Love," why not check out **Susan Phillips'** "Key in the Mailbox," on All Platinum. Pretty! New **Faith, Hope & Charity** on Sussex: "God Bless the World." . . . This year's Black Expo, Nov. 1-4 at New York's Americana Hotel, will present the major presidential candidates with a last chance to clear their views on Black issues before the levers fall. And that's only the end of the entertainment. The Expo will once again provide a top showcase for soul artists. . . . **Soul Sauce Picks & Play:** **James Brown**, "Talking Loud & Saying Nothing" (Polydor); **Little Milton**, "That's What Love Will Make You Do" (Stax); **Nite-Liters**, "Afro-Strut" (RCA); **Honey Cone**, "Day That I Found Myself" (Hot Wax); **Sly & the Family Stone**, "Runnin' Away" (Epic); **Isaac Hayes**, "Do Your Thing" (Enterprise); **Dennis Coffey**, "Taurus" (Sussex); **Dramatics**, "In the Rain" (Volt); **Temptations**, "Take A Look Around" (Gordy); **Stylistics**, "Betcha By Golly" (Avco); **James Brown**, "King Heroin" (Polydor); **B.B. King**, "Sweet Sixteen" (ABC); **Brotherly Love**, "Mama's Little Baby" (Music Merchant); **Little Johnny Taylor**, "It's My Fault, Darling" (Ronn); **Frederick Knight**, "Been Lonely For So Long" (Stax); **New Birth**, "Two Kinds of People" (RCA); **Rufus Thomas**, "Did You Hear Me" (Stax); **100 Proof**, "Everything Good Is Bad" (Hot Wax); **Gladys Knight**, "Love With A Guarantee" (Soul); **Curtis Mayfield**, "We Got to Have Peace" (Curton); **Ann Peebles**, "Breaking Up Somebody's Home" (Hi); **Posse**, "Feel Like Givin' Up" (VIP); **Dells**, "It's All Up to You" (Cadet); **James Gadson**, "Got to Find My Baby" (Cream); **Politicians**, "Free Your Mind" (Hot Wax); **Bar-Kays**, "Do You See What I See" (Volt); **Ike & Tina Turner**, "Up In Heah" (UA); **Undisputed Truth**, "What It Is" (Gordy); **Bobby Byrd**, "Keep On Doin'" (Brownstone); **Luther Ingram**, "Missing You" (Koko); **Soul Children**, "Hearsay" (Stax); **Barbara Lynn**, "One Man Woman" (Atlantic); **Warlock**, "You've Been My Rock" (Music Merchant); **Solomon Burke**, "Love's Street & Fool's Road" (MGM); **Stairsteps**, "Hush Child" (Buddah); **Tyrone Davis**, "I Had It All the Time" (Dakar); **Kim Weston**, "Little By Little" (Volt). . . . New **Staple Singers**, "I'll Take You There," from their forthcoming LP, "Beatitude: Respect Yourself." . . . **Rev. Coleman**, your neighborhood Rock Minister, airs "The Dope Song" on New York's "Joe Franklin Show," afternoon and evening. Tuesday (29). . . . Motown may have picked a hit in "Take A Look Around," but **Fred Bronson**, on the staff on TV's "Sanford and Son" writes us, "I think they goofed!" Fred says that the Tempo 'B' side, "Smooth Sailing From Now On" is the side, arguing that "Just as 'Just My Imagination' captured the mid-60's sound of the Temptations, 'Smooth Sailing' is very reminiscent of the 1964

Billboard SPECIAL SURVEY For Week Ending 2/26/72

## BEST SELLING Soul Singles

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	LET'S STAY TOGETHER Al Green, Hi 2022 (London) (Jec, BMI)	13	26	27	YOU & ME FOREVER Freddie North, Mankind 12009 (Nashboro) (Williams/Jibaro, BMI)	4
2	2	FIRE AND WATER Wilson Pickett, Atlantic 2850 (Irving, BMI)	9	27	39	AFRO-STRUT/(We've Got To) PULL TOGETHER Nite-Liters, RCA 74-0591 (Rutri, BMI/Rutri, BMI)	9
3	4	AIN'T UNDERSTANDING MELLOW Jerry Butler & Brenda Lee Eager, Mercury 73255 (Butler/Chappell, ASCAP)	12	28	40	THE DAY I FOUND MYSELF Honey Cone, Hot Wax 7113 (Buddah) (Gold Forever, BMI)	2
4	5	THAT'S THE WAY I FEEL ABOUT CHA' Bobby Womack, United Artists 40847 (Unart/Tracebob, BMI)	13	29	49	YOUR PRECIOUS LOVE Linda Jones, Turbo 021 (All Platinum)	2
5	7	YOU WANT IT YOU GOT IT Detroit Emeralds, Westbound 192 (Chess/Janus) (Bridgeport, BMI)	9	30	32	MR. PENGUIN PT. I Lunar Funk, Bell 45-172 (Colgems, ASCAP)	3
6	18	TALKING LOUD & SAYING NOTHING (Part I) James Brown, Polydor 14109 (Dynatone/Belinda, BMI)	3	31	13	DROWNING IN THE SEA OF LOVE Joe Simon, Spring 120 (Polydor) (Assorted, BMI)	15
7	16	DO WHAT YOU SET OUT TO DO Bobby Bland, Duke 472 (Don, BMI)	6	32	23	DO THE FUNKY PENGUIN (Part 1) Rufus Thomas, Stax 0112 (Stripe/East/Memphis, BMI)	10
8	8	LOVE GONNA PACK UP Persuaders, Win or Lose 220 (Atco) (Cotillion/Win or Lose, BMI)	11	33	37	MISSING YOU Luther Ingram, Koko 2110 (Stax/Volt) (Klondike, BMI)	3
9	9	FLOY JOY Supremes, Motown 1195 (Jobete, BMI)	7	34	36	YOU GOT ME WALKING Jackie Wilson, Brunswick 55467 (Julio/Brian, BMI)	2
10	21	THAT'S WHAT LOVE WILL MAKE Little Milton, Stax 0111 (Trice, BMI)	4	35	44	BREAKING UP SOMEBODY'S HOME Ann Peebles, Hi 2205 (London) (South Memphis, BMI)	2
11	11	NOW RUN AND TELL THAT Denise LaSalle, Westbound 201 (Chess/Janus) (Ordona/Bridgeport, BMI)	4	36	24	GET UP AND GET DOWN Dramatics, Volt 4071 (Groovesville, BMI)	11
12	15	SLIPPIN' INTO DARKNESS War, United Artists 50867 (United Artists, ASCAP)	7	37	—	WE GOT TO HAVE PEACE Curtis Mayfield, Curton 1958 (Buddah) (Curton, BMI)	1
13	19	JUNGLE FEVER Chakachas, Polydor 15030 (Chappell/Intersong/U.S.A., ASCAP)	8	38	38	GOOD OLD DAYS Clarence Reid, Alston 4603 (Atlantic) (Sherlyn, BMI)	6
14	14	I GOTCHA Joe Tex, Dial 1010 (Mercury) (Tree, BMI)	6	39	42	PAIN Ohio Players, Westbound 188 (Chess/Janus) (Bridgeport, BMI)	13
15	6	CLEAN UP WOMAN Betty Wright, Alston 4601 (Atlantic) (Sherlyn, BMI)	15	40	48	LOVE THE LIFE YOU LIVE Kool & the Gang, De-Lite 546 (Stephaney/Delightful, BMI)	2
16	3	MAKE ME THE WOMAN YOU COME HOME TO Gladys Knight & the Pips, Soul 35091 (Motown) (Jobete, BMI)	11	41	43	KEEP ON DOIN' WHAT YOU'RE DOIN' Bobby Byrd, Brownstone 4205 (Polydor) (Dynatone/Belinda, BMI)	3
17	28	RUNNIN' AWAY Sly & the Family Stone, Epic 5-10829 (CBS) (Stone Flower, BMI)	2	42	34	A SIMPLE GAME Four Tops, Motown 1196 (Kenwood, BMI)	3
18	20	I CAN'T HELP MYSELF Donnie Elbert, Avco 4587 (Jobete, BMI)	4	43	—	DO YOUR THING Isaac Hayes, Enterprise 9042 (Stax/Volt) (East/Memphis, BMI)	1
19	21	STANDING IN FOR JODY Johnnie Taylor, Stax 0114 (Groovesville, BMI)	7	44	45	STANGA Little Sister, Stone Flower 9001 (Atlantic) (Stone Flower, BMI)	2
20	10	SUGAR DADDY Jackson 5, Motown 1194 (Jobete, BMI)	11	45	—	MAMA'S LITTLE BABY Brotherly Love, Music Merchant 1004 (Capitol) (Gold Forever, BMI)	1
21	17	SON OF SHAFT Bar-Kays, Volt 4073 (East/Memphis, BMI)	10	46	—	IN THE RAIN Dramatics, Volt 4075 (Groovesville, BMI)	1
22	31	IN AND OUT OF MY LIFE Martha Reeves & the Vandellas, Gordy 7113 (Motown) (Jobete, BMI)	5	47	—	I THINK ABOUT LOVIN' YOU Earth Wind & Fire, Warner Bros. 7549 (Hummit, BMI)	1
23	25	IT'S ALL UP TO YOU/OH MY DEAR Dells, Cadet 5689 (Butler, ASCAP/Lasgo Round, BMI) (Chappell/Butler, ASCAP/Lasgo Round, BMI)	4	48	35	CAN'T HELP BUT LOVE YOU Whispers, Janus 174 (Ensign, BMI)	8
24	26	GIMME SOME MORE JB's, People 602 (Polydor) (Dynatone/Belinda/Unichappel, BMI)	5	49	—	TAURUS Dennis Coffey & the Detroit Guitar Band Sussex 233 (Buddah) (Interior, BMI)	1
25	22	TOGETHER LET'S FIND LOVE Fifth Dimension, Bell 45-170 (Fifth Star, BMI)	7	50	50	HEY, DID YOU GIVE SOME LOVE TODAY Street Christians, PIP 8928 (Bambar, ASCAP)	2

Temps." . . . **Herbie Hancock** plays his "Ostinato (Suite for Angela)" —from his Warner LP, "Mwandishi"— at the Angela Davis Benefit Concert, Monday (28), at the Berkeley Community Theatre. **Bill Russell** will emcee, **Taj Mahal** and **Malo** round out the bill. . . . Janus Records will distribute **Clarence Lawton's** Jay-Walking label featuring the **Continental Four** and **Ray Gant**. . . . At the Apollo till Tuesday (22): **Joe Simon**, **Stylistics**, **Betty Wright**, **Jimmy Briscoe & the Little Beavers**. . . . Album Fever: **Al Green**, "Let's Stay Together" (Hi); **Aretha Franklin**, "Young, Gifted & Black" (Atlantic); **Michael Jackson**, "Got to Be There" (Motown); **Donny Hathaway**, "Live" (Atco); **Persuaders**, "Thin Line Between Love & Hate" (Win Or Lose); **Isaac Hayes**, "In the Beginning" (Atlantic); **Temptations**, "Solid Rock" (Gordy); **Dramatics**, "Whatcha See" (Volt); **Luther Ingram**, "Been Here All the Time" (Koko); **Ohio Players**, "Pain" (Westbound); **Persuaders**, "Street Corner Symphony" (Capitol); **E, W & F**, "Need of Love" (Warner Bros.); **Betty Wright**, "Love the Way You Love" (Alston); **Yusef Lateef**, "The Gentle Giant" (Atlantic); **Funk, Inc.**, (Prestige); **Esther Phillips**, "From A Whisper to A Scream" (Kudu); **Patterson Singers**, (Atco); **Osibisa**, (Decca); **B.B. King**, "L.A. Midnight" (ABC); **The Crusaders**, "Crusaders 1" (Chisa); **Niteliters**, "Instrumental Directions" (RCA); **Gladys Knight & the Pips**, "Standing Ovation" (Soul); **Impressions**, "Times Have Changed" (Curton); **Originals**, "Definitions" (Soul); **Ann Peebles**, "Straight From the Heart" (Hi); **Johnny Hammond**, "Wild Horses" (Kudu). **Pop Staples** reads Soul Sauce. Do you?

## Industry Turnaround

• Continued from page 25

ture." (Bayley's statement refers to Ampex Corp., which reported a projected loss of more than \$40 million in its fiscal year.) "It would be inappropriate to comment on the reasons for the competitor's enormous losses, however, since we're in the same industry I do feel obligated to our shareholders to make several clarifying points," he said. Ampex's problems relate only to its own business and "definitely do not reflect the current state of the prerecorded tape and phonograph record industry," Bayley said. Ampex's problems "result from business and economic factors existing prior to mid-1971." GRT, says Bayley, identified and solved its own problems almost a year ago and our turnaround program brought us back to profitability last July.

FEBRUARY 26, 1972, BILLBOARD

Billboard SPECIAL SURVEY For Week Ending 2/26/72

BEST SELLING  
**Billboard Soul LP's**

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart
1	1	<b>BLACK MOSES</b> . . . . .11 Isaac Hayes, Enterprise ENS 205003 (Stax/Volt)		26	20	<b>AL GREEN GETS NEXT TO YOU</b> . . . . .23 Al Green, Hi SHL 32062 (London)	
2	2	<b>JACKSON 5's GREATEST HITS</b> . . . . .8 Motown M 741 L		27	27	<b>RARE EARTH IN CONCERT</b> . . . . .5 Rare Earth R 523 D (Motown)	
3	4	<b>STYLISTICS</b> . . . . .13 Avco AV 33023		28	28	<b>PAIN</b> . . . . .2 Ohio Players, Westbound WB 2015 (Chess/Janus)	
4	3	<b>THERE'S A RIOT GOIN' ON</b> . . . . .15 Sly & the Family Stone, Epic KS 30986 (CBS)		29	18	<b>EVOLUTION</b> . . . . .17 Dennis Coffey & the Detroit Guitar Band, Sussex SXBS 7004 (Buddah)	
5	5	<b>SOLID ROCK</b> . . . . .5 Temptations, Gordy G 961 L (Motown)		30	26	<b>FIFTH DIMENSION LIVE</b> . . . . .17 Bell 9000	
6	6	<b>QUIET FIRE</b> . . . . .12 Roberta Flack, Atlantic SD 1594		31	33	<b>ALL BY MYSELF</b> . . . . .42 Eddie Kendricks, Tamla TS 308 (Motown)	
7	7	<b>WHATCHA SEE IS WHATCHA GET</b> . . . . .7 Dramatics, Volt VOS 6018		32	34	<b>I'VE FOUND SOMEONE OF MY OWN</b> . . . . .3 Free Movement, Columbia KC 31136	
8	9	<b>SHAFT</b> . . . . .29 Soundtrack/Isaac Hayes, Enterprise/MGM ENS 2-5002 (Stax-Volt)		33	30	<b>DYNAMITE</b> . . . . .4 Supremes & 4 Tops, Motown M 745 L	
9	8	<b>REVOLUTION OF THE MIND/RECORDED LIVE AT THE APOLLO</b> . . . . .10 James Brown, Polydor PD 3003		34	36	<b>ARETHA'S GREATEST HITS</b> . . . . .22 Aretha Franklin, Atlantic SD 8295	
10	12	<b>ALL DAY MUSIC</b> . . . . .14 War, United Artists UAS 5546		35	35	<b>ROOTS</b> . . . . .15 Curtis Mayfield, Curtom CRS 8009 (Buddah)	
11	50	<b>LET'S STAY TOGETHER</b> . . . . .2 Al Green, Hi SHL 32070 (London)		36	31	<b>KOOL &amp; THE GANG LIVE AT PJ's</b> . . . . .10 De-Lite DES 2010	
12	10	<b>SANTANA</b> . . . . .21 Columbia KC 30595		37	37	<b>STREET CORNER SYMPHONY</b> . . . . .3 Persuasions, Capitol ST 872	
13	13	<b>WOMEN'S LOVE RIGHTS</b> . . . . .6 Laura Lee, Hot Wax HA 708 (Buddah)		38	39	<b>DON'T KNOCK MY LOVE</b> . . . . .9 Wilson Pickett, Atlantic SD 8300	
14	11	<b>STANDING OVATION</b> . . . . .6 Gladys Knight & the Pips, Soul S 736 L (Motown)		39	49	<b>NEED OF LOVE</b> . . . . .4 Earth, Wind & Fire, Warner Bros. WS 1958	
15	15	<b>INNER CITY BLUES</b> . . . . .11 Grover Washington Jr., Kudu KU 03 (CTI)		40	40	<b>BUDDY MILES</b> . . . . .20 Mercury SRM 2-7500	
16	16	<b>FACE TO FACE WITH THE TRUTH</b> . . . . .3 Undisputed Truth, Gordy G 959 L (Motown)		41	38	<b>TRAPPED BY A THING CALLED LOVE</b> . . . . .6 Denise LaSalle, Westbound WB 2012 (Chess/Janus)	
17	17	<b>WHAT'S GOING ON</b> . . . . .37 Marvin Gaye, Tamla TS 310 (Motown)		42	43	<b>GOIN' EASY</b> . . . . .12 Billy Paul, Philadelphia International Z 30580 (CBS)	
18	46	<b>YOUNG, GIFTED &amp; BLACK</b> . . . . .2 Aretha Franklin, Atlantic SD 7213		43	42	<b>GIVIN' IT BACK</b> . . . . .23 Isley Brothers, T-Neck TRS 3008 (Buddah)	
19	22	<b>GOT TO BE THERE</b> . . . . .2 Michael Jackson, Motown M 747 L		44	47	<b>DIONNE</b> . . . . .2 Dionne Warwick, Warner Bros. BS 2585	
20	14	<b>COMMUNICATION</b> . . . . .15 Bobby Womack, United Artists UAS 5539		45	45	<b>GONNA TAKE A MIRACLE</b> . . . . .7 Laura Nyro, Columbia KC 30987	
21	21	<b>I'VE BEEN HERE ALL THE TIME</b> . . . . .8 Luther Ingram, KoKo KOS 2201 (Stax/Volt)		46	—	<b>FUNK INC.</b> . . . . .1 Prestige PR 10031 (Fantasy)	
22	24	<b>(For God's Sake) GIVE MORE POWER TO THE PEOPLE</b> . . . . .30 Chi-Lites, Brunswick BL 754710		47	48	<b>MY WAY</b> . . . . .5 Gene Ammons, Prestige PR 10022 (Fantasy)	
23	23	<b>SOULFUL TAPESTRY</b> . . . . .13 Honey Cone, Hot Wax HA 707 (Buddah)		48	32	<b>JUST AS I AM</b> . . . . .38 Bill Withers, Sussex SXBS 7006 (Buddah)	
24	25	<b>MOODY, JR.</b> . . . . .6 Jr. Walker & the All Stars, Soul S 733 L (Motown)		49	—	<b>FROM A WHISPER TO A SCREAM</b> . . . . .1 Esther Philips, Kudu Kuos (CM)	
25	19	<b>SMACKWATER JACK</b> . . . . .18 Quincy Jones, A&M SP 3037		50	—	<b>WOYAYA</b> . . . . .1 Galbisa, Decca DL 74327 (MCA)	

## ITA Seminar Delves Into Nitty Gritty of Tape Sales Marketing

• Continued from page 23

and John Steinbeck. His firm is offering a wide library from biographies to reducing plans. Marketing will follow a tape club plan, later a customer mailing program, finally mass retail selling and eventually door-to-door sales. He also stressed quality: "If we get a return of two-tenths of 1 percent from Audio Digest we hear the phone jangling."

Later, McKenzie refused to disclose the financial arrangement with people such as Capote, saying that it "is negotiated."

Time-Life audio manager James Levy said his firm has eight different projects under way. But he said quality hardware is so lacking that Time-Life must "reluctantly" commence its program with an LP. He sees direct mail as the best marketing method thus far, adding that marketing via record and book departments is "too confusing" at this point in time.

ITA legal counsel M. Warren Troob fielded many questions on bootlegging. He cautioned producers to copyright both the tape itself and the script. Levy said Time-Life copyrights an edited transcript of its audio magazine. "If the script is not copyrighted," Troob said, "it becomes public domain."

Contingencies after Feb. 15, when a new copyright law goes into effect, were covered. Troob said tape should bear the circled "P" on the package. He added that the new law is being challenged on constitutionality. One delegate asked if the sound of crickets could be copyrighted. Troob doubted it, unless the chirps were in a certain sequence.

Wilding Div. Bell & Howell vice president Paul Saxton said educational publishers have lagged. He contrasted books and audio-visual. Books, he said, represent a "push" system while students can be "pulled" through material on tape or screen because they can interact.

As for CTV, Saxton said the consumer will ultimately unravel the standardization confusion which now finds even in ¾-in. tape four different electronic formats. "Cassette was shoved down the hardware manufacturer's throat because the consumer wanted cassette. I see the same snowball effect happening with CTV."

Hardware is making its advances too, said ITA president George Simkowski of Bell & Howell. He estimated 10 million cassette units are sold each year. Quality is improving because so many marginal manufacturers have been eliminated. He said of 100 Japanese firms making tape machines a few years ago, only 50 now survive. He warned against "dumps" from marginal makers getting out now.

Simkowski's guidelines: 1) find out who else is using the machine

you're interested in buying; 2) see if the manufacturer maintains a service station network; 3) check the warranty program; 4) see if there is an over-the-counter return policy.

Ovations, Inc. president Dick Schory outlined the four-channel sound developments. He said four-channel must be approached on a "worldwide basis," claiming that 70 percent of the hardware being sold in Japan is four-channel. As for the discrete vs. matrix argument, he said too many protagonists on both sides make judgments "without going into the studio for 'A-B' comparisons. The arguments are not founded on studio observation." He defied delegates to put on a blindfold and tell the difference between discrete and matrix (Motorola had equipment available in one of the many hospitality suite displays throughout the Sheraton O'Hare).

In the automotive area, Motorola's C.J. "Red" Gentry said a vast potential exists. "Of 100 million cars, only 14 percent have units, which represents 86 million possible unit sales. The average male spends two and a half hours a day in a car; four if he is a salesman." But he said too many marketers have concentrated on finding out how cheaply they can market a tape player.

Other hardware advances included Telegeneral Studios, Inc. President Herbert Moss' description of a new variable speed super 8 film projection system now available from North American Philips and Retention Communications that allows for stopping a film for detailed study.

While few speakers cared to project the dollar potential of markets for tape and related product, the wide interest cannot be doubted as delegates from numerous areas attended.

## Letters To The Editor

• Continued from page 20

of Philadelphia and was calling on me at WTHM in Tyrone (just outside Altoona), Pa.

John made a lot of friends at the station and elsewhere in town. He was always on top of the product.

I wonder if you could drop me a line, with John's address. I would like very much to call him or write him a note. It has been quite some time since I last heard he was still in the business. A Great Guy!

Johnny Knorr  
 WKBI  
 St. Marys, Pa.

## Norelco Incentive Induces Exposure

• Continued from page 22

ceive free 24 cassette head cleaners with the purchase of 48 blank cassettes.

—"Perma-Guides" to assure flat tape winding is available in series 400 chromium dioxide in C-60 at \$3.49 and C-90 at \$4.49.

The new mechanism consists of guiding arms on each spindle that move with the diameter of the tape to produce flat "tape pancakes." In addition, the guiding arms prevent any wow and flutter caused by variable tape tension.

—Introduced a professional cassette for digital applications and a continuous loop cassette in 3- and 6-minute lengths for business and professional use.

### Private Labels

Smulders said the division is looking to enhance its private labeling business by offering two programs: One involves its series 100

recommended for voice, background music, lectures and dictation, and a program involving series 200 recommended for music recording.

All of the company's cassette assembly is being done by Dubbing Electronics, Copiague, N.Y., a sister division, with some imported from Holland, according to Smulders. The Canadian market is serviced by a facility in Canada, and North American Philips, of Holland, guides European operations.

In specialty product markets, Norelco's Training and Education Systems division handles education and the Consumer Electronics Group controls military.

The reason Norelco is bullish on blank tape can be seen in this:

Smulders said business in 1971 was 24.3 percent ahead of 1970 and this year will be at least 24.3 percent (projected) over 1971.

## Ampex Blank Tape

• Continued from page 26

lengths and a family of low-noise open reel tapes.

—Designed one distinctive look-alike package to quickly identify. Ampex products in cassette, cartridge and open reel.

—Building its specialty market products, including C-Zero cassettes assembled in Mexico and 8-track plastics.

—Selling products for duplicators, like open reel, 8-track lube tape, cassette, low-noise mastering tape in either non-back coated or conductive back-coated versions.

—Developing new avenues of distribution, like in supermarkets, drug stores, specialty shops.

—Prepared a bagful of consumer promotions, merchandising tools and dealer specials.

—Involved with international markets, primarily in Europe and Canada.

In short, scanning Ampex's magnetic tape division, it seems to have a lot going for it.

## THE FALCON STRIKES AGAIN

8 months later via . . .  
 Mike Reeves, WVKO, Thanks Baby.  
 A Columbus, Ohio hit!

Several areas still open for this 300,000 seller

## "STEP INTO MY WORLD"

by The Magic Touch  
 The Falcon strikes and going pop in San Francisco . . .  
 Listed in Gavin . . .  
 Moving fast in N.Y.  
 a new hit record

## "WHAT DID I DO WRONG"

by The Weeknights  
 Call Bill Seabrook | Black Falcon Record Corp.  
 516-546-8008 | 22 Pine Street  
 Freeport, N.Y. 11520

# Billboard TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

WEEK	1	2	3	TITLE—Artist, Label & Number (Dist. Label) (Pub., Lic.)	Weeks On Chart
1	1	3	3	<b>WITHOUT YOU</b> Nilsson, RCA 74-0604 (Apple, ASCAP)	10
2	3	9	15	<b>THE WAY OF LOVE</b> Cher, Kapp 2158 (MCA) (Chappell, ASCAP)	5
3	4	4	4	<b>ANTICIPATION</b> Carly Simon, Elektra 45759 (Quackenbush, ASCAP)	11
4	10	14	25	<b>SWEET SEASONS</b> Carole King, Ode 66022 (A&M) (Screen Gems-Columbia, BMI)	4
5	5	8	11	<b>DON'T SAY YOU DON'T REMEMBER</b> Beverly Bremers, Scepter 1230 (Sunbury, ASCAP)	17
6	2	1	1	<b>HURTING EACH OTHER</b> Carpenters, A&M 1322 (Andalusian/Andrew Scott, ASCAP)	7
7	7	10	14	<b>PRECIOUS &amp; FEW</b> Climax, Rocky Road 30,000 (Bell) (Caesar's Music Library/Emerald City, ASCAP)	6
8	9	19	30	<b>EVERYTHING I OWN</b> Bread, Elektra 45765 (Screen-Gems-Columbia, BMI)	4
9	21	36	—	<b>ROCK &amp; ROLL LULLABY</b> B.J. Thomas, Scepter 12344 (Summerhill Songs/Screen Gems-Columbia, BMI)	3
10	6	6	8	<b>LION SLEEPS TONIGHT</b> Robert John, Atlantic 2846 (Folkways, BMI)	8
11	14	26	—	<b>UNTIL IT'S TIME FOR YOU TO GO/ WE CAN MAKE THE MORNING</b> Elvis Presley, RCA 74-0619 (Gypsy Boy, ASCAP/Presley/Surety Songs, BMI)	3
12	12	23	27	<b>WE'VE GOT TO GET IT ON AGAIN</b> Addisi Brothers, Columbia 4-45521 (Blackwood, BMI)	4
13	8	2	2	<b>JOY</b> Apollo 100, Mega 615-0050 (Campbell-Connelly, ASCAP)	13
14	15	16	16	<b>DIAMONDS ARE FOREVER</b> Shirley Bassey, United Artists 50845 (Unart, BMI)	9
15	11	5	5	<b>AMERICAN PIE</b> Don McLean, United Artists 50856 (Yahweh/Mayday, BMI)	12
16	29	37	—	<b>MOTHER AND CHILD REUNION</b> Paul Simon, Columbia 4-45547 (Charing Cross, BMI)	3
17	17	25	26	<b>BRIAN'S SONG</b> Michel LeGrand, Bell 45-171 (Colgems, ASCAP)	5
18	20	27	40	<b>RING THE LIVING BELL</b> Melanie, Neighborhood 4202 (Famous Neighborhood, ASCAP)	4
19	19	20	21	<b>EVERY DAY OF MY LIFE</b> Bobby Vinton, Epic 5-10822 (CBS) (Miller, ASCAP)	6
20	16	17	18	<b>CRY</b> Lynn Anderson, Columbia 4-45529 (Shapiro-Bernstein, ASCAP)	5
21	23	24	34	<b>MY WORLD</b> Bee Gees, Atco 6871 (Casseroles/Warner-Tamerlane, BMI)	4
22	35	—	—	<b>LOVE ME, LOVE ME LOVE</b> Frank Mills, Sunflower 118 (M&M) (North Country, BMI)	2
23	39	—	—	<b>WE'RE TOGETHER</b> Hillside Singers, Metromedia 241 (G&W, ASCAP)	2
24	36	—	—	<b>WAKING UP ALONE</b> Paul Williams, A&M 1325 (Almo, ASCAP)	2
25	18	12	12	<b>HARDER I TRY (Bluer I Get)</b> Free Movement, Columbia 4-45512 (Chaotic, BMI)	10
26	13	11	10	<b>TOGETHER LET'S FIND LOVE</b> Fifth Dimension, Bell 45-170 (Fifth Star, BMI)	8
27	25	22	13	<b>DAY AFTER DAY</b> Badfinger, Apple 1841 (Apple, ASCAP)	11
28	22	15	17	<b>WILL YOU STILL LOVE ME TOMORROW</b> Roberta Flack, Atlantic 2851 (Screen Gems-Columbia, BMI)	6
29	24	18	19	<b>NEVER BEEN TO SPAIN</b> Three Dog Night, Dunhill 4299 (Lady Jane, BMI)	6
30	34	34	37	<b>NICKEL SONG</b> Melanie, Buddah 268 (Kama Rippa/Melanie, ASCAP)	4
31	28	29	—	<b>COUNTRY WINE</b> Raiders, Columbia 4-45335 (Daria, ASCAP)	3
32	33	33	36	<b>COTTON JENNY</b> Anne Murray, Capitol 3260 (Early Morning, CAPAC)	5
33	26	7	7	<b>KISS AN ANGEL GOOD MORNING</b> Charley Pride, RCA 74-0550 (Playback, BMI)	9
34	—	—	—	<b>COULD IT BE FOREVER</b> David Cassidy, Bell 45-187 (Pocketful of Tunes, BMI)	1
35	37	39	39	<b>PLOY JOY</b> Supremes, Motown 1196 (Jobete, BMI)	4
36	40	—	—	<b>SWEET SHORES</b> Johnny Pearson, Mercury 73270 (Easy Listening, ASCAP)	2
37	38	38	—	<b>THING CALLED LOVE</b> Johnny Cash & the Temple Evangel Choir, Columbia 4-45534 (Victor, BMI)	3
38	30	32	—	<b>BRIAN'S SONG</b> Peter Nero, Columbia 4-45544 (Colgems, ASCAP)	3
39	—	—	—	<b>EVERYDAY</b> John Denver, RCA 74-0647 (Peer International, BMI)	1
40	—	—	—	<b>SOMETHING TELLS ME (Something's Gonna Happen Tonight)</b> Bobbi Martin, Buddah 286 (Murlins, BMI)	1

Billboard SPECIAL SURVEY For Week Ending 2/26/72

# Classical Music

## Capitol Heads Grammy Entry List

NEW YORK—Capitol Records' classical releases on the Angel and Melodiya/Angel divisions and the budget line Seraphim lead the nominee lists for 1971 Grammy Awards. The Capitol group received 16 nominations in nine categories. Other companies classics nominations were RCA Red Seal, 15; Columbia Masterworks, 14; London and low-price London Stereo Treasury, 8; Philips, 8; low-price Nonesuch, 5; DGG, 4; Telefunken, 1; ABC, 1.

Two Angel recordings by the Chicago Symphony Orchestra were tapped for Album of the Year nominations: Mahler's Symphony No. 1, conducted by Carlo Maria Giulini, and a coupling of Janacek's Sinfonietta with Lutoslawski's Concerto for Orchestra, led by Seiji Ozawa. These two disks also were nominated in the categories of Best Orchestral Performance (Mahler) and Best Classical Engineering (both).

Other Capitol nominations include three listings for Best Instrumental Soloist with Orchestra; Jacqueline du Pre for her Dvorak Cello Concerto, with the Chicago Symphony Orchestra conducted by Daniel Barenboim; Yehudi Menuhin for both the Violin and Viola Concertos of William Walton, with the composer conducting the New Philharmonia; and the combination of violinist David Oistrakh, cellist

Mstislav Rostropovich and pianist Sviatoslav Richter in Beethoven's Triple Concerto, with Herbert von Karajan conducting the Berlin Philharmonic. Also, Aldo Ciccolini has been nominated as Best Instrumental Soloist, without Orchestra, for Vol. 5 in his series of Piano Music of Erik Satie.

Janet Baker and Dietrich Fischer-Dieskau won vocal nominations for "An Evening of Duets," with Daniel Barenboim as pianist, as did Elisabeth Schwarzkopf for the first release on records of a Wolf song recital, with the late conductor Wilhelm Furtwangler as pianist from the 1953 Salzburg Festival. Choral entries are the first recording of Sibelius' "Kullervo" Symphony, performed by the Helsinki University Men's Choir,

Paavo Berglund conducting, and Prokofiev's "Seven, They Are Seven," Moscow Radio Chorus, Gennady Rozhdestvensky conducting.

For Best Opera Recording of the Year, Angel topped all labels with two nominations: Verdi's "Don Carlo," with Placido Domingo, Montserrat Caballe, Sherill Milnes, Shirley Verrett, Ruggero Raimondi and Simon Estes, conducted by Carlo Maria Giulini, and Wagner's "Die Meistersinger," with Theo Adam, Helen Donath, Rene Kello, Geraint Evans and Peter Schreier, Herbert von Karajan conducting.

Angel also captured the single classical nomination for Best Album Notes, via James Lyons' "Music of Varese," a personal reminiscence of the composer.

## Little-Known Composer Makes Recording Bow

LONDON—For the first time two of the symphonies of Britain's most prolific and least-known composer will be recorded. They are Symphonies Nos. 10 and 21 by Havergal Brian, who was 96 on Jan. 29, who has written 32 symphonies, 22 of them since the age of 80.

Brian, who lives in Shoreham in Sussex, writes for large-scale orchestra. Some of his enormous works have been publicly performed but none has so far appeared in the catalog.

Recordings of the symphonies are to be made by Unicorn, using the Leicestershire Schools Orchestra of more than 100 young players which has already made recordings for both Argo and Pye under their teacher-conductor Eric Pinkett.

Recordings will probably be made in Leicester's De Montfort Hall. Producer will be Dr. Robert Simpson of the BBC music staff, a long-time admirer and advocate of Havergal Brian's music.

Simpson himself is hard at work on his two next symphonies, No. 4 for the Halle Orchestra and No.

5 intended for premiere by the London Symphony Orchestra. His No. 3 was recorded by the LSO for Unicorn, conducted by Jascha Horenstein, in 1970.

## Post Exchange \$\$

• Continued from page 22

In prerecorded tape, Ampex, RCA, London Records and Victor Co. of Japan are factors, while Atlantic, United Artists, London, MGM, Rippon Columbia, Philips, Pickwick International and RCA all do business in disks with the military.

Audio Magnetics, Hitachi, 3M, RCA, Sony, TDK Electronics and Victor Co. of Japan are major movers in blank tape.

The tape recorder area is represented by Ampex, Akai, Automatic Radio, Hitachi, Matsushita Electric Industrial Co., 3M, North American Philips, Pioneer, RCA, Sanyo, Sansui Electric Co., Sanyo Electric Co., Sony, Teac, Toshiba and Victor Co. of Japan.

## Historic Opera on Teldec

LONDON—First complete unabridged recording of a historic opera is set for this month from Teldec through Selecta distributors. It is Teldec's new recording of "Il Ritorno d'Ulisse in Patria" (Return of Ulysses to his Homeland), by Claudio Monteverdi, regarded as the 17th-century founder of opera.

Monteverdi, generally known for productions of his opera "Orfeo," now often staged, fin-

ished "Il Ritorno" in Venice in about 1640. It was revived in Vienna for this year's festival by the Concentus Musicus under musicologist-conductor Nikolaus Harnoncourt. Harnoncourt himself prepared the reconstruction of the work, using ancient instruments in use in Monteverdi's time, old recorders and dulcians, lutes and harps, and Teldec started the recording during the Vienna Festival.

## Bohm Kicks Off DGG Monthly Drive in U.K.

LONDON—First featured artist in DGG's new monthly campaign here, based on individual musicians, will be veteran conductor Karl Bohm, 78 this year. He will be spotlighted in DGG's February campaign, concentrating on new releases and back catalog.

Dealers taking a package of 25 Bohm records, including the four new ones in the February release, will get a 10 percent discount. Window displays and leaflet dis-cography will be available.

Featured Bohm release for February will be the complete Beethoven opera "Fidelio," put out in the Beethoven Edition for the bicentenary, withdrawn last April, and now regularly available at full price. It stars Welsh-born soprano Gwyneth Jones, with the Dresden Orchestra.

Four new Bohm recordings are of the Mozart "Requiem" with Edith Mathis (soprano), Julia Hamari (mezzo), Karl Ridderbusch (baritone) and Wieslaw Ochman (tenor); Beethoven's "No. 6 (Pastoral) Symphony" with the Vienna Philharmonic Orchestra; Mozart's Serenade No. 10 for 13 wind instruments by the wind players of the Berlin Philharmonic Orchestra and the same orchestra playing Schubert's Symphonies Nos. 1 and 2.

DGG reissues for February are Karajan's complete Beethoven symphonies as in the Beethoven Edition, in a box set at \$30.

## 'JOY' JOY TO BOTH WORLDS

NEW YORK — "Joy" by Apollo 100, on Mega Records, which is No. 8 on the Hot 100 this week, is based on the Bach chorale, "Jesu, Joy of Man's Desiring." The success of the pop version is further evidence of the growing interdependence between classical and popular music.



WHEN LEONTYNE PRICE returned to the Metropolitan Opera for the first time in almost two years, RCA Records followed the performance with a supper for its prima donna. Miss Price is shown here with another RCA important classical artist, pianist Van Cliburn. Rocco Laginestra, president of RCA Records, is on right.

FEBRUARY 26, 1972, BILLBOARD

# MARKETPLACE

## CHECK TYPE OF AD YOU WANT:

- REGULAR CLASSIFIED—50¢ a word. Minimum \$10.00. First line set all caps. Name, address and phone number to be included in word count.
- DISPLAY CLASSIFIED AD—One inch, \$25.00. Each additional inch in same ad, \$18.00. Box rule around all ads.
- Box Number, c/a BILLBOARD, figure 10 additional words and include 50¢ service charge for box number and address.

DEADLINE—Closes 4:30 p.m. Tuesday, 11 days prior to date of issue.

CASH WITH ORDER, Classified Adv. Dept., Billboard.

ADDRESS ALL ADS—Erv Kattus, BILLBOARD, 2160 Patterson St., Cincinnati, Ohio 45214, or telephone Classified Adv. Dept., 513/381-6450. (New York: 212/757-2800.)

## Check heading under which ad is to appear

- Distribution Services
- Record Mfg. Services, Supplies & Equipment
- Help Wanted
- Used Coin Machine Equipment
- Promotional Services
- Business Opportunities
- Professional Services
- For Sale
- Wanted to Buy
- Publishing Services
- Miscellaneous

Enclosed is \$ \_\_\_\_\_  Check  Money Order.

PAYMENT MUST ACCOMPANY ORDER

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_  
TELEPHONE # \_\_\_\_\_

## PROMOTIONAL SERVICES

### SUPER PROMOTIONS IS BRITE-STAR

Complete record promotion and distribution Services.

- Masters Leased
- Nashville Sessions Arranged

Send all records for review to:

**BRITE STAR PROMOTIONS**  
728 16th Ave. S.  
Nashville, Tenn. 37203  
Call: Nashville (615) 244-4064

## ATTENTION, JOCKS!

Your Personal Jingle To Take With You Recorded in Our Modern Studio Only — \$20.00

Rush Name and Money Order to:  
**SOUND & STAGE, INC.**  
168 Grant St., Buffalo, N.Y. 14213

DIRECTORY OF "ENTERTAINERS AND Talent Promoters," \$1.00. Send to Leonard Austin's Promotions, 202 Walnut, De Soto, Iowa 50069.

## COMEDY MATERIAL

DJ'S, COMICS, SPEAKERS. NOT JUST a few pages of two-liners. W.W.J. will send you 28 pages of usable material every week! Sample folio \$2.00 Write W.W.J., Box 340, Station Q, Toronto, Ont., Canada.

"FREE" CATALOG... EVERYTHING for the Deejay! Comedy, books, airchecks, wild tracks, old radio shows, FCC tests, and more! Write: Command, Box 26348-B, San Francisco 94126.

NEW COMEDY! 11,000 RIOTOUS CLASSIFIED gag lines, \$10. Unconditionally guaranteed. Comedy catalog free. Orrin Edmund, Mariposa, Calif. 95338.

SELLING LIKE HOTCAKES. 250 QUALITY recorded drop-ins. One tape per market. Drive your competition bananas. Tape \$15.00. Funsound Unlimited, Box 9153, Kansas City, Kan. 66109.

## DISTRIBUTING SERVICES

### MR. NEEDLE BUYER

We Carry A Very Large Stock At a Very Low Low Price.

Arnold's Wholesale Dist. Inc.  
220 South Prueff St.  
Paragould, Ark. 72450  
(501) 236-7253

ATTENTION, RECORD OUTLETS. WE have the largest selection of 45 rpm oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Rendezvous, Inc., 1135 W. Elizabeth Ave., Linden, N.J. 07036.

WHILE OTHER PEOPLE ARE RAISING their prices, we are lowering ours. Major label LP's are low as \$1.00. Your choice. Write for free listings. Scorpio Music Distributors, 6716 No. Broad St., Philadelphia, Pa. 19126. Dealers only.

FREAK FURNITURE AND ACCESSORIES, water terrace chairs and couches and unusual peaceful living accessories. Write for free brochure. Freak Boutique, 407 Court St., Pekin, Ill. 61554. (309) 346-9301.

## SCHOOLS & INSTRUCTIONS

F.C.C. 1ST CLASS LICENSE IN 5 weeks. R.E.I. will train you. For more information call toll free: 1-800-237-2251. V.A. approved.

## MISCELLANEOUS

### DICTIONARIES WEBSTER

Library size, 1971 edition, brand new, still in box. Cost new: \$45.00.

Will Sell for \$15  
Deduct 10% on orders of 6 or more.

Mail to  
**NORTH AMERICAN LIQUIDATORS**  
1450 Niagara Falls Blvd.  
Dept. W-286  
Tonawanda,  
New York 14150

C.O.D. orders enclose \$1.00 good will deposit. Pay balance plus C.O.D. shipping on delivery. Be satisfied on inspection or return within 10 days for full refund. No dealers, each volume specifically stamped not for resale.

Please add \$1.25 postage and handling. New York State residents add applicable sales tax.

## GWYN

Would you like to play like

JOE PASS  
JOHN GUERIN  
PAUL HUMPHREY  
LAURINDO ALMEIDA  
CAROL KAYE  
VICTOR FELDMAN  
and other music giants?

You'll love our beautiful books and recordings by these great artists.

For free brochure:  
**GWYN PUBLISHING CO.**  
P. O. Box 5900, Dept. B  
Sherman Oaks, Calif. 91413

POSTERS, BLACK LIGHTS, INCENSE, beads, patches, stickers and decals. Send for free catalog. (404) 876-4474, H & B Distributors, 951 Peachtree St., N.E., Atlanta, Georgia 30309.

LIQUIDATION—2,000 STEREO ALBUMS below cost. Top artists. 100 for \$35 post-paid. National Record Sales, Box 176, Forest Hills, N.Y. 11375.

COLLECTORS RHYTHM N' BLUES, record n' roll. Original labels. Send \$1 (refundable) for comprehensive catalog. Roy's Memory Shop, 2312 Bissonnet, Houston, Texas 77005. (713) 526-5819.

GAMES GIMMICKS, BRAINSTORMING, One Liners, Talk Tips for PD's and DJ's. Sample, special \$1. Newsfeatures Associates, 1312 Beverly, St. Louis, Mo. 63122.

ATTENTION RECORD COLLECTORS. I want a copy or tape of the following records released in early 50's: "Dearie," Guy Lombardo, Decca 24899. "Peter Cottontail," M. Shiner, Decca 46221. "You Belong to Me," Dean Martin, Capitol 2165. Call Collect (413) 783-3168.

RECORDS-TAPES: OLDIES; 20,000 IN stock. Send \$5 for 2,000-listing catalog. Mail orders filled. Record Center, 1895 W. 25th St., Cleveland, Ohio 44113. (216) 241-0107.

## REAL ESTATE

MOVING TO METROPOLITAN N.Y. area?? Ranch house (34 min. LIRR to N.Y.C.). Desirable north shore L.I., N.Y. area. Good schools, shopping, 4 bedrooms, 3 1/2 baths, den, office rec. room. Richly planted. Privacy. Call: (212) 246-7769 week days; (914) 762-2782 evenings, weekends. Box SS, c/o Billboard, 165 W. 46th St., N.Y.C. 10036.

## BUSINESS OPPORTUNITIES

### FOR SALE

Complete Recording Facility  
Located in the growing Phoenix area. Established two years. 4-track Ampex, Electrodyne Board, etc.  
(602) 257-7131  
2750 West Osborn Road  
Phoenix, Arizona 85017

### DISTRIBUTORS WANTED

We manufacture the hottest line of posters and patches in the U.S.A. Blacklight Bumper Stickers.

Send for free catalog and info or call collect (213) 464-0212.  
**COPYPAPER CO.**  
6644 Santa Monica Blvd.  
Los Angeles, Calif. 90038

SMALL RECORDING COMPANY HAS country song doing well locally. Looking for reasonable business offer for record sales, tape leasing promotion, etc. Record sent upon request. Crown Recording Co., 1405 Jefferson St., Athens, Ala. 35611. Phone: 232-6794.

## CARTRIDGES—TAPES

### TAPES—CARTRIDGES

LOADED BLANKS:  
LEAR or DYNAPAK  
32 min. & 36 min. . . . . \$ .75 ea.  
40 min. & 44 min. . . . . .78 ea.  
64 min. . . . . .85 ea.  
80 min. . . . . .90 ea.  
One Order to a Customer.  
**S. G. CARTRIDGES**  
2709 ARMOY ROAD  
WICHITA FALLS, TEXAS 76302  
(817) 767-1457

### DUPLICATING SUPPLIES & MATERIALS

First Quality  
Duplicating Tape on Hubs.  
Lube Tape 3600' or 7200' 7 1/2" x 100 ft.  
C-60 Tape 6000' 6 1/2" x 100 ft.  
C-90 Tape 6000' 8 1/2" x 100 ft.  
8 Track Quality Cartridge .25-.23  
8 Track Sensing-Splicing  
Tape \$9.00 per M  
7/32" x 72' Sensing-Splicing  
Tape \$4.00 a roll  
15/16" x 50' Sensing-Splicing Tape for Automatic Splicer  
only \$6.50 a roll  
Single Station 8 Tr.  
Exercisers . . . . .115.00 each  
Four Station 8 Tr.  
Exercisers . . . . .425.00 each  
SPlicing TAPE FOR MASTER MAKING  
1/4" x 150' . . . . .2.75 a roll  
1/2" x 150' . . . . .5.50 a roll  
3/4" x 150' . . . . .9.50 a roll  
F.O.B., NYC Catalog on Request  
**Art Bradwein Tapemaker Corp.**  
2255 Broadway, N.Y., N.Y. 10024  
(212) 874-0800; 01 mh25

## WANTED TO BUY

WANT TO BUY 45 RPM'S, OLD GOLDIES, new or used. Will buy up to 2000 copies. Ship records along with billing to Carter Publishing Co., 597 Sumner, Akron, Ohio 44304.

OVERHAULING? STRUGGLING College station needs used studio equipment: board, tables, decks, carts. Free? Cheap? Notify: WEXL Station Manager, Albion College, Albion, Mich. 49224.

8 TRACK CARTRIDGE MOLDING AND manufacturing tools. Box 607, c/o Billboard, 2160 Patterson St., Cincinnati, Ohio 45214.

SPOT CASH FOR ALBUMS, CURRENT merchandise, major labels, small or large lots. Zip's Record Outlet, 1043 E. 6th St., Tucson, Ariz. 85719. (602) 882-8324.

## INTERNATIONAL EXCHANGE

### UNITED STATES

DEALERS — COLLECTORS — RARE American 45's and LP's, 15¢ up. Free catalog, foreign, 4 P.O. coupons. Kape Box 74B, Brooklyn, N.Y. 11234.

# RADIO-TV MART

If you're a deejay searching for a radio station—or a radio station searching for a deejay—Billboard is the best buy. No other trade publication is read by so many air personalities and program directors. And all of the sharp programming-oriented general managers read the magazine, too! Best of all, Billboard classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart can draw five times the results of the next leading radio-TV industry publication. The cost is \$15—in advance—for two times. Box numbers will be used, if you wish. Send money and advertising copy to:

Radio-TV Job Mart  
Billboard  
165 W. 46th St.  
New York, N.Y. 10036

## POSITIONS WANTED

LONDON CALLING—Regular DJ programs pre-recorded in London to suit your station format (mono/stereo). Good music, top professional DJ's and "Lovely English Accent." We already produce programs for the BBC. Let us help you maximize your audience. Contact Rofar Square Studios, 55 Charlbert St. London N.W. 8, England. Cables: Squiretel. Telephone 01 722 8111.

If you want a good man, check me out. Ambitious, dependable, Black-Air-Personality with over two years in present location wants to move. Good voice, Production, News and references. If you want a Rapper, Mr. Ego or a heavy weight, all of whom are usually full of hot-air you can stop reading. I work a tight, lively show minus talking jive and finger popping. Will relocate anywhere in the U.S. or Canada to work for the right operation. Call or write: Kelly Karson, 718 Ashland Avenue, Apt. 9, Buffalo, New York 14222. (716) 881-2709.

Cutback in sports coverage forces ambitious and knowledgeable sports director to seek new position . . . has TV and Radio play-by-play experience on Pro, College and H.S. level . . . has anchored sports segment of weekday newscast for nation's fourth largest CATV System . . . hard worker, good contacts in sports world . . . has done 52 wk. half hr. sports interview program . . . play-by-play experience in football, basketball, baseball, college wrestling, skiing, soccer, and others. Temple U. School of Communications, four yrs. on camera and on mike experience . . . news background as well. If you have a sports job, I'm interested. resume and tape available. Contact Sports Director, 252 Rock St., Easton, Penn. 18042.

In Television past four months. Have discovered not happy. Want to return to Radio. Will travel anywhere. Seek position as announcer-salesman or announcer and opportunity. In return offer: Experience, 3rd Phone, maturity, creativeness, good production, good copy and someone who works to get ahead. Read Audibly nightly, read trade magazines and news periodicals. analyze Top announcers, studying for First Ticket through CIE and attending a school of speech for self-improvement. Will work for you. Call 603-679-8705 or write Mike Witkowski, Old Hedding Road, Epping, New Hampshire.

1st. class license announcer with 2 years experience looking for top 40 contemporary station. Will relocate. Call Mark Clemons at 419-882-5410 for tape, resume, and references.

I have 2 yrs. experience at a 5kw regional midwest station. With 1st phone, I'm young, and I'd like to get some experience outside of the midwest for a summer replacement job. I have a mature voice and do MOR well, but if someone will teach, I'm sure I can master rock. Hunting primarily for a summer job, but if you like me and I like you, and I can continue my education at a nearby college, you might have yourself a permanent man. Write Box 466, Radio-TV Job Mart, Billboard, 165 West 46th St., New York, N.Y. 10036.

Somewhere there is a radio-station that needs an all-around experienced man. I have 5 years experience in radio, and have done everything from Announcing to Production to Engineering to Music Director. I am 27, single, and have First Phone License. Prefer Top-40, Progressive-Rock or MOR station. Will consider all offers and I'm ready to relocate. I've spent four years at WGLI, the number-one Contemporary station on Long Island. Have tapes and resumes. Telephone (516) 483-0794, or write to Dennis Calabro, 664 Sobo Ave., Franklin Square, L.I., New York 11010. Try me. You'll like me.

YOUNG PRO — 19, available immediately. Draft, no sweat. Little experience. Good voice and delivery. 3RD phone, strong on news and great on top 40. I'm young, aggressive and ready to give you 100%. Let's talk about it. Write Tony Venturoli, 106 Ladner Avenue, Buffalo, New York 14220 or call 716-822-4720 after 5.

Attention Southern California: Veteran broadcaster in Million plus Glamor market has researched new approach to country music radio. It's good for numbers and bucks. If you're losing your touch you have no one to blame but yourself if you don't answer this ad. Radio-TV Job Mart, Billboard, 165 West 46th Street, New York, N.Y. 10036.

## POSITIONS OPEN

SUBURBAN LOS ANGELES RADIO KWOW needs a talented modern country DJ. with good voice and delivery, along with creative production and copywriting experience, who MUST BE ABLE TO WORK WITH AUTOMATION. Great opportunity. Top suburban metro pay offered. Promptly send copywriting samples, production and airwork demo tape, resume, salary requirements to: Jon Wickstrom, Radio KWOW, S. Mills & Olive, Pomona, Calif. 91766.

WNBF-AM FM, 50 Front St., Binghamton, N.Y., 13902, needs a Utility Man. Duties include news gather, reporting and jock work. Nights and weekends. \$150.00 to start. Must have minimum 3 years experience. Some College preferred. Send tape and resume to Jim Ashbery.

Rapidly expanding group of southern AM & FM Stations will consider applications from newsmen, soul DJs and Modern Country DJs. Programming and/or sales ability a plus for advancement within group. Send tape, resume, salary requirements to National Program Director, Box 465, Radio-TV Job Mart, Billboard, 165 West 46th Street, N.Y., N.Y. 10036.

Midwest Medium market contemporary giant needs experienced personality with good pipes for morning slot; all night personality with first phone; and a contemporary newsmen. Join a young, aggressive corporation with numerous divisions. Send tape, photo and resume to Box 464, Radio-TV Job Mart, Billboard, 165 West 46th St., New York, N.Y. 10036.

CLASSIFIED ADVERTISING DOESN'T COST, IT PAYS,



# New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the minute on available new product. Items shown in bold face listing are now available from FIND for immediate delivery to FIND dealers. All other listings (not in bold face) have been announced by the manufacturer as a new release. Listings are in alphabetical order by artists in Popular, and by composer in Classical. The Music Industry Code (MIC) number, a universal numbering system, is used as the FIND order number, and appears in bold face type.

Prices are manufacturers suggested list and are subject to change. Symbols: LP—Long-playing record album; QL—Quadrasonic record album; CA—Cassette; 8T—8-track cartridge.

ARTIST, Title  
Config., Label, No., List Price

## POPULAR

**A**  
**ADDERLEY, CANNONBALL**  
 Fiddler On The Roof  
 (LP) Capitol  
 ST11008 ..... 12-150-1176-9 ..... \$5.98  
**AMERICA**  
 America  
 (LP) Warner Bros.  
 2576 ..... 12-414-0282-3 ..... \$5.98  
**ANTHONY, RAY**  
 Trip Through 50 Years Of Music  
 (LP) Aero-Space  
 RA1003 ..... 12-800-9803-1 ..... \$5.98  
 (8T) Aero-Space  
 RA1003-8 ..... 96-800-9803-7 ..... \$6.98  
 (CA) Aero-Space  
 RA1003-C ..... 92-800-9803-5 ..... \$6.98  
**ARMSTRONG, LOUIS**  
 Wonderful World of Walt Disney  
 (LP) Disneyland  
 Ster 1341 ..... 12-702-2197-0 ..... \$3.98  
**ARTIES, WALTER**  
 Peace  
 (LP) Beegee  
 S-2230 ..... 12-712-4001-7 ..... \$4.98  
**ATLANTIC RHYTHM SECTION**  
 Atlantic Rhythm Section  
 (LP) Decca  
 DL7-5265 ..... 12-423-1227-1 ..... \$4.98

**B**  
**BANG**  
 Bang  
 (LP) Capitol  
 ST11015 ..... 12-150-1183-8 ..... \$5.98  
**BARLOW, JACK**  
 Catch the Wind  
 (LP) Dot  
 DOS25995 ..... 12-714-4145-6 ..... \$4.98  
**BENTON, BROOK**  
 Story Teller  
 (LP) Cotillion  
 SD9050 ..... 12-404-0077-4 ..... \$5.98  
**BLUNSTONE, COLIN**  
 One Year  
 (LP) Epic  
 E30974 ..... 12-400-0322-5 ..... \$4.98  
**BOHN, BUDDY**  
 Drop In the Ocean  
 (LP) Capitol  
 SMAS 878 ..... 12-150-1164-5 ..... \$5.98  
**BOONDOGGLE & BALDERDASH**  
 Boondoggle & Balderdash  
 (LP) Uni 7312 ..... 12-426-0075-4 ..... \$4.98  
**BRAUN, GENE**  
 New Kind of Love  
 (LP) Heart Warming  
 R3158 ..... 12-704-2237-1 ..... \$4.95  
**BREAD**  
 Baby I'm A Want You  
 (LP) Elektra  
 EKS75015 ..... 12-405-0304-1 ..... \$5.98  
**BROWN, DAVID & JEREMIAH**  
 I Want To Be With You  
 (LP) Uni 73128 ..... 12-426-0078-7 ..... \$4.98  
**BROWN, LES**  
 New Horizons  
 (LP) Daybreak  
 DR2007 ..... 12-714-9004-0 ..... \$5.98  
**BRUBECK, DARIUS**  
 Chaplin's Back  
 (LP) Paramount  
 PAS 6026 ..... 12-714-5055-5 ..... \$5.98  
**BUCKAROO'S**  
 Songs of Merle Haggard  
 (LP) Capitol  
 ST 860 ..... 12-150-1179-2 ..... \$5.98

**C**  
**CANNED HEAT**  
 Historical Figures & Ancient Heads  
 (LP) United Artists  
 UAS 5557 ..... 12-407-0317-6 ..... \$5.98  
**CAPALDI, JIM**  
 Oh How We Danced  
 (LP) Capitol  
 SW9314 ..... 12-150-1177-0 ..... \$5.98  
**CAPTAIN BEEFHEART**  
 Spotlight Kid  
 (LP) Reprise  
 MS 2050 ..... 12-415-0355-8 ..... \$5.98  
**CARMICHAEL, CAROL**  
 Song Book  
 (LP) Light  
 LS5580 ..... 12-702-7068-2 ..... \$5.98  
**CASSMAN, JAN & CLARK**  
 Step Into the Sunshine  
 (LP) Light  
 LS5586 ..... 12-702-7067-1 ..... \$5.98  
**CLIMAX BLUES BAND**  
 Tightly Knit  
 (LP) Sire S15903  
**COCHRAN, EDDIE**  
 Cochran, Eddie  
 (LP) United Artists  
 UAS9959 ..... 12-407-0306-3 ..... \$5.98  
**COLEMAN, JACK**  
 Boy Who Caught the Fish  
 (LP) Light  
 LS5588 ..... 12-702-7066-0 ..... \$5.98  
**COLEMAN, ORNETTE**  
 Science Fiction  
 (LP) Columbia  
 KC 31061 ..... 12-100-2720-5 ..... \$5.98

ARTIST, Title  
Config., Label, No., List Price

**CONNIFF, RAY**  
 I'd Like to Teach the World to Sing  
 (LP) Columbia  
 KC31220 ..... 12-100-2700-1 ..... \$5.98  
**CONTINENTAL SINGERS & ORCH.**  
 Look Inside  
 (LP) Light  
 LS5589 ..... 12-702-7069-3 ..... \$5.98  
**COOK, COY & THE SENATORS**  
 Gospel Dynamite  
 (LP) Skylite SLP6111  
**COREA, CHICK**  
 Sundance  
 (LP) Groove Merchant GM2202  
**COULTER, CLIFFORD**  
 Do It Now, Worry About It Later  
 (LP) Impulse  
 AS9216 ..... 12-703-2225-3 ..... \$5.98  
**COUNT BASIE**  
 Evergreens  
 (LP) Groove Merchant GM2201  
**COUNTRY JOE**  
 Incredible Live!  
 (LP) Vanguard VSD79316  
**CRADDOCK, BILLY "CRASH"**  
 You Better Move On  
 (LP) Cartwheel  
 CTW ALO5001 ..... 12-708-3005-1 ..... \$4.98  
**CRAWFORD, DDN**  
 Another Shade of Black  
 (LP) Roulette  
 SR3005 ..... 12-432-0103-7 ..... \$5.98  
**CRAZY HORSE**  
 Loose  
 (LP) Reprise  
 MS 2059 ..... 12-415-0356-9 ..... \$5.98  
**CURB, MIKE, CONGREGATION**  
 Softly Whispering I Love You  
 (LP) MGM  
 SE4821 ..... 12-449-0355-7 ..... \$5.98  
**CURLESS, DICK**  
 Tombstone Every Mile  
 (LP) Capitol  
 ST11011 ..... 12-150-1178-1 ..... \$5.98  
**CURTISS/MALDOON**  
 Curtiss/Malloon  
 (LP) Capitol  
 ST880 ..... 12-150-1166-7 ..... \$5.98

**D**  
**DARROW, CHRIS**  
 Artist Proof  
 (LP) Fantasy 9403  
**DAVIS, JIMMIE**  
 What A Happy Day  
 (LP) Decca  
 DL7-5331 ..... 12-423-1243-1 ..... \$4.98  
**DEHAVEN, PENNY**  
 DeHaven, Penny  
 (LP) United Artists  
 UAS 6821 ..... 12-407-0307-4 ..... \$4.98  
**DOMINO, FATS**  
 Domino, Fats  
 (LP) United Artists  
 UAS9958 ..... 12-407-0308-5 ..... \$5.98  
**DORICE, DANIELLE**  
 Dorice, Danielle  
 (LP) Astra AS1002

**E**  
**EDGEWOOD**  
 Ship of Labor  
 (LP) TMI  
 Z30971 ..... 12-700-6313-2 ..... \$4.98  
**EDMUNDS, DAVE**  
 Rockpile  
 (LP) MAM 3  
**EL AVRAM GROUP**  
 Any Time of the Year/Bashana Baba'ah & Other Israeli Hits  
 (LP) Monitor  
 MFS 730 ..... 12-453-0225-3 ..... \$4.98  
**ELLIOTT, CASS**  
 Elliott, Cass  
 (LP) Victor  
 LSP-4619 ..... 12-160-2284-2 ..... \$5.98  
**EMERSON, LANE & PALMER**  
 Pictures At An Exhibition  
 (LP) Cotillion  
 ELP 6666 ..... 12-404-0076-3 ..... \$5.98  
**EVERYDAY PEOPLE**  
 Everyday People  
 (LP) Paramount  
 PAS6021 ..... 12-714-5053-3 ..... \$5.98

**F**  
**FAMILY VIBES**  
 Strange Fruit  
 (LP) United Artists  
 UAS5560 ..... 12-407-0318-7 ..... \$5.98  
**FARRELL, JOE**  
 Outback  
 (LP) CTI CTI6014  
**FAT CHANCE**  
 Fat Chance  
 (LP) Victor  
 LSP4626 ..... 12-160-2295-4 ..... \$5.98  
**FIRESIGN THEATRE**  
 Dear Friends  
 (LP) Columbia  
 KG 31099 ..... 12-100-2722-7 ..... \$6.98  
**FLUDD**  
 Fludd  
 (LP) Warner Bros.  
 2578 ..... 12-414-0283-4 ..... \$5.98

ARTIST, Title  
Config., Label, No., List Price

**FORD, TENNESSEE ERNIE**  
 Mr. Words & Music  
 (LP) Capitol  
 ST 11001 ..... 12-150-1180-5 ..... \$5.98  
**FORMERLY FAT HARRY**  
 Formerly Fat Harry  
 (LP) Capitol  
 ST 877 ..... 12-150-1161-2 ..... \$5.98  
**FOUR GALILEANS**  
 Encore  
 (LP) Canaan  
 CAS9711 ..... 12-702-6107-8 ..... \$5.98  
**FOUR INTERNES**  
 Count Your Many Blessings  
 (LP) King  
 KS G3 112B ..... 12-440-0194-2 ..... \$3.98  
**FOX, VIRGIL**  
 Heavy Organ  
 (LP) Decca  
 DL7-5323 ..... 12-423-1239-5 ..... \$4.98  
**FRANCHI, SERGIO**  
 Franchi, Sergio  
 (LP) Metromedia MD 1047  
**FRANKLIN, ARETHA**  
 Young, Gifted & Black  
 (LP) Atlantic  
 SD8213 ..... 12-140-0464-6 ..... \$5.98  
**FREE DESIGN**  
 One By One  
 (LP) Project 3  
 PR5061SD ..... 12-709-6052-5 ..... \$5.98

**G**  
**GARCIA**  
 Garcia  
 (LP) Warner Bros.  
 BS2582 ..... 12-414-0284-5 ..... \$5.98  
**GEORGE, CASSIETTA**  
 This Time  
 (LP) Audio Arts  
 AAS 7001 ..... 12-800-9205-8 ..... \$4.98  
**GODFALLOFUS**  
 New Hope  
 (LP) Light  
 LS5590 ..... 12-702-7070-6 ..... \$5.98  
**GOD SQUAD**  
 Jesus Christ's Greatest Hits  
 (LP) Rare Earth  
 RS31L ..... 12-410-0041-8 ..... \$5.98  
**GUY, DENNY**  
 Guy, Denny  
 (LP) Daybreak  
 DR2008 ..... 12-714-9008-4 ..... \$5.98

**H**  
**HALF NELSON**  
 Halfnelson  
 (LP) Bearsville  
 BV2048 ..... 12-801-7405-3 ..... \$5.98  
**HAMILTON, JOE FRANK & REYNOLDS**  
 Hallway Symphony  
 (LP) Dunhill  
 DSX 50113 ..... 12-417-0126-7 ..... \$5.98  
**HAPPY GOODMAN'S**  
 Wanted Live  
 (LP) Canaan  
 CAS 9705 ..... 12-702-6105-6 ..... \$5.98  
**HART, FREDDIE**  
 Lonesome Love  
 (LP) Harmony  
 KH 31165 ..... 12-401-0404-4 ..... \$2.98  
**My Hang-Up Is You**  
 (LP) Capitol  
 SD11014 ..... 12-150-1182-7 ..... \$5.98  
**HARVEST, BARCLEY JAMES**  
 And Other Short Stories  
 (LP) Sire S15904  
**HAYES, ISAAC**  
 In the Beginning  
 (LP) Atlantic  
 SD1599 ..... 12-140-0456-4 ..... \$5.98  
**HAZZARD, TONY**  
 Loudwater House  
 (LP) Decca  
 DL 73126 ..... 12-423-1242-0 ..... \$4.98  
**HINE, RUPERT/DAVID MAC IVER**  
 Pick Up A Bone  
 (LP) Capitol  
 SMAS 879 ..... 12-150-1165-6 ..... \$5.98  
**HOLLYRIDGE STRINGS**  
 Hits of the 70's  
 (LP) Capitol  
 ST883 ..... 12-150-1160-1 ..... \$5.98  
**HOMER**  
 Pause For A Hoarse Horse  
 (LP) Epic  
 E 31146 ..... 12-400-0325-1 ..... \$4.98  
**HOMER & JETHRO**  
 Far-Out World Of  
 (LP) Victor  
 LSP4648 ..... 12-160-2298-8 ..... \$5.98  
**HOOK, DOCTOR**  
 Hook, Doctor, & the Medicine Show  
 (LP) Columbia  
 C30898 ..... 12-100-2763-6 ..... \$4.98  
**HUDSON**  
 Hudson  
 (LP) Playboy  
 PB102 ..... 12-715-9001-2 ..... \$5.98

**I**  
**INCREDIBLE STRING BAND**  
 Liquid Acrobat As Regards the Air  
 (LP) Elektra  
 EKS74112 ..... 12-405-0305-2 ..... \$5.98  
**INSPIRATIONS**  
 Inspirations  
 (LP) Canaan  
 CAS9707 ..... 12-702-6106-7 ..... \$5.98

**J**  
**JACKSON, MAHALIA**  
 Lord Don't Let Me Fall  
 (LP) Harmony  
 KH 3111 ..... 12-401-0402-2 ..... \$2.98  
**JAMES, SONNY**  
 Biggest Hits Of  
 (LP) Capitol  
 ST11013 ..... 12-150-1181-6 ..... \$5.98  
**JAMES, TOMMY**  
 My Head, My Bed & My Red Guitar  
 (LP) Roulette  
 SR3007 ..... 12-432-0101-5 ..... \$5.98  
**JAN & DEAN**  
 Anthology Album  
 (LP) United Artists  
 UAS 9961 ..... 12-407-0312-4 ..... \$5.98  
**JENNINGS, WAYLON**  
 Good Hearted Woman  
 (LP) Victor  
 LSP4647 ..... 12-160-2297-7 ..... \$5.98

ARTIST, Title  
Config., Label, No., List Price

**JOEL, BILLY**  
 Cold Spring Harbor  
 (LP) Family Productions FSP2700  
**JONES, GEORGE**  
 First In the Hearts Of Country Music Lovers  
 (LP) Victor  
 LSP4672 ..... 12-160-2285-3 ..... \$5.98  
**JONES, PAUL**  
 Crucifix In A Horseshoe  
 (LP) London XPS605  
**JUKIN' BONE**  
 Whiskey Woman  
 (LP) Victor  
 LSP4621 ..... 12-160-2303-8 ..... \$5.98

**K**  
**KAYATTA, GEORGE**  
 Time To Wonder Why  
 (LP) Victor  
 LSP4638 ..... 12-160-2296-6 ..... \$5.98  
**KING, B.B.**  
 L.A. Midnight  
 (LP) ABC  
 ABCX743 ..... 12-416-0200-5 ..... \$5.98  
**KING 81SCUIT BOY**  
 Goodness  
 (LP) Paramount  
 PAS6023 ..... 12-714-5057-7 ..... \$5.98  
**KLEMMER, JOHN**  
 Constant Throb  
 (LP) Impulse  
 AS 9214 ..... 12-703-2226-3 ..... \$5.98  
**KONGOS, JOHN**  
 Kongos  
 (LP) Elektra  
 EKS75019 ..... 12-405-0306-8 ..... \$5.98  
**KOTTKE, LEO**  
 Greenhouse  
 (LP) Capitol  
 ST11000 ..... 12-150-1162-3 ..... \$5.98  
**KUHN, STEVE**  
 Kuhn, Steve  
 (LP) Buddah  
 BDS5098 ..... 12-412-0155-7 ..... \$5.98

**L**  
**LATEF, YUSEF**  
 Gentle Giant  
 (LP) Atlantic  
 SD1602 ..... 12-140-0459-7 ..... \$5.98  
**LOGGINS, DAVE**  
 Personal Belongings  
 (LP) Vanguard VSD6580

**M**  
**MAHLSTROM, PATTI**  
 Mahlstrom, Patti  
 (LP) Uni 73127 ..... 12-426-0079-8 ..... \$4.98  
**MALO**  
 Malo  
 (LP) Warner Bros.  
 BS2584 ..... 12-414-2584-9 ..... \$5.98  
**MANN, MANFRED**  
 Earth Band  
 (LP) Polydor PD5015  
**MARTINO, AL**  
 Summer Of '42  
 (LP) Capitol  
 ST793 ..... 12-150-1167-8 ..... \$5.98  
**MASON, DAVE**  
 Mason, Dave  
 (LP) Blue Thumb BTS34  
**MATHIS, JOHNNY**  
 In Person At Las Vegas  
 (LP) Columbia  
 KC30979 ..... 12-100-2701-2 ..... \$6.98  
**MCCOY, VAN**  
 Soul Improvisations  
 (LP) Buddah  
 BD55103 ..... 12-412-0154-6 ..... \$5.98  
**McGRIFF, JIMMY**  
 Black & Blues  
 (LP) Groove Merchant GM2203  
**McKENDREE SPRING 3**  
 McKendree Spring 3  
 (LP) Decca  
 DL 7-53332 ..... 12-423-1241-9 ..... \$4.98  
**McLAUGHLIN, MURRAY**  
 Song From the Street  
 (LP) Epic  
 E31116 ..... 12-400-0330-8 ..... \$4.98  
**MIDDLE OF THE ROAD**  
 Acceleration  
 (LP) Victor  
 LSP 4674 ..... 12-160-2345-8 ..... \$5.98  
**MILLER, ROGER**  
 Best Of  
 (LP) Mercury  
 SR61361 ..... 12-427-0403-5 ..... \$4.98  
**MILLS BROS.**  
 What A Wonderful World  
 (LP) Paramount  
 PAS 6024 ..... 12-714-5056-6 ..... \$5.98  
**MOORE, RUDY RAY**  
 Return Of Dolemite  
 (LP) Kent  
 KST010 ..... 12-714-0100-3 ..... \$5.98  
**MORNING**  
 Struck Like Silver  
 (LP) Fantasy 9402  
**MOTTOLA, TONY**  
 Superstar Guitar  
 (LP) Project 3  
 PR5062SD ..... 12-709-6051-4 ..... \$5.98

**N**  
**NABORS, JIM**  
 More  
 (LP) Harmony  
 KH31108 ..... 12-401-0401-1 ..... \$2.98  
**NEELY, SAM**  
 Long Road to Texas  
 (LP) Capitol  
 ST873 ..... 12-150-1159-8 ..... \$5.98  
**NELSON, RICKY**  
 Nelson, Ricky  
 (LP) United Artists  
 UAS 9960 ..... 12-407-0309-6 ..... \$5.98  
**NELSON, TRACY**  
 Mother Earth  
 (LP) Reprise  
 MS2054 ..... 12-415-0357-0 ..... \$5.98  
**NEWMAN, DAVID**  
 Lonely Avenue  
 (LP) Atlantic  
 SD 1600 ..... 12-140-0458-6 ..... \$5.98  
**NITE-LITERS**  
 Instrumental Directions  
 (LP) Victor  
 LSP 4580 ..... 12-160-2293-3 ..... \$5.98

Each new LP and Tape release must be reported to Billboard for inclusion on this page. The following information is requested to insure accurate data.

POPULAR	CLASSICAL
Name of Artist	Name of Composer & Title of Album
Name of Album	Name of Artist
(LP) Label & Number ..... Price	(LP) Label & Number ..... Price
(BT) Number ..... Price	(BT) Number ..... Price
(CA) Number ..... Price	(CA) Number ..... Price
(OR) Number ..... Price	(OR) Number ..... Price

Please send information to Bob Hudoba, P.O. Box 775, Terre Haute, Indiana 47808. It will also be necessary to continue sending new release product to Billboard's review department in Los Angeles.

Dear FIND Dealers:

Two weeks ago we mailed out a \$5 gift Certificate (to be applied as partial payment on a Dealer \$25 order to FIND); this same mailing made to all Billboard subscribers contained news of a contest for FIND dealers; 4 lucky dealers and their better-halves will win a round trip to Billboard's IMIC-4 in Acapulco.

IF YOU DIDN'T RECEIVE THIS MAILING CONTACT US AT ONCE AT EITHER OUR L.A. OR TERRE HAUTE OFFICE AND WE WILL SEE THAT YOU RECEIVE A COPY PRONTO!

Well, now that you've received our second catalog, you see we weren't handing out hot air about the contents of the second FIND Catalog. Remember, we make same day shipment of any item listed in the FIND Catalog. You can also order any LP, tape or quad item you want; whether it's listed in the FIND Catalog or not; just show manufacturers number, album title, artist and configuration wanted (i.e.—LP, 8T, Cassette, Reel to Reel or Quad).

Your orders sent to us since you've received the second FIND Catalog are just great... a great big thank you from FIND!

Remember, FIND also has a gift service for your customers. They can order gifts for any occasion. Just simply note the recipient's name and address on the FIND customer order form; the donor's name and add 50¢ to the postage and handling charges. We will gift wrap, enclose a card from the donor and ship either to you or the recipient as you direct us to do.

Remember, send your orders to us via First Class mail or telephone them in. Shipment back to you via UPS will speed receipt by you of product ordered. We want to give you the best service possible.

*Bill Wardlaw*

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# Indie Distributions Spurt as Mfrs.

• Continued from page 1

year he has had other big ones by Bobby Byrd, as well as "Funky Nassau" by the Beginning of the End on Alston, "Joey Little Beaver" on Cat, and others. He added that his records are produced in Miami by Steve Alaimo under his (Stone's) supervision. Stone also said he was in publishing heavily with Sherlyn Music (BMI) and a new ASCAP firm, Kimlyn Music.

Veterans of the record business will recall that Henry Stone, like many distributors, has a history of being interested—and involved—as a manufacturer. In the early 1950's he had the De Luxe label, among whose hits was "Hearts of Stone" by the Charms. He also had the Federal label; and from that era dates his closeness to James Brown, with whom he is now involved in the Brownstone label.

## Heilicher

Stone noted that some pioneer distributors like Amos Heilicher, head of Pickwick International and a giant distributor-rackjobber-retailer—were prophetic and astute when they set up manufacturing operations. Heilicher, for instance, formed the Soma label years ago and came up with such talent and hits as Dave Dudley's "Six Days on the Road" and the Fendermen's "Muleskinner Blues."

Other examples of important distributors who have become important manufacturing entities are Stan Lewis of Shreveport and Harold Lipsius of Philadelphia. In last week's Billboard it was noted that Lewis, a major distributor-rackjobber, has initiated a new label called Soul Power Records, with its first single, Shay Holiday's "It's Not How Long You Make It," already getting solid airplay. Lewis has long been involved with the creative aspect of the industry with others of his labels, such as Jewel, Paula, Ronn, Lewis and Whit Records. Lewis has had hits on these labels.

## Lipsius Labels

The same can be said for Philadelphia's Harold Lipsius who, in addition to his distributing operation, has such labels as Jamie/Guyden, Top and Bottom, and Phila. of Soul Records. And many distributor veterans such as Sid Talmadge on the West Coast and hits, one of the latter's being Rosie and

the Originals' "Angel Baby" on Highland.

Too, over the years many distributors, while not fully entering the manufacturing field, have been producers, turning over their masters to one of several of their lines. A current example of this type of creative distributor activity is Joe Martin, of Apex-Martin of Newark. Martin occasionally produces a master—a recent one being a session by Bird Rollins that was turned over to Calla Records, a Roulette subsidiary.

Norman Wienstroer, of Musical Isle of St. Louis, used to have his own label prior to his association with Transamerica, the parent firm. Wienstroer's label was titled Norman Records. Wienstroer developed a catalog of 15 LP's and came up with hit product. "The label is dormant now," Wienstroer said, "because of my contractual agreement with Transamerica."

Henry Hildebrand, All-South, New Orleans; Herb Weisman and Phil Goldberg, co-owners of several distributing entities in Charlotte; Lou Lavinthal, Stan Sulman and Stan Jaffe, ABC Records and Tape, Seattle; are others who have been associated in record production and master acquisition over the years. Steve Poncio, back in Houston operating United Dist. after a stint with Monument records as marketing executive, has long been active in record production and artist management. Harold W. (Pappy) Daily, now in semi-retirement after building a Texas distributing empire that includes Big State, Dallas, and H.W. Daily, Houston, is one of the pioneers in country music, dating back to the late 1940's.

Armen Boladian, Detroit distributor, has the Westbound label, which has had important releases, distributed by Janus.

# Stax Diversification

• Continued from page 1

Hayes. The Stax schedule entails a debut in Memphis this year.

2) Planning the production of a black film. Bell revealed that this project is being researched, with literary properties and techniques being studied.

3) Stax is entering the country field. The first release is an O.B. McClinton package.

4) Stax is entering the gospel field with a new label, the Gospel Truth. Bell pointed out that this

label "will embrace the modern gospel field as distinct from the traditional gospel field. The modern gospel field is a very broad one in that it includes all material dealing with the concept of Truth."

Bell stated: "We are developing a total record company. This does not in any way mean that we are minimizing our black product; for that is our base and will be expanded. But we will enter new fields which we consider relevant to the concept of a total company."

# 52d St. Repairing Plan

NEW YORK — Fifty-Second Street, "The Street That Never Slept," as Arnold Shaw's book of that title terms it, may be repaved with the names of the greats who made the area swing. The idea was put forward in a review of the book by jazz critic Leonard Feather in the Los Angeles Times. Shaw, to further the idea, contacted Mayor Lindsay, who referred the matter to August Heckscher, administrator of parks, recreation and cultural affairs. Heckscher arranged for the park council's Arnold Lehman to discuss the idea with Shaw. Lehman, it is understood, is ready to contact the department of highways relative to the plan.

Meanwhile, a committee of New York influentials has been created to push the plan to completion via the raising of \$20,000, which would be necessary to complete the project. Phoebe Snow is executive secretary of the committee.

# Nabors to Cut 15th Col LP

LAS VEGAS—Jim Nabors will record his 15th album for Columbia Records in March. He will use recording facilities in Nashville for the pop album. Nabors said he will have several albums released this year and will undertake an extensive concert tour.

A "Man of La Mancha" album already recorded, will be released in conjunction with the United Artists' release of the movie. In addition to Nabors, the album features Marilyn Horne and Richard Tucker.

In addition to heavy emphasis on the recording studio, Nabors will have a television special on CBS and star on a David Frost 90-minute special March 8. Nabors appears in Houston Saturday (26), the day after closing in Las Vegas, for his third appearance at the Astrodome, then heads to Phoenix for a four-day gig. This is followed by an East to Mid-West tour encompassing fairs, concerts, and one-nighters ending with three weeks at Harrah's in Lake Tahoe.

# Label Formed By Bill Hamlin

NEW YORK — Bill Hamlin, composer-recording artist, has formed a label, Brecht Records. First release will be a single coupling "If You Know You Don't Love Me" and "She Gone." Both tunes were written by Hamlin and feature him as artist.

Prior to the formation of his label, Hamlin had recorded for King, Fania and Toy Records.



TONY MARTELL, center, president of Famous Music Corp., presents Melanie with her first gold record for the single, "Brand New Key," on Neighborhood. With her is her husband and producer, Peter Schekeryk.

# Calif. OK's Under-21 Players; Helps Rock Band Employment

LOS ANGELES—It's now legal for California musicians 18-21 to play in clubs where alcohol is served. They cannot, however, play in topless or bottomless nude clubs.

The new freedom is a result of the recently passed legislation by the state (AB 310). A similar measure was defeated last year.

One significant result of this new legislation is the number of clubs

offering union rock bands and other small groups in the city's Marina Del Rey area and throughout the whole South Bay area of such cities as Manhattan Beach, Redondo Beach, Playa Del Rey, San Pedro, Westchester, Venice, Torrance, Hermosa Beach and Wilmington.

There are 13 clubs booking bands alone in the Marina (a developing city within the city where there are 5,000 boats moored). And there are around 90 clubs all told in the combined Marina-South Bay area booking union groups.

The most successful rock club in Orange County is the Golden Bear in Huntington Beach, which recently presented Mason Profit, Bat Dorf and Rodney, Gabor Szabo and the Nitty Gritty Dirt Band.

The groups generally playing in the other locations are local acts. There are two exceptions which play older musicians. Eddie Cano—formerly on Reprise—works at the El Torito in the Marina and the Latitude 20 in Torrance books name Hawaiian acts like the Surfers, Arthur Lyman and Martin Denny.

The effect of these suburban clubs booking union acts is to help fill the void created by the death in Los Angeles of a number of rock clubs. Today, the Whisky A Go Go is the city's leading rock room, with the Troubadour the leading room for new artists of a pop and rock genre.

Among the rooms in the Marina are the Windjammer, Donkins, Captain's Wharf, Lobster House, Charley Browns, The Basement, 2nd Storey, Don the Beachcomber, Kellys, Piece of Eight, Warehouse and Slip Slider Club.

# Pickwick Eyes All Tapes Inc.

• Continued from page 1

Pickwick mass merchandising and distribution empire: Royal Disc and Rapid One-Stop, Chicago distribution and one-stop operations, respectively; All Tapes, Dallas, a distribution and rack business; All Tapes, Detroit, a rack operation, and All Tapes Music Inc., Chatsworth. Firm also has two retail stores, called The Music Seller, in Milwaukee and Appleton, Wis.

# Gallagher and Valando Firm?

• Continued from page 1

tion not yet involved in the recording or music publishing business. However, they'll determine which direction they will go in a few weeks.

Gallagher left his post as president of Famous Music Corp. about six months ago. Valando was president of the music publishing and record divisions for Metromedia up until a few months ago.

# Natal's First LP Getting A Double-Pronged Thrust

NEW YORK—Nanette Natal's first album for Evolution Records, "The Beginning," has received a promotion push from the label and by Stereo Dimension, which distributes Evolution. The campaign was tied in with the artist's recent opening at the Gaslight for one week.

Twenty-six distributor sales managers and promotion directors flew here for a meeting at A&R Studios, where the album was played. They were then hosted, with about 150

press and radio representatives, at a pre-opening presentation at the Gaslight. A dinner at Timothy's Restaurant followed for Miss Natal, Evolution staff members and the others.

The evening was hosted by Loren Becker, president of Stereo Dimension/Evolution, and executives including Fred Edwards, national director sales/promotions; Larry Finn, marketing director; Andy Hassakowsky, East Coast representative; Ron Laforano, Midwest representative. The Tomorrow Today Agency, which represents Stereo Dimension, arranged the events.

The album was shipped to all distributors and promotion men, and a special mailing of press kits was made to over 250 college radio stations.

Creative Management Associates book Miss Natal as well as Toronto and Ottawa. Evolution and its local distributors will host parties at each of the bookings, and will concentrate promotional effort in these markets.

# Teresa Brewer Is Back in Swing

NEW YORK—Singer Teresa Brewer is coming out of semi-retirement with bookings being handled by Marv Josephson of the Agency for Performing Arts. She opens at the Cheshire Inn, St. Louis, March 27-April 8. Miss Brewer has recently recorded "Somewhere There's Someone" for the Amsterdam label.

# Campus Conclave Mulls Concerts/Disk Club

• Continued from page 1

of \$75 per concert to reimburse schools for promotion, the concert price will be \$425; without label coop, the price is \$350 per concert.

The mini tours will consist of 10 engagements in a 15-day period or 20 engagements in a period of 30 consecutive days. Students coordinators at schools will assist. The concerts are aimed for facilities not exceeding 1,500 seating capacity.

Leber-Krebs, which through another wing books the Stigwood/MCA concert version of "Jesus Christ, Superstar," has formed another subsidiary, Superstar Records, Inc., to handle the record club.

Schools will not be required to inventory the very select list of 75 to 100 chart albums. They will be sent a master selection sheet and order forms with shipment from Superstar Records made via United Parcel. Price structure on \$5.98 list LP's: price to participating schools \$3.30 plus 15-cents; recommended sales price to students \$3.69 plus 15-cents; 8-track and cassette tapes: school price \$4.70 plus 15-cents; recommended student price \$5.19 plus 15-cents.

Payment schedule a) on a semi-monthly billing basis to the school, or b) school check with each mas-

ter order form, or c) individual student checks with each master order from (Superstar to pay the commission due to the school on a monthly basis).

The projected school income for a school of 5,000 students, each buying an average of two albums per academic year, with average gross profit of 49-cents per album, is \$4.90 gross profit per year. A 10,000-population school stands to earn \$9,800 gross profit.

Schools have the option of having a second price schedule on master order sheets of 10- or 20-cents more per disk or tape than the prices listed above.

Schools must at their own cost duplicate the master selection sheets sent every four to six weeks and display them or distribute them to students.

Krebs said the plan actually "falls between the regular record clubs and campus book store retail set-ups." He said he naturally expects resistance from schools with campus book stores handling records. He said he buys from a one-stop sub-distributor "who is very knowledgeable about obtaining merchandise." Krebs said since he is dealing with chart product, principally contemporary music, his inventory will be minimal and very quickly turned.

# International News Reports

## U.K. Electricity Shutdown Gives Disk Industry Its Heaviest Jolt

• Continued from page 1

Even if pressing schedules can be maintained, ancillary services such as sleeve and label manufacture are equally critical in keeping supplies going and sleeve products Garrod and Lofthouse, for instance, reported a 50 percent reduction on capacity at its Caterham, Surrey print plant.

Where self-generating power plants (EHI) or standby emergency generators (Decca) are not available, a call for aid from Europe may be necessary. CBS is planning to import from Holland, particularly to keep pace with the demand for the Paul Simon album. However, Continental assistance is only of limited value and only applies to those companies utilizing a universal numbering system.

While the real effect of the government's emergency regulations may not be immediately felt, it's inevitable if the shorter working week continues that supplies and deliveries to the trade will become disrupted.

A check around the major manufacturers by Billboard revealed: EMI—since power can be generated internally at the Hayes factory, production is not expected to be severely affected for several weeks. But with electricity supplies split between the whole Hayes complex, inevitably there will be some reduction in album manufacture although singles should continue to be produced normally. Under consideration, according to managing director Philip Brodie, are requests for EMI to undertake pressing for other companies.

### British Decca

DECCA—A number of stand-by generator sets are available at New Malden, Surrey, pressing plant so that production of the company's records is not expected to be too adversely affected.

Director Bill Townsley said it was unlikely that there will be any hold-up in releases or deliveries of product "providing we are still able to get supplies of sleeves and labels."

Generators are also being used at Decca's Bridgnorth, Shropshire, plant where all the company's tape product is duplicated. The firm's tape marketing manager Graham Smith says cassette and cartridge

production will continue as normal throughout the crisis.

RCA—Singles releases scheduled for Feb. 25 have been cancelled and there will be no more singles releases until the Government's power restrictions are lifted. The RCA pressing plant in Washington, Co. Durham handles all albums but half of the company's singles product is pressed at the CBS plant in Aylesbury.

The RCA sales conference, scheduled for Thursday (24) has now been cancelled. All sales material will be sent to the company's sales representatives by post.

CBS—Plans are being laid to import product from the company's pressing plant in Holland, leaving its British plant in Aylesbury free to cope with the CBS custom accounts for RCA and Kinney.

The power restrictions will also affect CBS product supply throughout Europe. "Manufacturing facilities at Aylesbury also handle production for the EFTA countries, and in Holland for the Common Market countries," commented Maurice Oberstein, CBS deputy managing director. "We are fortunate however, because CBS has a universal numbering system throughout Europe. We also use the same sleeve design. The Paul Simon album for instance, is the same with all the company owned affiliates throughout Europe."

"During this week therefore, we will be sending lorries to our plant in Holland for supplies. On the purely physical level of record supplies we can cope for the time being. The Aylesbury plant will handle our custom accounts with RCA and Kinney."

KINNEY—Director of publicity and promotion Des Brown said: "We are able to supply retailers with our current product and our release schedule, at the moment, should not be affected." The company made advance plans last week to import a quantity of Neil Young's new album "Harvest" from the U.S.

PYE—Enough stock in hand to meet immediate requirements, but production at the Hitcham factory will be concentrated on singles.

PHONOGRAM—Possibility of some product being pressed on the Continent, is under consideration,

but will only be implemented as a last resort.

POLYDOR—General sales manager Eddie Webster will be based at Phonodisc during the crisis and the Walthamstow factory will be working extra shifts on working days. Webster said that business would function adequately as long as supplies continued from the factory.

PRECISION—For the time being, there will not be any laying-off of staff at the firm's Chadwell Heath, Essex, duplicating plant although managing director Walter Woyda is keeping the situation under review.

Woyda has, however, introduced a third shift at the factory to enable production to continue round-the-clock if power is available. Disruptions in production are expected to affect the release dates of forthcoming Precision product although the firm says it will not know to what extent until the end of this week.

STUDIOS — Recording studios appear to be in some confusion over the situation. EMI's Abbey Road studios were working Wednesday, Friday and Saturday of last week although there were cutbacks in the amount of recording done. Pye and Lansdowne on the other hand have their own generators and have enough power to carry on as usual for some time yet.

Other studios, however, were not so fortunate. Many of them, including Wessex, De Lane Lea's Music Centre and Air London are just carrying on and taking the cuts as they come.



ON THEIR European tour are Capitol's Canadian president, Arnold Gosewich, second from right, and head of a&r, Paul White, extreme left, met with L. G. Wood, EMI group director, second from left, and Gerry Oord, director of international artists promotion, EMI, to discuss plans for the exploitation of Canadian acts in the European market. Also under discussion was the "Maple Leaf Junket," a scheme backed by the Canadian music industry and Canadian government under which European journalists will visit Canada to study the Canadian music scene.

## U.K. Post Office Ban On McCartney Irish Disk

LONDON — Following bans from the BBC, ITA and Radio Luxembourg on the first single from Paul McCartney's group Wings, a further refusal to be connected with the song has come from the U.K. General Post Office. This means that the record, "Give Ireland Back to the Irish," cannot be featured on Dial-A-Disk or in phone promotions which Apple was planning in the absence

of any other means of getting the single heard.

The single would probably have been allocated a special line in any case, as is the policy with all Apple singles at the moment, but in these special circumstances the company was planning to devote four lines to promoting the record.

Despite all this controversy, EMI is to distribute the record. The company feels that the song is not anti-British and states that it contains no incitement to riot. EMI holds no political views as an international company. However, in its official statement on the matter EMI makes it clear that the opinions expressed by McCartney are not necessarily those of either Apple or its other three directors, John Lennon, Ringo Starr and George Harrison.

The disk is also running into retail difficulties, in England as well as Ireland.

The Boots chain will not be recommending the record for sale through its outlets in England, Wales and Scotland.

Record Merchandisers, who service the giant Woolworth's chain, has decided against stocking the record.

John Menzies, the Scottish newsagents and booksellers, are not yet decided on the subject but are strongly considering a total ban. However, their competitor W. H. Smith has no plans not to sell it, but was waiting to hear a copy.

From Belfast, Gordon Smyth, boss of EMI's Northern Ireland distributor Symphola, commented: "We have not heard the disk yet but it's obviously already controversial before it's released and we've got enough problems as it is."

In the meantime, McCartney and Wings are travelling around the country playing free concerts as the mood takes them. They have already appeared at Nottingham and York universities. McCartney's reaction to all the fuss was: "I thought this was a free country."

## Isaac Hayes At Montreal's Forum

MONTREAL—Local promoter, Donald K. Donald, booked Isaac Hayes for the Montreal Forum on behalf of the Sir George Williams University and Loyola College winter carnival committees.

Polydor's national promotion director, Allan Katz, put a concentrated publicity campaign behind the visit. This was Hayes' first concert in Canada for a long period.

## Israel Co Signs LP, Film Deal With Airline

TEL AVIV—A special album, produced by Hed Arzi Records, will be offered at the duty-free price of \$3 to passengers on El Al, Israel's national airline, as part of an exclusive agreement recently signed between the two companies.

The album, called "Songs of Israel," includes such material as "Jerusalem of Cold," "Anytime of the Year" and "Hava Hagila." It was conceived by Hed Arzi's general manager Zeev Levin in association with officials from El Al.

The agreement also gives Hed Arzi the right to program its own material on El Al aircraft. A special film of the Israeli Jassidic Song Festival, prepared by Hed

Arzi in association with the Israel Broadcasting Authority, will be screened on El Al flights.

In addition to the El Al agreement, Hed Arzi has also released two special project albums about the Israeli army and David Ben-Curion, the Israeli statesman.

The army album, "Best of the Army Groupe," has been given to all officers in the Israeli army. The David Ben-Gurion double-album, featuring excerpts from speeches, has been released to coincide with Ben-Gurion's 85th birthday. A special English edition is presently being prepared for international release.

## International Executive Turntable

The Polygram group has strengthened its studio visual company in Hamburg, West Germany, Polymedia, by appointing Cornelis Mulderij to the commercial department of the Hamburg-based firm. Mulderij took up his new post Feb. 1 after long experience in the video sector, including a spell with N.V. Philips' Gloeilampenfabriek, Eindhoven in the electro-acoustics division.

Certron has appointed Terence Furey, formerly of Ampex, as

## French Canadian International Plans

TORONTO—Capitol of Canada has signed French Canadian girl, Emmanuelle. Signing was made by Capitol's Quebec a&r manager, Pierre Dubord. Emmanuelle, who sings in five different languages, recently debuted on a Montreal TV show. The company plans to launch Emmanuelle internationally.

director of international operations. Furey, who has been involved with the electronics industry in the U.S. and on the Continent for over 15 years, will be based at Certron's European headquarters in Lusano. He will work in conjunction with the present Certron International management in an effort to broaden all areas of the company's business from marketing to manufacturing.

Jackie Hayden, formerly with Polydor, has been appointed promotion and exploitation executive with CBS in Ireland. He was in London at the company's headquarters for most of January on a get-acquainted trip during which he spent time in each department. He also went out on the road in the Southampton and Bournemouth areas. Hayden is also a songwriter and producer and, with Bren Cullen, made up the Hayden-Cullen Choir and Orchestra, whose first album, "Knot for Sale," was released by Polydor last year.

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## From The Music Capitals of the World

### HAMBURG

Verner Heider is working on three commissioned works. He is writing a piece for schools for the Swedish Rikskonsert; for the Suchrestdeutscher Rundfunk he is writing the music to a poem by Ezra Pound and a third composi-

tion has been commissioned by the St. Matthew Church of Erlangen. This latter composition for 12 singers and 12 instrumental soloists will be premiered during the Days of New Church Music festival at Erlangen, May 14-17. . . . The musical "Godspell" was premiered at the Petrikirche, Hamburg, Feb.

10. . . . T. Rex played to packed houses in Dusseldorf and Munich during their recent German tour. . . . According to Sikorski Musikverlage, the Royal Brewery MIDEH hit, "Na Ya Ta Ta," promoted by BASF, is making a big impact in Germany. . . . Phonogram International's Top Star Festival LP in aid of UN refugee funds features Neil Diamond, Engelbert Humperdinck, Mana Mouskouri and Vicky Leandros among others and will sell here for 10 marks. The last UNO LP/Cassette, "World Star Festival," sold more than a million copies and raised more than a million dollars for the fund. . . . Anna Moffo is making a 15-date concert and opera tour of Germany and Switzerland. Performances are being recorded on film and disk by United Film-und Bernschproduktions GmbH in collaboration with Ariold-Eurodisc. . . . Vicky Leandros will represent Luxembourg at the Eurovision contest in Edinburgh March 25 singing "Apres Toi."

Dutch group "Mouth and MacNeal" have a single out in Germany, "How Do You Do," which is averaging 10,000 daily, according to Phonogram press officer Dieter Broer. . . . Rod Stewart plays concerts in Offenbach (March 10), Berlin (11) and Dusseldorf. . . . Arturo Michelangeli will give concerts in Hamburg and Munich in May, and DGG will tie in by releasing an LP of mazurkas by Chopin. . . . Los Paraguayos start a 32-city German tour in March. . . . Sales of Ulli Martin's "Ich traume nit offanen Augen" are nearing the 500,000 mark.

Korean-born Isang Yun has composed an opera "Sim Tjong," which will be premiered at the Bavarian State Opera Aug. 1 within the cultural program of the Olympic Games. The libretto has been written by Dr. Harold Kunz of Berlin. Yun's opera "Geisterliebe" (Ghost Love), composed in 1970, will be premiered at the Olympic Seaport, Kiel Sept. 4. . . . Hansa reports that "Mamy Blue" by Ricky Shayne has sold nearly 500,000 copies in Japan. The Franco-American artist is set for a tour of Japan in the fall.

WALTER MALLIN

### LONDON

Essex Music Group has negotiated with British Decca for the release of masters produced by Straight Ahead Productions and which were leased to Decca for release on Deram. On March 11 Fly will release four maxi-singles in the U.K. called Magnifly, which will retail at \$1.20. The four records are Procol Harum's "A Whiter Shade of Pale," Tyrannosaurus Rex's "Deborah," Joe Cocker's "With a Little Help From My Friends" and the Move's "Fire Brigade." The Procol Harum disk was originally issued on Deram. Fly is also releasing a double album series called Doublebacks, retailing at around \$5 featuring the same artists. . . . Turnover Records, the

label offshoot of the Movite Group, which also owns the Orlake pressing plant, is launching a new label called Kaleidoscope which will sell at \$2.50. The new label will debut with "Ugly Custard," an album which features Herbie Flowers, Alan Parker and Clem Cattini. It was previously reported that Syed Ali was associated with Turnover but it is understood he has terminated his ties with the company.

EMI Records has served a high court writ against Allied Records and Saga Records to claim an injunction to prevent the company selling further copies of an album, "Million Seller Copy Sellers Made Famous by the Beatles." The album features Russ Sainy with the Johnny Arthey Sound and EMI contend that the album cover is designed to mislead the public into thinking that the LP is by the Beatles. . . . Due to trademark problems over the name Pegasus, all B&C contemporary product will in future appear on the Peg label. First albums to be released on the new label will be by Ritchie Francis and Martin Carthy. The Pegasus name is registered by the Readers Digest company. . . . Pat Fairley, one of the original members of the Marmalade is leaving the group to develop their own music publishing companies, Catrine and Cambro. The group will continue as a four-piece act and next month Decca is releasing a maxi-single by the group and the title track will be Radancer. . . . Phonogram has presented the Black Sabbath act with gold disks for sales of their "Paranoid" in Australia. Presentation was made by company managing director Fred Marks. Vertigo, the label on which Black Sabbath material appears, issues a new album by the act in April which will be featured in a heavy sales campaign built around catalog and current albums on Vertigo.

Ammo Music, the publishing company run by writers Chris Arnold, Dave Martin and Geoff Morrow, has formed a partnership company with Dick James Music to be called Ammo-James. First copyright in the new company is "Find Mr. Zebedee" by Edison Lighthouse. . . . EMA, the management company run by Colin Johnson is expanding into agency. Norman Haines, who already has his own agency, is joining AMA bringing with him Shakin' Stevens and the Sunsets and Ragid Andy. He will also do agency work for EMA clients who include the Woods Band, Gringo, Steve Tilston and Palomino. . . . Decca has released a new album by the Rolling Stones called Milstones. The 12-track album includes "Satisfaction," "Get Off My Cloud" and "Not Fade Away."

Allan Clarke, the former lead singer of the Hollies, is currently recording an album in the AIR London recording studios. The album, to be released shortly will be the first for RCA under his new solo recording contract. . . . Ember

is issuing a second Jimi Hendrix album from the soundtrack of the film, "Experience." Titled "More Experience" the LP includes recordings from an appearance at the Royal Albert Hall in 1969. . . . Radio Luxembourg is devoting all its broadcasting on Saturday (26) from 6:30 pm to 2:00 am to Tamla Motown records, past and present. To tie in with the special transmission there will be a competition offering 10 sets of the "Motown Story" album, a boxed set of five albums tracing the label's history from Barrett Strong's "Money." The box set, sells at \$20.40 Record Mirror is also tying in with a special Tamla feature based on the RL programme. . . . Ronnie Oppenheimer has arranged an overseas label deal for Bumble. He has assigned the label with Ariola under a three year deal for the Benelux territory. The deal calls for 20 singles a year. . . . Ron Holmes, formerly factory manager and technical manager of Precision Tapes has joined Avenue Recordings. He has joined as general manager.

In a final sales effort on the Atlantic catalog before the switch to Kinney at the beginning of March, Polydor is offering its "Sound Seller" dealers an extra discount on specific items. A special order form has been mailed to the trade and Sound Sellers are entitled to an extra 2 1/2 percent discount on orders received before Feb. 22. . . . An unusual prize is being offered by United Artists to the member of the EMI sales force who sells the most product during an eight-week incentive scheme now in progress. The winner will be awarded a two-week holiday for two in Munich during the Olympic Games. . . . Two additions are to be made by the Kinney group press and promotions departments. Bill Fowler, former promotion manager at Carlin Music, is to become Kinney promotion manager and Anne Ivel is to be Kinney press officer to replace Carol Osborn, who is leaving to have a baby. PHILIP PALMER

### SYDNEY

Frankie Vaughan, the U.K. singer/entertainer arrived in Australia for television appearances and a three-week stint at Melbourne's Chevron Hotel. An EMI single, "Make the Circus Come to Town," has been released to coincide with the visit. . . . Led Zepelin and Creedence Clearwater Revival will also be February visitors. Allan Hely, managing director of Festival Records states that the six Creedence albums currently on release have collectively earned 22 gold record awards in Australia alone. This puts the CCR albums amongst the all-time top selling albums by any group or artist in this country.

Two new record labels make their debut this week. Blue Mountain, which will be utilized to release all the pop products from (Continued on page 42)

## Second Onda Nueva Festival



THE WINNERS. From left, conductor-arranger C. Pereira and best artist Claudia, Sylvia and the Zimbo Trio who performed the best song, "Heroica." All winning artists pictured are from Brazil. On extreme right is Venezuelan musicologist Jacques Braunstein.



ITALY'S SPECTACULAR Augusto Martelli, who won awards as the festival's best conductor and arranger, lays down a background for Emiliona.



THE FATHER of the Onda Nueva and its festival, Aldemaro Romero.



FRANCIS LAI takes a bow after a medley of his movie themes.



U.S. ENTRY Ruth Price sings a song by film composer David Raksin, conducted by her husband, film composer David Grusin.



ALDEMARO ROMERO welcomes French arranger-conductor star Frank Pourcel to the podium.

Photography: Tina Tinay

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## From The Music Capitals of the World

• Continued from page 41

the independent U.K. company, Island Records, Bronze is a new label introduced by Phonogram. The initial release on the Bronze label includes the **Colosseum** live double-album set, **Paladin**, and **Juicy Lucy's** "Get a Whiff of This." . . . The rock musical "Jesus Christ Revolution" folded in Melbourne after a three-week run. . . . The three-day Sunbury Rock Festival according to John Fowler, spokesman for Odessa Promotions made a profit "in the vicinity of \$90,000." . . . Kinney intends to release all future singles in stereo and where applicable in conjunction with albums.

The Australian Broadcasting Federation has banned the **Bob Dylan** single "George Jackson," according to the ABF, because of Dylan's misuse of one word.

JAN MURRAY

### TOKYO

CBS/Sony artist, **Katsuko Kanai** will appear in Las Vegas following her appearance at Venezuela's Onda Nueva Festival. . . . **Pedro and Capricious**, Warner Bros./Pioneer will launch a "Soul Deep" series, April 25. . . . **Toshiba Ongaku Geino Shuppan-sha** signed a contract with Big Secret Music in the U.K. . . . Polydor will release a documentary LP of professional bowler **Ritsuko Nakayama**, April 1. . . . **Akira Fuse**, King Records, had a one man concert at Nichigeki. . . . King Records will start selling Dolby cassettes from April.

CBS/Sony will release a live album of **Robuo Hara** and **Sharps and Flats** on Feb. 21. . . . New releases will include product from **Blue Comets** (Nippon Columbia) "Kibo Ni Michita Futari no Tamenii;" **Nami Shirakawa** (Warner/Pioneer) "Otoko ga Tsubuyaku Komori Uta;" **Yukari Itoh** (Denon Records) "Kare;" **Yukiji Asaoka** (CBS/Sony) "Owakare Shimasho;" **Kyu Sakamoto** (Toshiba Onko) "Taiyo to Tauchi to Mizuo."

Nippon Phonogram will release a two LP set, "Nippon Folk Songs Dai Hyakka" including material from folk singers **Ryoko Moriyama**, **Hiroshi Kamayatsu**, **Jun Mayuzumi**, **Noriko Tanaka**, **Mike Maki** and **Noriko Araya**. . . . Actor **Kiyoshi Atsumi** has signed with Crown Records and his debut single will be his own composition "Gomenkudasai Otazuneshimasu." . . . Chicago's "Carnegie Hall" set will be available on tape on Feb. 21 and March 21.

ALEX ABRAMOFF

### MANILA

Villar Records is acquiring local artists for its popular line. First is **Marifi**, a film artist. . . . Villar released its first album for its piano recording venture, "Love Songs" by pianist **Leopoldo Silos** backed by his orchestra. Selections in this album are of Philippine origin. . . . Vicor Music Corp. will release the fifth LP of **Victor Wood**, now the best-selling local vocalist. The album is the most ambitious undertaking of the company ever since "The Ambivalent Crowd Christmas Album" production. Titled "Memories," the new Wood LP will be the first double-jacket for Vicor. Selections in this LP will be revivals of old hits for which Wood gained national acclaim. . . . **Victor Wood** signed with Tagalog Ilang-Ilang Pictures on a one-year non-exclusive deal. He will do six pictures and has options to appear in other films. His first with Tagalog as full star was "Mr. Lonely," also the title of one of his record hits and his second album. Wood will also headline "The Victor Wood Show" in February at the Rizal Memorial Coliseum. . . . Revival of Hawaiian hits is at fever pitch. The best-selling singles are

"Tiny Bubbles" and "Pearly Shells" by **Victor Wood** (Vicor), **Nora Aunor** (Alpha) and **Ray Conniff & The Singers**. Alpha released a Hawaiian album by **Nora Aunor** titled "Blue Hawaii" and it is now a best-seller. . . . The first guitar chord publication in the Philippines, **Jingle**, celebrated its first anniversary with a 220-page issue. **Gilbert A. Guillermo**, publisher, said more than 100,000 copies were sold. He is now working on internationalizing **Jingle**, which aside from guitar chords and lyrics of foreign hits, carries bios, in-depth music articles, columns by established music writers and cartoons. . . . Earlier than expected, the Filipino Society of Composers, Authors and Publishers (FILSCAP), distributed royalties to its members before Christmas. It was the second distribution done by FILSCAP last year.

Former Fontana artist **Millie Small** performed at the Inter-Continental Hotel for a week. She was entertained by **Hidcor** vice president **Antonio U. Lustre**. **Hidcor** represents Fontana in the Philippines. . . . **Simplicio U. Suarez**, licensee in the Philippines of The Big 3 Music Corp., is printing music sheets here, particularly those for piano, guitar and organ. Suarez also announced that this year he is making thorough collection of mechanical royalties from publishers of songbooks, chord books and manufacturers of records.

Wilear's artists **Vilma Santos** and **Edgar Mortiz** are now in the U.S. doing a musical picture for Tagalog Ilang-Ilang. . . . Vicor released cover versions in Cebuano of "Tiny Bubbles" and "Pearly Shells" by TV star **Justo C. Justo**. . . . The company also released the first single of soprano **Aida Bernardino** in Tagalog and with it the company hopes to revive the great Tagalog hits of yesteryears.

OSKAR SALAZAR

### MONTEVIDEO

Ediciones Tacuabe has obtained the international representation of all records by **Los Olimarenos**. The deal begins with the duo's last Orfeo album, "Todos Detras de Momo." The company also re-released the first recordings made by the folk group in 1962 for the now defunct Carumbe label. . . . Sendor has released the first single by jazz-rock group **Pasado y Presente**. . . . Edisa began releasing material from the Fermata package of labels (including Fermata Argentina, RGE of Brazil, DJM Records from the U.K., etc.). The newly formed company also releases part of the Odeon Argentina catalog (Parlophone). . . . La Semana del Sol Festival announces the presentation at the sea-side resort of Atlantica of many top Argentinian names, such as **Vox Dei**, **Pappo's Blues**, **Spinetta**, **Alma y Vida**, **La Pesada del Rock**, together with Uruguayan groups **Totem**, **Genesis**, **Opus Alfa** and **El Sindykato**.

**Bob Crewe Generation** version of "Mammy Blue" first to hit local charts. . . . **Violeta Parra's** "Que dira el Santo Padre" is local group **Montevideo Blues** first single for Macondo. The group was formed by singer **Dino**, who recorded several singles and an album for ECO and RCA. . . . Uruguay group **Totem**, is recording second album for Discos De La Planta at Ion Studios, Buenos Aires. "Alta Tension," Argentinian TV Show, is being aired locally by Channel 12. . . . R&R Gioscia released new albums by top folk names **Daniel Viglietti** ("Canciones Chuecas") and **Hector Numa Moraes** ("La Patria Companero"), and announced a new one by the latter, with children songs. All appear on the Orfeo label. . . . **Jorge Schusseim**, Argentinian singer, followed **Nacha Guevara** at the Cafe-Concert Oh Sara.

. . . A first album by Spain's **Paco Ibanez** was released by Ediciones Tacuabe, with original three-fold sleeve presentation. Name of the LP is "Los Unos por Los Otros," and appeared under the MN (Moshe-Naim) label. . . . **Camerata de Tango** playing dates at Punta del Este.

CARLOS ALBERTO MARTINS

### TORONTO

The city's Riverboat Coffee House has a strong lineup of U.S. and Canadian folk acts in coming weeks—**Bonnie Koloc** (Feb. 29-Mar. 5), **Tim Hardin** (7-12), and **Sonny Terry and Brownie McGhee** (Mar. 14-Apr. 2). . . . Riverboat owner, **Burnie Fiedler**, is also promoting a **Joni Mitchell** one-nighter at Massey Hall (Feb. 25) and four **Gordon Lightfoot** concerts (Mar. 17-20). . . .

Capitol's **Anne Murray** returned from two weeks in California, which included her appearance in the annual Tournament of Roses. She's off to New York for promotion interviews, including a guest shot on the **David Frost** TV show and returns to Toronto in mid-February to start work on a new album with producer **Brian Ahern**. . . . **Daffodil's King Biscuit Boy** has undertaken an extensive concert tour to promote his new album "Gooduns." The LP was released in the U.S. by Paramount with a special flour bag jacket.

**Martin Ornot**, in conjunction with Concerts West, brought **Three Dog Night** to Maple Leaf Gardens (Feb. 13). . . . Capitol now predicting that **Waldo de los Rios'** "Eine Kleine Nachtmusik" could be the "Sukiyaki" of '72. . . . RCA hosted a reception to mark **Skeeter Davis'** appearance at Grumbles Coffee House. . . . Kinney enjoying a lot of success in Eastern Canada with the French version by actor **Jean Coutu** of "Desiderata." . . .

RCA's Quebec promotion man, **Robert Lavigne**, recently arranged a special street promotion for the **Mama and Papas'** album, "People Like Us," involving a sandwich board presentation. . . . **Pink Floyd** into Toronto's Massey Hall (April 30). . . . BMI of Canada points out that **Gordon Lightfoot** is actually a member of the Order of Canada, while **Harry Somers** was recently appointed a Companion to the Order. . . . The first **Murray McLauchlan** album "Songs From the Street, originally on the True North label in Canada has now been released in the U.S. by Epic. . . . Capitol reported a last-minute pressing plant delay with the **Rod Stewart** single of "Little Misunderstood"—it will be released later this week. **RITCHIE YORKE**

### STOCKHOLM

A gala show in aid of the new nation of Bangla Desh was staged at Sodertalje near Stockholm by Swedish artists, including film actor **Max von Sydow**, **Olle Adolphson**, **Sveriges Jazz Band**, and **Lena Granhagen**. . . . Some confusion is reigning over the **Greenaway-Cook** song "I'd Like To Teach The World To Sing" with several Swedish versions stopped on account of the Coca-Cola use of the song as a jingle. First Swedish lyric version was by **Hawkye Franzen**, but later recordings use the version by **Ingrid Reuterskiold**, wife of managing director **Lennart Reuterskiold** of Reuter and Reuter, publishers of the song. The company says the Swedish version must follow the original lyric. . . . CGS is heavily promoting **Paul Simon's** new single "Mother And Child Reunion," and anticipating renewed interest in **Doris Day** repertoire since the TV screening of "The **Doris Mary Kappelhoff** Story" on Feb. 6. . . . Epic's **Poco** group were here for a Stockholm concert and TV and radio programs. . . . EMI is boost-

## W.German Disk-Book Firm Increase Profits Production

BIELEFELD, W. GERMANY—The 1971 turnover of West Germany's leading book publishing and record group, Bertelsmann, was \$244 million—an increase of \$14.5 million—or 6.3 percent over 1970.

The group's pressing plant, Sonopress, increased its production by 36 percent and the disk company, Ariola-Eurodisc, upped its turnover by 30 percent.

Bertelsmann's report said that record club sales did not show the same rate of expansion as in previous years but the branch of the club in Spain, "Circulo de Lectores," had boosted membership to more than one million. The group is now preparing a similar book and disk operation in South America.

Breakdown of the group's total turnover in 1971 was 51 percent from book and record clubs (42 percent in 1970), 11 percent from publishing (9 percent), and 19 percent from music, film and graphics production and record production (25 percent).

Bertelsmann says the growth rate of only 6.3 percent is accounted for by the fact that it sold the offshoots Constantin Film and Ufa Theater AG.

## Harrison's 'Lord' Top Israeli Song

TEL AVIV—George Harrison's single "My Sweet Lord" was voted the most popular foreign record in Israel during 1971 by both of the country's radio stations, the Government-owned Shidurei Israel and the defence forces' Galei Zahal.

The most popular Israeli song was "Pamela" by Boaz Shar'abi on the Hataklit label. Shar'abi was also voted the most popular male singer, beating Paul McCartney and Tom Jones into second and third places.

The top female singer was Carole King, with Melanie and Shirley Bassey in second and third places and the most popular group on both stations was Creedence Clearwater Revival, with the U.K. group Middle of the Road in second place and Santana third.

## Canadian Gold Country Award

TORONTO—Canada's country artist, Stompin' Tom Connors, this week received his first gold album award and announced plans to make his concert debut at Massey Hall here, Feb. 4.

Connors, who records for Jury Krytiuk's Boot label, received a gold disk for his "My Stompin' Grounds" album. Krytiuk said that Connors is going to be receiving several more gold albums in the near future.

He has released a total of 20 albums, including two five-disk collections of country favorites.

Connors is now embarking on an extensive concert schedule. Krytiuk, who also acts as Connors' personal manager, has hired Richard Flohil Associates to handle publicity across Canada. Flohil is promoting the Massey Hall concert.

ing local product with the release of four albums featuring Finnish artists on the Emidisc label. . . . **Streaplars**, formerly one of EMI's best-selling Swedish groups, have recorded their first LP for Polydor. . . . **Metronome** promoting the "Jamming With Edward" album on the Rolling Stone label, and is to release **Marigold**, the Dutch group, in Sweden.

Fontana's U.K. group **Wild Angels** were touring here at the beginning of February. . . . Columbia's **Lalla Hansson** is in the Canary Islands with his manager **Bjorn Hakansson** rehearsing for his summer show. . . . Russian-born singer **Viktor Klimenko**, who has been appearing in Gothenburg through February, has received a gold award for his Columbia album "Stenka Rasin". . . . Chrysalis group **Ten Years After** appearing in Sweden Feb. 21-26. EMI's **Steve Miller Band** in Gothenburg and Stockholm Tuesday, Feb. 22-24, and Capitol's **Heads, Hand and Feet** will be touring here from March 1-5. . . . EMI promoting hard for Paramount's new U.S. rock and country group **Commander Cody and His Lost Planet Airmen** in conjunction with the Swedish release of their first album. . . . CBS has signed a new Swedish group called **Tjocka Slakten** to its Date label.

KJELL SENBERG

## Mexican Disk Pioneer Dies

MEXICO CITY—Eduardo C. Baptista, chairman of Discos Musart and one of the pioneers of the Mexican recording industry has died.

Baptista built the first record factory in Mexico in 1925 and also built a recording studio. In 1933, with Gustavo Klinckwort, he established the Peerless company and had national distribution throughout Mexico.

He left Peerless in 1947 and after a year outside the record business he formed, with his son Eduardo, Pan Americana de Discos, which later became Discos Musart.

The Musart company distributed Capitol throughout Mexico for 17 years and EMI for nine years. Two years ago the company moved to new, enlarged premises and celebrated their 20th anniversary by inaugurating the Musart Tower in Mexico City.

## Irish Language Song Winner

DUBLIN — "Cool an Ghra", ("Love Song"), by Joe Burkett and Liam MacUistin, won the Eighth National Song Contest, which was held at the Cork Opera House. It was sung by Sandie Jones.

The song, the first-ever winner of the contest in the Irish language, will represent Ireland in the Eurovision Song Contest in Edinburgh on March 25.

The songwriters received \$625 first prize, plus an extra \$625 because the song is in Irish.

Sandie Jones is a Dubliner who joined the Cork band, the Dixies, several weeks ago. Previously she was a member of the Royal Earls.

## Canada Executive Turntable

General manager **Mike Doyle** has left Astra Records, Montreal, which is owned by members of the Canadian Association of Broadcasters. Doyle had been one of the creators of the label, along with **Bob Hahn**.

**Michael Legris** named Quebec promotion manager for MCA Records, Canada. Legris was previously with the promotion department of London Records in Montreal. . . . **Bob Gibbons** has been named musical director at CFBW, Winnipeg. Gibbons was formerly with CFOX, Montreal.

FEBRUARY 26, 1972, BILLBOARD

# HITS OF THE WORLD

## ARGENTINA

(Courtesy Escalero a la Fama)

### LP's

- This Month**
- 1 MUSICA EN LIBERTAD (Vol. II)—Various (M Hall)
  - 2 VERANO EN ALTA TENSION—Various (RCA)
  - 3 ARGENTINISIMA (Vol. II)—Various (Microfon)
  - 4 LOS FABULOSOS VEINTE—Various (Microfon)

## AUSTRIA

### SINGLES

- This Week**
- 1 SACRAMENTO—Middle of the Road (RCA)
  - 2 MAMY BLUE—Pop Tops (Bellaphon)
  - 3 AMARILLO—Tony Christie (MCA)
  - 4 DU LEBST IN DEINER WELT—Daisy Door (Ariola)
  - 5 DU WEINST UM MICH—Michael Holm (Ariola)
  - 6 ICH TRAUME MIT OFFENEN AUGEN—Ulli Martin (Philips)
  - 7 HAB ICH DIR HEUTE SCHON GESAGT, DASS ICH DICH LIEBE—Chris Roberts (Polydor)
  - 8 JOHNNY REGGAE—Piglets (Bell)
  - 9 DA HOFA—Wolfgang Ambros (Atom)
  - 10 COZ I LUV YOU—Slade (Polydor)

## AUSTRIA

### LP's

- This Month**
- 1 ARIK BRAUER—Arik Brauer (Polydor)
  - 2 STUNDE DER STARS 3—Various Artists (Ariola)
  - 3 WE ARE GOIN' DOWN JORDAN—Les Humphries Singers (Decca)
  - 4 IMAGINE—John Lennon (Apple)
  - 5 NON STOP DANCING 1972—James Last (Polydor)
  - 6 SANTANA III—Santana (CBS)
  - 7 LED ZEPPELIN IV—Led Zeppelin (Atlantic)
  - 8 PICTURES AT AN EXHIBITION—Emerson, Lake & Palmer (Island)
  - 9 FIREBALL—Deep Purple (EMI/Columbia)
  - 10 THE CONCERT FOR BANGLA DESH—Various Artists (Apple)

## AUSTRALIA

(Courtesy: Go Set)

### SINGLES

- This Week**
- 1 IMAGINE—John Lennon (Apple)
  - 2 DESIDERATA—Les Crane (Warner Bros.)
  - 3 DAY BY DAY—Colleen Hewitt (Festival)
  - 4 CHERISH—Cher (MCA)
  - 5 GYPSIES, TRAMPS AND THIEVES—Cher (MCA)
  - 6 ERNIE—Benny Hill (Columbia)
  - 7 PEACE TRAIN—Cat Stevens (Island)
  - 8 MAGGIE MAY—Rod Stewart (Mercury)
  - 9 CAPTAIN ZERO—Mixtures (Fable)
  - 10 FREEDOM COME FREEDOM GO—Fortunes (Capitol)

## AUSTRALIA

(Courtesy: Go Set)

### LP's

- This Month**
- 1 IMAGINE—John Lennon (Apple)
  - 2 TEASER AND THE FIRECAT—Cat Stevens (Island)
  - 3 EVERY PICTURE TELLS A STORY—Rod Stewart (Mercury)
  - 4 TEA FOR THE TILLERMAN—Cat Stevens (Island)
  - 5 LED ZEPPELIN—Atlantic
  - 6 FIREBALL—Deep Purple (Harvest)
  - 7 WHO'S NEXT—Who (Polydor)
  - 8 SANTANA 3 (CBS)
  - 9 MILESAGO—Spectrum (Harvest)
  - 10 LEON RUSSELL AND THE SHELTER PEOPLE (Shelter)

## BELGIUM (Dutch)

(Courtesy Humo)

### LP's

- This Month**
- 1 TOPS OF THE POP—Various Artists (Discobell)
  - 2 WILLEM VERMANDERE (Vol. 3)—W. Vermandere (Decca)
  - 3 STORM EN REGEN—Paul Severs (Start)
  - 4 BANGLADESH—Apple (Dist. CBS)
  - 5 MIDDLE OF THE ROAD—Middle of the Road (RCA)

## BELGIUM (French)

(Courtesy Telemoustique)

### LP's

- This Month**
- 1 JULIEN CLERC—Julien Clerc (EMI)
  - 2 WILD LIFE—Wings (Apple)
  - 3 JOE DASSIN—Joe Dassin (CBS)
  - 4 BANGLA DESH—Different Artists (CBS)
  - 5 LED ZEPPELIN—Led Zeppelin (Barclay)
  - 6 CLAUDE FRANCOIS—Claude Francois (Philips)
  - 7 POPPYS—Poppys (Barclay)
  - 8 SHAFT—Isaac Hayes (Polydor)
  - 9 IMAGINE—John Lennon (Apple)
  - 10 TITANIC—Titanic (CBS)

## BRAZIL

RIO DE JANEIRO

(Courtesy: IBOPE)

### SINGLES

- This Week**
- 1 TENGO TENGO—Jair Rodrigues (Philips)
  - 2 HELP GET ME SOME HELP—Tony Ronald (Epic)
  - 3 MAMY BLUE—Ricky Shayne (Young)
  - 4 RAIN—Mav Fair Set (Cid)
  - 5 GOT TO BE THERE—Michael Jackson (Tapecar)
  - 6 MOTHER—Barbra Streisand (CBS)
  - 7 BABY I'M A WANT YOU—Bread (Elektra)
  - 8 I AM SO HAPPY—Trio Galleta (Odeon)
  - 9 SOLO—Bille Sans (Odeon)
  - 10 UM NOVO TEMPO—TV Globo (Som Livre)

### LP's

- This Month**
- 1 ROBERTO CARLOS—Roberto Carlos (CBS)
  - 2 BANDEIRA 2 INTERNACIONAL—Varios (Som Livre)
  - 3 SAMBAS ENREDOS—Varios (AEGE)
  - 4 CONSTRUCAO—Chico Buarque (Philips)
  - 5 TIM MAIA—Tim Maia (Polydor)
  - 6 EXPLOSAO MUSICAL—The FEVERS (London)
  - 7 SANTANA—Santana (CBS)
  - 8 MEMORIAS DE UM SARGENTO DE MILICIAS—Martinho da Vila (RCA)
  - 9 YOU'VE GOT A FRIEND—Johnny Mathis (CBS)

## BRAZIL

SAO PAULO

(Courtesy IBOPE)

- This Week**
- 1 HELP ME GET SOME HELP—Tony Ronald (CBS)
  - 2 MAMMY BLUE—Ricky Shayne (RGE)
  - 3 ORACAO PARA UM JOVEM TRISTE—Antonio Marcos (RCA)
  - 4 I AM SO HAPPY—Trio Galleta (Odeon)
  - 5 SOLEY SOLEY—Middle of the Road (RCA)
  - 6 UNCLE ALBERT—Paul McCartney (Odeon)
  - 7 DON'T LET IT DIE—Hurricane Smith (Odeon)
  - 8 OH ME OH MY—B.J. Thomas (Top Tape)
  - 9 DESACATO—Antonio Carlos & Jacofi (RCA)
  - 10 LITTLE BOY BLUE—Sidney Elliott (CBS)

### LP's

- This Month**
- 1 ROBERTO CARLOS—Roberto Carlos (CBS)
  - 2 CONSTRUCAO—Chico Buarque (Philips)
  - 3 TIM MAIA—No. 2—Tim Maia (Philips)
  - 4 IMAGINE—John Lennon (Odeon)
  - 5 MEMORIAS DE UM SARGENTO—Martinho da Vila (RCA)

## BRITAIN

(Courtesy Record & Tape Retailer)

\*Denotes local origin

- This Last Week**
- 1 SON OF MY FATHER—Chicory Tip (CBS)—R. Easterby/D. Champ (ATV Kirshner)
  - 1 TELEGRAM SAM—T. Rex (T. Rex)—Tony Visconti (Wizard)
  - 5 HAVE YOU SEEN HER—Chi-Lites (MCA)—Copyright Control (Eugene Record)
  - 9 LOOK WOT YOU DUN—Slade (Polydor)—Chas. Chandler (Barn/Schroeder)
  - 3 MOTHER OF MINE—Neil Reid (Decca)—Dick Rowe/Ivor Raymonde (Chappell)
  - 15 AMERICAN PIE—Don McLean (United Artists)—Ed Freeman (United Artists)
  - 4 I'D LIKE TO TEACH THE WORLD TO SING—New Seekers (Polydor)—Cookaway (David Mackay)
  - 16 STORM IN A TEA CUP—Fortunes (Capitol)—R. Cook/R. Greenaway (ATV Kirshner)
  - 7 LET'S STAY TOGETHER—Green (London, Burlington)
  - 6 HORSE WITH NO NAME—America (Warner Brothers)—Kinney (Ian Samwell)
  - 14 MOON RIVER—Greyhound (Famous Chappell)—Dave Bloxham (Trojan)
  - 17 DAY AFTER DAY—Badfinger (Apple)—George Harrison (Apple)
  - 18 BABY I'M-A WANT YOU—Bread (Elektra)—David Gates (Screen Gems/Columbia)
  - 27 WITHOUT YOU—Nilsson (RCA)—Richard Perry (Apple)
  - 20 MY WORLD—Bee Gees (Polydor)—Bee Gees/R. Stigwood (Abigail/Robin Gibb)
  - 19 FAMILY AFFAIR—Sly and Family Stone (Epic)—Sly Stone (Kinney)
  - 12 WHERE DID OUR LOVE GO—Donnie Elbert (London)—Donnie Elbert (Jobete/Carlin)
  - 22 IF YOU REALLY LOVE ME—Stevie Wonder (Tama Motown)—Stevie Wonder (Jobete/Carlin)
  - 11 STAY WITH ME—Faces (Warner Brothers)—Kinney (Glyn Johns)

- 22 39 GOT TO BE THERE—Michael Jackson (Tama Motown)—Hal Davis (Jobete/Carlin)
- 23 13 I JUST CAN'T HELP BELIEVING—Elvis Presley (RCA) (Screen-Gems/Columbia)
- 24 21 THE PERSUADERS—John Barry Orchestra (CBS)—ATV Kirshner (John Barry)
- 25 23 MORNING HAS BROKEN—Cat Stevens (Island)—Paul Samwell-Smith (Freshwater)
- 26 30 POPPA JOE—Sweet (RCA) Phil Wainman (Chinnichap/Rak)
- 27 24 SLEEPY SHORES—Johnny Pearson Orchestra (Penny Farthing)—KPM (KPM Prod.)
- 28 — MOTHER AND CHILD REUNION—Paul Simon (CBS)—Paul Simon (Pattern)
- 29 31 DAY BY DAY—Holly Sherwood (Bell)—Tony Orlando (Valanda Chappell) (M. Gordon/T. Orlando)
- 30 26 THEME FROM THE ONEDIN LINE—Vienna Philharmonic Orchestra (Decca)—Burlington
- 31 47 SAY YOU DON'T MIND—Colin Blunstone (Epic)—Chris Wright/Ron Argent (Sparta Florida)
- 32 36 SUPERSTAR (REMEMBER HOW YOU GOT WHERE YOU ARE)—Temptations (Tama Motown)—Norman Whitfield (Jobete/Carlin)
- 33 25 SOLEY SOLEY—Middle of the Road (RCA)—Sunbury Giacomo Tosti
- 34 37 FLIRT—Jonathan King (Decca)—Jonathan King (Leeds)
- 35 34 KARA KARA—New World RAK (Chinnichap/RAK) Mickie Most
- 36 33 THEME FROM SHAFT—Isaac Hayes (Stax) Carlin (Isaac Hayes)
- 37 29 SOFTLY WHISPERING I LOVE YOU—\*Congregation (Columbia) Cookaway (John Burgess)
- 38 28 NO MATTER HOW I TRY—\*Gilbert O'Sullivan (MAM) April/MAM (Gordon Mills)
- 39 50 JOHNNY B GOODE—Jimi Hendrix (Polydor)—Eddie Kramer (Jewell)
- 40 32 ERNIE (THE FASTEST MILKMAN IN THE WEST)—\*Benny Hill (Columbia) (Walter J. Ridley)
- 41 — SPIRIT IS WILLING—Peter Straker/Hands of Dr. Telony (RCA)—K. Howard/A. Blakley (RAK)
- 42 35 MORNING—Val Doonican (Philips)—Melanie (Val Doonican)
- 43 48 GIRL OF MY DREAMS—Gerry Monroe (Chapter One)—Les Reed (Lawrence Wright)
- 44 38 DIAMONDS ARE FOREVER—Shirley Bassey (United Artists)—John Barry (United Artists)
- 45 41 SOMETHING TELLS ME (SOMETHING'S GONNA HAPPEN TONIGHT)—\*Cilla Black (Parlophone) Cookaway (George Martin)
- 46 44 JEEPSTER—T. Rex (Fly)—Campbell-Connelly (Tony Visconti)
- 47 42 GIVE AND TAKE—Pioneers (Trojan)—Island (Jimmy Cliff)
- 48 — YOU'RE FREE TO GO—Jim Reeves (RCA)—(Carlin)
- 49 — DESIDERATA—Les Crane (Warner)—Fred Werner/Les Crane (Screen Gems/Columbia)
- 50 — LOVING YOU AIN'T EASY—Pagliaro (Pye)—George Lagios (ATV Kirshner)

NOTE: There will be NO 8 or 14 listing this week.

## DENMARK

(Courtesy Danish Group of IFPI)

\*Denotes local origin

- This Last Week**
- 1 1 FUT I FEJEMOJET—\*John Mogensen (Play)—Imudico
  - 2 2 WE ARE GOING DOWN JORDAN—Les Humphries Singers (Decca)—Butterfly
  - 3 3 SCHÖEN IST ES AUF DER WELT ZU SEIN—Roy Black & Anita Hegerland (Polydor)—Intersong
  - 4 — MORNING HAS BROKEN—Cat Stevens (Island)—Stig Anderson
  - 5 4 IKKE FLERE PENGE FYRET FRA MIT JOB—\*Teddy, Chano Jan & John (Philips)—Stig Anderson
  - 6 5 AMARILLO—Tony Christie (MCA)—Stig Anderson
  - 7 6 BANKS OF THE OHIO—Olivia Newton-John (Polydor)—Intersong
  - 8 — BRAND NEW KEY—Melanie (Buddah)—Decapo
  - 9 — POPPA JOE—Sweet (RCA)—Stig Anderson
  - 10 7 SOLEY SOLEY—Middle of the Road (RCA)—Stig Anderson

## FINLAND

\*Denotes local origin

### LP's

- This Month**
- 1 STENKA RASIN—\*Victor Klimenko (Columbia)
  - 2 LOOK AT YOURSELF—Uriah Heep (Vertigo)
  - 3 SANTANA THIRD ALBUM—Santana (CBS)
  - 4 SYMPHONIES FOR THE SEVENTIES—Waldo de Los Rios (A & M)

- 5 KONSTAN PARHAAT—\*Konsta Jylha (RCA)
- 6 LED ZEPPELIN IV—Led Zeppelin (Atlantic)
- 7 FIREBALL—Deep Purple (Harvest)
- 8 TOIVEKONSERTTI 44—Various (Rytmi)
- 9 KING SIZE—Frank Valdor (Somerset)
- 10 HORTTO KAALO—\*Hortto Kaalo (Scandia)

## HOLLAND

(Courtesy Radio Veronica and Bas Mul)

\*Denotes local origin

### SINGLES

- This Week**
- 1 SACRAMENTO—Middle of the Road (RCA)—Universal Songs (Ariola)—Basart
  - 2 SCHOENE MAID—Tony Marshall (Ariola)—Basart
  - 3 HOW DO YOU DO—\*Mouth and MacNeal (Decca)—Dayglow
  - 4 STAY WITH ME—Faces (Negram)—Basart
  - 5 A MATTER OF FACTS—\*Dizzy Man's Band (Injection)
  - 6 AMARILLO—Tony Christie (MCA Records)
  - 7 HOOKED ON A FEELING—Jonathan King (Decca)
  - 8 I JUST CAN'T HELP BELIEVIN'—Elvis Presley (RCA)
  - 9 I SAW YOU—Seemon & Marijke (A&M Records)—Basart
  - 10 COZ' I LUV' YOU—Slade (Polydor)—Veronica

## ISRAEL

(Courtesy Galei Zahal)

### LP's

- This Month**
- 1 YEHOAM GAON ON STAGE—Yehoram Gaon (CBS)
  - 2 TAPESTRY—Carole King (A & M)
  - 3 CHAVA ALBERSTEIN "LIVE" (Vol. 1)—Chava Alberstein (CBS)
  - 4 IMAGINE—John Lennon & Plastic Ono Band (Parlophone)
  - 5 TEA FOR THE TILLERMAN—Cat Stevens (Island)
  - 6 SANTANA 3—Santana (CBS)
  - 7 CHILDREN SONG FESTIVAL 1972—Various Artists (Isradisc)
  - 8 CONCERT FOR BANGLA DESH—George Harrison & Friends (CBS)
  - 9 FIREBALL—Deep Purple (Harvest)
  - 10 BOAZ—Boaz Shar'abi (Hataklit)

## ITALY

(Courtesy Discografia Internazionale)

\*Denotes local origin

### LP's

- This Month**
- 1 MINA—Mina (PDU)
  - 2 IMAGINE—John Lennon (Apple)
  - 3 NON AL DENARO, NON ALL'AMORE NE' AL CIRLO—\*Fabrizio De Andre (Produttori Associati)
  - 4 PICTURES AT AN EXHIBITION—Emerson, Lake & Palmer (Island)
  - 5 SANTANA—Santana (Messagerie Musicali)
  - 6 LED ZEPPELIN—Led Zeppelin (Atlantic)
  - 7 BATTISTI/VOL. IV—\*Lucio Battisti (Ricordi)
  - 8 E PLURIBUS FUNK—Grand Funk Railroad (Capitol)
  - 9 BUON ANNIVERSARIO—Charles Asnavour (Barclay)
  - 10 12 RACCOLTA—\*Fausto Papetti (Durium)

## JAPAN

(Courtesy Music Labo, Inc.)

\*Denotes local origin

### SINGLES

- This Week**
- 1 AKUMA GA NIKUI—\*Takao Hirata & Sellstars (Dan)—Tokyo 12 channel
  - 2 WAKARE NO ASA—Pedoro & Capricious (Atlantic)—Suiseisha
  - 3 AISURU HITO WA HITORI—\*Kiyohiko Ozaki (Philips)—Nichion
  - 4 AME NO AIRPORT—\*O Yan Hui Hui (Toshiba)—Takarajima
  - 5 TABIDACHI NO UTA—\*Tsunenihiko Kamijo & Rokumonsen (King)—Yamaha
  - 6 SHUCHAKU EKI—\*Chiyo Okumura (Toshiba)—Watanabe
  - 7 MAMMY BLUE—Pop Tops (Philips)—Tokyo Music
  - 8 YUKIAKARI NO MACHI—\*Rumiko Koyanagi (Reprise)—Watanabe
  - 9 QUESTIONS 67 & 68—Chicago (CBS/Sony)
  - 10 MIZUIRO NO KOI—\*Mari Amachi (CBS/Sony)—Watanabe
  - 11 OLD FASHIONED LOVE SONG—Three Dog Night (Dunhill)
  - 12 YOAKE NO YUME—\*Akiko Wada (RCA)—Tokyo Music
  - 13 LOVE—Lettermen (Capitol)—Folster
  - 14 NIJI TO YUKI NO BALLADE—\*Toi et Moi (Liberty)—Alfa Music
  - 15 NAZE—\*Akira Fuse (King)—Watanabe
  - 16 NANONI ANATA WA KYOTO E YUKUNO—\*Cherish (Victor)—Victor
  - 17 SUPERSTAR—Carpenters (A&M)—Taiyo
  - 18 DAREMO SHIRANAI—\*Yukari Iito (Demon)—Nichion
  - 19 YO GA AKETE—\*Sumiko Saka (Atlantic)
  - 20 BLACK DOG—Led Zeppelin (CBS/Sony)—Nichion

## NORWAY

(Courtesy Verdens Gang)

\*Denotes local origin

- This Last Week**
- 1 3 SACRAMENTO—Middle of the Road (RCA)—Liberty
  - 2 1 SOLEY SOLEY—Middle of the Road (RCA)—Sweden
  - 3 2 RATITI—\*Eivind Loberg (Columbia)—Imudico

- 4 5 POPPA JOE—Sweet (RCA)—Sweden
- 5 4 MAMY BLUE—Pop Tops (Metronome)—Mimosa
- 6 9 IMAGINE—John Lennon (Apple)
- 7 8 BANGLA DESH—George Harrison (Apple)—Essex
- 8 10 EN TUR RUNDT I BYEN—\*Finn Kalvik (Nor-Disc)—Sonora
- 9 9 PEOPLE IN MOTION—\*Salt (Polydor)—Sonora
- 10 7 THE NIGHT THEY DROVE OLD DIXIE DOWN—Joan Baez (Vanguard)—Norsk Musikforlag

## POLAND

(Courtesy Music Clubs Co-ordination Council)

\*Denotes local origin

- This Week**
- 1 HOW DO YOU SLEEP—John Lennon (Apple)
  - 2 TOKOLOSHE MAN—John Kongos (Fly)
  - 3 ALLELUJA—\*Blue Trio
  - 4 TO TAK JAK SEN—\*Zen
  - 5 COZ I LUV YOU—Slade (Polydor)
  - 6 EVERYBODY'S EVERYTHING—Santana (Columbia)
  - 7 TOCZA SIE KASZTANY—\*Blues Trio
  - 8 I'D LOVE TO CHANGE THE WORLD—Ten Years After (Columbia)
  - 9 RIDERS ON THE STORM—Doors (Elektra)
  - 10 PICTURES MATCHISTIC MAN—Status Quo

## SINGAPORE

(Courtesy: Radio Singapore)

### SINGLES

- This Week**
- 1 AMERICAN PIE—Don McLean (U.A.)
  - 2 I'D LIKE TO TEACH THE WORLD TO SING—New Seekers (Elektra)
  - 3 AN OLD FASHIONED LOVE SONG—3 Dog Night (Dunhill)
  - 4 SOLEY SOLEY—Middle of the Road (RCA)
  - 5 NEVER BEEN TO SPAIN—3 Dog Night (Dunhill)
  - 6 JEEPSTER—T. Rex (Fly)
  - 7 DAY AFTER DAY—Bad Finger (Apple)
  - 8 BABY I'M A-WANT YOU—Bread (Elektra)
  - 9 STAY WITH ME—Faces (W.B.)
  - 10 SUPERSTAR—Carpenters (A&M)

## SOUTH AFRICA

(Courtesy: Southern African Record Manufacturers and Distributors Assn.)

\*Denotes local origin

### SINGLES

- This Week**
- 1 IMAGINE—John Lennon (Parlophone)—Northern, EMI
  - 2 SOLEY SOLEY—Middle of the Road (RCA)—Gema, Teal
  - 3 I WILL RETURN—Springwater (Polydor)—Jigsaw, Trutone
  - 4 AMEN—\*Peanut Butter Conspiracy (CBS)—Laetrec, GRC
  - 5 MOTHER—Barbra Streisand (CBS)—Northern, GRC
  - 6 (Is This the Way to) AMARILLO—Tony Christie (MCA)—Laetrec, Gallo
  - 7 GET ME SOME HELP—\*Neville Whitmill (Gallo)—Continental, Gallo
  - 8 DESIDERATA—Les Crane (Warner Bros.)—Laetrec, Teal
  - 9 MAMMY BLUE—\*Charisma (CBS)—Intersong, GRC
  - 10 COUSIN NORMAN—Marmalade (Decca)—Catrine, Gallo

## SPAIN

(Courtesy El Musical)

\*Denotes local origin

### LP's

- This Month**
- 1 MEDITERRANEO—\*Juan Manuel Serrat (Zafiro)
  - 2 ESCUCHAME—\*Mari Trini (Hispavox)
  - 3 IMAGINE—John Lennon (EMI)
  - 4 NUESTROS EXITOS DEL AÑO (Vol. 1)—Varios Interpretes (CBS)
  - 5 SANTANA—Santana (CBS)
  - 6 LO MEJOR DEL AÑO (Vol. 8) Varios Interpretes (Hispanavox)
  - 7 AMORES—\*Mari Trini (Hispanavox)
  - 8 LED ZEPPELIN-IV—Led Zeppelin (Hispanavox)
  - 9 SOLEDADES—\*Juan Pardo (Zafiro)
  - 10 WINGS WILD LIFE—The Wings (EMI)

## SWEDEN

(Courtesy Radio Sweden)

### SINGLES

- This Week**
- 1 SOLEY, SOLEY—Middle of the Road (RCA)—Sweden
  - 2 JESUS CHRIST SUPERSTAR (LP)—Various Artists (MCS)—Universal-Film
  - 3 GET ME SOME HELP—Tony Ronald (Metronome)—Sweden
  - 4 88-ORES-REYVN (LP)—Hasse Alfredsson, Tage Danielsson & Gunnar Svensson (Svenska Ljud)
  - 5 THE CONCERT FOR BANGLA DESH (LP)—Various artists (CBS)
  - 6 JESUS—Jeremy Faith (Decca)
  - 7 EMIL I LONNEBERGA (LP)—Various artists (Philips)
  - 8 GO'BITAR II (LP)—Cool Candys (Anette)
  - 9 ARISOGRATS (LP)—Various Artists (Disneyland)—Imudico
  - 10 WILD LIFE (LP)—Wings (Apple)—Air

# POP

**ELTON JOHN—TINY DANCER (2:45)**  
(Writer: John-Taupin) (James, BMI)—Flip: "Razor Face" (4:40) (James, BMI) Uni 55318 (MCA) RADIO ACTION: WIBG (Philadelphia); KTLK (Denver); WMAK (Memphis); WSGN (Birmingham).

**TEMPTATIONS—TAKE A LOOK AROUND (2:59)**  
(Prod: Norman Whitfield) (Writers: Whitfield-Strong) (Jobete, BMI)—Flip: No info available. Gordy 7115 (Motown) RADIO ACTION: KGFJ (Los Angeles); WGIV (Charlotte); WGRT (Chicago); WABQ (Cleveland); WJLB (Detroit).

**JOAN BAEZ—SONG OF BANGLADESH (4:49)**  
(Prod: Joan Baez & Norbert Putnam) (Writer: Baez) (Chandos, ASCAP)—Flip: "Prison Trilogy" (4:27) (Chandos, ASCAP) A&M 1334

**JAMES BROWN—KING HEROIN (3:56)**  
(Prod: James Brown) (Writers: Brown-Matthews-Rosen) (Dynatone/Belinda, BMI)—Flip: "Theme From King Heroin" (2:56) (Dynatone/Belinda, BMI) Polydor 14116 RADIO ACTION: WWRL (New York); WOL (Washington, D.C.); KYAC (Seattle); WKND (Hartford); WWDC (Washington, D.C.).

**LAURA LEE—SINCE I FELL FOR YOU (5:36)**  
(Prod: Stagecoach Prod.) (Writer: Johnson) (Warner Bros. ASCAP)—Flip: No info available. Hot Wax 10602 (Buddah) RADIO ACTION: KGFJ (Los Angeles); WGRT (Chicago); WYON (Chicago); KATZ (St. Louis); WABQ (Cleveland); WWRL (New York); WBOK (New Orleans); WL1B (New York) SALES ACTION: New York, Detroit.

**ALICE COOPER—BE MY LOVER (3:15)**  
(Prod: Bob Ezrin) (Writer: Bruce) (Ezra, BMI)—Flip: No info available. Warner Bros. 7568 RADIO ACTION: KDAY (Los Angeles).

**TYRONE DAVIS—I HAD IT ALL THE TIME (5:23)**  
(Prod: Willie Henderson) (Writers: Parker-Henderson) (Julio-Brian, BMI)—Flip: No info available. Dakar 4501 (Brunswick) RADIO ACTION: WEAM (Washington, D.C.); KGFJ (Los Angeles); WGRT (Chicago); WWIN (Baltimore); WBOK (New Orleans); WWRL (New York); WABQ (Cleveland); WL1B (New York).

**SWEET—POPPA JOE (3:10)**  
(Prod: Phil Wainman) (Writer: Chinn-Chapman) (Chinnichap/Rak, ASCAP)—Flip: "Jeanie" (2:56) (TRO-Hampshire, ASCAP) Bell 45-184.

**RY COODER—MONEY HONEY (3:28)**  
(Prod: Lenny Waronker & Jim Dickinson) (Writer: Stone) (Walden, ASCAP)—Flip: No info available. Reprise 1071 RADIO ACTION: WKNR (Detroit); WDAY (Los Angeles).

**ROBERTA FLACK—THE FIRST TIME EVER I SAW YOUR FACE (4:15)**  
(Prod: Joel Dorn) (Writer: MacColl) (Storm King, BMI)—Flip: "Trade Winds" (5:37) (Antisia, ASCAP) Atlantic 2864 RADIO ACTION: KDWB (Minneapolis).

**PAUL KANTNER With the Edwin Hawkins Singers—SUNFIGHTER (3:50)**  
(Prod: Grace Slick & Paul Kantner) (Writer: Kantner) (god tunes, BMI)—Flip: "China" (3:13) (Mole, BMI) Grunt 65-0503 (RCA)

**RICHARD LANDIS—A MAN WHO SINGS (3:14)**  
(Prod: Alouette Prod.) (Writers: Landis-Meltzer) (Twil/Portobello Road, ASCAP)—Flip: No info available. Dunhill 4302 RADIO ACTION: WKBW (Buffalo); WPOP (Hartford); KJR (Seattle); WKNR (Detroit); WDGY (Minneapolis/St. Paul); KDWB (Minneapolis/St. Paul). SALES ACTION: Minneapolis, Detroit, New York, Atlanta, Los Angeles, San Francisco.

**JOHNNY MATHIS—IF WE ONLY HAVE LOVE (2:55)**  
(Prod: Jerry Fuller) (Writers: Blau-Brel-Shuman) (Mill & Range Songs, BMI)—Flip: "This Way, Mary" (3:10) (Leeds/Barwin, ASCAP) Columbia 4-45559

**EMERSON, LAKE & PALMER—NUT ROCKER (4:23)**  
(Prod: Greg Lake) (Writer: Fowley) (Room Seven, BMI)—Flip: "The Great Gate of Krey" (TRO-Total, BMI) Cotillion 44151 RADIO ACTION: WKRR (Detroit).

**RAY STEVENS—LOVE LIFTED ME (3:09)**  
(Prod: Ray Stevens) (Writers: Rowe-Smith) (Benson, ASCAP)—Flip: No info available. Barnaby 2058 (CBS)

**MIKE KENNEDY—LOUISIANA (3:30)**  
(Prod: Alain Milhaud) (Writer: Arbex) (Wingate, ASCAP) ABC 11309. RADIO ACTION: KHJ (Los Angeles); WFPM (Ft. Valley, Ga.); REGIONAL BREAKOUT: Los Angeles.

**JO JO GUNNE—RUN, RUN, RUN (2:33)**  
(Prod: Jo Jo Gunne) (Hollenbeck-Bulga, BMI) (Writers: Ferguson-Andes)—Flip: "Take It Easy" (4:47) (Hollenbeck-Bulga, BMI) Asylum 11003 (Atlantic) RADIO ACTION: KRLA (Los Angeles)

**BILLY JO ROYAL—THE FAMILY (2:46)**  
(Prod: Jerry Fuller) (Writers: Hurley-Wilkins) (Hurley-Wilkins, BMI)—Flip: No info available. Columbia 4-45557.

**PETER YARROW—DON'T EVER TAKE AWAY MY FREEDOM (3:37)**  
(Prod: Phil Ramone & Milt Okun) (Writer: Yarrow) (Mary Beth, ASCAP)—Flip: No info available. Warner Bros. 7567

**MIKE CURB CONGREGATION—TAKE UP THE HAMMER OF HOPE (2:59)**  
(Prod: Perry Botkin, Jr.) (Writers: Lancaster-Corbett) (Maribus, BMI)—Flip: "I Saw the Light" (2:25) (Rose, BMI) MGM 14366

**ENGLISH HOUSE—IS THIS THE WAY TO AMARILLO (2:42)**  
(Prod: Terry Slater & Engemann) (Writers: Greenfield-Sedaka) (Kirschner/ATV Kirschner, BMI)—Flip: "Music Is the Voice of Love" (2:45) (Bowling Green/Brother Karl's, BMI) MGM 14360 RADIO ACTION: WFOM (Marietta); KLIF (Dallas); WMAZ (Macon).

**TONY CHRISTIE—IS THIS THE WAY TO AMARILLO (3:12)**  
(Prod: Mitch Murray & Peter Callender) (Writers: Greenfield-Sedaka) (Kirschner/ATV Kirschner, BMI)—Flip: "Love Is A Friend of Mine" (2:35) (Intune, BMI) Kapp 2161 (MCA) RADIO ACTION: WMAZ (Macon); WFPM (Ft. Valley, Ga.).

**COLIN BLUNSTONE—CAROLINE GOODBYE (2:48)**  
(Prod: Rod Argent & Chris White) (Writers: Blunstone) (Mainstay, BMI)—Flip: No info available. Epic 5-10826 (CBS) RADIO ACTION: KQWB (Fargo); KCPX (Salt Lake); WEBC (Duluth).

**LOVE THEME FROM "THE GODFATHER"—PERCY FAITH/FERRANTE & TEICHER/SOUNDTRACK (3:22/3:17/2:37)**  
(Prod: Ted Glasser/George Butler/Tom Mack) (Writer: Rota) (Famous, ASCAP)—Flip: No info available. Columbia 4-45563/United Artists 50895/Paramount 5152

**BLACK OAK ARKANSAS—KEEP THE FAITH (3:10)**  
(Prod: Black Oak Arkansas) (Writer: Black Oak Arkansas) (Far Fetched, ASCAP)—Flip: "The Big One's Still Coming" (4:00) (Far Fetched, ASCAP) Atco 6878

**SECOND NATURE—GIVE AND TAKE (3:34)**  
(Prod: Robert Crewe) (Writers: Crewe-St. Louis) (Studio, BMI)—Flip "Time Will Tell" (3:39) (Studio, BMI) Bell 45-179

**CAROL HALL—THANK YOU BABE (2:55)**  
(Prod: Russ Miller & Marlin Greene) (Writer: Hall) (Daniel, BMI)—Flip: No info available. Elektra 45769

**LOU ROBERTS—EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT LOVE (2:17)**  
(Prod: Michael Lloyd) (Writers: Culver-Garretson) (Sounds of Memphis, BMI)—Flip: "She's Not Mama's Little Girl Anymore" (2:30) (Sounds of Memphis/Gre-Jac, BMI) Sounds of Memphis 704 (MGM) RADIO ACTION: KOL (Seattle)

## also recommended

**CUFFLINKS—Sandi (2:24)** (Prod: Vance Pockriss Production) (Writers: Vance-Pockriss) (VanLee/Emily, ASCAP) Atco 6867

**BROWN DUST—Do You Believe In Magic (2:14)** (Prod: T.J. Bruno & Artie Ripp) (Writer: Sebastian) (Koppelman-Rubin, BMI) Family Production 0904 (Famous)

**LOVE SALVATION—Spread a Little Love Around (2:25)** (Prod: Dick Glaser) (Writer: Carmichael) (Green-Apple, BMI) Bell 45-166

**MEGAN McDONOUGH—Pocketful (3:53)** (Prod: Jim Golden, Bob Monaco & Barry Fasman) (Writer: McDonough) (Wooden Nickel, ASCAP) Wooden Nickel 299 (RCA)

**WORKS—Orange Medley (3:36)** (Prod: Cy Coleman) (Writers: Purcell-Rossini-Beethoven) (Notable, ASCAP) London 174

**CY COLEMAN—Theme From "The Garden of the Finzi-Continis" (2:38)** (Prod: Cy Coleman) (Writer: De Sica) (Sunbury, ASCAP) London 175

**MICHAEL PARKS with the Mike Curb Congregation—Big "T" Water (2:01)** (Prod: De Marco/Lieb/Hendricks) (Writer: Hendricks) (Rivers, BMI) MGM 14363

**LITTLE JOE—Words And Music (1:55)** (Prod: Don Perry) (Writers: Addressi-Addressi) (Blackwood, BMI) MGM 14361

**BARRY RYAN—Can't Let You Go (3:00)** (Prod: Wayne Bickerton) (Writer: Ballard) (Chappell, ASCAP) Polydor 14108

**BERT KAEMPFFERT—Only A Fool (Would Lose You) (3:00)** (Prod: Milt Gabler) (Writers: Kaempfert-Rehbine-Ahlert) (Screen Gems-Columbia, BMI) Decca 32935 (MCA)

**JOHNNY TILLOTSON—Make Me Believe (2:10)** (Prod: Val Christian Garay) (Writer: Newbury) (Auff-Rose, BMI) Buddah 279

**LARRY GROCE—The Bumper Sticker Song (3:18)** (Prod: Wilder Bros. & Big Time Prod.) (Writer: Groce) (Daybreak/Bonton, ASCAP) Daybreak 1005 (RCA)

**DELLA REESE—If It Feels Good, Do It (3:10)** (Prod: Jimmie Haskell) (Writer: Vale) (Big Seven, BMI) Avco 4586

**JOSEPH HOROWITZ ORCH.—Theme From "The Search for the Nile" (2:29)** (Prod: Cecil Bolton) (Writer: Horowitz) (Robbins, ASCAP) Capitol 3284

**FRANKIE LAINE—Can You Hear Me, Lord (3:40)** (Prod: Frankie Laine Prod) (Writer: Arvon) (Priority, ASCAP) Score 5059

**PETER LEMONGELLO—Contemplation (3:20)** (Prod: Ken Harper) (Writer: LeFevre) (Wind Fall Enterprises, BMI) Mark V 2322

**JIM HORN—Guerrilla Love In (3:25)** (Prod: D. Cordell-L. Russell) (Writer: Russell) (Skyhill, BMI) Shelter 7317 (Capitol)

**STEEL RIVER—Mexican Lady (3:52)** (Prod: Greg Hambleton) (Writers: Cockrell-Dunning-Forrester) (Bellsize Park, BMI) Evolution 1055

# COUNTRY

**BILLY "CRASH" CRADDOCK—AIN'T NOTHING SHAKIN' (But the Leaves On the Trees) (2:12)**  
(Prod: Ron Chancey)—Flip: "She's My Angel" (2:47) (Poperee, BMI) Cartwheel 210 RADIO ACTION: WITL (Lansing); WSEN (Syracuse); KTCR (Minneapolis); WEET (Richmond); WXCL (Peoria)

**DOLLY PARTON—TOUCH YOUR WOMAN (2:40)**  
(Prod: Bob Ferguson) (Writer: Parton) (Owepar, BMI)—Flip: "Mission Chapel Memories" (3:05) (Owepar, BMI) RCA 74-0662 RADIO ACTION: WBAP (Ft. Worth)

**TOM T. HALL—ME AND JESUS (3:20)**  
(Prod: Jerry Kennedy) (Writer: Hall) (Hallnote, BMI)—Flip: "Coot Marseilles Blues" (3:29) (Hallnote, BMI) Mercury 73278 RADIO ACTION: WSHO (New Orleans)

**JOHNNY DUNCAN—FOOLS (2:38)**  
(Prod: Bob Montgomery & Bobby Goldsboro) (Writer: Duncan) (Pi-Gem, BMI)—Flip: No info available. Columbia 4-45556

**BILL PHILIPS—I AM, I SAID (3:12)**  
(Prod: Scott Turner) (Writer: Diamond) (Prophet, ASCAP)—Flip: No info available. United Artists 50879 RADIO ACTION: KSON (San Diego); WXCL (Peoria)

**BILLY EDD WHEELER—BETTY BOWLEGS (3:34)**  
(Prod: Bob Ferguson) (Writer: Wheeler) (Family of Man, ASCAP)—Flip: "Does Mel Tillis Really Stutter" (2:19) (Family of Man, ASCAP) RCA 74-0656 RADIO ACTION: KFDI (Wichita)

**BUD BREWER—BIG BERTHA, THE TRUCK DRIVING QUEEN (2:36)**  
(Prod: Jerry Bradley) (Writers: Eldridge-Stewart-Shell) (Forrest Hills, BMI)—Flip: "Lie to Me about Her" (2:28) (Moss-Rose, BMI) RCA 74-0654 RADIO ACTION: WSDS (Detroit); WBAP (Ft. Worth)

**TONY BOOTH—THE KEY'S IN THE MAILBOX (2:18)**  
(Writer: Howard) (Tree, BMI)—Flip: "The Devil Made Me Do That" (2:12) (Blue Book, BMI) Capitol 3269

**BLACKWOOD BROTHERS QUARTET—L-O-V-E (EVERYTHING LIVING NEEDS LOVE) (2:26)**  
(Prod: Danny Davis) (Writer: Paxton) (Acoustic, BMI)—Flip "Through It All" (2:41) (Manna, BMI) RCA 74-0661

## also recommended

**BILL RICE—A Girl Like Her Is Hard To Find (2:15)** (Prod: Glenn Sutton) (Writers: Foster-Rice) (Jack & Bill, ASCAP) Epic 5-10833 (CBS)

**KENNI HUSKEY—Number One Heel (2:07)** (Writer: Owens-Owens) (Blue Boob, BMI) Capitol 3282

**TEX RITTER—Bourbon Man (3:11)** (Prod: Joe Allison) (Writer: Hall) (Hallnote, BMI) Capitol 3286

**JIMMY C. NEWMAN—You Have a Secret Lover (2:40)** (Prod: Fred Foster & Ray Pennington) (Writer: Walker) (Combine, BMI) Monument 8535 (CBS)

**LAMAR MORRIS—All My Lovin' (2:02)** (Prod: Jim Vienneau) (Writers: Lennon-McCartney) (Maclen, BMI) MGM 14359

**JIM MUNDY—Bo Diddley (2:25)** (Prod: Johnny Erdelyan) (Writer: McDaniel) (Arc, BMI) Hickory 1621

# SOUL

**TEMPTATIONS—TAKE A LOOK AROUND (See Pop Pick)**

**JAMES BROWN—KING HEROIN (See Pop Pick)**

**LAURA LEE—SINCE I FELL FOR YOU (See Pop Pick)**

**TYRONE DAVIS—I HAD IT ALL THE TIME (See Pop Pick)**

**ROBERTA FLACK—THE FIRST TIME EVER I SAW YOUR FACE (See Pop Pick)**

**LITTLE JOHNNY TAYLOR—IT'S MY FAULT DARLING (2:55)**  
(Prod: Miles Grayson) (Writers: Grayson-Horton) (Respect, BMI)—Flip: "There Is Something On Your Mind" (2:25) (Mercedes, BMI) Ronn 59 (Paula) RADIO ACTION: WABQ (Cleveland); WGRT (Chicago); WGIV (Charlotte); KPRS (Kansas City)

**SOUL CHILDREN—HEARSAY (3:20)**  
(Prod: Jim Stewart & Al Jackson) (Writers: West-Colbert) (East/Memphis, BMI)—Flip: "Don't Take My Sunshine" (3:40) (East/Memphis, BMI) Stax 0119 RADIO ACTION: KDKO (Denver); WDAI (Memphis); WWIN (Baltimore); KPRS (Kansas City). SALES ACTION: Memphis.

**MILLIE JACKSON—ASK ME WHAT YOU WANT (2:55)**  
(Prod: Raeford Gerald & Don French) (Writers: Jackson-Nichols) (Will-Du/Bill-Lee/Gaucha/Belinda, BMI)—Flip: "I Just Can't Stand It" (3:01) (Will-Du/Gaucha/Belinda, BMI) Spring 123 (Polydor)

**PAUL KELLY—DIRT (2:17)**  
(Prod: Buddy Killen) (Writer: Kelly) (Tree, BMI)—Flip: No info available. Warner Bros. 7558

## also recommended

**JOE THOMAS—Chitlins And Cuchifritos (2:50)** (Prod: Buddy Scott) (Writer: Scott-Turner) (Neepat, BMI) Today 1507 (Perception)

**JAMES GADSON—Let the Feeling Belong (2:55)** (Prod: James Gadson) (Writer: Gadson) (Butter/Pip, BMI) Cream 1014

**SHAY HOLIDAY—It's Not How Long You Make It (2:50)** (Writers: Strickland-Patterson) (Su-Ma/Draft, BMI) Soul Power 107 (Paula)

**FAITH, HOPE & CHARITY—God Bless the World (2:43)** (Prod: Van McCoy & Joe Cobb) (Writers: McCoy-Cobb) (Inferior/McCoy, BMI) Sussex 231 (Buddah)

**POSSE—Feel Like Givin' Up (2:52)** (Prod: Eddie Kendricks) (Writers: Matlock-E.J.K.) (Jobete, BMI) V.I.P. 25069 (Motown)

**LITTLE BOYD—13 Highway (2:58)** (Prod: Brenton Wood & Mike Hooks) (Writer: Boyd) (Hooks, ASCAP) Langa 0002

# HOT CHART ACTION THIS WEEK

- 47 \* (84) HORSE WITH NO NAME—America, Warner Bros.
- 59 \* (72) GLORY BOUND—Grass Roots, Dunhill
- 60 \* (new) PUPPY LOVE—Donny Osmond, MGM
- 63 \* (89) TAURUS—Dennis Coffey & the Detroit Guitar Band, Sussex (Buddah)
- 64 \* (new) IN THE RAIN—Dramatics, Volt
- 69 \* (new) DO YOUR THING—Isaac Hayes, Enterprise (Stax/Volt)

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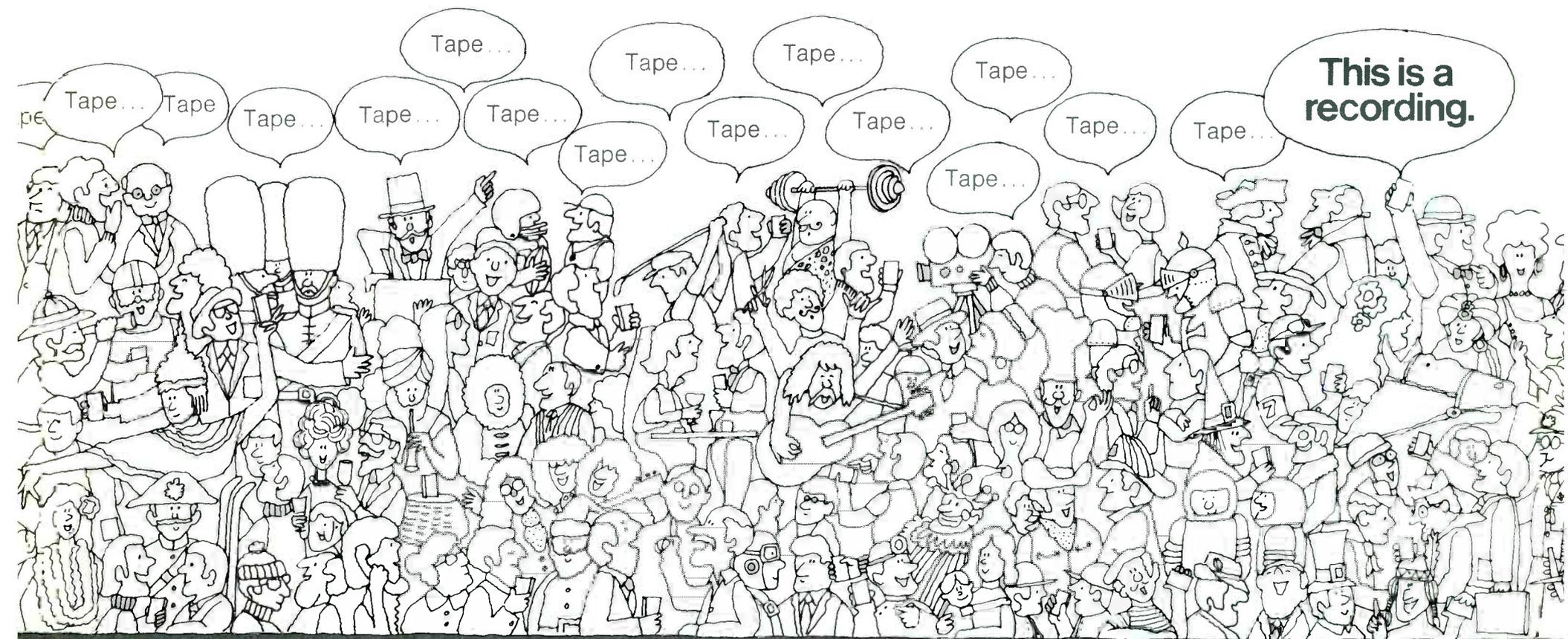
April 30 - May 6, 1972

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# EVERYBODY'S TALKING



When Billboard starts talking tape, everybody listens. Why? Because Billboard has the inside track (4-track, 8-track, 16-track, etc.) on the tape accessories, services and supplies industry. A *track* record unequalled by any other so-called "music" magazine. A tape showcase that reaches the greatest number of retailers dealing in recorded product and playback equipment.

Billboard, the magazine that reported developments in the tape industry from its inception, has compiled names, addresses, and phone numbers of services, suppliers and accessories. And they're all there in Billboard's "Industry Report: Tape Accessories, Services and Supplies". A standard 5-column section coming in the April 1 issue.

A report more than 33,000 professional people will

read. Not including a bonus distribution to tape shows and industry functions.

Billboard's "Industry Report: Tape Accessories, Services and Supplies" is the "reel" thing with a complete section on tape supplies:

**Raw tape manufacturers.**

**Cartridge parts manufacturers.**

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Plus, a section on tape services:

**Custom duplication.**

**Packaging & labeling.**

**Tape dealers' accessories.**

**Design & artwork.**

**Printing & lithographing.**

Now, with all of that working for you, don't you think you should contact a Billboard Sales Representative before the ad deadlines?

**Four-color advertising deadline: March 10**

**All other advertising: March 15**

**Issue Date: April 1, 1972**

We're all available for your advertising in the "reel" thing at any of the following offices:

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Nashville, Tenn. 37203  
615/329-3925

**LOS ANGELES**

9000 Sunset Blvd., Suite 415  
Los Angeles, Ca. 90069  
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**TOKYO**

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**LONDON**

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**MILAN**

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28-29-158

# Campus News

## What's Happening

By BOB GLASSENBERG

**Tom Rush** is not only coming out with a new album, but is holding telephone interviews for campus newspapers and radio stations. "Merrimack Center," is the name of the new LP which will come out on Columbia. If interested in talking to a musician who was there when it all began and is still a major force in the music world, (some say he's responsible for **Jackson Browne** and even **James Taylor**), call **Soozin Kazick** at Grossman Glotzer Management, (212) 752-8715, to make arrangements. Call collect.

**CAMPUS DATES:** Atlantic Records artist **Roberta Flack**, performs at Plymouth Univ., Worcester, Mass., Sunday (27). . . . **Yes**, Atlantic Records artists, perform at the Univ., of Vermont, Burlington, Thursday (24); Brown Univ., Friday (25); and the Univ. of Rhode Island, Kingston, Sunday (28). . . . the **J. Geils Band**, also on Atlantic, appears at the Univ. of Vermont, Thursday (24); Brown Univ., Friday (25); Colgate Univ., Hamilton, N.Y., Saturday (26); and the Univ. of Rhode Island Monday (28). . . . **Batdorf and Rodney**, also recording for Atlantic, perform at Cal State, Long Beach, Saturday (26). . . . **Lily Tomlin**, Polydor artist, appears at Golden West College, Huntington Beach, Calif., Saturday (26). . . . **B. B. King**, recording for ABC Records, appears at the Univ. of Connecticut, Storrs, Sunday (27). . . . **Tom Rush**, recording for Columbia Records, appears at American International College, Springfield, Mass., Friday (25). . . . **James Cotton**, Capitol Records artist, performs at Farmington State College, Farmington, Me., Friday, (25). . . . **Seatrain**, also on Capitol, appears at the Univ. of Maine, Orono, Saturday (26), and at the Univ. of New Hampshire, Durham, Sunday (27).

**Radio News:** **Paul Anthony Cuzzi**, former promotion director at WVBC, Boston College, is now the Boston area Campus rep for MCA Distributing Corp, which handles Decca, Uni, and Kapp Records. Call him at (617) 244-7294. . . . **WORB**, Oakland Community College, Detroit, is looking to receive some record service from the small black labels across the country. They program about 35 percent soul and jazz music and, while they receive product from the biggies, the smaller labels do not seem to be aware of them. Send all product and questions to **Jim Nuznoff**, music director, **WORB**, Oakland Community College, Orchard Ridge Campus,

Detroit, Mich. . . . **KGMA** is now installed at new offices at Mankato State College, Mankato, Minn., and formats everything from top 40 to progressive and underground music. Write them at Gage Center, Mankato State College, Mankato, Minn. 56001. Write to **Jon Thom**. . . . **KLC**, at Lewis and Clark College, Portland, Ore., is looking for record service. Write to **John C. McIntire**, **KLC** Radio, LC Box 59, Lewis and Clark College, Portland, Ore., 97219.

. . . . **Douglas Cooper** at **WRTC-FM**, Trinity College, Hartford, Conn., is doing an interview show once a week with people in the world news and music news. He's talked to **Harry Reasoner**, **Walter Cronkite**, **Salvador Dali**, **Richard Rodgers**, **Dizzy Gillespie**, **Sammy Cahn**, **Johnny Mercer** and **Robert Merrill**, among others. Ask real nice and he might send you a copy, if he's paid the cost of tape duplication.

### Speaking Out

I received a partial listing of speakers who will talk at the IBS Convention, "Speak Out," March 24-26 at the McAlpin Hotel, New York. It is impressive from the standpoint of topical events, but there is not one person on that list who is black. I don't suggest a token black speaker, but certainly a **Jerry Boulding** (**WWRL**) and **Frankie Crocker** (**WLIB-FM**) on a panel together would create some type of meaningful discussion. Then, of course, there are the black executives in the music industry in New York, as well as people like **Ed Williams** (**WCBS-FM**), who could really tell a few stories. If in fact the theme of this year's IBS is "Speak Out," the soul radio should have a chance. I think the growth of this part of commercial radio should be looked into carefully, for it is the campus broadcaster who can open the eyes of the broadcasting establishment through his involvement with minorities and their problems. One might also add to the list of possible speakers such notables as **Ms. Shirley Chisolm** and **Ms. Coretta King**, certainly two people who not only speak for the black minority, but also for the women of this country. Speaking out creates awareness.

*Due to production problems, Picks and Plays are omitted this week.*

## Cortland State Concert Success

**CORTLAND**, New York—The first financially successful fall concert program in five years, has recently been completed at the State University of New York, Cortland campus.

Jack Samuels, co-chairman of the concert committee, attributed the success of the program to widespread advertising in central New York cities and to careful selection of acts through various criteria.

"We watch all the trade papers to find out what new talent is up and coming," said Samuels. "We also listen to local radio programming very closely, as well as trying to survey student music interests before completing a booking. I also think that good facilities have also contributed, as has the newly instituted 'entertainment fee'."

The fee which Samuels spoke about is an optional payment by each student. It entitles the student who pays the fee to substantially reduced ticket prices for all concerts during the semester. "Regular tickets for our Gordon Lightfoot concert were priced at \$3.75, but with an entertainment card, which the student gets by paying the extra fee, the ticket only cost \$1.50," Samuels explained. "The card not only entitles the holder to reduced fees for concerts, but also gives reductions to students for all admissions to films as well as discounts at the student owned and operated record store."

*(Continued on page 58)*

# Sound Music.. Unique 1-Stop

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“SMS is providing a strong, unified buying service for the small underground-oriented retailers.”

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**POP**  
**B.B. KING—**  
L.A. Midnight.  
ABC ABCX 743

One fellow who never lets a fan down is B.B. King. If you're a blues fan, you know what to expect from an album by the "King" and you get it. Most of songs are penned by King including his current single "Sweet Sixteen." Other new tunes could make it as well.



**POP**  
**DAVE MASON—**  
Blue Thumb BTS 34

It's been nearly two years since Dave Mason's last album and his new LP was well worth the wait. There are few artists who possess his sure, warm touch, his amazingly detailed rhythmic understanding. His songs are full of range and atmosphere, all are distinctly, totally infused with a rare essence of truth and perception. One half of the album consists of older material recorded live at the Troubadour, the other previously unrecorded songs.



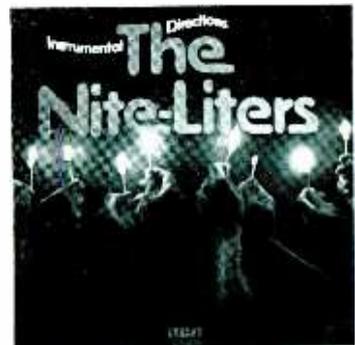
**POP**  
**APOLLO 100—**  
Joy.  
Mega M31-1010

Arranger Tom Parker came up with a giant winner in his adaptation of Bach's work which he entitled "Joy" . . . a top ten singles smash. Now spotlighted in this equally strong commercial package, the hit along with other top material, "Reach For the Sky," "Mad Mountain King," and "Evil Midnight" are all super programmers.



**POP**  
**MIDDLE OF THE ROAD—**  
Acceleration.  
RCA LSP 4674

Group, one of the biggest throughout Europe have just recently come off another million seller, "Soley Soley," now a single, in the U.S. Featured in this package along with the hit are some strong programmers that should do much to put the package on the album chart . . . "Sacramento," "On This Land," and "Try a Little Understanding" are a few of the standouts.



**POP**  
**NITE-LITERS—**  
Instrumental Directions.  
RCA LSP 4580

The Nite-Liters are surely one of the most interesting instrumental groups to come along in some time. The arrangement by Fuqua and Hearndon on "Afro-Strut" is most impressive. Other standouts are "Baker's Instant" and "Respect to the Other Man." A job the charts are sure to reflect.



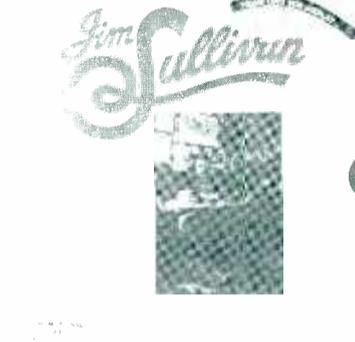
**POP**  
**HUDSON—**  
Playboy.  
PB 102

Three brothers named Hudson come on strong with their own material, their debut on disc and the debut of the Playboy label. The new single, "Leavin' It's Over," is a highlight of the package with other strong cuts that include the opener, "Lovely Lady," and the ballad beauty "If I Needed You," for ballads and a super rock sound as well. Their writing is first rate.



**POP**  
**CRUSADERS 1—**  
Blue Thumb BTS 6001

The Crusaders have earned the reputation as one of the best jazz soul groups around and rightly so. This 2 record set will garner new fans and airplay. Selections include "That's How I Feel," "Three Children" and "A Shade of Blues." A solid entry.



**POP**  
**JIM SULLIVAN—**  
Playboy PB 103

Playboy Records is certainly starting out on the right foot with this, one of its first LP releases. Sullivan sings his own material in a sweet yet virile voice and his guitar work is most accomplished. The songs range from folk to jazz to contemporary rock and the arrangements, by Jim Hughart, meticulously fit the material. "Don't Let It Throw You," "Sonny Jim," "Biblical Boogie," "Tom Cat," and "I'll Be Here" are highlights.



**POP**  
**McKENDREE SPRING—**  
Decca DL 7-5332

The McKendree Spring has been one of the best unknown groups in the world—unknown in that they haven't found the popularity of groups not half as musically adept. Here, their "Down by the River" adds new freshness to the tune. With electric fiddle (not violin) and guitar, the group is outstanding on "Feeling Bad Ain't Good Enough," "Hobo Lady," and "God Bless the Conspiracy."



**POP**  
**THOMAS & RICHARD FROST—**  
Uni 73124 (MCA)

One voice subtly divided into two equally harmonious parts (somewhat indicative of the style of Simon & Garfunkel), lyrical simplicity, the background genius of Larry Knechtal and Jim Horn and a superb Joe Saraceno-John Antoon production are the successful ingredients in the Frost duo's Uni debut LP. Highlights are "Desert Island," "The Way I Feel For You" and "Got to Find the Light," the latter having strong single potential.



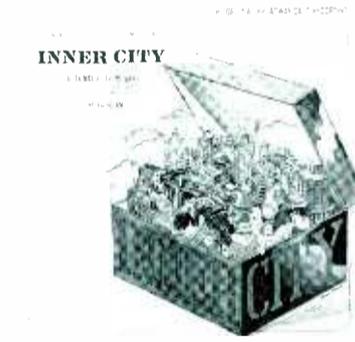
**POP**  
**PATTI DAHLSTROM—**  
Uni 73127 (MCA)

An exceptional LP by a beautiful new troubador who has a talent not only to write tender poignant lyric and lovely melody but also to sing the songs with a special quality that should make her a very big star. Toxy French produced, utilizing the talents of some of the great session musicians in the business today. "Wait Like a Lady," "This Isn't An Ordinary Love Song," "And I Never Did" and "Weddin'" are all standout cuts.



**POP**  
**ROY YOUNG—**  
Mr. Funky  
Kapp KS 3662 (MCA)

This is Roy Young's first American LP although he has been knocking around Britain for a period of ten years acquiring a loyal following while developing into a great rock & roller. His vocals are potently powerful having a deep, sonorous quality to them. The group of outstanding musicians who comprise his band are not lacking in either skill or enthusiasm. Choice cuts "Rag Mama Rag," "Roll It On," "Song Without End" and "Like My Mama Boogie Woogied."



**ORIGINAL CAST**  
**INNER CITY—**  
Original Cast—  
Inner City.  
Offered RCA LSO 1171

The Broadway musical got off to a slow start and has now picked up considerably in business and the exposure of this top package should help strengthen the box office and prove an important album chart item as well. Among the standout performances in the show and the LP are Linda Hopkins with "It's My Belief," and Delores Hall with "If Wishes Were Horses."



**COUNTRY**  
**BIGGEST HITS OF SONNY JAMES—**  
Capitol ST 11013

James proved a top seller with his earlier "Best Of" album, but this package that includes his current and recent smash hits will prove a giant on the charts. The hits are all here . . . from "Running Bear," to "Only Love Can Break a Heart," "Here Comes My Honey Again," "My Love," "Empty Arms," "Bright Lights, Big City," and all his other No. 1 hits!



**COUNTRY**  
**FREDDIE HART—**  
My Hang-Up Is You.  
Capitol SD 11014

Spotlighting his current chart single, "My Hang-Up Is You," Hart has a strong commercial package here. Other strong cuts for programming include his originals, "I'm In Love," and "Love Makes the Difference," plus "Jesus Is My Kind of People," and Harlan Howard's "Key's In the Mailbox." Top performances by Hart.



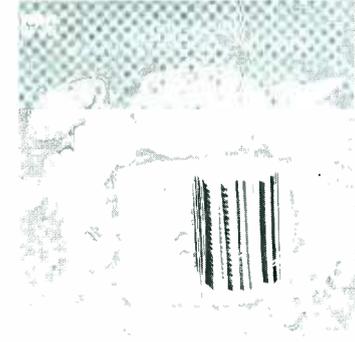
**COUNTRY**  
**WAYLON JENNINGS—**  
Good Hearted Woman.  
RCA LSP 4647

Waylon Jennings is going to be discovered by the pop music crowd one of these days; he turns out some of the most exciting product in the country field today. While "Do No Good Woman" and "Sweet Dream Woman" are here, "I Knew You'd Be Leavin'," "One of My Bad Habits" and "To Beat the Devil" make great mental impact.



**CLASSICAL**  
**PROKOFIEFF: SONATA NO. 6/  
BARBER: SONATA—**  
Van Cliburn.  
RCA LSC 3229

Van Cliburn demonstrates his continually lauded virtuosity and interpretive savvy in two twentieth century masterpieces of solo piano literature both of which enhanced the complexion of this century's musical heritage. The choice of these selections aptly delineate Van Cliburn's intense and exacting technical prowess.



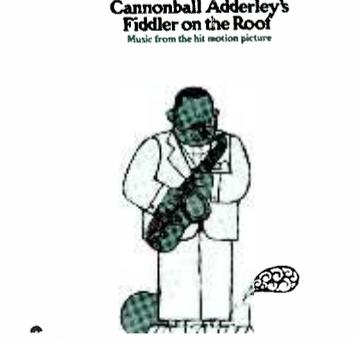
**CLASSICAL**  
**BRUCKNER: SYMPHONY NO. 6—**  
Boston Symphony (Steinberg).  
RCA RED SEAL LSC 3177

Bruckner's typically low-key and leisurely, but very moving Sixth Symphony gets a well-organized, tight-knit workout by William Steinberg and the Boston Symphony. It's fascinating to hear the seeds of the smashing climaxes Bruckner's student Mahler was soon to make of a similar orchestral approach.



**CLASSICAL**  
**DAVID AMRAM—**  
No More Walls.  
RCA VCS 7089

The versatile composer/conductor/instrumental soloist tears down the walls of musical categories in this tour de force performance on 2 LPs. Amram creates serious music from his experiences in classical, folk, pop, and jazz idioms and the results are dazzling. Among the diverse selections, "Shakespearean Concerto," "Sao Paulo," "Wind from the Indies," "Brazilian Memories," and "Tompkins Square Park Consciousness Expander" are outstanding.



**JAZZ**  
**CANNONBALL ADDERLEY'S  
FIDDLER ON THE ROOF—**  
Capitol ST 11008

Cannonball Adderley, a smart musician as well as being a great jazz performer, breaks out of the hardcore jazz sales area with this LP, which uses the Broadway play "Fiddler on the Roof" to spin off beautiful jazz works on the title tune, "Matchmaker," and the "Sabbath Prayer." With proper promotion, this LP could have considerable pop sales. Excellent work.

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# ALBUM COVER NOMINATIONS

5 OUT OF 8 Produced by Ivy Hill Litho

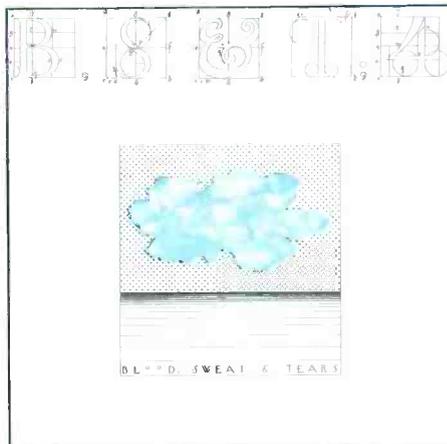
4800 S. Santa Fe Ave.  
Los Angeles, Calif. 90058

Community Drive  
Great Neck, L.I.  
New York 11022

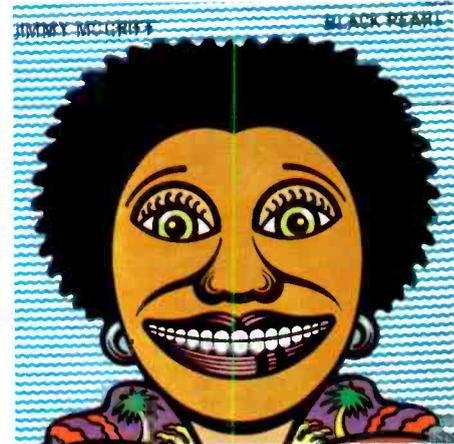
radio  
awards  
14th Annual



BARK—Jefferson Airplane



BS&T4—Blood, Sweat and Tears



BLACK PEARL—Jimmy McGriff



SHAREPICKERS—Mason Williams



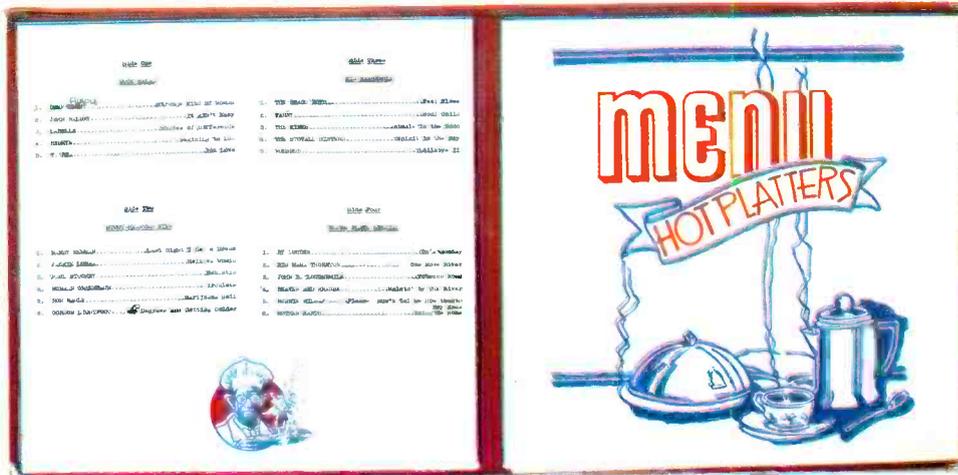
STICKY FINGERS—The Rolling Stones



THROUGH A LOOKING GLASS—Camarata



POLLUTION—Pollution



MENU—HOT PLATTERS—Various Artists

# Album Reviews Continued



**COUNTRY**  
**BUCKAROOS—**  
 The Songs of Merle Haggard.  
 Capitol ST 860

Great album . . . almost impossible to pick the best cut. Most of this material warrants heavy MOR airplay; the voices are mellow, beautiful, on "The Fightin' Side of Me," "Silver Wings," "Okie From Muskogee." This band sells well and this is possibly their best musical effort.



**COUNTRY**  
**THE FAR OUT WORLD OF HOMER & JETHRO—**  
 RCA LSP 4648

Two songs are cuter than a bug's nose on this LP—"The Gal From Possum Holler" and "Act Naturally," but "Don't It Make You Wanna Leave Home" also packs that unique hilarity common to the duo of Homer & Jethro. The team may be gone, but the duo will live forever in an album as good as this.



**COUNTRY**  
**TENNESSEE ERNIE FORD—**  
 Mr. Words and Music.  
 Capitol ST 11001

Tennessee Ernie Ford's fans will delight in this dynamite package of current hits done as only the "Pea Picker" can do them. "Turn Your Radio On" and "West Texas Highway" are highlights. Jack Fascinato produced, Mike Deasy conducted and the finished product is a super LP that will prove a big one for the fine stylist. Other spotlight cuts include "Okie From Muskogee," "Take Me Home, Country Roads" and the title tune.



**COMEDY**  
**FIRESIGN THEATRE—**  
 Dear Friends.  
 Columbia KG 31099

The subtle satirists have compiled some of their most popular radio sketches for their current 2-record set, and the growing number of devotees of the group's kind of humor should effect quick chart reaction. This LP should receive more favorable radio exposure than their past albums especially from progressive stations.



**CLASSICAL**  
**MAHLER SYMPHONY NO. 1 IN D MAJOR—**  
 Erich Leinsdorf with the Royal Philharmonic Orchestra.  
 Phase 4 SPC 21068

Maestro Leinsdorf conducts the Royal Philharmonic Orchestra in a powerful and spirited performance of Mahler's beautiful First Symphony. Technically, the Phase 4 stereo is rich, especially in the melodic and martial themes.



**CLASSICAL**  
**LEICESTERSHIRE SCHOOLS SYMPHONY ORCHESTRA CONDUCTED BY BLISS/PREVIN/PINKETT/TIPPETT**  
 Argo ZRG 685

A crisp musical salad of shorter contemporary works conducted mostly by the composers, including such luminaries as Andre Previn, Sir Arthur Bliss and Sir Michael Tippett, performed admirably by the Leicestershire Schools Symphony. Fine off-beat release by English Decca's Argo label.



**CLASSICAL**  
**SCHUBERT: THE COMPLETE PIANO SONATAS, VOL. 2—**  
 Paul Badura-Skoda.  
 RCA VICS 6129

Volume two in an RCA series of Schubert piano sonatas consists of several early manuscripts that have only recently received the deserved recognition. Pianist Badura-Skoda has so thoroughly researched the Schubert repertoire enabling him to successfully complete an heretofore unfinished sonata in C, D.279/346 150 years hence. An impressive musicological endeavor.



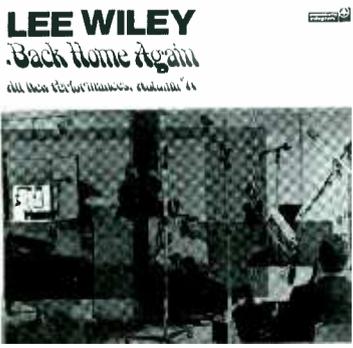
**CLASSICAL**  
**HEAVY ORGAN—**  
 Virgil Fox.  
 Decca DL 7-5323

Organist Fox continues his one man drive to rid the serious music world of its old fashioned ideas about the interpretation of his favorite composer, Bach, and in this live performance at San Francisco's Winterland, proves the relevance of Bach's music to his contemporary audience. His virtuosity will be appreciated by both the young and old.



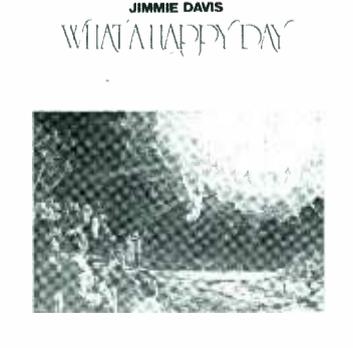
**JAZZ**  
**JOHN KLEMMER—**  
 Constant Throb.  
 Impulse AS 9214

Any album that boasts as its session musicians such diverse talents as Shelly Manne, Marni Nixon and Jim Keltner has to be at the very least interesting. John Klemmer has constructed an album that inspires, amazes and delights. It is clearly apparent that he has put much love and feeling into his work. He has turned the saxophone into an instrument capable of weeping, sighing and laughing.



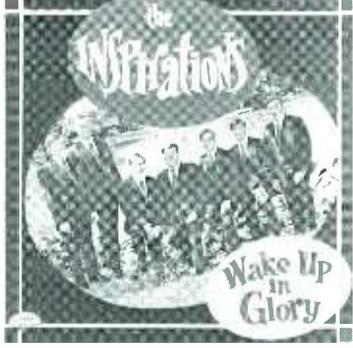
**JAZZ**  
**LEE WILEY—**  
 Back Home Again.  
 Monmouth Evergreen MES 7041

It is so good to hear Miss Wiley's new LP. It is her first in a while and her voice is easy, her phrasing subtle and well planned. She retains her individuality by not falling prey to the contemporary pitfall that many of her peers have fallen into. The material is standard, the arrangements straight, and the feeling cool. Several Victor Young-Ned Washington songs and "A Sleepin' Bee," "Moon River," and "I'm Comin' Virginia" are highlights.



**GOSPEL**  
**JIMMIE DAVIS—**  
 What a Happy Day.  
 Decca DL 7-5331

Jimmie Davis, a legend in Louisiana politics as well as country music, devotes himself to another wonderful package for the Lord. The title tune—"What a Happy Day"—is light and warrants country music airplay. But Davis does a superb job also on "I Believe He'd Go to Calvary for Me."



**GOSPEL**  
**INSPIRATION—**  
 Canaan.  
 CAS 9707

The Inspirations have happy spirit in their messages for the Lord. The high tenor puts a lilt to "I'll Wake Up in Glory," "I'll Never Die," and "Rocked on the Deep." But they can and do vary the pace—"Obey the Spirit" is soft and pleasant. Good LP.

## SPECIAL MERIT PICKS

### POPULAR

**RUPERT HINE/DAVID MACIVER—**Pick Up a Bone. Capitol SMAS 879

The newly formed English Purple Records released here on Capitol have a fascinating act in Hine and Maciver. Their songs are cynical and paradoxical and make good poetry. The arrangements, by Paul Buckmaster, Peter Robinson, Del Newman, and Simon Jeffes are avant-garde to say the least and refreshingly original. "Scarecrow," "Medicine Munday," "More Than One, Less Than Five," and "Boo Boo's Faux Pas" are the most interesting cuts.

**JIMMIE SPHEREIS—**Isle of View. Columbia C 30988

Jimmie Sphereis has crafted an album that provides a unique emotional exchange between artist and listener. His lyrics are quietly mystical and his images intensely personal. The whole album is suffused in an atmosphere of becalming mellowness. In a voice that carresses, he delivers such lovely songs as "Long Way Down," "Esmarria" and "Seven Virgins."

**PURE PRAIRIE LEAGUE—**RCA LSP 4650

Make no mistake—this is a country music album . . . and a good one. But I doubt that many stations will play who play country music. Best exposure medium is probably the progressive rock stations. Best tunes are "Country Song," "Woman," and "You're Between Me." Call the album: Progressive country. It's growing.

**PARRISH & GURVITZ—**Decca DL 7-5336

Brian Parrish and Paul Gurtvitz are a new British duo who are being produced by George Martin. They are above average and on their plus side are the interesting harmonies the fusing of their two voices creates. Their songs as a whole are more than mildly interesting and melodic. With the proper exposure and promotion they have a definite chance of "making it." Pop airplay possibilities are "Janine," "As If I Were Blind" and "Loving You."

**LINDY STEVENS—**Pure Devotion. Decca DL 75324 (MCA)

An artists' first album is a strange thing. They're usually virtually unknown at the time of its release and in the majority of cases still basically unheard of even when it has been out for months. On this, Lindy Stevens' debut album, she impresses as one destined for things other than obscurity. Vocally she can best be described as being on the Laura Nyro side of Barbra Streisand with a hint of Joni Mitchell thrown in. Harken to "Didn't You Know" & "Devotion."

**DENNY GUY—**Daybreak DR 2008

Composer-performer Guy, a native Nebraskan now living in Hawaii, makes a strong bid for radio and chart action in this his album debut for Daybreak (RCA). Guy has the sound that could easily catch on the first time out with best cuts that include the opener, "Lovely Lady," "The Troublemaker," "Country Ballad" and for his current home, "My Lai Lad."

**FAT CHANCE—**RCA LSP 4626

Fat Chance is a rock-oriented band with more than a perfunctory amount of talent. Their sound is engaging and unrepentant. Their up-tempo tunes have a sufficient amount of intensity and drive and their ballads are suitably meaningful and moving. Make special note of "Funny Hats," "Love Sick" and "Oh Lavinia."

**BANG—**Capitol ST 11015

Bang is a Florida-based group who on first listen sound incredibly like Led Zeppelin. They play at the same frenetic pace as Zeppelin and Frank Ferrara's vocals are so similar to those of Robert Plant's as to be downright amazing. This musical similarity can work either for or against them depending on whether or not the world is ready for another Led Zeppelin. Strongest tracks are "Questions," "Lions, Christians" and "Last Will & Testament."

**DOCTOR HOOK—**Doctor Hook & The Medicine Show. Columbia C 30898

It is indeed an oddity in this age of write-it-yourself-even-if-it-isn't-very-good-at-least-you-get-the-royalties to find a group putting out an album that consists entirely of songs written by an "outsider." This LP is a beautiful fusion of talents, Shel Silverstein has written the songs while Doctor Hook & the Medicine Show deliver them in a sure spirited manner. "Kiss It Away," "Maria Laveaux" (a track very similar in content to "Witch Queen of New Orleans") and "I Call That True Love" are highlights.

**EDMUNDO ROS AND HIS ORCHESTRA—**Edmundo Ros, the Latin King. Phase 4 SP 44169

Edmundo Ros has the great talent of capturing the warm and exciting Latin sound on record and this latest LP is another example of that fine talent. The quality is superb throughout with cuts like "Brazil," "La Cumparsita" and "El Gallo" standouts. A particular highlight is his beautiful treatment of "How Insensitive."

**ROGER SEYMOUR—**Return To a Bygone Era. Musicor MS 3207

The LP here represents the nostalgic trend at its zenith—the whole album, with moderator and all, resembles those annual New Year's Eve broadcasts on network radio. Champagne music. And you'll love the bubbling music of "Sweethearts on Parade," "Boo Hoo," and "Tea for Two." Frankly, the whole LP is great fun. MOR stations should consider this LP for heavy programming just as a kick.

### COUNTRY

**FREDDIE HART—**Lonesome Love. Harmony KH 31165

Freddie Hart is now the major artist that his ability always warranted. This early package of material includes "Heaven Only Knows," "Angels Like You," and "Loose Talk."

### CLASSICAL

**VIENNA OF JOHANN STRAUSS—**Camarata/Kingsway Symphony Orchestra. Phase 4 SPC 21072

With Camarata conducting the Kingsway Symphony Orchestra and Tony D'Amato producing the music of Johann Strauss is showcased in this fine LP that will prove a favorite with the many who take pleasure in the joyous music of Vienna. "Tales From the Vienna Woods," "Radetzky March" and "Pizzicato Polka" are highlights. Of course "The Blue Danube" is included, a standout cut.

**MOZART: KLAVIERKONZERTE Nos. 9 & 27—**Warschauer Kammerorchester (Leitung) with Buchbinder at the Piano. Royal Sound SLT 43-125-B

Two of Mozart's earlier piano concertos, No. 9 and No. 27, are treated with all the airy elegance they deserve by a top young Austrian pianist, Rudolf Buchbinder, and Karol Teutsch's Warsaw Chamber Orchestra. An admirable Telefunken product.

**MUSIC FROM IRAN—**Argo ZFB 51

Halfway between the Indian Raga and Arabic music, the folk sounds of Iran sound unfamiliar to Western ears at first hearing. But there is much charm in these densely buzzing tapestries of sound.

★★★★  
**4 STAR**  
 ★★★★★

### POPULAR ★★★★★

**DAVID BROWN & JEREMIAH—**I Want To Be With You. Uni 73128 (MCA)

**BEANS—**Avalanche AVR 9200 (United Artists)

**PAUL SLADE—**Life of a Man. Epic E 31167

**COUNT BASIE—**Evergreens. Groove Merchant GM 2201

**MU—**RTV 300

**BEST OF DELLA REESE—**RCA LSP 4651

**BUDDY BOHN—**A Drop in the Ocean. Capitol SMAS 878

**MURRAY McLAUGHLIN—**Song From the Street. Epic E 31166 (CBS)

**GEORGE KAYATTA—**Time To Wonder Why. RCA LSP 4638

**JUKIN' BONE—**Whiskey Woman. RCA LSP 4621

**PACO PENA AND HIS GROUP—**Flamenco Puro "Live". Phase 4 SP 44172

**JIM NABORS—**More. Harmony KH 31108

### COUNTRY ★★★★★

**DICK CURLESS—**Tombstone Every Mile. Capitol ST 11011

**VARIOUS ARTISTS—**Great Country Folk. Harmony KH 31109

### CLASSICAL ★★★★★

**SUPPE OVERTURES—**Robert Sharples/London Festival Orchestra. Phase 4 SPC 21069

### JAZZ ★★★★★

**CHICK COREA—**Sundance. Groove Merchant GM 2202

### GOSPEL ★★★★★

**LONDON PARRIS & THE REBELS—**The Eastern Gate. Skylite SLP 6108

**FOUR GALILEANS—**Encore. Canaan CAS 9711

**COY COOK AND THE SENAARS—**Gospel Dynamite. Skylite SLP 6111

## ALBUM REVIEWS

### BB SPOTLIGHT

Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

### SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

### FOUR STARS

★★★★ Albums with sales potential within their category of music and possible chart items.



Bert Kaempfert's new single is...  
candlelight a single rose  
and fine wine.

“ONLY A FOOL (WOULD  
LOSE YOU)” (B. Kaempfert, H. Rehbein, R. Ahlert)

b/w “LONELY IS THE NAME”  
(B. Kaempfert, H. Rehbein, C. Sigman)

Bert Kaempfert's new  
single was...recorded in  
Europe with a full vocal  
chorus on lyrics.



Bert Kaempfert's new single is...  
something very special.



Decca  32935



**STAR PERFORMER**—Records showing greatest increase in retail sales activity over the previous week, based on actual market reports.

Records Industry Association of America seal of certification as "million seller." (Seal indicated by bullet.)

For Week Ending Feb. 26, 1972

# HOT 100

# Billboard

THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)	THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)	THIS WEEK	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)
1	1	WITHOUT YOU	11 Nilsson (Richard Perry), RCA 74-0604	34	39	RING THE LIVING BELL	5 Melanie (Peter Shekeryk), Neighborhood 4202 (Famous)	68	74	THAT'S WHAT LOVE WILL MAKE	3 Little Milton (Don Davis), Stax 0111
2	3	HURTING EACH OTHER	7 Carpenters (Jack Daugherty), A&M 1322	35	45	RUNNIN' AWAY	4 Sly & the Family Stone (Sly Stone), Epic 5-10829 (CBS)	69	—	DO YOUR THING	1 Isaac Hayes (Isaac Hayes), Enterprise 9042 (Stax/Volt)
3	4	PRECIOUS & FEW	13 Climax (Larry Cox), Rocky Road 30.000 (Bell)	36	43	NICKEL SONG	6 Melanie (Peter Shekeryk), Buddah 268	70	64	LOVE GONNA PICK UP	10 Persuaders (Poindexter Brothers), Win Or Lose 220 (Atlantic)
4	2	LET'S STAY TOGETHER	13 Al Green (Willie Mitchell), Hi 2202 (London)	37	33	FEELIN' ALRIGHT	14 Joe Cocker (Denny Cordell for Tarantula Prod.), A&M 1063	71	80	(Oh Lord Won't You Buy Me a) MERCEDES BENZ	5 Goose Creek Symphony (Goose Creek Symphony), Capitol 3246
5	6	DOWN BY THE LAZY RIVER	6 Osmonds (Michael Lloyd & Alan Osmond), MGM 13324	38	47	TALKING LOUD AND SAYING NOTHING	3 James Brown (James Brown-Brother Production), Polydor 14109	72	70	KEEP PLAYING THAT ROCK 'N' ROLL	11 Edgar Winter's White Trash (Rick Derringer), Epic 5-10788 (CBS)
6	8	JOY	9 Apollo 100 (Miki Dalton), Mega 615 0050	39	40	YOU WANT IT, YOU GOT IT	8 Detroit Emeralds (Katouzian Prod.), Westbound 192 (Janus)	73	88	DAY I FOUND MYSELF	2 Honey Cone (Staff), Hot Wax 7113 (Buddah)
7	9	LION SLEEPS TONIGHT	9 Robert John (Hank Medress & Dave Appell), Atlantic 2846	40	30	KISS AN ANGEL GOOD MORNING	15 Charley Pride (Jack Clement), RCA 74-0550	74	87	GOIN' DOWN (On the Road to L.A.)	3 Terry Black & Laurel Ward (Bill Gilliland-Roger Cook), Kama Sutra 540 (Buddah)
8	10	EVERYTHING I OWN	5 Bread (David Gates), Elektra 45765	41	20	SUNSHINE	16 Jonathan Edwards (Peter Casperson), Capricorn 8021 (Atco)	75	75	STANDING IN FOR JODY	6 Johnnie Taylor (Don Davis), Stax 114
9	7	AMERICAN PIE	14 Don McLean (Ed Freeman), United Artists 50856	42	36	THAT'S THE WAY I FEEL ABOUT 'CHA	12 Bobby Womack (Free Productions & Muscle Shoals Sound), United Artists 50847	76	82	MR. PENGUIN Pt. 1	4 Lunar Funk (Tedrolee Prod.), Bell 45.172
10	11	SWEET SEASONS	5 Carole King (Lou Adler), Ode 66022 (A&M)	43	21	THE WITCH QUEEN OF NEW ORLEANS	15 Redbone (Pat Vegas & Lolly Vegas), Epic 5-10749 (CBS)	77	83	CHEER	4 Potliquor (Jim Brown), Janus 179
11	5	NEVER BEEN TO SPAIN	10 Three Dog Night (Richard Podolor), Dunhill 4299	44	50	UNTIL IT'S TIME FOR YOU TO GO	5 Elvis Presley, RCA 74-0619	78	—	A COWBOYS WORK IS NEVER DONE	1 Sonny & Cher (Sonny Bono & Snuff Garrett), Kapp 2163 (MCA)
12	22	THE WAY OF LOVE	5 Cher (Snuff Garrett), Kapp 2158 (MCA)	45	55	NO ONE TO DEPEND ON	3 Santana (Santana), Columbia 4-4552	79	—	BETCHA BY GOLLY, WOW	1 Stylistics Featuring Russell Thompkins Jr. (Thom Bell), Avco 4591
13	27	HEART OF GOLD	4 Neil Young (Elliot Mazer & Neil Young), Reprise 1065	46	56	HANDBAGS AND GLADRAGS	3 Rod Stewart (Lou Reizner), Mercury 73031	80	71	CRY	5 Lynn Anderson (Glenn Sutton), Columbia 4-45529
14	18	BANG A GONG (Get It On)	9 T. Rex (Tony Visconti), Reprise 1032	47	84	A HORSE WITH NO NAME	2 America (Ian Samwell), Warner Bros. 7555	81	85	STEP OUT	3 Mama & Papas (John Phillips), Dunhill 4301 (ABC)
15	16	DON'T SAY YOU DON'T REMEMBER	11 Beverly Bremers (Victrix Prod.), Scepter 12315	48	62	ROUNDABOUT	3 Yes (Yes and Eddy Offord), Atlantic 2854	82	—	DO WHAT YOU SET OUT TO DO	1 Bobby Bland (Jay Wellington), Duke 472
16	23	MY WORLD	5 Bee Gees (Bee Gees & Robert Stigwood), Atco 6871	49	57	CRAZY MAMA	5 J. J. Cale (Audie Ashworth), Shelter 7314 (Capitol)	83	91	WHITE LIES	4 Grin (David Briggs), Spindizzy 4005 (CBS)
17	12	DAY AFTER DAY	13 Badfinger (George Harrison), Apple 1841	50	59	LOVE ME, LOVE ME LOVE	5 Frank Mills (Frank Mills), Sunflower 118 (MGM)	84	—	WHAT IT IS	1 Undisputed Truth (Norman Whitfield), Gordy 7114 (Motown)
18	25	FLOY JOY	8 Supremes ("Smokey"), Motown 1195	51	61	NOW RUN AND TELL THAT	4 Denise LaSalle (Grajon Ents.), Westbound 201	85	—	AFRO STRUT	1 Nite-Liters (Fuqua Productions), RCA 74-0591
19	13	ANTICIPATION	12 Carly Simon (Paul Samwell-Smith), Elektra 45759	52	66	COULD IT BE FOREVER	2 David Cassidy (Wes Farrell), Bell 45-187	86	96	WAKING UP ALONE	2 Paul Williams (Michael Jackson), A&M 1325
20	17	STAY WITH ME	9 Faces (Glyn Johns/Faces), Warner Bros. 7545	53	52	SHOW ME HOW	14 Emotions (Isaac Hayes & David Porter), Volt 4066	87	93	(Love Me) LOVE THE LIFE I LEAD	2 Fantastics (Tony Macauley), Bell 45.157
21	15	BLACK DOG	10 Led Zeppelin (Jimmy Page), Atlantic 2849	54	51	COUNTRY WINE	5 Raiders (Mark Lindsay), Columbia 4-45335	88	—	NICE TO BE WITH YOU	1 Gallery (Mike Theodore & Dennis Coffey), Sussex 232 (Buddah)
22	35	JUNGLE FEVER	7 Chakachas (Roland Kluger), Polydor 15030	55	54	TOGETHER LET'S FIND LOVE	9 5th Dimension (Bones Howe), Bell 45-170	89	—	LIVING WITHOUT YOU	1 Manfred Mann's Earth Band (David Mackay), Polydor 14113
23	34	I CAN'T HELP MYSELF (Sugar Pie, Honey Bunch)	5 Donnie Elbert (Donnie Elbert), Avco 4587	56	60	BRIAN'S SONG	5 Michel Legrand (Michel Legrand), Bell 45-171	90	—	UP IN HEAH	1 Ike & Tina Turner (Gerhard Augustin), United Artists 50881
24	14	BRAND NEW KEY	18 Melanie (Peter Shekeryk), Neighborhood 4201 (Famous)	57	53	SON OF SHAFT	10 Bar Kays (Allen Jones), Volt 4073	91	99	TOGETHER AGAIN	2 Bobby Sherman (Ward Sylvester), Metromedia 240
25	32	AIN'T UNDERSTANDING MELLOW	12 Jerry Butler & Brenda Lee Eager (Gerald Sime & Jerry Butler), Mercury 73255	58	44	DO THE FUNKY PENGUIN	10 Rufus Thomas (Tom Nixon), Stax 0112	92	92	IT'S FOUR IN THE MORNING	3 Faron Young (Jerry Kennedy), Mercury 73250
26	19	CLEAN UP WOMAN	14 Betty Wright (Willie Clarke & Clarence Reid), Alston 4601 (Atlantic)	59	72	GLORY BOUND	3 Grass Roots (Steve Barri), Dunhill 4302 (ABC)	93	100	TELL 'EM WILLIE BOY'S A'COMIN'	2 Tommy James (Tommy James, Bob King & Pete Drake), Roulette 7119
27	38	MOTHER AND CHILD REUNION	4 Paul Simon (Roy Halee/Paul Simon), Columbia 4-45547	60	—	PUPPY LOVE	1 Donny Osmond (Mike Curb), MGM 14367	94	94	ONE WAY SUNDAY	2 Mark Almond (Tommy LiPuma), Blue Thumb 206
28	24	FIRE AND WATER	10 Wilson Pickett (Brad Shapiro & Dave Crawford), Atlantic 2850	61	63	IRON MAN	5 Black Sabbath (Rodger Bain), Warner Bros. 7530	95	—	KEEP ON DOIN' WHAT YOU'RE DOIN'	1 Bobby Byrd (James Brown), Brunswick 4205 (Polydor)
29	31	FOOTSTOMPIN' MUSIC	8 Grand Funk Railroad (Terry Knight), Grand Funk 1841 (Capitol)	62	78	EVERY DAY OF MY LIFE	5 Bobby Vinton (Jimmie Bowen & Al Jacobs), Epic 5-10822 (CBS)	96	97	DA DOO RON RON	2 Ian Matthews (Ian Matthews), Vertigo 103 (Mercury)
30	37	SOFTLY WHISPERING I LOVE YOU	6 English Congregation (John Burgess), Atco 6865	63	89	TAURUS	2 Dennis Coffey and the Detroit Guitar Band (Mike Theodore), Sussex 233 (Buddah)	97	—	IT'S ALL UP TO YOU	1 Dells (Charlie Stepney), Cadet 5689 (Chess-Janus)
31	46	I GOTCHA	6 Joe Tex (Buddy Killen), Dial 1010 (Mercury)	64	—	IN THE RAIN	1 Dramatics (Tony Hester under the supervision of Don Davis), Volt 4075	98	—	YOU GOT ME WALKING	1 Jackie Wilson (Carl Davis & Johnny Moore), Brunswick 55467
32	49	ROCK AND ROLL LULLABY	3 B. J. Thomas (Steve Tyrell-Al Gorgoni), Scepter 12344	65	67	SLIPPIN' INTO DARKNESS	6 War (Jerry Goldstein), United Artists 50867	99	—	YOUR PRECIOUS LOVE	1 Linda Jones (J. Robinson & G. Harris), Turbo 021 (All Platinum)
33	41	WE'VE GOT TO GET IT ON AGAIN	6 Addisi Brothers (Norbert Putnam), Columbia 4-45521	66	69	DIAMONDS ARE FOREVER	5 Shirley Bassey (John Barry), United Artists 50845	100	—	WE'RE TOGETHER	1 Hillside Singers (Al Ham), Metromedia 241

## HOT 100 A-Z - (Publisher-Licensee)

Afro Strut (Rutri, BMI)	85	Do the Funky Penguin Pt. 1 (Stripe/East/Memphis, BMI)	58	My World (Casserole/Warner Tamerlane, BMI)	16	Sunshine (Castle Hill, ASCAP)	41
Ain't Understanding Mellow (Butler/Chappell, ASCAP)	25	Do What You Set Out To Do (Don, BMI)	82	Never Been to Spain (Lady Jane, BMI)	11	Sweet Seasons (Screen Gems-Columbia, BMI)	10
American Pie (Yahveh/Mayday, BMI)	19	Do Your Thing (East/Memphis, BMI)	69	Nice to Be With You (Interior, BMI)	88	Talking Loud and Saying Nothing (Dyanatone/Belinda, BMI)	38
Anticipation (Quackenbush, ASCAP)	9	Down by the Lazy River (Kolob, BMI)	5	Nickel Song (Kama Rippa/Amelaine, ASCAP)	36	Taurus (Interior, BMI)	63
Bang a Gong (Get It On) (Tra-Essex, ASCAP)	14	Down by the Lazy River (Kolob, BMI)	5	No One to Depend On (Petra, BMI)	45	Tell 'Em Willie Boy's A'Comin' (Mandan, BMI)	93
Betcha By Golly, Wow (Bellboy/Assorted, BMI)	79	Down by the Lazy River (Kolob, BMI)	5	Now Run and Tell That (Ordena/Bridgeport, BMI)	51	That's the Way I Feel About Cha (Unart/Tracebob, BMI)	42
Black Dog (Superhype, ASCAP)	21	Down by the Lazy River (Kolob, BMI)	5	(Oh Lord, Won't You Buy Me a) Mercedes Benz (Strong Arm, ASCAP)	71	That's What Love Will Make (Trace, BMI)	68
Brand New Key (Neighborhood, ASCAP)	24	Down by the Lazy River (Kolob, BMI)	5	One Way Sunday (Alma, ASCAP)	94	Together Again (Famous, ASCAP)	91
Brian's Song (Colgems, ASCAP)	21	Down by the Lazy River (Kolob, BMI)	5	Precious and Few (Caesar's Music Library/Emerald City, ASCAP)	55	Together Let's Find Love (Fifth Star, BMI)	55
Cheer (Flypaper, BMI)	77	Down by the Lazy River (Kolob, BMI)	5	Puppy Love (Spanka, BMI)	3	Until It's Time for You to Go (Gypsy Boy, ASCAP)	44
Clean Up Woman (Sherlyn, BMI)	26	Down by the Lazy River (Kolob, BMI)	5	Ring the Living Bell (Neighborhood, ASCAP)	60	Up in Heah (Hub/Unart, BMI)	90
Coul It Be Forever (Pocketful of Tunes, BMI)	52	Down by the Lazy River (Kolob, BMI)	5	Rock and Roll Lullaby (Summerhill Songs/Screen Gems-Columbia, BMI)	34	Waking Up Alone (Alma, ASCAP)	86
Country Wine (Dario, ASCAP)	54	Down by the Lazy River (Kolob, BMI)	5	Roundabout (Carillon, BMI)	12	The Way of Love (Chappell, ASCAP)	12
A Cowboys Work Is Never Done (Chrimarc, BMI)	78	Down by the Lazy River (Kolob, BMI)	5	Runnin' Away (Stone Flower, BMI)	32	We're Together (G&W, ASCAP)	100
Crazy Mama (Moss Rose, BMI)	49	Down by the Lazy River (Kolob, BMI)	5	Show Me How (East/Memphis, BMI)	48	We've Got to Get It on Again (Blackwood, BMI)	33
Cry (Shapiro-Bernstein, ASCAP)	96	Down by the Lazy River (Kolob, BMI)	5	Slippin' Into Darkness (United Artists, ASCAP)	35	What It Is (Jobete, BMI)	84
Da Doo Ron Ron (Mother Bertha/Trio, BMI)	80	Down by the Lazy River (Kolob, BMI)	5	Safely Whispering I Love You (Maribus, BMI)	53	White Lies (Hilmer, ASCAP)	83
Day After Day (Apple, ASCAP)	17	Down by the Lazy River (Kolob, BMI)	5	Son of Shaft (East/Memphis, BMI)	65	Witch Queen of New Orleans, The (Novatore/Blackwood, BMI)	43
Day I Found Myself (Gold Forever, BMI)	73	Down by the Lazy River (Kolob, BMI)	5	Standing in for Jody (Groovesville, BMI)	57	Without You (Apple, ASCAP)	1
Diamonds Are Forever (Unart, BMI)	66	Down by the Lazy River (Kolob, BMI)	5	Stay With Me (Warner Bros., ASCAP)	75	You Got Me Walking (Julio/Brian, BMI)	98
		Down by the Lazy River (Kolob, BMI)	5	Step Out (Star Show, ASCAP)	81	Your Precious Love (Conrad, BMI)	99

Compiled from national retail sales and radio airplay by the Music Popularity Charts Dept. of Billboard.

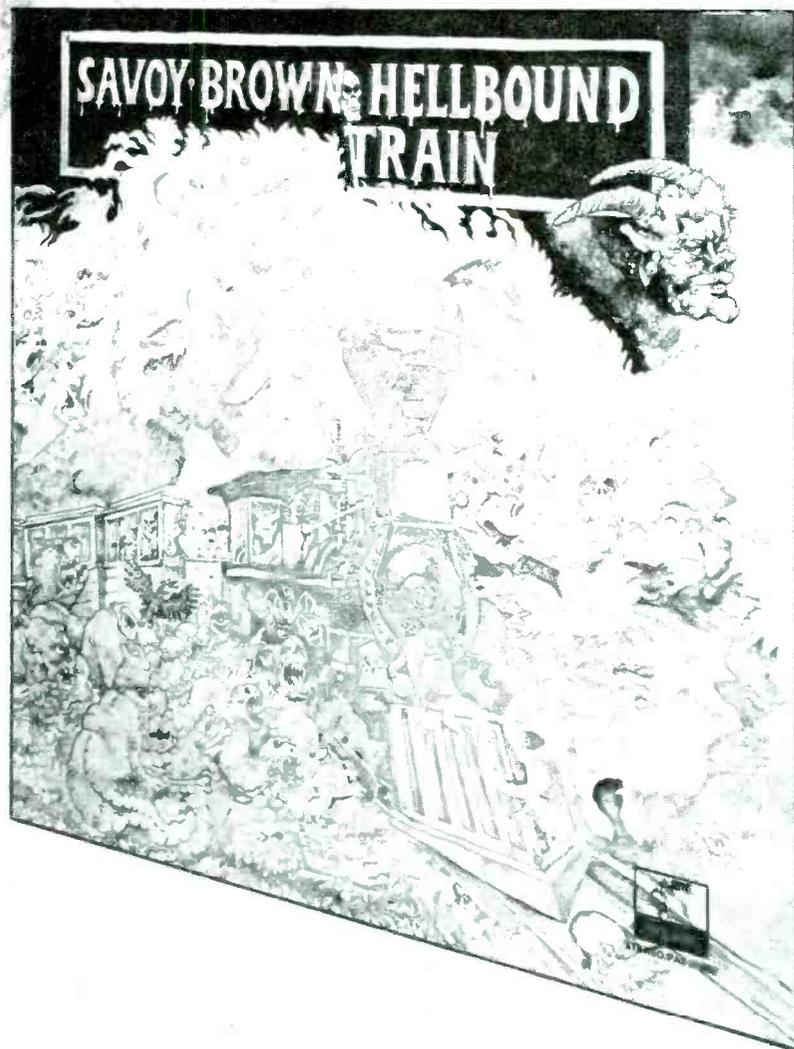


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the new Savoy Brown LP  
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Produced by Neil Slavin for Gruggy Woolf



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# Billboard TOP LP's & TAPE

FOR WEEK ENDING FEB. 26, 1972

THIS WEEK	LAST WEEK	Weeks on Chart	★ STAR PERFORMER—LP's registering greatest proportionate upward progress this week.	TAPE PACKAGES AVAILABLE			THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	TAPE PACKAGES AVAILABLE			THIS WEEK	LAST WEEK	Weeks on Chart	★ Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated by red bullet).	TAPE PACKAGES AVAILABLE		
				8-TRACK	CASSETTE	REEL TO REEL					8-TRACK	CASSETTE	REEL TO REEL					8-TRACK	CASSETTE	REEL TO REEL
1	1	16	★				36	49	2	ARETHA FRANKLIN Young, Gifted & Black Atlantic SD 8213			NA	71	69	35	YES ALBUM Atlantic SD 8283			NA
2	3	12					37	32	14	PETER NERO Summer of '42 Columbia C 31105			NA	72	63	29	WHO Who's Next Decca DL 79182 (MCA)			NA
3	2	8					38	26	39	CARPENTERS A&M SP 3502				73	96	3	DOORS Weird Scenes Inside the Gold Mine Elektra 8E-6001			NA
★	8	6					39	40	5	TEMPTATIONS Solid Rock Gordy G 961 L (Motown)			NA	74	75	12	HONEY CONE Soulful Tapestry Hot Wax HA 707 (Buddah)			NA
5	4	8					40	27	12	ROBERTA FLACK Quiet Fire Atlantic SD 1594			NA	75	76	4	REDBONE Message From a Drum Epic KE 30815 (CBS)			NA
6	6	11					41	30	19	THREE DOG NIGHT Harmony Dunhill DSX 30108				76	74	8	DIAMONDS ARE FOREVER Soundtrack United Artists UAS 5220			NA
7	7	12					42	36	37	ROD STEWART Every Picture Tells a Story Mercury SBM 1-609			NA	77	78	4	KING CRIMSON Islands Atlantic SD 7212			NA
★	9	13					43	37	9	RARE EARTH IN CONCERT Rare Earth R 534 D (Motown)				78	59	11	MOUNTAIN Flowers of Evil Windfall 5501 (Bell)			NA
9	5	14					44	47	15	WAR All Day Music United Artists UAS 5546				★	133	2	GEORGE CARLIN FM-AM Little David LD 7214 (Atlantic)			NA
10	10	6					★	51	6	DRAMATICS Whatcha See Is Whatcha Get Volt VOS 6018				80	83	26	AL GREEN Gets Next to You Hi SNL 32062 (London)			NA
★	15	4					46	46	13	CHARLEY PRIDE Sings Heart Songs RCA LSP 4617			NA	81	79	18	VAN MORRISON Tupelo Honey Warner Bros. WS 1950			NA
★	14	5					47	50	28	SHAFT Soundtrack/Isaac Hayes Enterprise/MGM ENS 2-5002 (Stax/Volt)				82	88	6	J.J. CALE Naturally Shelter SW 8908 (Capitol)			NA
13	11	21					★	52	17	T. REX Electric Warrior Reprise RS 6466				83	72	10	NEW SEEKERS We'd Like to Teach the World to Sing Elektra EKS 74018			NA
14	12	14					49	42	10	JAMES BROWN Revolution of the Mind/Recorded Live at the Apollo Polydor PD 3003			NA	84	86	25	SUMMER OF '42 Soundtrack Warner Bros. WS 1925			NA
★	22	3					50	45	15	ALL IN THE FAMILY TV Cast Atlantic SD 7210			NA	85	70	15	JONATHAN EDWARDS Capricorn SD 862 (Atco)			NA
16	13	16					51	41	16	NEIL DIAMOND Stones Uni 93106 (MCA)				86	73	24	JOHN LENNON Imagine Apple 3379			NA
17	16	47					52	55	66	JESUS CHRIST, SUPERSTAR Various Artists Decca DXSA 7206 (MCA)				87	87	7	MARK-ALMOND II Blue Thumb BTS 32			NA
★	38	3					53	44	17	DONNY OSMOND To You With Love MGM SE 4797				88	77	15	WHO Meaty, Beaty, Big & Bouncy Decca DL 79182 (MCA)			NA
19	19	9					54	56	26	BLACK SABBATH Master of Reality Warner Bros. BS 2562				89	92	32	ALLMAN BROS. BAND At Fillmore East Capricorn SD 2-802 (Atco)			NA
20	17	13					55	54	16	DENNIS COFFEY & THE DETROIT GUITAR BAND Evolution Sussex SXES 7004 (Buddah)			NA	90	93	73	SANTANA Abraxas Columbia KC 30130			NA
★	43	2					★	91	3	ELVIS PRESLEY Elvis Now RCA LSP 4671			NA	★	157	3	PERSUASIONS Street Corner Symphony Capitol ST 872			NA
22	24	13					★	100	7	A CLOCKWORK ORANGE Soundtrack Warner Bros. BS 2573				92	81	10	LAURA NYRO Gonna Take a Miracle Columbia KC 30987			NA
23	21	12					★	64	5	DIONNE WARWICKE Dionne Warner Bros. BS 2585				★	106	7	EARTH, WIND & FIRE The Need of Love Warner Bros. WS 1958			NA
★	48	3					59	58	23	CHER Kapp KS 3649 (MCA)				94	71	9	ENGELBERT HUMPERDINCK Live at the Riviera, Las Vegas Parrot XPAS 71051 (London)			NA
25	23	20					60	61	8	GLADYS KNIGHT & THE PIPS Standing Ovation Soul S 736L (Motown)			NA	95	95	9	PAPA JOHN CREACH Grunt FTR 1003 (RCA)			NA
26	28	15					★	160	2	AMERICA Warner Bros. BS 2576			NA	★	—	1	SONNY & CHER All I Ever Need Is You Kapp KS 3660 (MCA)			NA
27	20	12					62	66	9	GROVER WASHINGTON, JR. Inner City Blues Kudu Ku 03 (CTI)			NA	★	124	3	OSIBISA Woyaya Decca DL 75327 (MCA)			NA
28	18	16					63	53	18	FIDDLER ON THE ROOF Soundtrack United Artists UAS 10900				98	94	37	MARVIN GAYE What's Going On Tamlia TS 310 (Motown)			NA
29	29	11					64	68	56	CAT STEVENS Tea for the Tillerman A&M SP 4280				99	99	20	QUINCY JONES Smackwater Jack A&M SP 3037			NA
★	33	23					65	67	42	JETHRO TULL Aqualung Reprise MS 2035				100	80	10	LEONARD BERNSTEIN Mass Columbia M2 31D08			NA
31	31	14					66	62	27	PARTRIDGE FAMILY Sound Magazine Bell 60604				101	108	13	BOBBY WOMACK Communication United Artists UAS 5539			NA
32	34	10					67	57	28	MOODY BLUES Every Good Boy Deserves Favour Threshold THS 5 (London)				102	89	76	CARPENTERS Close to You A&M SP 4271			NA
★	39	3					68	60	14	HUDSON & LANDRY Losing Their Heads Dore 326			NA	★	113	4	DETROIT EMERALDS You Want It, You Got It Westbound WB 2013 (Chess/Janus)			NA
34	25	10					★	82	3	MALO Warner Bros. BS 2584				104	103	8	HILLSIDE SINGERS I'd Like to Teach the World to Sing Metromedia KMD 1051			NA
35	35	5					70	65	17	HUMBLE PIE Performance: Live Rockin' the Fillmore A&M SP 3607			NA	105	90	24	BARBRA JOAN STREISAND Columbia KC 30792			NA

# GEORGE CARLIN TALKS ABOUT HIMSELF AND HIS NEW ALBUM, “FM & AM.”



“About a year or so ago I discovered I was no longer in my ‘act.’ The main reason I had become a comedian was missing – self-expression. The act wasn’t me. It was all disc jockeys, quiz contestants, newscasters, little old ladies and weathermen. Now *I’m* in there again. This album represents that transition.

“It’s called FM & AM because FM represents my newer, freer approach to comedy and AM is the older, more rigid style I’m coming away from.



“Do I like the album? Well, I listened to it as hard as I could and pretended I’d never heard the lines before, which I thought would be hard to do, but it wasn’t, and yeah, I really enjoyed it.

“I now have an emotional relationship with my audience which never existed before. We identify back and forth. There are emotional ties which make it more than just an audience and an entertainer – it makes us real friends. That’s one of the biggest dividends of my whole change – true acceptance by an audience.”

**“This album is important to me because it tells a lot about me...”**



**“FM & AM” A new George Carlin album. Now available on Little David Records and Tapes. (Tapes distributed by Ampex.) An Atlantic Custom Label.**



LD 7214

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# TOP LPs & TAPE

POSITION 106 200

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	TAPE PACKAGES AVAILABLE			THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	TAPE PACKAGES AVAILABLE								
				8-TRACK	CASSETTE	REEL TO REEL					8-TRACK	CASSETTE	REEL TO REEL						
			STAR PERFORMER—LP's registering greatest proportionate upward progress this week.																
			Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.																
			NA Indicates not available																
			Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated by red bullet).																
106	111	3	<b>BLACK OAK ARKANSAS</b> Keep the Faith Atco SD 33-381			NA	136	114	53	<b>THREE DOG NIGHT</b> Golden Biscuits Dunhill DS 50098			169	171	2	<b>JAMES LAST</b> Music From Across the Way Polydor PD 5505			NA
107	84	22	<b>SONNY &amp; CHER LIVE</b> Kapp KS 3654 (MCA)				137	—	1	<b>B.B. KING</b> L.A. Midnight ABC ABCX 743			170	154	41	<b>ROLLING STONES</b> Sticky Fingers Rolling Stones COC 59100 (Atco)			NA
108	107	11	<b>RICHARD HARRIS</b> My Boy Dunhill DSX 50116			NA	138	104	21	<b>JIMI HENDRIX/SOUNDTRACK</b> Rainbow Bridge Reprise MS 2040			171	—	13	<b>URIAH HEPP</b> Look at Yourself Mercury SBM 1-614			NA
109	110	5	<b>HENRY MANCINI</b> Big Screen, Little Screen RCA LSP 4630			NA	139	122	42	<b>JAMES TAYLOR</b> Mud Slide Slim & the Blue Horizon Warner Bros. BS 2561			172	—	1	<b>CANNONBALL ADDERLEY</b> Black Messiah Capitol SR 80846			NA
110	97	13	<b>LEON RUSSEL &amp; MARC BENNO</b> Asylum Choir II Shelter SW 8910 (Capitol)			NA	140	119	13	<b>JUDY COLLINS</b> Living Elektra EKS 75014			173	174	5	<b>MAHAVISHNU ORCH. With JOHN McLAUGHLIN</b> The Inner Mounting Flame Columbia KC 31067			NA NA
111	85	15	<b>MOM &amp; DADS</b> Rangers Waltz GNP Crescendo GNPS 2061			NA	141	139	14	<b>SONNY &amp; CHER</b> Best of Atco SD 33-219			174	186	22	<b>GODSPELL</b> Original Cast Bell 1102			NA
112	101	79	<b>ROBERTA FLACK</b> Chapter Two Atlantic SD 1569			NA	142	142	69	<b>SLY &amp; THE FAMILY STONE'S GREATEST HITS</b> Epic KE 30325 (CBS)			175	185	2	<b>APOLLO 100</b> Joy Mega M31-1010			NA
113	115	20	<b>JACKSON 5/SOUNDTRACK</b> Goin' Back to Indiana Motown M 742 L			NA	143	126	13	<b>JOHN DENVER</b> Aerie RCA LSP 4607			176	177	4	<b>CRAZY HORSE</b> Loose Reprise MS 2059			NA
114	116	3	<b>RY COODER</b> Into the Purple Valley Reprise MS 2052			NA	144	118	17	<b>J. GEILS BAND</b> Morning After Atlantic SD 8297			177	180	7	<b>LUTHER INGRAM</b> I've Been Here All the Time Koko MOS 2201 (Stax/Volt)			NA
115	137	4	<b>UNDISPUTED TRUTH</b> Face to Face With the Truth Gordy G 959 L (Motown)			NA	145	147	3	<b>LEO KOTTKE</b> Greenhouse Capitol ST 11008			178	164	4	<b>BREWER &amp; SHIPLEY</b> Shake Off the Demon Kama Sutra KSB5 2039 (Buddah)			NA
116	105	11	<b>KINKS</b> Muswell Hillbillies RCA LSP 4644			NA	146	123	12	<b>DAVID FRYE</b> Richard Nixon, Superstar Buddah BDS 5097			179	179	2	<b>COUNTRY JOE McDONALD</b> Incredible! Live! Vanguard VSD 79316			NA
117	98	8	<b>CAT STEVENS</b> Very Young & Early Songs Deram DES 18061 (London)			NA	147	—	1	<b>DAVE MASON</b> Headkeeper Blue Thumb BTS 34			180	182	4	<b>GRIN</b> 1 + 1 Spindizzy Z 31038 (CBS)			NA
118	121	54	<b>BLACK SABBATH</b> Paranoid Warner Bros. WS 1887			NA	148	117	4	<b>DEAN MARTIN</b> Dino Reprise MS 2053			181	—	1	<b>BETTY WRIGHT</b> I Love the Way You Love Alston SD 33-388 (Atlantic)			NA
119	127	146	<b>CHICAGO TRANSIT AUTHORITY</b> Columbia GP 8			NA	149	149	22	<b>BUDDY MILES LIVE</b> Mercury SRM 2-7500			182	194	2	<b>TONY BENNETT</b> Summer of '42 Columbia C 31219			NA NA NA
120	178	4	<b>KENNY ROGERS &amp; THE FIRST EDITION</b> Ballad of Calico Reprise 4 2Xs 6476			NA	150	—	1	<b>ISAAC HAYES</b> In the Beginning Atlantic SD 1599			183	192	2	<b>SOUNDTRACK/QUINCY JONES</b> \$ Reprise MS 2051			NA
121	102	28	<b>CHI-LITES</b> (For God's Sake) Give More Power to the People Brunswick BL 754170			NA	151	109	23	<b>ARETHA FRANKLIN</b> Aretha's Greatest Hits Atlantic SD 8295			184	167	5	<b>FREE MOVEMENT</b> I've Found Someone of My Own Columbia KC 31136			NA
122	138	3	<b>DON McLEAN</b> Tapestry United Artists UAS 5522			NA	152	141	64	<b>THREE DOG NIGHT</b> Naturally Dunhill DS 50088			185	188	4	<b>RAY STEVENS</b> Turn Your Radio On Barnaby Z 30809 (CBS)			NA
123	112	17	<b>CURTIS MAYFIELD</b> Roots Curtom CRS 8009 (Buddah)			NA	153	—	9	<b>THE ROD STEWART ALBUM</b> Mercury SR 61237			186	162	12	<b>IT'S A BEAUTIFUL DAY</b> Choice Quality Stuff/Anytime Columbia KC 30734			NA
124	131	18	<b>HERBIE MANN</b> Push, Push Embryo SD 532 (Atlantic)			NA	154	144	10	<b>WILSON PICKETT</b> Don't Knock My Love Atlantic SD 8300			187	187	5	<b>DETROIT</b> Paramount PAS 6010			NA
125	128	13	<b>COMMANDER CODY &amp; HIS LOST PLANET AIRMEN</b> Ozone Paramount PAS 6017			NA	155	—	1	<b>MANFRED MANN'S EARTH BAND</b> Polydor PD 5015			188	189	4	<b>FAMILY</b> Fearless United Artists UAS 5562			NA NA
126	135	107	<b>CHICAGO</b> Columbia KGP 24			NA	156	—	1	<b>JOHN PRINE</b> Atlantic SD 8296			189	—	1	<b>JO JO GUNNE</b> Asylum SD 5053 (Atlantic)			NA
127	—	1	<b>FIRESIGN THEATRE</b> Dear Friends Columbia KG 31099			NA	157	120	4	<b>DENISE LaSALLE</b> Trapped by a Thing Called Love Westbound WB 2012 (Chess/Janus)			190	190	32	<b>EDDIE KENDRICKS</b> All By Myself Tamlia TS 309 (Motown)			NA
128	130	4	<b>JOHNNY MATHIS</b> In Person at Las Vegas Columbia KG 30979			NA	158	163	8	<b>JR. WALKER &amp; THE ALL STARS</b> Moody, Jr. Soul S 733L (Motown)			191	191	2	<b>INCREDIBLE STRING BAND</b> Liquid Acrobat As Regards the Air Elektra EKS 74112			NA
129	134	23	<b>ISLEY BROTHERS</b> Givin' It Back T-Neck TNS 3008 (Buddah)			NA	159	175	10	<b>PAUL WILLIAMS</b> Just An Old Fashioned Love Song A&M SP 4327			192	193	2	<b>POTLIQUOR</b> Levee Blues Janus JLS 53033			NA
130	132	48	<b>PARTRIDGE FAMILY</b> Up to Date Bell 6059			NA	160	155	34	<b>DONNY OSMOND ALBUM</b> MGM SE 4782			193	—	1	<b>LOU RAWLS</b> Silk & Soul MGM SE 4809			NA
131	125	10	<b>MILES DAVIS</b> Live-Evil Columbia G 30954			NA	161	161	13	<b>SEALS &amp; CROFTS</b> Year of Sunday Warner Bros. BS 2568			194	—	1	<b>FREDDIE NORTH</b> Friend Mankind 204 (Nashboro)			NA
132	140	5	<b>LAURA LEE</b> Woman's Love Rights Hot Wax RA 708 (Buddah)			NA	162	168	4	<b>NITTY GRITTY DIRT BAND</b> All the Good Times United Artists UAS 5553			195	195	2	<b>HAMILTON, JOE FRANK &amp; REYNOLDS</b> Hallway Symphony ABC/Dunhill DSX 30113			NA
133	136	2	<b>CAPTAIN BEEFHEART</b> Spotlight Kid Reprise MS 2050			NA	163	169	3	<b>RAY CONNIFF &amp; THE SINGERS</b> I'd Like to Teach the World to Sing Columbia KC 31220			196	197	3	<b>IAN MATTHEWS</b> Tigers Will Survive Vertigo VEL 1010 (Mercury)			NA
134	129	8	<b>JESUS CHRIST, SUPERSTAR</b> Original Broadway Cast Decca DL 1503 (MCA)			NA	164	176	3	<b>LINDA RONSTADT</b> Capitol SMAS 635			197	—	1	<b>ARTHUR FIEDLER</b> Plays the Music of Paul Simon Polydor PD 5018			NA
135	143	16	<b>JERRY BUTLER</b> Sagittarius Movement Mercury SR 61347			NA	165	165	5	<b>LIGHTHOUSE</b> Thoughts of Movin' On Evolution 3010 (Stereo Dimension)			198	—	1	<b>KEITH EMERSON WITH THE NICE</b> Mercury SRM 26500			NA NA

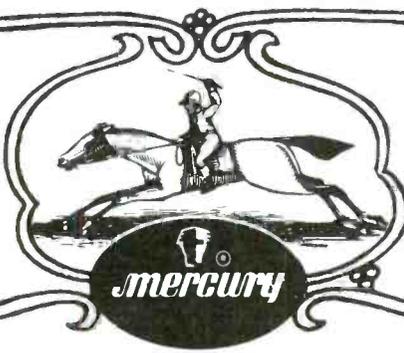
## TOP LPs & TAPE

A-Z (LISTED BY ARTISTS)

Cannonball Adderley	172	Incredible String Band	191	Melanie	28	Sly & the Family Stone	26, 142
Airman Brothers	89	Luther Ingram	177	Buddy Miles	149	Sonny & Cher	96, 107, 141
America	61	Detroit	187	Mom & Dads	111	Soundtracks:	
Apollo 100	175	Detroit Emeralds	103	Moody Blues	67	Clockwork Orange	57
Badfinger	32	Neil Diamond	51	Van Morrison	81	Diamonds Are Forever	76
Tony Bennett	182	Doors	73	Mountain	78	Dinner on the Roof	188
Leonard Bernstein	106	Dramatics	45	Peter Nero	37	Fiddler on the Roof	63
Black Oak Arkansas	106	Bob Dylan	23	New Seekers	83	Rainbow Bridge	138
Black Sabbath	54, 118	Earth, Wind & Fire	93	Nilsen	8	Shaft	47
Bread	11	Jonathan Edwards	85	Nitty Gritty Dirt Band	162	Summer of '42	84
Brewer & Shipley	178	Donnie Elbert	168	Freddie North	194	Staple Singers	199
James Brown	49	Keith Emerson	198	Laura Nyro	92	Cat Stevens	13, 64, 117
Jerry Butler	135	Emerson, Lake & Palmer	10	Original Cast:		Ray Stevens	185
J.J. Cale	82	Faces	6	Jesus Christ, Superstar	134	Rod Stewart	42, 163
George Carlin	121	Arthur Fiedler	188	Osibisa	97	Barbra Streisand	105
Captain Beefheart	133	Firesign Theatre	127	Donny Osmond	53, 160	Stylistics	29
Carpenters	38, 102	Roberta Flack	40, 112	Osmonds	12	T. Rex	48
David Cassidy	18	Aretha Franklin	36, 151	P. G. & E.	200	James Taylor	139
Creach & Chong	30	Free Movement	184	Partridge Family	66, 130	Temptations	39
Cher	59, 167	David Frye	146	Persuasions	91	Three Dog Night	41, 136, 152
Chi-Lites	16, 119, 126	Jerry Garcia	35	Wilson Pickett	154	Traffic	7
Chills	55	Marvin Gaye	98	Potliquer	192	TV Cast:	
Dennis Coffey	121	J. Geils Band	144	Elvis Presley	52	All in the Family	50
Albert Collins	140	Godspell	174	Billy Preston	166	TV Soundtrack:	
Commander Cody & His Lost Planet Airmen	125	Grand Funk Railroad	20	Charley Pride	46	Goin' Back to Indiana	113
Ray Conniff	163	Al Green	24, 80	John Prine	156	Undisputed Truth	115
Ry Cooder	114	Grin	180	Rare Earth	43	Uriah Heep	171
Alice Cooper	22	Hamilton, Joe Frank & Reynolds	109	Lou Rawls	193	Jr. Walker & the All Stars	158
Country Joe McDonald	179	Richard Harris	108	Rebone	75	War	44
Crazy Horse	176	George Harrison & Friends	3	Kenny Rogers & the First Edition	120	Bionne Starwicke	105
Papa John Creach	95	Isaac Hayes	27, 150	Rolling Stones	5, 170	Grover Washington, Jr.	62
		Hillside Singers	104	Linda Ronstadt	164	Who	72, 88
		Honey Cone	104	Leon Russell & Marc Benno	110	Paul Williams	159
		Hudson & Landry	74	Santana	25, 90	Wings	34
		Humble Pie	68	Seals & Croft	161	Bobby Womack	101
		Engelbert Humperdinck	94	Carly Simon	31	Betty Wright	181
				Paul Simon	15	Yes	4, 71

AMERICA'S RACING RECORDS

Singles



Form

From the Mercury Record Corporation Family of Labels / Mercury, Philips, Vertigo, Dial, Mister Chand / A Product of Mercury Record Productions, Inc. / 35 East Wacker Drive, Chicago, Illinois 60601

# Mercury's got the horses and the jocks are riding them

CHART POSITION	SINGLE ENTRY	ARTIST	LABEL	OUT OF	UNIT SALES	STATION PLAY	LINE
Pop 97	"Da Doo Ron Ron" Ve-103	Ian Mathews	Vertigo	"Tigers Will Survive" Ve1-1010	Just out of the gate	Over 60 top 40 stations	Single breaking from chart album — both heavy odds to make top 10 — revival of old favorite — carrying heavyweight performer.
	"How Do You Do" 40715	Mouth & MacNeal	Philips	"How Do You Do" PHS-700-000	Just out of the gate	Tip sheet and trades choice	Dutch duo entry causing sensation by running first by a long shot in two European countries. Now showing sensational early foot in the U.S.
Pop ★ 56	"Handbags and Gladrag's" 73031	Rod Stewart	Mercury	"The Rod Stewart Album" SF-61237	275,000	Including: WFIL WRKO WEAM WDGY WMAK KILT KFRC KJR WIBG WOR-FM WPGC WIXY KLIF WAYS KRIZ KHJ	Selected from stable of champion artist's first album — making move now. Big money winner predicted.
Pop ★ 32 R&B ★ 4	"Ain't Understanding Mellow" 73255	Jerry Bulter and Brenda Lee Eager	Mercury	"The Sagittarius Movement" SF-61347	700,000	Including: WFIL KFRC WDGY WLS KLIF WAYS WPOP WEAM KXOK WHBQ WTIX KHJ	Consistent across-the-board R&B and pop winner sired from great album. Fast mover always finishes in the money.
	"Chantilly Lace" 73273	Jerry Lee Lewis	Mercury	To be released March 15	Already 150,000	Including: WKNR WOKY WCBS-FM WNOR WOWL WHYZ KGBS WCFL KLIF WROV WLOF KEEL WORD KJR	Legendary artist on proven old rock & roll champ . . . a definite pop winner. Just out of the gate and already leading.
Pop 46 R&B ★ 14	"I Gotcha" D-1010	Joe Tex	Dial	To be released March 15	500,000	Including: WKBW WIBG WPGC WKNR WLS WQXI KILT KIMN KRIZ KOL WYSL WPOP CKLW WSAI WIXY KLIF WAYS KFRC KJR KQV	Top R&B record — now taking over in Pop class.
Easy Listening 40	"Sleepy Shores" 73270	Johnny Pearson Orchestra	Mercury		Just out of the gate	Tip sheet and trades choice	Sleeper — beginning to make showing on Top 40 tracks as well as MOR and Easy Listening.
	"Stop This Merry-Go-Round" MS-9001	Bill Brandon	Moonsong		Just out of the gate	Already 47 important R&B stations	"Merry-Go-Round" horse being taken for a spin on R&B stations. Thoroughbred soul — definitely chartbound.

# FM ACTION

These are the albums that have been added this past week to the nation's leading progressive rock stations. In many cases, a particular radio station may play all of the cuts on a given album. The cuts listed here are the viable cuts selected by most of the stations.

**KZAP-FM, Sacramento, Calif.**

Cannonball Adderley,  
"Fiddler . . ." Capitol.  
MOSE ALLISON,  
"Mose Allison,"  
Prestige

Cuts: All

**WBUS-FM, Miami Beach, Fla.;  
KWFM, Tucson, Ariz.**

AMERICA, "America,"  
Warner Bros.

Cuts: All.

**KZAP-FM, Sacramento, Calif.**

Leonard Bernstein,  
"Shubers Symphony #9,"  
Columbia

**KWFM, Tucson, Ariz**

Black Ivory,  
"Don't Turn Around," Today  
Cuts: "Don't Turn Around," "She  
Said That She's Leaving."

**KWFM, Tucson, Ariz.**

Bonzo Dog Band,  
"Beast of the Bonzos," UA  
Cuts: All

**KWFM, Tucson, Ariz.**

Brockingtons,  
"Brockingtons," Today  
Cuts: "Love World," "Jeremiah."

**KWFM, Tucson, Ariz.**

James Brown,  
"King Heroin," Polydor  
(Single)

**KWFM, Tucson, Ariz.; WHCN-FM,  
Hartford.**

Jack Brown,  
"Saturate Before Using," Asylum  
Cuts: "A Child In These Hills,"  
"Doctor My Eyes," "From Silver  
Lake," "Under The Falling Sky,"  
"Rock Me on the Water."

**KWFM, Tucson, Ariz.**

Buckwheat,  
"Movin' On," London  
Cuts: "Movin' On, Movin' On  
(Part 2)."

**KINK, Portland; WMMR, Philadel-  
phia; WGLD, Chicago.**

Canned Heat,  
"Historical Figures and Ancient  
Heads," UA  
Cuts: "Hill's Stomp," "That's All  
Right."

**WBUS-FM, Miami Beach, Fla.;  
KOL-FM, Seattle, Wash.; KZAP-  
FM, Sacramento, Calif.; WGLD,  
Chicago.**

Jim Capaldi,  
"Oh How We Danced," Island  
Cuts: "Last Day of Dawn," "Open  
Your Heart," "Don't Be a Hero,"  
"How Much Can a Man Really  
Take."

**WBUS-FM, Miami Beach, Fla.**

George Carlin,  
"A.M.-F.M." Little David  
Cut: All

**KWFM, Tucson, Ariz.**

Chilliwick,  
"Chilliwick," A&M  
Cuts: "Rosie," "Night-Morning,"  
"Changing Reels."

**KZAP, Sacramento, Calif.; WMMR,  
Philadelphia**

Ornette Coleman,  
"Science Fiction," Columbia  
Cuts: All

John Coltrane, Prestige, KZAP  
Coven,  
"Coven," MGM

Cuts: "Dark Day in Chitown,"  
"Lonely Lover," "I Guess It's a  
Beautiful Day Today."

**KWFM, Tucson, Ariz.**

Don Crawford,  
"Another Shade of Black,"  
Roulette

Cuts: "Colorado/Sweet Suite,"  
"If It Feels Good," "Do It," "I  
See You Inside My Mirror."

**KZAP, Sacramento, Calif.**

Crusaders,  
"I," Blue Thumb

Cuts: "Mosadi," "That's How I  
Feel," "Shade of Blues."

**KSAN-FM, San Francisco; WBUS,  
Miami Beach, Fla.; WMMR, Phila-  
delphia**

Dave Edmunds,  
"Rockpile," MAM/London

Cuts: "Sweet Little Rock n'  
Roller," "Promised Land," "I  
Hear You Knockin' " "It Ain't  
Easy," "Dance, Dance,"

**WNCR-FM, Cleveland, Ohio**

The Electric Light Orchestra,  
"Electric Light Orchestra," Har-  
vest

Cuts: All.

**KWFM, Tucson, Ariz.; WMMR,  
Philadelphia.**

Exuma,  
"Snake," Kama Sutra  
Cuts: "Snake, Don't Let Go."

**WBUS, Miami Beach; WHCN,  
Hartford; WGLD-FM, Chicago.**

Fairport Convention,  
"Babbacombe Lee," A&M  
Cuts: All

**KWFM, Tucson, Ariz.**

The Family Dogg,  
"The View From Rowland's  
Head," Buddah

Cuts: "I Wonder," "Inner City  
Blues," "Advice to Smokey Rob-  
inson."

**KSAN-FM, San Francisco, Calif.**

The Family Vibes,  
"Strange Fruit," UA

Cuts: "Neckin'," "Sixty-Nine,"  
"D.M.Z.," "Pardon Me."

**WBUS, Miami Beach, Fla.; KZAP-  
FM, Sacramento, Calif.; KOL-FM,  
Seattle, Wash.; WMMR-FM, Phila-  
delphia; KINK, Portland, Ore.**

Firesign Theater,  
"Dear Friends," Columbia  
Cuts: All.

**KZAP-FM, Sacramento, Calif.;  
KINK, Portland, Ore.; WEBN, Cin-  
cinnati, Ohio.**

Aretha Franklin,  
"Young, Gifted and Black,"  
Atlantic

Cuts: "Didn't I," "April Fools,"  
"Border Song," "Day Dreaming."

**WBUS, Miami Beach**

Rory Gallagher,  
"Deuce," Polydor

Cuts: All.

**WBUS Miami Beach, Fla.**

Jerry Garcia,  
"Jerry Garcia," Warner Bros.  
Cuts: All.

**KWFM, Tucson, Ariz.**

Al Green,  
"Let's Stay Together," Hi  
Cuts: "Judy," "Let's Stay To-  
gether," "I've Never Found A  
Girl."

**KZAP, Sacramento, Calif.; KINK,  
Portland, Ore.**

Luther Grosvenor,  
"Under Open Skies," Island  
Cuts: "Ride On."

**KSAN-FM, San Francisco, Calif.;  
KOL-FM, Seattle, Wash.; KZAP-  
FM, Sacramento, Calif.**

Donny Hathaway,  
"Live," Atco

Cuts: "What's Goin' On," "The  
Ghetto," "We're Still Friends,"  
"Everything Is Everything."

**WEBN, Cincinnati; KINK, Port-  
land, Ore.**

Mike Harrison,  
"Mike Harrison," Island

Cuts: "Pain," "Damian," "Lonely  
People," "Here Come The  
Queen."

**WBUS, Miami**

Jimi Hendrix,  
"Experience," Ember (Import)

Cuts: All.

**KOL-FM, Seattle, Wash.; WCBS,  
New York**

John Lee Hooker,  
"Never Get Out of These Blues,"  
ABC

Cuts: "Letter to My Baby," "Hit  
the Road."

**KZAP, Sacramento, Calif.; WBUS,  
Miami Beach, Fla.**

Roland Kirk,  
"Blackness," Atlantic

Cuts: "Old Rugged Cross," "Ain't  
No Sunshine," "Blackness."

**KSAN, San Francisco**

Richard Landis,  
"Natural Causes," Dunhill

Cuts: "Natural Causes," "The  
Ragged Man," "A Woman You  
Don't Love."

## Executive Turntable

• Continued from page 4

left the company. . . . **Harold C. Daume Jr.** named vice president in a newly created market and business development position with Television Testing Co.

★ ★ ★

**Anna P. Luckes** has been named customer service specialist of 3M/Wollensak. . . . **Carl Frederick**, division manager of Hueblin Inc. and marketing brand manager of Proctor & Gamble, has been appointed marketing director of Audio Magnetics Corp. **Dan Fine**, western regional sales manager, has been named director of sales, national accounts at Audio Magnetics. . . . **Ronnie Finkelstein** has been appointed to the New York office of **Gibson & Stromberg** Public Relations. He was formerly with Polydor Records and Circus Magazine. . . . **Elaine Corlett** has been set as U.S. representative of Deep Purple's label, Purple Records. She will also work for Ashton, Gardner & Dyke, who are clients of Deep Purple managers **Anthony Edwards** and **John Coletta**.

★ ★ ★

**Perry Cooper** has been appointed promotion director for International Recotape Corp., and will coordinate all promotion and publicity for New York, New Jersey, and Connecticut from the firm's Maspeth, Queens, office. He'd been promotion manager for a local distributor, but his career includes promotion and radio programming and personality stints. He replaces **Steve Kahn**, who joins RCA Records. . . . **Robert S. Champion** has been appointed advertising manager of Motorola's consumer products division. . . . **Bob McKenzie**, formerly with Audio Magnetics, has joined Superscope Tape Duplicating as sales and marketing manager. He succeeds **Richard Stover**, who resigned to join Certron Corp. . . . **Robert L. Keith** has been named treasurer-controller of Ampex Corp. He succeeds **Walter P. Weber**, vice president of finance, who has resigned. . . . **Robert S. Dickerman** has been elected to the Certron board.

★ ★ ★

**Kathy Cooper**, formerly with Stone Flower Productions, has joined the Connie De Nave public relations organization as Miss De Nave's personal assistant. . . . **Dave O'Connell**, promoted from treasurer-controller to treasurer and vice president, Mercury Records. As part of the expansion in the financial department now that Mercury is part of the Polygram label family, **Herb Wolfson**, former Motown controller, named to similar post at Mercury. . . . **Jerry Smallwood** named Chicago area promotion manager working out of Royal Disc Dist. and **Jack Pride**, former WAPE-Jacksonville, Fla. program director, named Southeast promotion manager.

## Disk Industry Prompts Youth Vote

• Continued from page 1

like. The label is also shipping a single by Mustang called "Use the Power, 18" to disk jockeys nationally.

WB is now including eight-second registration announcements at the start of all their radio spots, spoken in a different voice from the rest of the commercial message. Ivy Hill Litho, printer of the label's album covers, ran up a registration poster and Warners is giving it to radio stations, stores and voter organizations. In preparation is a recording of public service radio spots by top Warner artists.

**Beach Boys Active**

The Beach Boys estimate they have so far registered 80,000 young voters towards their goal of one million. They place a giant registration banner onstage and make personal appeals at each concert.

Chicago hasn't been keeping figures of registrations arising from the 70 concerts where they made pleas, but the list of 50-state voting laws they inserted in their Carnegie Hall live album has been widely influential.

## Cortland State U.

• Continued from page 46

Artists who appeared during the first semester at Cortland included Gordon Lightfoot, Brewer & Shipley, Seatrain, and the Byrds. Scheduled for the current semester are Richie Havens, Jonathan Edwards, David Frye, the Beach Boys and Doc Severinson.

The university has a field house which seats 5,800, and the Moffitt Center Gymnasium seats 2,650. A new 6,000-seat gymnasium will open in September.

Blood, Sweat & Tears also encouraged registration tables at their concerts during recent tours. John Kay, as Steppenwolf lead singer, flew at his own expense to registration rallies in San Francisco and Berkeley.

In one of the most off-beat registration promotions, Cheech & Chong were given as a prize to the San Antonio high school that signed up the most new voters. The comics appeared at the winning school's auditorium.

Here are some of the major commitments steadily winning more and more acceptance throughout the music industry, as recording realizes its responsibility to reaching the youth citizenship that is its most devoted audience. Most of these programs have already been put into practice by some of the pioneering individual companies and artists:

Insertion of an 18-year-old register and vote slogan on every record company print ad, billboard poster and record jacket between now and the November elections. Placing voter registration information in every record album.

Inclusion of a brief 18-year-old registration announcement in all radio spots purchased by record companies prior to the election.

Onstage artist appeals to register and vote at every major rock concert. On-the-spot registration booths at concerts wherever legal. Special radio and TV public service spots by artists urging youth registration.

Free or low-cost records and concerts for newly registering youth voters. Participation of rock artists in responsible youth registration rallies, concerts, broadcasts and TV specials.

The bulk of these proposals such

as insertion of registration slogans and material in albums, ads and billboards, will not add great expense to the record companies since they just involve tagging additional information to normal product and merchandising output.

Although in most states April is the registration deadline for voting in the Democratic and Republican Presidential primaries, registration for November's Presidential election is open through at least mid-October throughout most of the nation.

Billboard is currently preparing a special section, with no advertising, which will include all information necessary for a basic music industry guide to youth registration.

## Cooper Suffers Heart Attack

NASHVILLE—George Cooper, president of American Federation of Musicians Local 257 here, was "showing improvement" late this week after suffering an attack of "heart failure."

Cooper was moved from intensive care at St. Thomas Hospital Wednesday (16), after having the attack Saturday (12).

## Cook, Greenaway Form Pub Firm

NEW YORK—Cookaway Music (ASCAP), a music publishing firm, has been formed by British song-writing team Roger Cook and Roger Greenaway. Dick James Music manages Cookaway.

Cook and Greenaway currently are on the charts with "Softly Whispering I Love You" and "I'd Like to Teach the World to Sing."

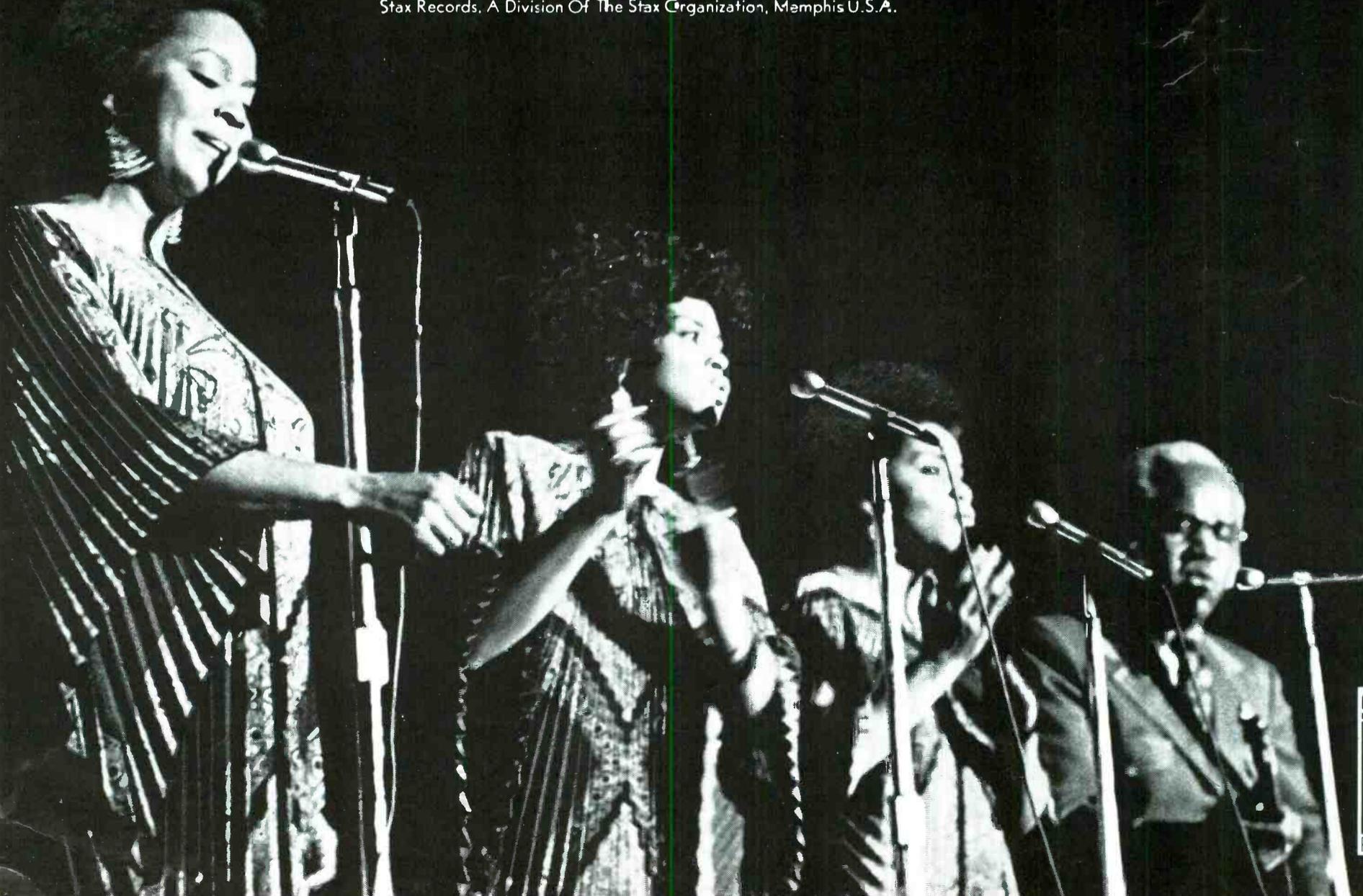


# THE MESSAGE THAT ROCK MUSIC IS STILL LOOKING FOR

You get it in the streets where people are looking for freedom. You hear it in tiny churches and one-room meeting halls where people are looking for truth. You find it at demonstrations where people are looking for peace and justice through equality. And you discover it in yourself if you have any kind of sense at all. "Beatitude, Respect Yourself" is the new Staple Singers album. It picks up where the good book leaves off.

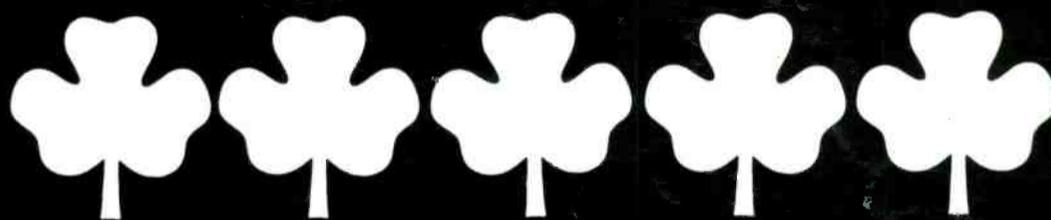
## BEALTITUDE: RESPECT YOURSELF STS 3002 THE STAPLE SINGERS

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Ireland  
back to the  
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