



Summer CES Previews



THE HOME ELECTRONICS REVOLUTION
Complete Manufacturers' Representatives Directory

08120

Billboard

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81st
YEAR

A Billboard Publication

The International Music-Record-Tape Newsweekly

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At CES: Inventory, Fair Trade Hot Items

By STEPHEN TRAIMAN

CHICAGO—Although the consumer electronics industry thus far has escaped the worst of the current

recession, a number of key factors make the balance of 1975 a big question mark as a record anticipated turnout of 40,000-plus converge here for the four-day CES that opened Sunday (1) at McCormick Place.

Divergent opinions on whether the economy actually has "bottomed out," the approaching end of fair trade price maintenance for major hi fi lines, the inventory crunch that continues to leave distributors and rep firms in the middle between manufacturer and retailer, and a relative scarcity of really "new" products are just some of the questions facing every segment of the industry. (Continued on page 50)

Societies Vie For U.K. Membership

By IS HOROWITZ

NEW YORK—Competition between ASCAP and BMI to woo British publishers and writers, usually conducted with behind-the-scenes restraint, has surfaced into the open as a result of disputed claims on the relative benefits of affiliation with one as against the other.

(Continued on page 14)

Nader Slots 'Disco Party' Into Canada

By JIM MELANSON

NEW YORK—Richard Nader, well known for his rock 'n' roll revival shows, is jumping on the discotheque bandwagon with a production billed as the "World's Biggest Disco Dance Party," now scheduled for the 15,000-seat Montreal Forum June 20.

In addition to eyeing a potential \$97,500 gross for the date, Nader is also looking to pitch the arena disco/concert concept to some 15 major halls around the nation in the hope of putting together a national tour.

Representatives from such arenas (Continued on page 94)

Pre-'72 Recordings Ruled Protectable

By RADCLIFFE JOE

NEW YORK—A federal district judge in Detroit has substantially strengthened the Justice Department's contention that unauthorized duplication of sound recordings made prior to Feb. 15, 1972, are illegal.

U.S. District Judge Philip Pratt has ruled that since there were no Michigan statutes which touch the case, whatever protectable interests the plaintiffs possess must arise out of common law.

Pratt ruled that record labels and acts may pursue a civil action under the federal copyright act for unau-

(Continued on page 14)

SQ, QS Backers Aim At Jukebox

NEW YORK—The SQ and QS matrix camps are taking basically different approaches to fill the quad singles void in the 4-channel jukebox market.

But both have the same goal of providing the necessary software and sound quality that will justify the quarter play vital to the industry.

At QS, Sansui is committed to getting its entire family of labels, as well

(Continued on page 12)



FEELINS'. They can sure make you feel it! Loretta Lynn and Conway Twitty share in making Feelins' an anticipated hit single (MCA-40420) and for sure a chart album (MCA-2143). Conway & Loretta's album also leads MCA Records "Travlin' Country" into full gear. Check with your MCA rep about this new program and a Datsun could be won. (Advertisement)

Artists & Business Blend At Talent Forum In L.A.

By NAT FREEDLAND

Mexican Union Fights TV Background Tape

By MARV FISHER

MEXICO CITY—The musicians' union is in the midst of a crackdown on musical tapes being utilized as background for video commercials. Either local players will be compensated via displacement pay (such as is invoked by certain crafts in the movie industry) or there will be more doors open for them with a stepup in such local recording activities, the union says.

Hardest hit with the change in policy is Televisa, the main national video network, which recently signed a pact to include more Mexi-

(Continued on page 94)

LOS ANGELES—With close to 250 advance registrants and an all-star line-up of live-entertainment-business speakers, Billboard's First International Talent Forum opens Wednesday (4) at the Century Plaza Hotel here as a bold music industry experiment that has won instant acceptance.

As recently as January of this year, the Talent Forum existed only as a concept under discussion at exploratory meetings among Billboard staffers. The across-the-board cooperation from the entire range of music industry leaders—from the very first phone calls inviting such major figures as Bill Graham and Doug Weston to join in the planning committee—was "unprecedented."

(Continued on page 30)



TODD RUNDGREN, whose career stretches from The Nazz (circa 1968) to Todd Rundgren's Utopia (circa 1974), from such singles as "Hello It's Me" and "I Saw the Light" to such albums as Something/Anything? and A Wizard, A True Star, from producing Grand Funk to producing Fanny, brings forth his brand new Initiation (BR 6957) this very month on Bearsville records and tapes. It includes "Real Man." (Advertisement)

(Advertisement)

CHASING THE PAST CATCHING THE FUTURE



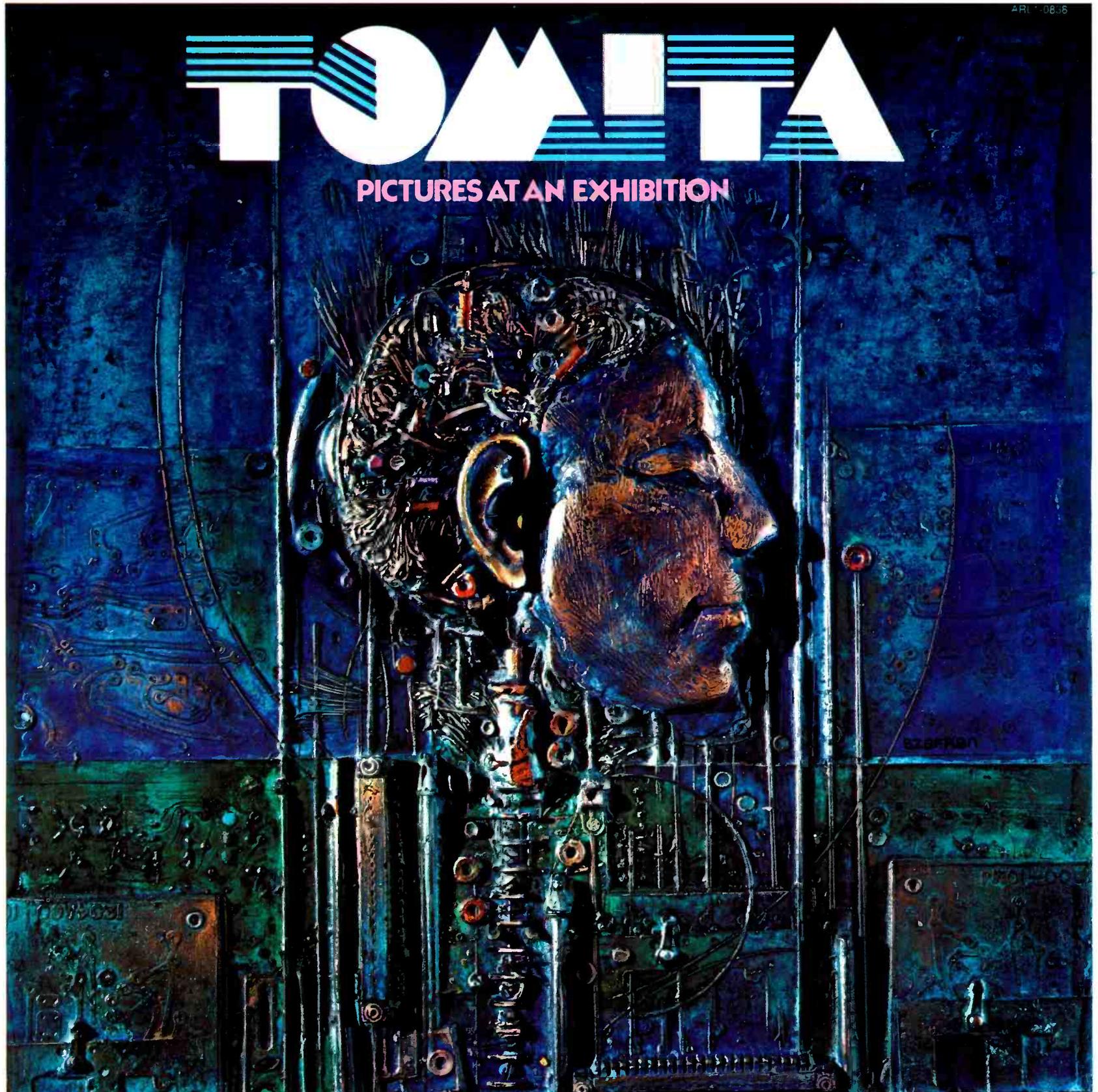
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RCA Records and Tapes

Reggae In An Upsurge Following A Dull Lull

Mango, For One, Will Prep, Promote 4 LPs

By BOB KIRSCH

LOS ANGELES—Though the widely predicted reggae boom of several years ago failed to materialize, there now appears to be more legitimate activity within that musical format than in any prior period—with most of the action coming from Shelter Records, Island Records and Mango, the all-reggae label owned by the principals of the two companies.

Within the next year, Mango (distributed by Island in this country and Canada), will release four LPs in a "This Is Reggae" series. The series will feature a number of artists on each LP (this is the way most reggae albums are released in Jamaica and overseas) and carry a suggested retail price of \$4.98.

Shelter publishing head Don Williams and Simon Miller-Mundy, Shelter head of a&r in Tulsa, will leave for Jamaica later this month to begin gathering material for the sets. Some material is already available through "Feelin' High," a three-LP direct mail reggae package handled by Columbia House but put together in conjunction with Shelter.

Mango was initially formed several years ago by Denny Cordell of Shelter and Chris Blackwell (pioneer of popularizing reggae in England) of Island. A number of singles were released in 1973, as well as the soundtrack album to the Jimmy Cliff film, "The Harder They Come." The label was recently reac-

tivated with the release of a single by Augustus Pablo.

Mango will also release an LP shortly by Toots & The Maytalls, one of Jamaica's pioneer reggae groups. The band still has no permanent label here, with the upcoming set involving a master purchase.

In other current activity in the reggae market, Bob Marley & The Wailers, probably the most famous reggae group, are on the Billboard LP charts for the first time at 160. The group is also set to tour this country shortly, covering major cities. Toots & the Maytalls are also reportedly readying a tour for the fall.

The soundtrack to "The Harder They Come," now nearly three years old, was returned to the charts recently for eight weeks. Island also recently issued a reggae sampler, "This Is Reggae Music."

A number of artists, including Johnny Nash, Eric Clapton, Barbra Streisand, Johnny Rivers, Paul Simon, John Sebastian and Herbie Mann, have cut successful reggae product in the past, and several artists are currently on the charts with reggae oriented material.

Clapton's latest LP features a good amount of reggae, and Leon Russell has included a reggae cut on his latest LP. Peter Tosh of the Wailers is cutting an album in Jamaica under the direction of Carl Raddle, who has been an

instrumental part of most of the Clapton tours and albums. Basic tracks were cut in Shelter's Tulsa studios.

A number of reggae stations have sprung up around the country, particularly in major metropolitan areas like New York, Boston and Cleveland. Even though most of the stations program for only several hours a day, the fact that they are programming at all is encouraging to most involved in reggae. A number of retail outlets specializing in reggae have also sprung up, with Brooklyn one of the prime spots. Several American groups are also performing reggae, with one, the Black Eagles, having the lead cut on the Columbia House album.

While the reggae flow is not an overpowering one, it is steady. The influence is felt on a great deal of hit product and Jamaican artists are slowly gaining more respect here.

The first TV-direct mail package (the Columbia House one) is currently being tested in a number of areas and the import business in reggae continues to be reasonably strong. Johnny Nash, who scored so heavily with his "I Can See Clearly Now" reggae cut several years back, reportedly has returned to strong reggae material for his next Epic album, and Taj Mahal is doing more reggae in his stage act. Reggae rocks on.

House Subcommittee Moves Jukebox Study

By MILDRED HALL

WASHINGTON—Hearings on the jukebox issue by Rep. Robert W. Kas-tenmeier's subcommittee working on copyright revision bill H.R. 2223, have been changed to Tuesday (3). An unexpected House Democratic caucus call for Wednesday (4) compelled the shift from that day, according to subcommittee counsel Herbert Fuchs.

The rest of the June schedule of the House judiciary subcommittee on courts, civil liberties and the administration of justice, which handles copyright matters, calls for hearings on the cable TV issue June 11 and 12. Argument on the revision's proposed 3-cent statutory rate under compulsory licensing, which permits anyone to record copyrighted music once a negotiated recording is made, will be heard June 19.

On July 9, a hearing will be held on Rep. George Danielson's (D-Cal.) bill to establish performance royalty for copyrighted recordings (made on or after Feb. 15, 1975). The record performance right was

(Continued on page 14)

Set Radio Forum Regional Judges

By CLAUDE HALL

LOS ANGELES—The awards committee of the eighth annual International Radio Programming Forum, to be held Aug. 13-16 at the Fairmont Hotel in San Francisco, has finalized the regional judges in the competition for air personality of the year as well as the final judging chairmen for special categories.

In addition, a ballot—which allows radio station personnel and others to vote on the annual Record Promotion Man Of The Year—is in-

(Continued on page 17)

Label Sales To \$2.2 Bil

NEW YORK—Manufacturers' sales of disks and tapes were up 9 percent in 1974 to a record \$2.2 billion at suggested list price, but unit sales were down about 0.4 percent to 594 million, according to figures released by the RIAA.

Prerecorded tapes outpaced combined LPs and singles in both dollar and unit sales percentage gains, increasing their market shares in both areas.

Although the over-all industry

(Continued on page 10)

Vidisk Lending Program Muled

By RADCLIFFE JOE & STEPHEN TRAIMAN

NEW YORK—Philips/MCA is looking at the feasibility of some sort of "lending" program, whereby software for their joint-venture video-disk system could be made available "at a modest cost," through public libraries across the country, according to Robert Cavanagh, vice president, North American Philips Corp.

Cavanagh feels that a project like this could be much more acceptable than a conventional type of disk rental program which has "all sorts of inherent problems," not least of which is adequate policing of the program.

Cavanagh also suggests that in the case of videodisk systems, a library-type "lending" program is particu-

(Continued on page 49)

Public Broadcast Fee Too Low—BMI

By ROBERT SOBEL

NEW YORK—Broadcast Music Inc. (BMI) is pressing for a higher blanket fee in the first year than the \$300,000 proposed in a pact being negotiated between the music licensors and the public broadcasters.

Ed Cramer, head of BMI, calls the fee totally inadequate and damaging. He says that the proposal "is so low that the practical effect is worse than no payment at all and would force BMI and the others involved to subsidize the use of music over public facilities—something no other suppliers of goods or services are asked to do."

In a letter addressed to Tom Brennan, Senate copyrights subcommittee counsel, in advance of a meeting on the issue in Washington on May 28, Cramer said that in the agency's view "only one issue sepa-

rates us and the public broadcasters and that is money."

This view differs widely from that expressed by ASCAP, SESAC and the Harry Fox Agency, other groups participating in the negotiations. The main issue, according to these agencies, is a disputed arbitration clause (Billboard, May 31). BMI had been reportedly in agreement that this issue is the major stalling point in negotiations.

Cramer also states that the rationale of the public broadcasters in sup-

(Continued on page 8)

JUNE 7, 1975, BILLBOARD

Business And The Economy LP Sales Rise 50% At L.A.'s Dolphins

By JEAN WILLIAMS

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

LOS ANGELES—Errol Dolphin, manager of the Dolphins of Hollywood retail chain says business has dropped 50 percent since June 1974, but customers are buying more LPs. By 50 percent.

"The economy crisis has hit us, and we were forced to cut back our personnel. We are now operating with 18 people as opposed to the 26 that we had on staff last year," explains Dolphin.

Dolphins has in the past been considered an outlet for singles, "but," Dolphin says, "our album sales have increased over 50 percent, and we are now regarded as an album chain."

"We find that more of our customers are listening to album stations,

such as KAGB and KJLH, this is one reason for the upsurge in album sales.

"Another reason, as we are told by our customers, is that the records are

(Continued on page 12)

HORIZON JAZZ A&M Tees New Series With John Snyder As N.Y. Chief

By NAT FREEDLAND

formerly assistant to Creed Taylor at the CTI label. In charge of merchandising is Mel Furman, the director of A&M's New York office and previously the merchandising boss of UA's Blue Note jazz label.

"The Horizon Series concept is to present sophisticated contemporary jazz in the best production and merchandising package possible," says Snyder. "We do not intend to simplify or water down our product in

order to cross over to a wider pop market. Instead, we hope to widen the jazz market by creative merchandising and packaging at the high level of taste and quality that has traditionally been associated with A&M."

No artists have been signed to Horizon yet and there are no plans to release any old jazz masters in the A&M vaults or to buy overseas masters.

changing marketing scene in which large companies with conglomerate aspects move toward their own distribution organization.

Phonodisc also distributes Polygram-owned Polydor/MGM and DG, and with the termination May 15 of an agreement with United Artists, brings only family-owned labels under Phonodisc distribution. David O'Connell, president of Phonodisc, asserts: "There is no policy decision that we do not want third parties in the Phonodisc family. It happens to be the situation at the moment."

In addition to various audio/slide/film presentations on current pop, country r&b and classical products as well as a look at upcoming releases, members of both firms spoke on subjects from a&r to marketing. Speakers included David O'Connell, Lou Simon and from Phonogram/Mercury: Jules Abramson, vice president, sales; Stan Bly, vice president, promotion; Charlie Fach, vice president, a&r; M. Scott Mampe, vice president, classical; Mike

(Continued on page 8)

3-Pronged Campaign Accelerates RCA's Intl Profits

By STEPHEN TRAIMAN

NEW YORK—Exceptionally high foreign sales in 1974 that accounted for 45 percent of total business for RCA Records are a direct result of fast returns from a three-pronged attack by division vice president Bob Summer.

Since taking over the job in August 1973 after 19 years with the company, Summer rapidly implemented these triple goals:

- To determine those markets where RCA didn't have a subsidiary and could support an operation, with several close to being firmed.

- To support existing and new subsidiaries, particularly in Germany, France and the U.K.

- To establish licensing relationships in territories where RCA had no prior arrangement, such as recent deals in Iran, German Democratic Republic (East) and Nigeria.

With full backing from label president Ken Glancy, Summer has been able to produce a figure cited at the recent RCA Corp. stockholders meeting by president Anthony Conrad as "counterbalancing the domestic problem of high unemployment among young people who make up the largest segment of record buyers."

Admitting that everything came together quickly last year, Summer notes these reasons to support the gains:

- Startup in Germany, the world's third largest market, in early 1974.

- Increased penetration in France, the fifth largest market.

- Maturing of operations in the U.K., Australia, Brazil and Spain.

- An outstanding year in the "backbone" companies of Italy, Mexico and Argentina.

"The philosophy underlying these gains has been the reliance on proven marketing skills and the introduction at the managing director's level of a number of proven marketing managers," he emphasizes, "virtually all native industry people who know their respective markets well."

One important result of those various marketing successes has been to provide the opportunity to attract and then merchandise local repertoire as well as core RCA material.

"To date we've not had significant success in charting the product from our network abroad in the U.S.," he admits. One notable exception is Japan's Isao Tomita, whose electronic "Snowflakes Are Dancing" reached the top 50 in Billboard's Top LPs and top five on the classical chart with over 200,000 copies sold. "And it looks like his new 'Pictures At An Exhibition' may do even better."

Other companies in the RCA network have received significant support from such U.S. generated material as the David Bowie catalog, John Denver, Lou Reed, Perry Como and Elvis Presley. And RCA International also has had good success merchandising TK products around the world, with George McCrae's "Rock Your Baby" one prime example.

Other "crossover" from one country to another includes the No. 1 German disk by Sweet from England and the top Brazilian disk by Junior from Spain.

Country success is highlighted particularly in the U.K., Australia and South Africa by artists like Charley Pride, Chet Atkins, Dolly Parton and Jim Reeves.

In Europe and Japan the RCA opportunity is enhanced significantly by the Red Seal catalog and newly acquired distribution rights to the

(Continued on page 94)

RUNS 2 YEARS

AFM Members OK Binder Covering Radio, TV Ads

NEW YORK—American Federation of Musicians members have approved a new contract covering their services on radio and television commercials.

The vote, 637 to 188, comes after union negotiators and the joint policy committee of the Assn. of National Advertisers/American Assn. of Advertising Agencies had announced tentative agreement on May 2.

The contract, which is for two years, retroactive to May 1, focuses on the areas of re-use, new use and dubbing. For dubbing, new use or re-use, a fee amounting to 62.5 percent of the applicable scale will now be paid, as opposed to a previous payment of 50 percent.

Other changes involve an increase in health and welfare payments; payments for foreign use is now limited to 12 months without additional payments. Payments had been for an 18-month period. In addition, leaders and contractors and orchestrators receive double the listed rates for foreign use, and commercial announcements not exhibited for two years or more may only be shown upon payment of full scale in effect at the time of reactivation.

Live Attractions Light Up The Los Angeles Grove

LOS ANGELES—The Grove will go ahead with live talent, despite the pullout by Howard Rumsey. Milt Handman, who is leasing the nightclub from the Ambassador Hotel, has hired Jim Gosa of KBCA to book attractions and the opening act is Stanley Turrentine June 17, 18, 19. He will be followed by Les McCann, June 20-22.

The club will expand out of a pure jazz policy, with the Ike and Tina Turner Revue slated for the July 4th weekend, according to Jack Snyder who is handling merchandising for the room.

The club will operate with a \$3.50-\$4.50 admission with drinks selling for \$1.25 and \$1.50. There will be a one drink minimum per show and the audience may stay for both shows.

"There will be no reservations, no tuxes," says Snyder. Seating capacity can run from 600 to 1,200. Snyder says he is talking to labels about packaging ads for three-day runs. The labels will, of course, then participate in costs of advertising and promotion.

Tee Fatsby Contest

NEW YORK—Winner of "The Great Fatsby Look Alike Contest" will win a date with Phantom Records' Leslie West, currently on tour with his own band following release of the new LP. Put together by RCA, which manufactures and distributes Phantom, the unique promotion will run in over 30 markets with participating radio stations promoting West, the album and where applicable, the live dates, including New York on June 1.

CRAIGO AT NARM MEET

NEW YORK—Jack Graigo, CBS Records vice president of marketing, will keynote the first annual NARM Retailers conference to be held June 9-10 at the Hilton Hotel in Philadelphia.

It's understood that Craigo's address, which is planned for the dinner on June 9, will focus on the relationship between the retail merchandiser and the label in breaking a new artist and in taking the artist to new levels in the industry. He will also discuss inventory levels. A question and answer period will follow the talk.

The Grove, formerly the Coconut Grove, has been closed for over two years. At one time it was the town's most prestigious nightclub.

Ethnic Packages At Cleveland's 90,000-Seater

By JOHN SIPPEL

LOS ANGELES—Giant special-market package shows, composed of top names from ethnic and minority-oriented record music, will build the 90,000-seat Cleveland Stadium into a summer community center. That's the two-year plan of Art Modell, dynamic president of the pro football Cleveland Browns and the Cleveland Stadium Corp.

Modell has his second extravaganza slated for Sunday, July 27, when he presents the largest black gospel cast ever assembled anywhere at the huge lakefront arena. Modell previously announced the Great Lakes Polka Festival, a 10-

(Continued on page 30)

In This Issue

CAMPUS.....	38
CLASSICAL.....	27
COUNTRY.....	42
GOSPEL.....	48
INTERNATIONAL.....	81
JUKEBOX.....	26
LATIN.....	39
MARKETPLACE.....	40,41
RADIO.....	17
SOUL.....	28
TALENT.....	30
TAPE/AUDIO/VIDEO.....	49
FEATURES	
Stock Market Quotations.....	8
Vox Jox.....	21
Studio Track.....	38
Disco Action.....	16
CHARTS	
Bubbling Under	
Hot 100/Top LPs.....	26
FM Action.....	16
Gospel LPs.....	48
Soul LPs.....	29
Hot Soul Singles.....	28
Hot Country Singles.....	44
Hot Country LPs.....	46
Hot Latin LPs.....	39
Hits of the World.....	93
Hot 100.....	88
Top 50 Easy Listening.....	26
Rack Singles/LPs Best Sellers.....	80
Top LPs.....	90,92
RECORD REVIEWS	
Singles Radio Action.....	18,20
Album Reviews.....	85
Singles Reviews.....	86

See Stiff Piracy Act In C'right Legislation

By MILDRED HALL

WASHINGTON—According to all indications last week, the copyright revision bill S.22, soon to be reported out of the Senate copyrights subcommittee, will again contain the stiff prison sentences for record piracy originally proposed by subcommittee chairman Sen. John L. McClellan, but reduced in an interim bill passed last year by both houses.

The McClellan subcommittee, which has been marking up the present revision bill, reportedly has voted to restore the three-year maximum penalty for first offenses in piracy of copyrighted recordings, and a seven-year maximum for willful repeaters. The maximum fines remain at \$25,000 for a first and \$50,000 for repeated offenses.

The higher prison sentences originally proposed by Senator McClellan were lowered to facilitate passage of an interim antipiracy and copyright extension bill last year. The Senate at that time acted to accommodate House Copyrights Subcommittee chairman Rep. Robert W. Kastenmeier's strong preference

for one- and two-year maximum penalties.

In the present revision bill, wording of the compulsory licensing section 115, on recording music, makes it clear that the provision does not apply to unauthorized duplications of another's recording-only to the making of a new recording, on payment of the 3-cent mechanical royalty. The wording was put in to express Congressional intent, subcommittee spokesmen point out, but whether it can be applied to unauthorized recordings claiming legality under the 1909 compulsory licensing section, predating passage of this bill, may be a matter for court interpretation.

On the jukebox issue, the subcommittee reportedly has again provided for a review of the \$8 music performance royalty rate by the Copyright Royalty Tribunal to be set up in the revision bill. The tribunal review of jukebox rate was killed during a floor battle in the Senate passage of its revision bill S.1361 last year.

Executive Turntable

Si Mael is appointed to the newly created post of financial vice president of ABC Records. He was previously with Musical Isle of America and, for a time, general manager of Polydor Records, New York. . . . Moving over at 20th Century Records to vice president and national promotion chief from his recent stint as vice president, country operations, for the label is **Paul Lovelace**. Same label has set **Irving Woosley** as country promotion boss and **Lynn Schultz** as country sales chief, both working out of Nashville.

Capricorn Records in Macon has hired **Keith Crossley** as art director. **David Young**, director of sales, will transfer from Macon to Burbank and **Phil Rush** takes over as director of West Coast promotion. **Merlin Littlefield** becomes Capricorn's national country promotion director; **Drew Nugent** is named director of East Coast promotion. . . . **Eddie Martinez** has resigned as West Coast professional manager of the New York Times Music Corp. to found his own Jerami Productions in Los Angeles.

Maria Polivka named Western region country music promotion manager at RCA Records. . . . **Dr. William Lee**, dean of the University of Miami School of Music appointed editorial consultant to Hansen Publication's jazz and classical divisions. . . . **Ed Kelleher** named manager of press and public information for Polydor Inc. Prior to this he served as publicist for Melanie.

Jill Kaufman named assistant to M. Scott Mampe and **Nancy Zannini** named director of publicity and artist relations for the classical department at Phonogram/Mercury Records. . . . **John F. Langlois**, former Southeastern district sales manager with Music Isle in Atlanta, has joined the Atlanta branch of ABC Records and Tapes as sales manager. At one time he was branch manager for Handleman in Atlanta. . . . **Donald Schroeder** promoted to senior acoustical design engineer, and **Al Hotwagner** named to newly-created position of director of marketing services at Jensen Sound Laboratories, Schiller Park, Ill. . . . At Panasonic, **Tim Yakasugi** has succeeded **Cal Shera** as general manager, special products division, which includes automotive products and car stereo.

Brian Shannon and **Bud Neer** are set as new vice presidents of Newcraft Inc., a subsidiary of Telecor Inc., importer and marketer of Panasonic electronics. . . . **Don Anti** has resigned as national promotion director of Chelsea Records in Los Angeles. . . . New vice presidents at Hal Leonard Publishing Co. in Milwaukee are **Keith Mardak**, **Art C. Jenson** and **A.R. "Wally" Waldorf**. . . . **Mitch DeWood** joins the Tropicana Hotel, Las Vegas, as entertainment director, shifting over from the Aladdin where he held a similar post. DeWood succeeds **Alan Lee**. . . . **Dave Anthony** set as director of artist management at ASI Records, Minneapolis.

Phonogram/Mercury Records welcomes **Donna Lee Halper** as East Coast a&r director. Her background is radio. . . . **Paul Shefrin** joins Gemini Artists Management Ltd. and will operate in the college and concert area of the agency. . . . The correct title of **Steven Baker's** new position with Elektra/Asylum/Nonesuch Records in New York is press relations representative. . . . **Mark Stern** is promoted to vice president in charge of East Coast operations at Levinson Associates in New York. . . . Solters & Roskin Inc., names **Monroe Friedman** senior vice president, West Coast operations. . . . **Stacye Kasee Richmond**, in Los Angeles, moves into the post of artist relations and promotions manager of Sal/Wa Records. She formerly was with Sussex Records.

Introducing a man who should be no stranger to you.



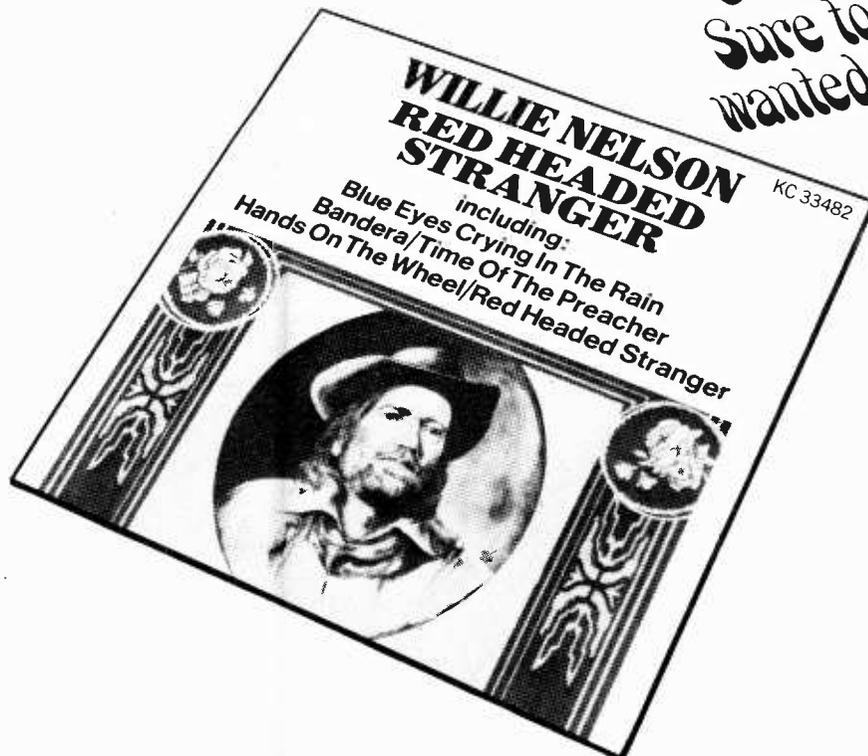
Willie Nelson.

For years you've been listening to his hit songs like "Hello Walls," "Crazy" and "Funny How the Time Slips Away," recorded by just about every singer from Patsy Cline and Ray Price to Stevie Wonder and Sinatra. He's enshrined in Nashville's Hall of Fame, and was voted Top Male Vocalist by the Lone Star State's music standard, *Buddy Magazine*.

Willie's phenomenal rise in popularity, as an artist in his own right, has been documented by rave reviews in the *L.A. Times*, *New York Times* and *Esquire's* "100 Heavies," as well as by SRO crowds at his concerts. His legendary Fourth of July Picnic last year drew 50,000 fans, and this year's event is expected to be even bigger.

We're proud to welcome Willie Nelson to our label. And we're confident that his new album, "Red Headed Stranger," with spare original stories in song, brilliantly given life by Willie's pure, strong voice, will introduce his superb talent to even more fans.

"Red Headed Stranger."
Sure to make the most wanted list.



On Columbia Records and Tapes.



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Vol. 87 No. 23

MOBILE DISCO Florida's Pendleton Thinks M&B Was The World's First

NEW SMYRNA BEACH, Fla.—It is the disco-theques in New York and Los Angeles that grab the national publicity, but here in Volusia County near Daytona Beach a man named Murray Pendleton insists that his mobile Million Dollar Bandstand is not only the most spectacular in the nation but also the first—on wheels.

"We constructed our disco back in 1968 in the Pendleton garage," he says, "and we've been in continuous operation ever since. Year by year we have upgraded our equipment—I designed it all myself.

"We are booked up into June 1976. Every year we do 20 or more free gigs for various community organizations. And through the years I've worked out deals with merchants so that we can give away soft drinks, McDonald's hamburgers, trophies, blue ribbons, albums and singles. Sometimes we distribute pizzas and steaks to dancers as prizes."

Pendleton's Million Dollar Bandstand employs 24 Altec and Utah speakers, all 12-inch woofers; four strobe flashers, three 200-watt boosters, twin Garrard turntables with M-44E cartridges, a Nikko TRM 600 amplifier, an electric organ with special lights, a 20-inch blower fan, an 8-track tape deck, a control panel, a plywood backdrop 42 feet long and eight feet tall and, of course, a Dodge van which Pendleton long ago adapted to carry all his M&D gear.

"As for the music itself," says Pendleton, "we stick closely to Top 40 rock. Sure, there are times when we play to an older, less adventurous audience and for them we spin everything from Lawrence Welk to Glenn Miller reissues. But nine times out of 10 it's rock.

"Keeping up with today's hits is a problem. It would be a blessing to receive singles and LPs from the various labels specializing in disco music—we think ours is

a surefire promotion medium. Perhaps that will come, in time."

His wife, Elaine, an 11-year-old son Scott help Pendleton load and unload his big M&B van.

An army veteran and long a disk jockey on WSBB, Pendleton has no interest in putting on his sound and light extravaganza in Florida clubs. He prefers community and public service groups, and parties at private residences.

"We enjoy working with live bands, too," he confides. "I kill the turntables and concentrate on the lights. All in all, we carry 38 pieces of equipment in the van and we go everywhere. It takes only 30 minutes or so to set up and start the show."

Pendleton's pride is the immense backdrop he carries. It is made up of eight pieces and is illuminated with black lights. "When we bathe it in wild fluorescent colors it is simply breathtaking," he says. "It helps dress up a drab gymnasium or a bleak lodge hall.

"I devised an audition system and can cue the next disk or tape in a hurry; it gives an indication if the needle is putting out on both sides before the record spins.

"I had nobody to turn to when I started out with M&B seven years ago," Pendleton declares. "Now, of course, I realize there are New York and California systems that cost up to \$50,000 or more. My setup has cost \$10,200 and I've put it all together myself.

"But when you've built something in the garage and then gone out and put on some 550 shows in all kinds of weather for seven years without a breakdown and have bookings 12 months into the future, you've gotta figure that maybe you're doing something right.

"The people in this part of Florida think so. And I stay young working with the young. It's a good life."

2 New Discos Offer Unique Patron Lures

By JIM MELANSON

NEW YORK—With the spreading interest in disco music prompting new club openings, it's inevitable that keener competition between club owners would result in new ways to sell disco entertainment.

And, two scheduled club openings, both tied to the presentation of live talent, point to the new avenues.

On the immediate horizon is the opening of Music On The Mountain at the Vernon Valley Ski Lodge at Great Gorge, N.J., Friday (6). The club, owned by Abraham Silverstein, will be featuring label acts in a traditional club setting (a 650-seat room) with the performance being simultaneously projected onto a 12-foot screen in an adjoining room (800-person capacity) for those interested in dancing. A \$5.50 ticket price covers admission to both rooms.

Acts already slated to perform at the club include Chris Hillman, Kraftwerk, Fallen Angels, Chick Corea and Return To Forever and David Bromberg. Bookings for the club are being handled by John Scher of the Capitol Theater in Passaic, N.J.

On the local scene, scheduled to open June 19 is the "New Vaudevillians '75" show out of the RFK Theater on West 48th St. Produced by

Silver Fox Productions, the program will feature three-four live acts Thursday through Sunday of each week. Following the performances the theater's stage will be converted into a disco for the audience, with both live and recorded music being provided.

Tickets for the show are scaled at \$6 and will admit theatergoers to the vaudeville show and the disco. The disco will also be open to the general public after the live stage performance.

A spokesman for the company says that the vaudeville segment of the show will present entertainers who have appeared professionally in supper clubs, concerts, theaters, on television and on records and who are deemed ready by the producers to take a "major step" forward in their careers. Each act will be individually staged and a section will be reserved each night for pro-

ducers, agents and record company executives who might be interested in any act.

Plans call for a six-week stint for each production, then it'll be taken on the road for a tour of supper clubs and theaters. Details of the "circuit" are not yet firmed.

Featured in the opening production are such acts as Diana Marcovitz, Rainy Days and Jae Mason.

Eubanks, Brown Sue Over Club

LOS ANGELES—TV personality, concert promoter, country music impresario Bob Eubanks and an associate, Michael Brown, are suing Tony Ferrera, country music club owner here, over a well-known local club site.

The two claim in superior court that they orally agreed to give Ferrera \$40,000 to renovate a club with a liquor license at 11702 Victory Blvd. in Oct. 1974. In return, they allege they were to receive a two thirds share of the club. This location opened earlier this year as Hag's Place and recently change its name to Country Palace.

The plaintiffs seek the return of \$22,815.83, which they charge they put into renovation of the club, preparatory to reopening, and \$250,000 general damages. Ferrera refused March 4, 1975, to perform his end of the deal, they claim.

Monument Renews CBS Distrib Deal

NEW YORK—Monument has extended its long-term agreement for the custom distribution of its product with CBS Records.

Founded in 1958 by Fred Foster, Monument currently features such artists as Kris Kristofferson, Charlie McCoy, Billy Swan, Michael Bacon, Barefoot Jerry, Larry Gatlin, Boots Randolph, Al Hirt, Maxine Weldon and Ronnie Hawkins.

3 British DJs Run L.A. Disco

LOS ANGELES—Three British disco disk jockeys, Peter Frankland, Barry Mitchell and David Bickers, operate Nimrod Disco, a local traveling discotheque.

The Nimrod disco show has been seen on the Queen Mary, the Riviera Hotel (Palm Springs) and at private parties for rock artists including Rod Stewart and England's group Slade.

The owners supply the spinner and the environmental lighting for a basic \$25 an hour price.

They are presently expanding their operation to include a mobile disco booking agency.

The birth of mobile discos in London was initiated by disk jockeys as a supplement to their regular incomes. "The European disco jock is as popular there as the radio deejay is here," says Frankland.

"Because many Europeans do not frequent discos, the disk jockey will take the disco to them in the form of private parties," he explains.

N.J. REPEALS FAIR TRADE

TRENTON — Gov. Brendan Byrne has signed into law the consumer bill repealing the 1938 Fair Trade Act. The law will become effective July 28 and will permit retail merchants to set their own competitive prices, rather than maintain price levels set by the manufacturer.

The governors of New York and Connecticut have already signed similar Fair Trade repeal laws and a number of manufacturers, spearheaded by Sony, have already abandoned efforts to maintain price controls in these areas.

“THE ROCKFORD FILES” THEME FROM THE HOTTEST TV SERIES ON THE AIR AND THE INSTRUMENTAL SMASH SINGLE OF 1975

It started in the South and West where “The Rockford Files” went to the top of the charts at a number of stations (Number 1 three weeks in a row at KEEL!) The phone requests and sales response have been fantastic. It’s a winner. Airplay and sales. The smash instrumental hit of 1975.

“THE ROCKFORD FILES” MIKE POST

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Tandy Corp. To Separate Its Radio Shack Operation

LOS ANGELES—Tandy Corp., parent company of the Radio Shack consumer electronics chain, is separating its firm into three publicly-held companies.

The tentative plan calls for the issuance to shareholders—in the form of a tax-free dividend—of the common stock of two new companies to be drawn from the handicrafts and leather products operations of Tandy.

Tandy Corp. of Ft. Worth, Tex., would carry on the Radio Shack consumer electronics operations as its sole business. The two new firms will be named Tandy Crafts Inc. and Tex Tan-Hickok Inc.

The purpose of the plan is "to provide more intensive and distinct management leadership of the three basic and diverse businesses of the company," the company says.

BMI Seeks

• Continued from page 3

porting the Sen. Charles Mathias public broadcasting amendment to the copyright bill was that "they feared they might have practical difficulties in obtaining rights to use music on their stations and problems in securing synchronization rights."

Cramer says he feels that these fears are unfounded. "It has been our position that there are really no practical difficulties because workable systems have been in effect with thousands of commercial broadcasters for many years. There are simply no practical difficulties in obtaining the performing and synchronization rights."

The plan is scheduled to be adopted and implemented within the next few months. Various regulatory and statutory matters must be determined prior to the plan being adopted by the Tandy board of directors.

Buddah Artists Take Over Apollo Stage

NEW YORK—"The Soul Of The Buddah Group Festival," featuring 10 of the label's r&b acts, is slated for the Apollo Theater here Friday through Sunday (6-8).

With tickets scaled at \$1, \$2 and \$5, the bill for the three nights includes such artists as Melba Moore, Black Ivory, Barbara Mason, the Futures, the Modulations, Jae Mason, Fifth Avenue, Bobby Wilson, Jimmy Jackson and the Sound Experience. Ms. Mason and the Futures will appear on the Friday shows only.

As part of the promotion behind the festival, stations WBLS, WWRL and WLIB are each being given 100 tickets for donations to their favorite charities.

Phonogram-Phonodisc

• Continued from page 3

Gormley, national director of publicity. Phonogram/Mercury president Irwin Steinberg keynoted the meeting.

"The Flock," whose debut Mercury album was released June 1, was showcased at the cocktail party/buffet dinner.

One-Stopper Sued

LOS ANGELES—WEA Corp. is seeking payment of an alleged delinquency of \$13,219.50 from Cletus and Helen Anderson, doing business as Robot Record Distributors, here in superior court. Robot is a black one-stop.

Disneyland Jazz

LOS ANGELES—Disneyland hosted "Disneyland And All That Jazz," May 24-25, with Sarah Vaughan, Stan Kenton, Ramsey Lewis and Louie Bellson performing. Syl Johnson, Jerry Gray and his band of Today and Teddy Buckner and his Jazz All-Stars were also on the program.

Off The Ticker

AMERICAN BROADCASTING COMPANY says second-quarter earnings should be "substantially improved" over the first quarter when they were down about 30 percent from a year earlier. In the 1974 second quarter, ABC earned \$1.03 a share.

CETEC, North Hollywood, Calif., manufacturer of Gauss duplicators, expects 1975 net to be equal to or slightly under 1974's \$557,000, or 24 cents a share, the company says.

RCA Ltd., Montreal, a subsidiary of RCA Corp., New York, will close or sell two of its five plants in Ontario by the end of 1975. One facility makes stereo and television cabinets, while the other plant manufactures electronic parts. Both plants had become uneconomical due to the limited Canadian market for home entertainment products and the severe price competition, the company said.

ALTEC, Dallas, which makes sound systems, extended to June 11 its previously announced offer to exchange \$6 principal amount of new 15 percent convertible subordinated debentures due in 1995 for each share of its outstanding Series B preferred stock.

LAFAYETTE RADIO ELECTRONICS, Syosset, New York, declared a dividend of 6½ cents a share payable June 27 to shareholders of record May 27.

BRITAIN'S trade deficit widened in April from the month before. The figures for April showed a gap between exports and imports of \$664 million, compared with a March deficit of \$271 million. . . . JAPAN'S Foreign Investment Council recommended a complete liberalization of direct foreign investment in the country's distribution/retail sector. The recommendation provides for 100 percent foreign ownership and an unlimited number of distribution outlets.

Earnings Reports

ABKCO INDUSTRIES INC.

2nd qtr.	1975	1974
to March 31:		
Revenues	\$1,893,323	\$1,613,664
aNet income (Loss)	52,117	(81,025)
Per share (loss)	.04	(.06)

six-months	1975	1974
Revenues	4,274,821	3,894,951
aNet income (loss)	112,443	(140,855)
aPer share (loss)	.08	(.10)

a—Second quarter and six-month period. ABKCO and MGM reached an agreement settling litigation included in 1974 annual report. As a result, company realized income of approximately \$335,000 included in these results of operations.

Phoebe Snow Wins Shelter Dispute

LOS ANGELES—Phoebe Laubaka Phoebe Snow is free to record for Columbia Records, following the dissolution of a temporary superior court injunction by Judge Harry Hupp here. The injunction had been handed down in a superior court suit filed in August 1974 by Shelter Records (Billboard, Aug. 31, 1974).

Shelter sought \$565,000 damages from Ms. Snow for terminating her pact with Shelter. She countered that she was owed \$7,061 for recording sessions, while the label alleged they owed only \$1,140.

Market Quotations

As of closing, Thursday, May 29, 1975

1975 High	Low	NAME	P-E	(Sales 100s)	High	Low	Close	Change
25%	13%	ABC	9.2	303	25½	24%	25%	+ ¼
7	2%	Ampex	6.8	151	6%	6%	6½	— ¼
3%	1%	Automatic Radio	0	0	2½	2½	2½	Unch.
7%	4%	Avnet	3.9	199	7½	7	7½	Unch.
18%	10%	Bell & Howell	7.2	95	18	17½	17%	— ¼
51%	28%	CBS	12	76	47%	47	47½	+ ½
9%	2%	Columbia Pic.	17.9	95	8%	7%	8%	+ ¼
4%	2%	Craig Corp.	4.7	17	4%	4	4	— ¼
55%	21%	Disney, Walt	27.5	380	51%	50%	51	+ ¼
4%	1%	EMI	12.5	69	4%	4%	4½	— ¼
36%	23%	Gulf & Western	4.6	145	34	33½	33%	— ¼
7%	3%	Handleman	17.2	50	7	6%	6%	Unch.
16%	5%	Harman Ind.	5.3	22	15%	15%	15½	— ¼
7	3%	Lafayette Radio	7.6	20	6%	6	6	— ¼
19%	12%	Matsushita Elec.	11.5	37	17%	17%	17%	— ¼
64%	27%	MCA	8.1	93	60%	59½	59½	Unch.
16%	12%	MGM	6	141	14%	14%	14%	+ ½
67%	43	3M	25.9	439	66%	65	65	— ¼
3	1½	Morse Elec. Prod.	0	27	2%	2%	2%	Unch.
57%	33%	Motorola	22.6	285	49%	49	49½	— ¼
20%	12%	No. Amer. Philips	7.7	12	18%	17%	18%	+ ¼
18%	7	Pickwick International	7.8	13	17	16%	16%	— ¼
4%	2%	Playboy	10.6	12	3½	3%	3%	— ¼
20%	10%	RCA	15.6	1000	19%	18%	19	— ¼
11%	5	Sony	28.3	420	10%	10%	10%	— ¼
16%	9%	Superscope	3.1	78	12%	11%	12%	+ ¼
40%	11%	Tandy	10.2	294	37½	35%	37	+ 1½
6	2%	Telecor	4.9	21	4%	4%	4%	+ ¼
3%	½	Telex	0	2%	2	2	2	+ ¼
3%	1	Tenna	11.8	14	2	1½	2	Unch.
9%	6	Transamerica	13.3	175	8%	8%	8%	— ¼
11%	5%	20th Century	8.4	69	10%	10%	10%	Unch.
17%	8%	Warner Commun.	6.7	204	17%	16%	17%	+ ¼
26%	10	Zenith	78	215	26%	25%	26	+ ¼

As of closing, Thursday, May 29, 1975

OVER THE COUNTER*	VOL.	Week's High	Week's Low	Week's Close	OVER THE COUNTER*	VOL.	Week's High	Week's Low	Week's Close
ABKCO Inc.	0	2%	2%	2%	Schwartz Bros.	0	2	1%	1%
Gates Learjet	16	7%	6%	6%	Wallich's				
GRT	5	1½	1½	1½	Music City	0	½	½	½
Goody Sam	0	3%	3%	3%	Kustom Elec.	0	1%	1%	1%
Integrity Ent.	0	¾	¾	¾	Orrox Corp.	30	1%	1%	1%
Koss Corp.	0	6½	6	6	Memorex	0	9%	9%	9%
M. Josephson	0	4%	4%	4%					

*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.

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Please Mr. Please

MCA-40418

From her LP "Have You Never Been Mellow," MCA-2133. Produced by John Farrar

MCA RECORDS

Marketing Mgrs. Attend Warner's Burbank Meet

LOS ANGELES—Warner Bros. Records' 10 regional marketing managers got their introduction to the new WB headquarters building at Burbank Studios May 28-30 in a national meeting called by WB sales-promotion vice president Ed Rosenblatt and national sales manager Russ Thyret.

Warner created the regional marketing manager positions in 1972 to coordinate both promotion and sales efforts between the label and WEA distribution branches.

Last week's agenda included sessions with Gary Davis's national promotion staff, Joel Cohen's national WEA management and executives of the custom labels Chrysalis, Capricorn and Bearsville.

The regional marketers also had a series of interviews-seminars with WB departments including merchandising, artist development, advertising, a&r and publicity. Plus previewing the new Neil Young album "Tonight's The Night" and the new live act of the reunited Beau Brummels.

Regional marketing managers at the Burbank meetings were Ed Ireth from Atlanta, Kent Crawford, Boston; Cliff Siegel, Chicago; Al Frontera, Cleveland; Murray Nagel, Dallas; Alan Mink, Los Angeles; Dino Barbis, San Francisco; Ray Melanese, Baltimore/D.C.; Worthy Patterson, New York and Frank Shively, Detroit.

Billboard next week will carry an exclusive group interview with these key regional executives.

Label Sales

• Continued from page 3

performance was termed "outstanding in view of the economy," the increase in dollar sales reflected the higher list prices instituted in midyear, while unit sales of both LPs and singles failed to keep pace.

Disk sales last year hit \$1.55 billion, up \$114 million or 8 percent over 1973. A breakdown shows LP sales were up 8.8 percent to \$1.356 billion, while units dipped 1.4 percent to 276 million albums. Singles, in contrast, were up only 2.1 percent to \$194 million as unit sales dropped 10.5 percent to 204 million.

Over-all tape picture is far brighter. Total dollar sales were up by \$69 million (+ 12 percent) to \$650 million, with a corresponding 6 million unit increase (+ 5.5 percent) to 114 million cassettes, 8-tracks and open reels.

Breakdown by configuration, with unit sales following: 8-tracks, \$549.2 million, up \$60.2 million or 12.3 percent (96.7 million units, up 5.7 million or 6.2 percent); cassettes, \$87.2 million, up \$11.2 million or 14.7 percent (15.3 million units, up 300,000 or 2 percent); quad tapes, \$11.3 million, down \$700,000 or 6.2 percent (1.4 million units, down 100,000 or 6.7 percent); reel-to-reel, \$2.6 million, down \$1 million or 27.8 percent (500,000 units, down 200,000 or 28.6 percent).

Polydor Intl & UK

LOS ANGELES—Polydor International will distribute UK Records worldwide except in the U.S. and Canada. Jonathan King, owner of UK, was here last week speaking with label heads anent domestic distribution.

Certain existing UK catalog product will continue to be distributed by British Decca for an indefinite period.

35 Years As a Producer And Thiele Still Prefers Jazz

By ELIOT TIEGEL

LOS ANGELES—Bob Thiele celebrates 35 years as a record producer this summer, but it's only been since 1970 that he's collected any royalties on any records he's made.

"The producer didn't collect any royalties in the early days," Thiele says. "His name wasn't even on the record." Thiele's first record date was in 1940 when he was 18 and his first artist was pianist Art Hodes. The label was his own Signature. "It wasn't until I went out on my own with Flying Dutchman in 1969 that I got involved in production royalties."

Thiele says his "security" came through songwriting. He estimates he's written upwards of 300 songs as an ASCAP writer. His major copyright is "What A Wonderful World" which Louis Armstrong recorded. He also did lyrics for "C Jam Blues" called "Duke's Place" which, of course, Duke Ellington recorded.

"I'm not as wealthy as I probably should be," he says. Over his 35 years as a producer, Thiele estimates he's recorded close to 10,000 sides and perhaps 800 albums.

Although he's best associated with jazz, his career encompasses production for a number of pop and rock acts, but he admits that "the things I'm most proud of are any and all of the jazz records. And being specific, the Ellington-Armstrong collaboration for Roulette and an Ellington-Coltrane collaboration on Impulse.

"Duke and Louie were childhood idols and they helped me to understand jazz. Plus they had never recorded together." As for Ellington-Coltrane, Thiele says he brought two giants together from different schools "and it worked well."

Thiele's career is marked with many firsts in terms of initially recording artists. Thiele says he cut the first four sides with Erroll Garner (including "Gas Light"), plus first records by Eydie Gorme, Barbara McNair, Henry Mancini, Buddy Holly and the Crickets (all while at Decca), Jackie Wilson, Steve Lawrence, Gato Barbieri, Leon Thomas, Pharoah Sanders, Albert Ayler, Archie Shepp.

Signature was originally financed by Thiele's father, an independent bulk chocolate salesman. Singles were paid for on a shot-by-shot basis and scale was around \$21 a man. Thiele, who got into jazz as a kid of 14 by listening to the music and hanging around musicians, would have several hundred shellac singles pressed by the Scranton Record Co. in Pennsylvania (later bought by Capitol) and he'd carry them around to retail shops.

His father kept the label operable while Bob was in the Coast Guard during World War II and was always amazed to find dealers from Harlem coming to his chocolate office "with cash in hand" waiting for copies of Coleman Hawkins' "Man I Love"

single. Other players Thiele cut on Signature were James P. Johnson, Pee Wee Russell, Earl Hines and Dickie Wells.

Signature went bombo around 1949 because there was no real sales organization to compete against the growing strength of the majors. There are some years which Thiele says he can't recall what he did, but he joined Coral around 1953 where he started producing pop acts. "I made four sides with Henry Mancini and they were all bombs. The company didn't want me to re-sign him and his next record was 'Peter Gunn' for RCA." (The tune was, of course, the hit single from the popular TV series.)

Why has he recorded so many artists first? "I really don't know," he replies. "I really am recording what I like, what I react to. I don't think I wonder if it will sell. It's an emotional re-



Billboard photo by Bonnie Tiegel
Bob Thiele: listening and recording music for 35 years.

sponse where I must record something. It may not be right when I do it. Like with Pharoah Sanders at Impulse (1962-'68). They were ready to throw me out of the company. I could only record him at union scale."

Between Decca-Coral (1953-'58) were two years with Dot where he cut the Mills Brothers, signed Lawrence Welk and took Debbie Reynolds' "Tammy" tune off the film soundtrack.

Over the past 10 years he has been associated with avant-garde players like Shepp, Coltrane, Sanders and others which gave Impulse a strong identity as a home for "new music."

Today, while recording Oliver Nelson, his wife Teresa Brewer, Lonnie Liston Smith and George Segal, he satisfies his own tastes by listening to McCoy Tyner, John Coltrane ("although he's gone, his records are fresh"), and Freddie Hubbard.

Due shortly is his own band with an LP titled "I Saw Pine Top Spit Blood." With charts by Oliver Nelson and Tom Scott, Thiele, the bandleader, says the music ranges from boogie woogie to funk. It just about describes the breadth of his recording career in pursuit of those 10,000 selections.

Distributor Tom Kelley Dies

KANSAS CITY—Tom Kelley, veteran distributor executive here, died of cancer May 6. He was 45.

Kelley managed a Decca branch until 1970 and was with ABC/Dunhill here until he became ill recently.



Joel Whitburn's Record Research Report

Bad Company, with their 2nd album release "Straight Shooter" shooting straight for the #1 spot on the "Top LP's" chart, may soon be joining a very elite group of rock artists. Only 3 artists in the history of rock have had their first two albums hit #1 on Billboard's "Top LP's" charts: Elvis Presley, The Beatles, and The Monkees. Although Bad Company's popularity didn't sweep our nation overnight, as the other three did in unequalled manner, their 1st album release titled "Bad Company" did climb to the #1 spot three months after its release and only 9 months after the formation of the group!

It wasn't until the Beatles crashed the music charts in 1964 that rock artists had much success with the Top Position on the album charts. In fact, up to that time, Elvis Presley and Ricky Nelson were the only 2 rock 'n' roll artists to hit the #1 spot!

The 5 currently charted Led Zeppelin albums have been charted as a total for exactly 8 years (416 weeks).

Besides 'Greatest Hits,' 'Soundtracks,' and 'Original Cast' albums, the titles of the two all-time Top Albums of Longevity are, coincidentally enough, "Heavenly"—"Hymns"... "Heavenly" by Johnny Mathis and "Hymns" by Tennessee Ernie Ford.

Trivia Question #36:
Name the only two male Soul Vocalists to hit #1 on Billboard's "Top LP's" charts from 1955 to 1965.

(Answer: Ray Charles and Stevie Wonder)

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Joel Whitburn

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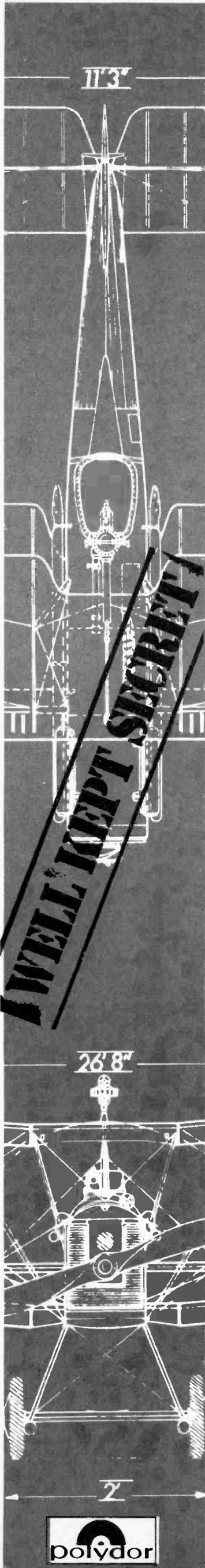
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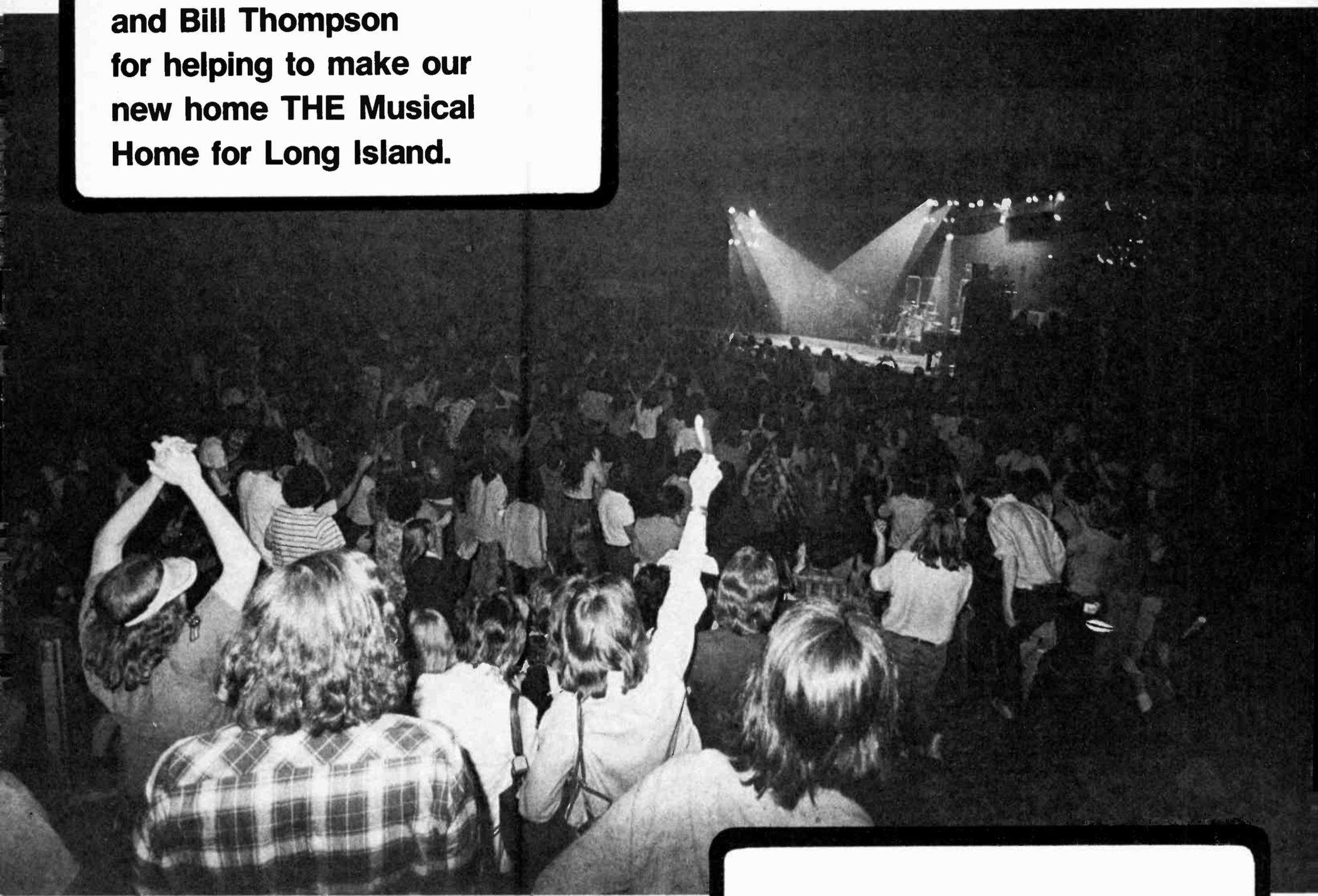
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Commack, Long Island

SQ, QS Proponents Look To Jukeboxes

• Continued from page 1

as new disk firms, involved in producing single inventory, fully compatible quad/stereo/mono 45 disks, according to Jerry LeBow, quad project coordinator for the Sansui QS advertising/promotion Barth agency. At the same time, the Japanese hardware firm is providing the necessary circuitry for quad decoding and stereo enhancement to Seeburg and Rock-Ola.

For SQ, CBS is taking a lower-key approach, but Joe Dash, director, new business development, says "we're ready to provide the jukebox

industry with all the 'salable singles' it wants when the market develops. We won't let them down if they go ahead with a program to install SQ-equipped boxes."

Dash points to the prior CBS experience with Wurlitzer's quad jukebox prototype several years ago in providing "instant" SQ singles of hot chart tunes for demonstration purposes. He notes that similar material from top artist SQ LPs has been provided to the manufacturers on a regular basis.

Admitting that he'll see Seeburg executives while in Chicago for CES this week, Dash says "we've given them everything they need to adapt their new quad jukebox for SQ. The same IC configurations in existing SQ decoders and stereo enhancement circuitry can be adapted to the box. And everything can be played through the SQ decoder which also enhances the stereo disks."

Acknowledging the lack of total compatibility between an SQ single and stereo 45 disk, he says that problem can be solved. "But if 4-channel gets off the ground some special accommodations can be made to eliminate the double inventory problem for one-stops. Perhaps we should go direct to operators for an initial limited period. You can't always use existing channels of distribution in developing new markets."

In the QS camp, Ovation and its Black Jazz affiliate have been releasing quad singles for several years, but label president Dick Schory sees it as an adjunct to his basic LP business—although several of the dozen or so QS singles produced annually have gotten airplay and chart action.

It's been left to Cyma, the new label recently formed by veterans Marty Wilson and Dick Ables (Billboard, April 26), to make a total QS single inventory singles commitment for its 45-oriented philosophy. Initial three releases by new talents

John Standish, Sandra Jeanne Brown and Tanden Heyes were remixed in QS at Bell Sound here and sent to DJs last week.

Cyma plans 45 to 50 singles the first year, with hoped-for chart action leading to perhaps seven to nine LPs. Newly created sleeve graphics will stress the total quad/stereo/mono compatibility.

"We're firmly convinced it is possible to produce fully compatible single inventory 45 quad disks," Wilson says. His comments are echoed by LeBow, who believes that more commitments like that of Cyma will "break the logjam with many other major labels both in and out of the QS family."

LeBow also reports serious talks with both Seeburg and Rock-Ola, both of whom he'll also be seeing while in the Windy City for CES. Sansui has been providing both companies with its regular QS Vario-Matrix three-IC circuit board combined with synthesizer so that stereo disks can be quad-enhanced, he says.

"This is the bridge between stereo and quad that gives the sound people will pay a quarter for," LeBow maintains. He also points to a patent pending QS feature built into the new "black box"—an automatic switch that senses stereo or quad and shifts from an enhancement circuit to the QS mode.

Famous Concentrating On Film Music Exploitation

NEW YORK—Famous Music Publishing has accelerated its drive on coordinating recording and promotion on the scores from Paramount Pictures films.

Meeting last week in Hollywood with film studio executives, Marvin Cane, Famous chief operating officer, geared the two-day confab to new pictures such as "The Day Of The Locust," "Once Is Not

Enough," "Nashville," "Mandingo," "Life Guard" and "Posse." Also discussed were promotion and recording plans in conjunction with the new "Jim Stafford Show," for ABC-TV.

The concept behind the plans, according to Cane, is for the publishing company to function as a record company, using independent promotion men to visit radio stations in major markets. Heading the push is Ann Gardner, national promotion director, who will oversee the project by on-the-road trips.

ABC Records will release the track of "Locusts" and four singles from the score are set for release. In an unusual move, Famous which doesn't own the score of "Nashville," will promote the songs anyway. Promotion plans on "Once Is Not Enough" include a four-city contest in Chicago, Los Angeles, New York and either Boston or Buffalo. T-shirts will also be used to promote the film's songs.

Stafford's catalog will be the focus of a separate campaign aimed at tying in new recordings with his TV show. Phil Gernhard is the show's executive producer. Some 11 markets will be covered.

QUICK RISE FOR JOHN LP

LOS ANGELES—Elton John's "Captain Fantastic & The Brown Dirt Cowboy" enters the Billboard Top LP And Tape charts this week in the No. 1 position, the highest entry within memory.

In addition to normal Billboard procedure for tracking top LPs, a spot check of retailers and one-stops across the country revealed the LP was selling at the rate of 300 to 500 copies per hour in many locations.

Previous high entry for an Elton John LP was "Caribou," which jumped onto the charts at No. 5 last year.

LPs Up 50%

• Continued from page 3

produced better, and they are not offended when they must pay higher prices for them."

Dolphin adds that the attitude of his customers has changed considerably. "Last year, the adults purchased single records; now only the teenagers are buying singles. The adults will hear a record on the air and without any awareness of the record being a single or album, they will automatically ask for an album. If we do not have that particular record on an album, they will not buy anything," he says.

Dolphin suggests that their increase in prices have not been a major deterrent in record sales.

"We have had to raise our prices, because the manufacturers have upped theirs, and our operating costs have gone up. People seem to understand this," he confides.

"We have had to increase the price of our singles from 89 cents to \$1 and our albums from \$4.29 to \$4.99," he adds.

Although r&b albums are still the biggest sellers, jazz is not far behind, which is a definite increase for jazz, says Dolphin, while gospel music sales have dropped considerably.

Even with their continuous sales on albums, Dolphin says that he does not see an increase in business in the near future. "June is normally one of the slowest months of the year and we will either increase or at least retain the amount of advertisement that we buy."

"We are doing this to keep the business at a level which will enable us to maintain our present staff."

RIAA Gold Record Winners

Singles

B.J. Thomas' "(Hey Won't You Play) Another Somebody Done Somebody Wrong Song" on ABC; disk is the artist's third gold single.

Albums

Bad Company's "Straight Shooter" on Swan Song; disk is group's second gold album.

Steely Dan's "Katy Lied" on ABC; disk is the group's third gold album.

Ramsey Lewis' "Sun Goddess" on Columbia; disk is the artist's first gold album.

Freddy Fender's "Before The Next Teardrop Falls" on ABC; disk is the artist's first gold album.

Bachman-Turner Overdrive's "Four Wheel Drive" on Mercury; disk is the group's fourth gold album.

The Doobie Brothers' "Stampede" on Warner Bros.; disk is the group's fourth gold album.

Elton John's "Captain Fantastic And The Brown Dirt Cowboy" on MCA; disk is the artist's ninth gold album.

Airplay Subject At AGAC Rap Session

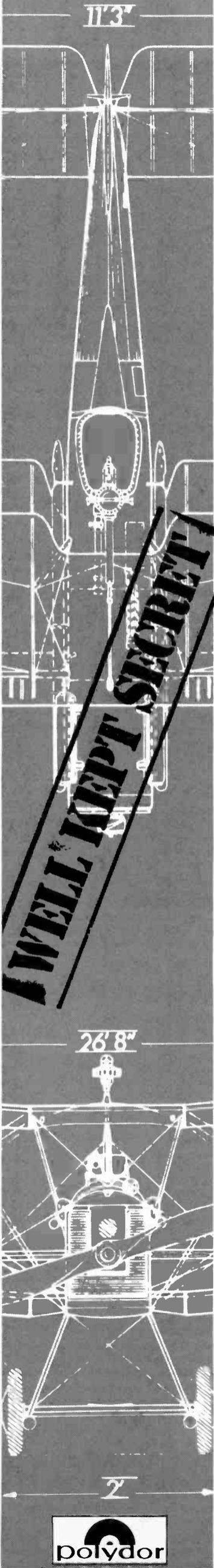
NEW YORK—Interested in how a record picks up radio airplay? If you are, it would pay to stop at AGAC's Songwriters Rap Session at the Barbizon Plaza Hotel here Wednesday (4) when the topic will be "How Does A Record Get On The Air?"

Moderator for the meeting is Rick Sklar, vice president, WABC; and featured speakers are Dennis Elsas, music director and disk jockey, WNEW-FM, and Bobby Jay, assistant program director and disk jockey, WWRL.

Record Bar Offers Sock 'Flea Market'

CHAPEL HILL, N.C.—Record Bar chain advertising chief Chuck Hafter and director of marketing George Schnake piloted a flea market concept in conjunction with local station WCHL and their downtown store quintupled normal Sunday business.

Hafter and Schnake got a call from Phil Geiger of WCHL, asking for an idea for staging a remote. The Record Bar executives piled the store high with oldies, oddities, turkeys and overstock from the nearby Raleigh warehouse. LPs sold at 50 cents, tapes 98 cents, posters 25 cents. The station heralded hourly specials of current hot LPs at \$3.99.



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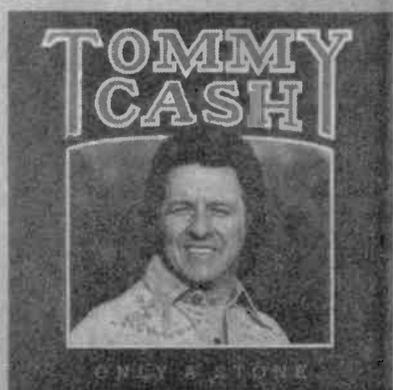
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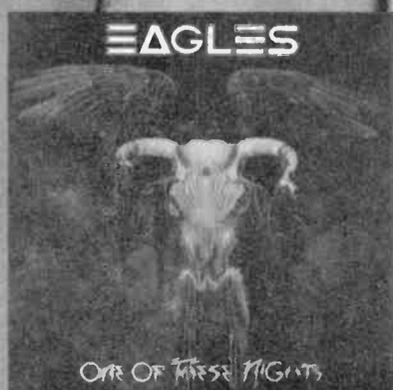
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for making Summer '75
very hot.



7E-1040



CM-5



7E-1039



7E-1036



7E-1042

Judge Rules Pre-'72 Disks Protectable

• Continued from page 1

thorized duplications of sound recordings made before Feb. 15, 1972, and for unauthorized use of the performer's name and likeness.

The opinion was in a 27-page order in the suit brought by A&M, CBS and Stax Records and Tammy Wynette and Johnny Cash against M.V.C. Distributing Corp., Michigan.

The defendants, charged with unfair competition, commercial misappropriation of plaintiffs' names and violation of the Lanham Act, had argued that the 1972 amendment to the copyright act had given exclusive power to Congress to regulate the sound recording industry; and that unless Congress acts there was no protectable property rights in the recordings.

Pratt's ruling further states that since there were no Michigan statutes which touch the case, whatever protectable interests the plaintiffs possess must arise out of common law.

Pratt further ruled that the plaintiffs were entitled to a permanent injunction barring the defendants from further misappropriation of their (plaintiffs') products; and ordered the defendants to account for

any profits received from the sale of the misappropriated articles.

In denying argument by the defendants that there should be no award of damages because the plaintiffs allegedly had sat on their rights for an "unconscionably" long time, Pratt countered that the plaintiffs had only become aware of the defendant's existence about a year before the suit was filed.

Charlie Bratnober Dies After Surgery

LOS ANGELES — Charlie Bratnober, 54, died May 28 following surgery for liver cancer in Marin County, Calif. He was last national sales training director for Phonodisc, working out of its San Francisco office.

Prior to that he spent five years with UA Records as a Western regional salesman and as national tape sales manager. Before that he was a salesman and branch manager with Capitol in the San Francisco and Los Angeles areas.

He started in the record business with Chatten Distributing, San Francisco shortly after the end of World War II. He is survived by his widow.

The court also found that the defendants had, in fact, infringed upon the plaintiffs' rights to the exclusive commercial use of their names; and ruled that under this finding individual plaintiffs should be awarded injunctive relief.

In addressing himself to the question of royalty payments to the plaintiffs, Pratt asked for additional briefs and evidence, and explained that the present filings and records of the case are "simply insufficient in fact and law, to adequately apprise the court as to the proper treatment of the royalty liability account."

The court disallowed injunctive relief under plaintiffs' charge of violation of the Lanham Act, claiming that it had already awarded such relief under the unfair competition aspect of the case. Liability of the individual defendants and exemplary damages were also disallowed.



ABC photo

POPULAR MAN—B.B. King draws a large crowd to the Wide World of Music store in Tucson, the second retail outlet opened by the ABC Retail Record Division.

ASCAP & BMI Vie For British

• Continued from page 1

ASCAP has long made available to members of the opposite camp data designed to show that its payoff on a target catalog would be greater than that distributed by BMI. Since the senior society logs commercial performances of all protected material, it is able to provide readouts on BMI facilities as well as on its own members.

This technique has nettled BMI in the past, but now the latter agency is sitting back and grinning at a wrist-slapping letter sent out by Britain's Performing Right Society (PRS) tagging as inaccurate a recent ASCAP payoff claim.

That claim, distributed at the last MIDEM confab, pegged BMI's payment to PRS at \$1,367,620 for the 1973 performance year. It contended that royalties from ASCAP for the same catalogs that year would have been \$1,808,439.

But in a letter to British publishers, Michael J. Freegard, PRS general manager, characterizes the 1973 figure given for BMI as "completely erroneous." The actual receipts from BMI, he writes, totaled \$1,736,477, some 27 percent higher than the sum cited in the comparative document, and only a few percentage points below the amount ASCAP claims it would have paid.

An ASCAP spokesman here stresses that there was no intention to mislead British publishers. He says that the cited BMI figure came from a 1973 PRS statement. However, it was later learned that the amount referred to 1972 income rather than 1973.

The ASCAP spokesman also suggests that his society's analyses of BMI performances prodded the latter agency to offer better payment terms to British publishers.

In 1969, he says, an analysis by ASCAP of 60 works selected by PRS which were licensed through BMI, showed that the senior society's payoff would have been more than twice the sum actually received from BMI by the PRS. This analysis had been reported to U.K. publishers by PRS in late 1971.

Says the ASCAP spokesman: "I guess we can take a good deal of the credit for the increase in BMI payments."

Freegard's letter cautions publishers that overall comparisons do not provide an accurate guide as to the comparative earnings of any partic-

ular copyright via either performing rights group.

ASCAP is still offering its logging analysis to BMI publisher affiliates here and abroad, should they want to examine the comparative payoff potentials for their catalogs.

NMPA Elects 18 Board Directors

NEW YORK—The National Music Publishers' Assn. (NMPA) has elected a new board of directors for the two-year period ending May 1977.

The new slate of directors include Joseph Auslander, Edward B. Marks Music; Al Brackman, T.R.O. Inc.; Leon Brettler, Shapiro-Bernstein; Salvatore Chiantia, MCA Music; Murray Deutsch, N.Y. Times Music; Ernest Farmer, Shawnee Press; Robert Gordy, Jobete Music; Sidney Herman, Famous Music; William Lowery, Lowery Music; Ralph Peer II, Peer International; Irwin Robinson, Screen Gems/Columbia Music; Wesley Rose, Acuff-Rose Publications; Larry Shayne, Larry Shayne Music; Sidney Shemel, U.A. Music; Alan Shulman, Belwin-Mills; Ed Silvers, Warner Bros. Music; Samuel Trust, ATV Music Group; and Norman Weiser, Chapell & Co.

In addition to the election, reports were presented to the meeting by NMPA president Chiantia; executive vice president, Leonard Feist; treasurer, Alan Shulman and Al Berman, managing director of the Harry Fox Agency. The reports spanned activities of 1974 and included a forecast for 1975.

The board of directors will meet next month to elect officers of the association for the coming year.

B'nai B'rith Fete For Helen Reddy

NEW YORK—Helen Reddy will receive this year's Humanitarian Award from the Music and Performing Arts Lodge of B'nai B'rith at the organization's 11th annual dinner-dance at the Hilton Hotel here June 14. An award for creative achievement will also go to Don Kirshner.

The dinner, which has attracted more than 500 industry figures in past years, will be hosted by William B. Williams, with Kelly Garrett as entertainer. The Paul Levert band will perform for dancing. Lodge president is Toby Pieniek of RCA Records.

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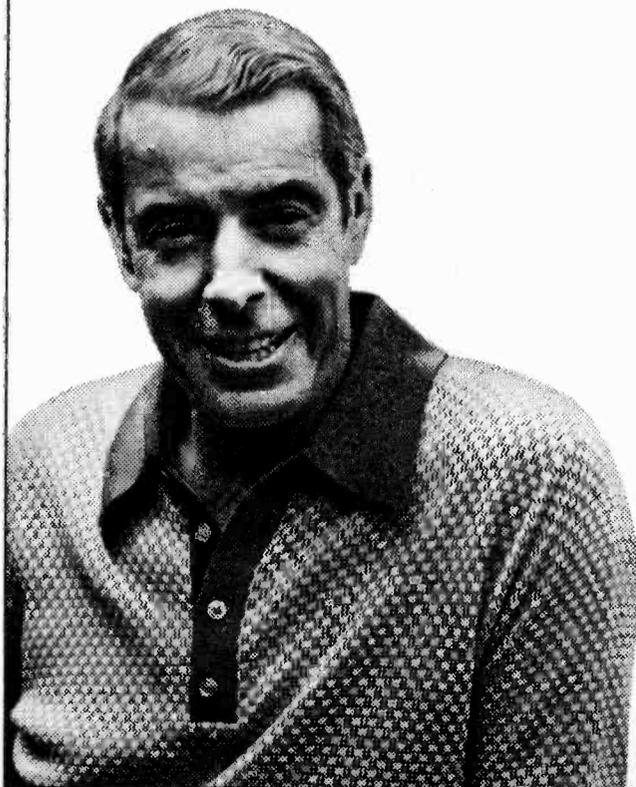
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Austin, TX	KRMH	FM	Saturday	10:30 pm	Greensboro, NC	WRQK	FM	Sunday	11:00 pm	Peoria, IL	WWCT	FM	Sunday	11:00 pm
Baltimore, MD	WKTK	FM	Saturday	12:00 pm	Hartford, CT	WHCN	FM	Tuesday	10:00 pm	Phila. PA	WYSP	FM	Wednesday	10:00 pm
Beaufort, SC	WBEU	FM	Tuesday	10:00 pm	Houston, TX	KLOL	FM	Saturday	2:00 am	Phoenix, AR	KDKB	FM	Saturday	10:00 pm
Birmingham, AL	WERC	FM	Sunday	9:00 pm	Huntsville, AL	WAHR	FM	Sunday	10:00 pm	Pittsburgh, PA	WYDD	FM	Tuesday	10:00 pm
Boise, ID	KBBK	FM	Sunday	1:00 pm	Indianapolis, IN	WNAP	FM	Friday	12:00 pm	Portland, OR	KVAN	FM	Saturday	4:00 pm
*Boston, MA	WBCN	FM	Saturday	9:00 pm	Jacksonville, FL	WPDQ	FM	Sunday	9:00 pm	Providence, RI	WBRU	FM	Wednesday	11:00 pm
Buffalo, NY	WBUF	FM	Saturday	9:00 pm	Jonesboro, AR	KBTM	FM	Saturday	11:00 pm	Reno, NV	KGLR	FM	Saturday	11:00 pm
Charleston, SC	WKTM	FM	Saturday	11:00 pm	Knoxville, TN	WROL	FM	Sunday	11:00 pm	Sacramento, CA	KXOA	FM	Thursday	9:00 pm
Charleston, WV	WVAF	FM	Friday	10:00 pm	Las Vegas, NV	KLUC	FM	Sunday	11:00 pm	San Antonio, TX	KEXL	FM	Sunday	10:00 pm
Charlotte, NC	WROQ	FM	Saturday	12:00 pm	Lewiston/Portland, ME	WBLM	FM	Wednesday	10:00 pm	San Diego, CA	KPRI	FM	Tuesday	11:00 pm
Chicago, IL	WSDM	FM	Friday	12:00 pm	Long Island, NY	WLIR	FM	Sunday	7:00 pm	Seattle, WA	KISW	FM	Tuesday	11:00 pm
Cleveland, OH	WMMS	FM	Sunday	7:00 am	Los Angeles, CA	KMET	FM	Sunday	11:00 am	South Bend, IN	WRBR	FM	Sunday	10:00 pm
Columbus, OH	WNCI	FM	Monday	9:00 pm	Louisville, KY	WLRS	FM	Sunday	10:00 pm	Starview, PA	WRHY	FM	Saturday	9:00 pm
Denver, CO	KBPI	FM	Sunday	11:00 pm	Lubbock, TX	KSEL	FM	Saturday	9:00 pm	St. Louis, MO	KSHE	FM	Sunday	7:30 pm
Donaldsonville, LA	KSMI	FM	Sunday	9:30 pm	Miami, FL	WSHE	FM	Sunday	12:00 pm	Tallahassee, FL	WGLF	FM	Sunday	9:00 pm
Durham/Raleigh, NC	WDBS	FM	Monday	9:00 pm	Milwaukee, WI	WZMF	FM	Sunday	9:00 pm	Tampa/St. Pete, FL	WQSR	FM	Sunday	10:00 pm
Elmira, NY	WXXY	FM	Sunday	11:00 pm	Minneapolis, MN	KQRS	FM	Sunday	9:00 pm	Terre Haute, IN	WVTS	FM	Monday	12:00 pm
Eugene, OR	KZEL	FM	Monday	10:00 pm	Murphysboro, IL	WTAO	FM	Saturday	10:00 pm	Toledo, OH	WIOT	FM	Monday	10:30 pm
Fargo, ND	KWIM	FM	Saturday	10:00 pm	Nashville, TN	WKDA	FM	Monday	11:00 pm	Tuscon, AZ	KWFM	FM	Tuesday	12:00 pm
Flint, MI	WWCK	FM	Friday	9:00 pm	New Orleans, LA	WRNO	FM	Monday	12:00 pm	Washington, D.C.	WMAL	FM	Sunday	11:00 pm
Florence, AL	WQLT	FM	Sunday	9:00 pm	New York City, NY	WQIV	FM	Sunday	1:00 pm	Wichita, KN	KEYN	FM	Sunday	12:30 pm
Fresno, CA	KFIG	FM	Sunday	7:30 pm	Norfolk/Vir. Beach, VA	WMYK	FM	Monday	11:00 pm	Wilkes Barre, PA	WILK	FM	Thursday	10:00 pm

We are the only Radio show of international Rock music

*Boston • June 7 • WBCN

For more information and a demo contact: Eddie Kritzer • 1126 Boylston St., Boston, Mass. 02215 617-536-ROCK

Billboard FM Action

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These are the albums that have been added to the nation's leading progressive stations. The albums are ranked in order of number of stations playing the LP. A cross-index appears below showing stations playing specific LPs.

- 1 TRIMVIRATE, SPARTICUS, Capitol:** WHCN, WLIR, KMET, WMMS, WOUR, WZMF, WQFM, WNEW, KLQJ, WABX, KOME, WSDM, KBPI, KZEL, KUOL, KLB, KGB, WBAB, WKTK, KWST, KYTD, WBRU, WMMR, KZEW, WORJ, WOSR, WOIV, WIOT, WRAS, KFMV, KZAP, KMYR
- 2 PURE PRAIRIE LEAGUE, TWO LANE HIGHWAY, RCA:** KUOL, WABX, KSHE, WOSR, WOUR, WHCN, KZEW, WMMR, WRAS, WORJ, WLIR, WOIV, KLB, WZZQ, WQFM, KLQJ, KPBI, KZEL, KSML, KFMV, KWST, WBRU, WKTK, WIOT, WNEW, WBAB, CHUM, WMMS, KMYR, KYTD, KZAP
- 3 ELTON JOHN, CAPT. FANTASTIC, MCA:** WKTK, WHCN, WABX, WIOT, KZEW, WMMR, KSHE, WRAS, WORJ, WLIR, WNEW, WOIV, KLB, WOSR, WZZQ, WZMF, WQFM, KLOL, KBPI, KZEL, KUOL, KGB, KWST, KSAN, WBRU, CHUM, WMMS, KMYR, KOME
- 4 NICKY HOPKINS, NO MORE CHANGES, Mercury:** WAER, WMMS, WQFM, WABX, KZAP, WIOT, KZEL, KUOL, KFMV, KLB, KMYR, WBAB, KTYB, WKTK, WOUR, WHCN, KSML, WLIR, WOIV, KLOL, WQSR, CHUM, KBPI, KWST, CJOM, KZEW, WORJ, KCFR
- 5 SPIRIT OF 76, Mercury:** WLIR, WKTK, CJOM, WMMS, WOIV, WQFM, WQSR, KLB, KLQJ, KOME, WIOT, KPBI, KUOL, KMYR, KGB, WBAB, WBRU, WOUR, WMMR, KZEW, WRAS, KMET, CHUM, WZZQ, WZMF, KSAN
- 6 BREWER & SHIPLEY, WELCOME TO RIDDLE BRIDGE, Capitol:** KUOL, KPBI, WHCN, WNEW, WOIV, WMMR, KSHE, WRAS, WLIR, WPLR, WQFM, KMYR, WBAB, KSML, KFMV, WSDM, KZAP, KOME, WBRU, WKTK, WOUR, WORJ, WOST, KZEL
- WEATHER REPORT, TAIL SPININ, Columbia:** KWST, WHCN, WOIV, WABX, WIOT, WMMR, WQSR, KLB, WZZQ, WQFM, KLQJ, KMYR, KSML, WSDM, WBRU, WKTK, CJOM, WZMF, WLIR, WNEW, WBAB, KCFR, KZAP, KOME
- DAVID BROMBERT, MIDNIGHT ON THE WATER, Columbia:** WLIR, WKTK, WIOT, WORJ, WNEW, WOIV, WZZQ, WQGM, KLQJ, KZEL, KSML, KFMV, KWST, WBRU, WOUR, WMMR, WZMF, WHCN, KLB, WQSR, KMYR, KZAP, KOME
- 8 PHIL MANZANERA, DIAMOND HEAD, ATCO:** WLIR, CJOM, WMMS, WOIV, WHCN, WBAB, KLQJ, KZEL, KUOL, WSDM, WIOT, WBRU, WABX, WMMR, WRAS, WOUR, WKTK, WORJ, WPLR, WQSR, KSAN, CHUM
- MARTIN MULL, DAYS OF WINE AND NEUROSES, Warner Brothers:** WBRU, WHCN, WABX, KSML, WOUR, WKTK, CJOM, WIOT, WMMR, WRAS, WORJ, WNEW, WOIV, WQSR, KMYR, KFMV, KYTD, KZAP, KOME, KSAN, KWST, WBAB
- 9 BEAU BRUMMELS, Warner Brothers:** WLIR, KPBI, WIOT, KMYR, WHCN, KSML, WOUR, WOIV, WPLR, WQSR, KZEL, WBAB, KFMV, KYTD, KZAP, KOME, WMMR, WORJ, KSAN, KMET
- 10 THE EARL SCRUGGS REVUE: ANNIVERSARY SPECIAL VOLUME ONE, Columbia:** WQSR, WLIR, WIOT, WORJ, WOIV, WPLR, WQFM, KBPI, KMYR, WAER, CJOM, KZEW, WNEW, WBAB, WHCN, KLB, KZEL, KWST, KZAP
- 11 ROLLING STONES, METAMORPHOSIS, London:** WZMF, WMMR, WBRU, WKTK, WIOT, KZEW, WORJ, WLIR, WOIV, WHCN, WQFM, WMMS, KLQJ, WQSR, WZZQ, KSML, KSAN, KMET

- TODD RUNDGREN, INITIATION, Bears-ville:** WABX, WBRU, WOUR, WIOT, WMMR, WZMF, KSHE, WORJ, WLIR, WNEW, WOIV, WBAB, WQFM, WMMS, WQSR, KZEL, KSML, KYTD
- 12 POINTER SISTERS, STEPPIN, ABC:** WNEW, KZEW, WBRU, WKTK, WOUR, WIOT, WORJ, WOIV, WQFM, WMMS, WQSR, KLQJ, WZZQ, KSML, KWST, KMET, KZAP
- 13 CAMEL, SNOW GOOSE, Janus:** WLIR, KSHE, WBRU, WKTK, WOUR, WIOT, WNEW, WBAB, KCFR, WQSR, KMYR, KWST, KSML, KYTD, WPLR, KOME
- DR. HOOK, BANKRUPT, Capitol:** KWST, KMET, WABX, WOIV, WQFM, WBAB, KUOL, KSAN, WKTK, WIOT, WMMR, WLIR, WMMS, KSEL, KSML, KZAP
- 14 LOVE CRAFT, WE LOVE YOU WHO EVER YOU ARE, Mercury:** CHUM, WMMS, WSDM, KBPI, KFMV, KMYR, KSHE, WQSR, KLQJ, WOUR, WKTK, WIOT, KOME, WLIR, KYTD
- 15 SENSATIONAL ALEX HARVEY BAND, TOMORROW BELONGS TO ME, Virgato:** WMMS, WRAS, WMMR, WABX, KZEL, KMYR, WBAB, WOUR, KSML, WQSR, WIOT, CHUM, KUOL
- 16 BEE GEES, MAIN COURSE, RSO:** WLIR, WOUR, WIOT, WMMR, WNEW, WOIV, WBAB, WHCN, WQFM, WMMS, KYTD
- ELF, TRYING TO BURN THE SUN, MGM:** KUOL, WBAB, WLIR, WNEW, WOUR, WKTK, WIOT, KFMV, KZAP, CJOM, WPLR
- CURTIS MAYFIELD, NO PLACE LIKE AMERICA TODAY, Curtom:** WHCN, CJOM, WABX, WIOT, WORJ, WNEW, WOIV, WBAB, KSML, WQSR, KMET
- DAVID SANCIOS, FOREST OF FEELINGS, Epic:** WHCN, KLQJ, WOUR, WMMR, WLIR, WSDM, WBRU, WBAB, WOIV, KCFR, WPLR
- 17 MICHAEL URBANIAK, FUSION 111, Columbia:** WPLR, WIOT, WQFM, WBAB, KSML, WSDM, WOUR, WNEW, WOIV, KMYR
- 18 SWEET, DESOLATION BOULEVARD, Capitol:** KUOL, KMET, WOUR, KSHE, KSAN, WIOT, WOIV, WMMS, KZAP
- KENNY VANCE, VANCE 32, Atlantic:** WNEW, WHCN, KWST, KZEL, WBAB, WOUR, KSML, KZAP, WLIR
- 19 HAWKWIND, WARRIOR ON THE EDGE OF TIME, Atco:** WZMF, WIOT, CHUM, WQFM, KSHE, WHCN, KUOL, KOME
- UPP, Epic:** KWST, WKTK, CJOM, WIOT, KLQJ, KZEL, KZAP, KOME
- 20 BLUE GOOSE, Anchor:** KSHE, WLIR, KUOL, WBAB, WOUR, KSML, WPLR
- ERIC MERCURY, Mercury:** KSML, KYTD, KZAP, KZEL, KWST, WBRU, KMET
- 21 DIAMOND RED, Big Tree:** WMMS, KZEL, WIOT, WQSR, WBAB, CJOM
- FOUR TOPS, NIGHT LIGHTS HARMONY, ABC:** KWST, WOUR, WBAB, KYTD, KZAP, WABX
- TOM PAXTON, SOMETHING IN MY LIFE, Private Stock:** WOIV, WOUR, WAER, KZAP, WORJ, WBRU
- SYNERGY, ELECTRONIC REALIZATIONS FOR ROCK ORCHESTRA, Passport:** WNEW, WOUR, KSHE, WLIR, WOIV, WPLR
- 22 ATLANTIS, Polydor:** WMMS, WHCN, WBAB, WOIV, KWST

- MICHAEL BOLOTIN, RCA:** KWST, WPLR, WIOT, WQSR, WOIV
- GREEZY WHEELS, London:** WABX, KLB, WNEW, WOIV, WPLR
- ROBERT KLEIN, NEW TEETH, Epic:** WLIR, WMMR, WOUR, WNEW, WPLR
- 23 JOHN CALE, SLOW DAZZEL, (Import) Island:** WLIR, WHCN, CHUM, KWST
- JACKSON FIVE, MOVING VIOLATION, Motown:** WABX, WMMS, KWST, KMET
- THE KIDS, ANVIL CHORUS, Atco:** WABX, KZEL, WIOT, WPLR
- 24 ROY AYERS UBIQUITY, A TEAR TO A SMILE, Polydor:** WHCN, WKST, WPLR
- EVON ELIMAN, RISING SUN, Atlantic:** WHCN, WMMS, KWST
- EMBRYO, SURFIN, BASF:** WMMS, WQSR, KMET
- FREDDIE HUBBARD, POLAR A.C., CTI:** WOUR, KMYR, CJOM
- HUBERT LAWS, THE CHICAGO THEME, CTI:** WNEW, KYTD, WSDM
- SEASTONES, Round:** WOUR, KSML, WPLR
- SILVER CREEK, MCA:** WLIR, WBAB, KMYR
- SOUTHERN HILLMAN FURAY BAND, TROUBLE IN PARADISE, Asylum:** WMMS, KWST, KMET
- STONE PONIES, STONE PONIES FEATURING LINDA RONSTADT:** WLIR, WKTK, WMMS
- THREE DOG NIGHT, COMING DOWN YOUR WAY, ABC:** WQFM, WZZQ, WSDM
- THREE PIECES, VIBES OF TRUTH, Fantasy:** KWST, KYTD, WSDM
- 25 GENE AMMONS, GOOD BYE, Prestige:** KSML, WIOT
- KEVIN AYERS, SWEET DECEIVER, (Import) Island:** WAER, KWST
- BOBBY BARE, HARD TIME HUNGRIES, RCA:** KWST, WTYD
- JOE BECK, Kudu:** KWST, WSDM
- SOLOME BURKE, MUSIC TO MAKE LOVE BY, Chess:** KSML, CJOM
- JOHNNY DARRELL, WATER GLASS OF WHISKEY, Capricorn:** WOUR, KSML
- JOE DRUKAS, SHADOW BOXING, Southwind:** WZMF, WIOT
- YVONNE FAIR, THE BITCH IS BLACK, Motown:** WMMS, KWST
- DAVE LIEBMAN, DRUM ODE, (Import) ECM:** WHCN, KMYR
- MARVELETTS, ANTHOLOGY, Motown:** WHCN, WMMS
- PAUL MCCARTNEY & WINGS, VENUS AND MARS, Capitol:** KSHE, KGB
- OLIVER NELSON, SKULL SESSION, Flying Dutchman:** KYTD, WSDM
- NANCY NEVINS, Tom Cat Records:** KZEL, KZAP
- ELVIS PRESLEY, ELVIS TODAY, Victor:** WQFM, KWST
- JOHN SHINE, SONGS FOR A RAINY DAY, Columbia:** KYTD, KOME
- DAVID STEINBERG, GOODBYE TO THE 70'S, Columbia:** WBAB, WPLR
- ZZEBRA, PANIC, Polydor:** WABX, WOUR

Disco Action

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By TOM MOULTON

NEW YORK—The "Forever Came Today" cut on the Jackson Five's "Moving Violation" LP (Motown) is getting unbelievable response in several of the top clubs here. Both Tom Savarese of the 12 West Club and Bobby DJ of Le Jardine say that their dance audiences have been responding "immediately" to the cut.

Bruce Kova of Colony Records, retail outlet, is getting a number of calls for "Love Came" by Ronnie Lamar (BRC). He also reports that they have been doing well with Demis Roussos's LP (European import on Phillips International), mainly because of the song "Midnight Is The Time I Need You," which is also now out in the states as a single on the Atlantic-distributed Big Tree label.

The most talked about import these days, though, is a single by Brian Bennett called "Pegasus." It has a "Crystal World" sound, but with a stronger r&b guitar feel. The disk is on Phonogram's Fontana label (England).

Scepter Records has given out a number of test pressings of "Call Me (Your Anything Man)" by Bobby Moore. Scheduled for release next week, the record will have a five-minute disco version on the flip side of the commercial version.

Hector Le Bron, DJ at the Limelight Club here, says that he's getting a good response on "King Kingston" by George Fischeff (P.I.P.). The record was originally cut as an MOR tune, but the producer ended up going back into studio to add the New York Rhythm Section, with the results being a disco disk.

Turning to the disco scene in Boston this

week, Allen Shivek reports that at present there are about nine discos locally, the top five being: the 1270 Club, Jimmy Stewart DJ; the Rhinoceros, John Luongo DJ; Sticks, Danae Jacobidis DJ; the Mirage, Tony Marino DJ and The Other Side, Sam Sampson DJ.

Boston's top 10 audience response records (compiled from the five clubs above) are: "Get Down Tonight" by K.C. and The Sunshine Band, "Ease On Down The Road" by the Consumer Rapport, "Free Man" by South Shore Commission, "Bad Luck" by Harold Melvin and the Blue Notes, "The Hustle" by Van McCoy, "7-6-5-4-3-2-1 (Blow Your Whistle)" by Gary Toms Empire, "Peace And Love" by Ron Butler and the Ramblers, "El Bimbo" by Bimbo Jet, "Swearin' To God" by Frankie Valli and "Shotgun Shuffle" by the Sunshine Band. Shivek says that the two strongest up and coming records are "I Could Dance All Night" by Archie Bell and the Drells (TSOP) and "Forever Came Today" by the Jackson Five (Motown).

There are also a number of Boston retail shops which are catering to the disco scene. According to Shivek the four most mentioned are Discount Records (two stores), Everitt Music and Skippy White's. The combined top 10 best seller list from the outlets is made up by such records as: "Get Down Tonight," "Bad Luck," "The Hustle," "El Bimbo," "Free Man," "Love Do Me Right," "Hijack," "Peace And Love," "I Could Dance All Night" and "Spirit Of The Boogie." The two best up and coming disks on the retail side are "Sexy" by MF5B (Philadelphia International) and "Three Steps From True Love" by the Reflections (Capitol).

Top Audience Response Records In N.Y. Discos

- This Week**
- 1 FREE MAN—South Shore Commission—Wand
 - 2 EL BIMBO—Bimbo Jet—Scepter
 - 3 EASE ON DOWN THE ROAD—Consumer Rapport—Wing And A Prayer
 - 4 THE HUSTLE—Van McCoy—AVCO
 - 5 BAD LUCK—Harold Melvin and The Blue Notes—Phila. Intl
 - 6 FOOT STOMPIN MUSIC/DISCO STOMP—Bohannon—Dakar (LP)
 - 7 THREE STEPS FROM TRUE LOVE—The Reflections—Capitol
 - 8 SWEARIN' TO GOD—Frankie Valli—Private Stock
 - 9 LOVE DO ME RIGHT—Rockin' Horse—RCA
 - 10 STOP AND THINK/TRAMMPS DISCO THEME—The Trammps—Golden Fleece (LP)
 - 11 SENDING OUT AN S.O.S.—Retta Young—All Platinum
 - 12 LIFE IS WHAT YOU MAKE IT—Tapestry—Capitol
 - 13 HELPLESSLY—Moment Of Truth—Roulette
 - 14 PEACE AND LOVE—Ron Butler And The Ramblers—Playboy
 - 15 FOREVER CAME TODAY—Jackson Five—Motown (LP only)

Melody Song Shops (Brooklyn, Queens, Long Island) Retail Sales

- This Week**
- 1 SEXY—MFSB—Philadelphia Intl
 - 2 THREE STEPS FROM TRUE LOVE—The Reflections—Capitol
 - 3 FOREVER CAME TODAY—Jackson Five—Motown (LP only)
 - 4 FREE MAN—South Shore Commission—Wand
 - 5 THE HUSTLE—Van McCoy—AVCO
 - 6 SWEARIN' TO GOD—Frankie Valli—Private Stock
 - 7 WHERE DO I GO FROM HERE/HE'S MY MAN—The Supremes—Motown (LP only)
 - 8 RICH GET RICHER—The Ojay's—Phila. Intl (LP only)
 - 9 SNEAKIN' UP BEHIND YOU—The Brecker Brothers—Arista
 - 10 EL BIMBO—Bimbo Jet—Scepter
 - 11 CONTROL TOWER—Magic Disco Machine—Motown (LP only)
 - 12 SENDING OUT AN S.O.S.—Retta Young—All Platinum
 - 13 I CANT UNDERSTAND IT—Kokomo—Columbia
 - 14 LOVE IS EVERYWHERE—City Limits—TSOP
 - 15 EASE ON DOWN THE ROAD—Consumer Rapport—Wing And A Prayer

Colony Records (New York) Retail Sales

- This Week**
- 1 EL BIMBO—Bimbo Jet—Scepter
 - 2 SWEARIN' TO GOD—Frankie Valli—Private Stock
 - 3 THE HUSTLE—Van McCoy—AVCO
 - 4 I COULD DANCE ALL NIGHT—Archie Bell And The Drells—TSOP
 - 5 EASE ON DOWN THE ROAD—Consumer Rapport—Wing And A Prayer
 - 6 EXPANSIONS—Lonnie Liston Smith—Signature
 - 7 PEACE AND LOVE—Ron Butler And The Ramblers—Playboy
 - 8 SENDING OUT AN S.O.S.—Retta Young—All Platinum
 - 9 THREE STEPS FROM TRUE LOVE—The Reflections—Capitol
 - 10 FREE MAN—South Shore Commission—Wand
 - 11 I WAS A LONELY MAN—The Philly Devotions—Columbia
 - 12 DREAMIN' A DREAM—Crown Heights Affair—De-Lite
 - 13 IT'S IN HIS KISS—Linda Lewis—Arista
 - 14 LIFE IS WHAT YOU MAKE IT—Tapestry—Capitol
 - 15 RUN JOHNNY—Jimmy Maelen—Epic

Downstairs Records (New York) Retail Sales

- This Week**
- 1 SENDING OUT AN S.O.S.—Retta Young—All Platinum
 - 2 SEXY—MFSB—Phila. Intl
 - 3 FOREVER CAME TODAY—Jackson Five—Motown (LP)
 - 4 CHICAGO'S THEME—Hubert Laws—CTI (LP)
 - 5 THREE STEPS FROM TRUE LOVE—The Philly Devotions—Columbia
 - 7 I COULD DANCE ALL NIGHT—Archie Bell And The Drells—TSOP
 - 8 FREE MAN—South Shore Commission—Wand
 - 9 EL BIMBO—Bimbo Jet—Scepter
 - 10 LIFE IS WHAT YOU MAKE IT—Tapestry—Capitol
 - 11 DREAMIN' A DREAM—Crown Heights Affair—De-Lite
 - 12 LOVE LIGHTS—Chuck Jackson—All Platinum
 - 13 SWEARIN' TO GOD—Frankie Valli—Private Stock
 - 14 LOVE DO ME RIGHT—Rockin' Horse—RCA
 - 15 SHOTGUN SHUFFLE—The Sunshine Band—T.K.

Following lists participating stations. Numeral after each specifies selections programmed.

- ALBUQUERQUE, N.M.: KMYR-FM, Jeff Pollack; 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 13, 14, 15, 17, 24, 25
- ATLANTA, GA.: WRAS-FM, Jim Morrison; 1, 2, 3, 5, 6, 8, 15
- AUSTIN, TEXAS: KLB-FM, Greg Thomas; 1, 2, 3, 4, 5, 6, 7, 10, 22
- BABYLON, LONG ISLAND: WBAB-FM, Bernie Bernard; 1, 2, 4, 5, 6, 8, 9, 10, 11, 13, 15, 16, 17, 18, 20, 21, 22, 24, 25
- BALTIMORE, MD.: WKTK-FM, John Reeves; 1, 2, 3, 4, 5, 6, 7, 8, 11, 12, 13, 14, 16, 19, 24
- CHICAGO, ILL.: WSDM-FM, Burt Burdeen; 1, 6, 8, 14, 16, 17, 24, 25
- CLEVELAND, OHIO: WMMS-FM, John Gorman; 1, 2, 3, 4, 5, 8, 11, 12, 13, 14, 15, 16, 18, 21, 22, 23, 24, 25
- DALLAS, TEXAS: KZGW-FM, Mike Taylor; 1, 2, 3, 4, 5, 10, 11, 12
- DENVER, COL.: KBPI-FM, Jean Valdez; 1, 2, 3, 4, 5, 6, 9, 10, 14
- DENVER, COL.: KCFR-FM, Bob Stecker; 4, 6, 13, 16
- DETROIT, MICH.: WABX-FM, Jim Sotet; 1, 2, 3, 4, 6, 8, 11, 13, 15, 16, 21, 22, 23, 25
- DETROIT, MICH.: CJOM-FM, Bill Robertson; 4, 5, 6, 8, 10, 16, 19, 21, 24, 25
- EUGENE, ORE.: KFMV-FM, Mark Sherry; 1, 2, 4, 6, 7, 8, 9, 14, 16
- EUGENE, ORE.: KZEL-FM, Stan Garrett; 1, 2, 3, 4, 6, 7, 8, 9, 10, 11, 13, 15, 18, 19, 20, 21, 23, 25
- HARTFORD, CONN.: WHCN-FM, Paul Payton; 1, 2, 3, 4, 6, 7, 8, 9, 10, 11, 16, 18, 19, 22, 23, 24, 25
- HEMPSTEAD, N.Y.: WLIR-FM, Gil Colquitt; 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 13, 14, 16, 18, 20, 21, 22, 23, 24
- HOUSTON, TEXAS: KLQJ-FM, Jim Hilly; 1, 2, 3, 4, 5, 6, 7, 8, 11, 12, 14, 16, 19
- JACKSON, MISS.: WZZQ-FM, Keith Carter; 2, 3, 5, 6, 7, 11, 12, 24
- KANSAS CITY, MO.: KUOL-FM, Mark Cooper; 1, 2, 3, 4, 5, 6, 8, 13, 15, 16, 18, 19, 20
- KINGS BEACH/TRUCKEE, CA.: KSML-FM, Bill Ashford; 2, 4, 6, 7, 8, 9, 11, 12, 13, 15, 16, 17, 18, 20, 24, 25
- LOS ANGELES, CA.: KMET-FM, Joe Collins; 1, 5, 9, 11, 12, 13, 16, 18, 20, 23, 24
- LOS ANGELES, CA.: KWST-FM, David Perry; 1, 2, 3, 4, 6, 7, 8, 10, 12, 13, 18, 19, 20, 21, 22, 23, 24, 25

- MILWAUKEE, WISC.: WZMF-FM, John Houghton; 1, 3, 5, 6, 7, 11, 19, 25
- MILWAUKEE, WISC.: WQFM-FM, Mark Bielinski; 1, 2, 3, 4, 5, 6, 7, 10, 11, 12, 13, 16, 17, 19, 24, 25
- NEW HAVEN, CONN.: WPLR-FM, Gordon Weingarth; 6, 8, 9, 10, 13, 16, 17, 20, 21, 22, 23, 24, 25
- NEW YORK, N.Y.: WNEW-FM, Dennis Elsas; 1, 2, 3, 6, 7, 8, 10, 11, 12, 13, 16, 17, 18, 21, 22, 24
- NEW YORK, N.Y.: WQIV-FM, Caryn Jo Streicher; 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 16, 17, 18, 21, 22
- ORLANDO, FLA.: WORJ-FM, Mike Lyons; 1, 2, 3, 4, 6, 7, 8, 9, 10, 11, 12, 16, 21
- PHILADELPHIA, PA.: WMMR-FM, Dennis Wilen; 1, 2, 3, 5, 6, 7, 8, 9, 11, 13, 15, 16, 22
- PROVIDENCE, R.I.: WBRU-FM, Peter Masi; 1, 2, 3, 5, 6, 7, 8, 11, 12, 13, 16, 20, 21
- SACRAMENTO, CA.: KZAP-FM, Robert Williams; 1, 2, 4, 6, 7, 8, 9, 10, 12, 13, 16, 18, 19, 20, 21, 25
- SAN DIEGO, CA.: KGB-FM, Art Schroeder; 1, 3, 5, 25
- SAN FRANCISCO, CA.: KSAN-FM, Bonnie Simmons; 3, 5, 8, 9, 11, 13, 18
- SAN JOSE, CA.: KOME-FM, Ed Romig; 1, 3, 5, 6, 7, 8, 9, 13, 14, 19, 25
- SANTA BARBARA, CA.: KYTD-FM, Laurie Cobb; 1, 2, 4, 8, 9, 11, 13, 14, 16, 20, 21, 24, 25
- ST. LOUIS, MO.: KSHE-FM, Shelly Grafman; 2, 3, 6, 11, 13, 14, 18, 19, 20, 21, 25
- SYRACUSE/UTICA, N.Y.: WOUR-FM, Steve Hunington; 1, 2, 4, 5, 6, 7, 8, 9, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 24, 25
- SYRACUSE, N.Y.: WAER-FM, George Gilbert; 4, 10, 21, 25
- TAMPA, FLA.: WQSR-FM, Mark Beltair; 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 21, 22, 24
- TOLEDO, OHIO: WIOT-FM, Neil Lasher; 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 21, 22, 23, 25
- TORONTO, CANADA: CHUM-FM, Benjy Karch; 2, 3, 4, 5, 8, 14, 15, 19, 23

4-Hour Show Selling Out Of St. Louis

ST. LOUIS—New Fawn Adventures located here has launched a four-hour weekly syndicated radio show hosted by Bambi Salzborg, air personality on KSLQ, Ms. Salzborg is half partner in New Fawn Adventures along with Keith Isley, who also produces the show. The show is titled "Musicpeople." The music is selected by John Hartman, publisher of a weekly tipsheet called The Ascendant.

It is available in either mono or stereo on disks. Within each hour, 12 minutes of availabilities are provided for use by the local stations. Isley says that it is specifically designed for medium and secondary market Top 40 stations. The show will be in production July 1; demos are available upon request.



Capricorn Records Photo

WURLITZER PLAY—Promoting "Juke Joint Jump," an album by Elvin Bishop on Capricorn, the label has been cooperating with radio stations across the country in a contest to give listeners a jukebox. In Savannah, radio station WSGA not only cosponsored the contest, but cosponsored a Bishop concert. From left: WSGA program director Jerry Rogers, Capricorn executive vice president Frank Fenter and WSGA music director Mac King.

Don Kirshner Show 'Musical Chairs' Starts Over CBS-TV June 16

LOS ANGELES—Don Kirshner—perhaps the hottest man today in music television—is launching "Musical Chairs" June 16 at 4 p.m., a half-hour music game show on the CBS-TV network hosted by singer Adam Wade.

Unique angle of the show is that Wade will be a singing host and while the program is ostensibly a game show it is also a variety show. The pilot was done over a year and a half ago and, although it achieved extremely high test ratings at CBS, the network just didn't have a slot for it until recently.

The show will feature four regular panelists and among the first of these to be signed is singer Kelly Garrett, last seen on the network in "Your Hit Parade." The Tokens, a music group, will be on occasionally. Under the format, bits of tunes will be played and the panelists will try to pick the rest of the correct lyrics.

A special feature will be the presentation of new recording artists and Kirshner also says that established stars such as Tony Orlando will also perform occasionally.

"The difference in this show and other musical game shows is that this is being done by music people," says Kirshner. "Wally Gold is associate

producer; he produced records by Barbra Streisand and Peter Nero and we also have five lyric writers working including Bruce Sussman."

Kirshner says that he had tried previously to obtain the rights to "Name That Tune" and "Stop The Music," but feels this show idea is better. Partner in the game show is Jerry Schnur, who is well known in the game show-tv field. As one might have expected, Kirshner is lining up a label deal for Adam.

Records are a natural spin-off for Kirshner who has been responsible for somewhere—he believes—around 215 million record sales over the years as either producer or publisher. This includes such acts as the Monkees and the Archies and such tunes as "Sugar, Sugar" and "Love Will Keep Us Together." He was associated with the TV show "In Concert," now a dead issue, and is now involved in the "Don Kirshner Concert," which is on more than 120 television stations weekly.

He also has in the works a half-hour show called "Hereafter" which is the name of a rock group and this show is in teamwork with Norman Lear. He has a kid program in the works, plus a couple of two-hour

(Continued on page 21)

Announce Regional Judges For August Radio Forum In S.F.

• Continued from page 3

cluded in this issue in the radio section.

Deadline for airchecks of air personalities is June 16. All aircheck and program tapes must be sent to the individual judges involved for the particular areas and formats. For the first time regional winners will be selected and will be announced in Billboard.

The regional winners will then compete for the Air Personalities Of The Year and the Program Directors Of The Year awards by format. Competition in special categories will be final as per the individual judges involved.

The awards committee is comprised of Paul Drew, vice president of programming for RKO Radio; George Burns, president of Burns Media, and L. David Moorhead, vice president and general manager of KMET in Los Angeles. The trio named Chuck Blore, president of Chuck Blore Creative Services, chairman of a special judging committee for the best commercial produced by a radio station at the radio station and the best station-produced public service announcement.

Following is a list of the award categories and instructions on how to enter:

BEST STATION-PRODUCED COMMERCIAL & BEST STATION-PRODUCED PUBLIC SERVICE ANNOUNCEMENT:

All entries in these categories should be recorded at 7½ ips and sent directly to Chuck Blore at Chuck Blore Creative Services, 1606 North Argyle, Hollywood, Calif. 90028. As with all entries, please mark "AWARDS" clearly on the envelope. Please provide complete information on the tape box, including the station, writer, producer, talent and any other pertinent information.

STATION OF THE YEAR!

Station of the Year entries must include a written narrative delineating the station's community involvement, community affairs, special programs, and any facts reflecting a change in the station's market affected by that station's activities, as well as a composite tape, with music telescoped, of the station, not to exceed one hour. Deadline for receiving Station Of The Year entries is July 7, 1975, and all entries must be sent to L. David Moorhead, KMET, 5828 Wilshire Blvd., Los Angeles, Calif. 90036. The chairman of the judging committee for the Station Of The Year will be Claude Hall.

PROGRAM DIRECTOR OF THE YEAR:

Program Director Of The Year entries must include a competitive narrative delineating their market situation, use of facilities, and any other criteria he feels should be considered by the judges. In addition, please submit last year's rating history including the most recent ARB and a tape, with music telescoped, with an example of format execution. (For markets in which no ARB is taken, you may submit any other research to document the station's performance.) Deadline for receiving Program Director Of The Year entries is July 14, 1975, and all entries must be sent to George Burns, President, Burns Media, 3054 Dona Marta Drive, Studio City, Calif. 91604.

AIR PERSONALITY OF THE YEAR:

This year regional winners will be selected from the West, Midwest and East. Each region will select two winners in each format, one from the million-plus metro markets, as listed in ARB's 1975 Metro Area Rankings; the other winner to be selected from the remaining metro markets. These winners in each format will be finalists for the Air Personality Of The Year awards given at the Forum.

(Continued on page 21)

Joe Smith Speaking In Australia

WB President a Keynoter At Radio '76

SYDNEY, Australia—Joe Smith, president of Warner Bros. Records, will be one of the keynote speakers at Radio '76, the annual convention of the record and radio industries here June 26-29 at the Sybil Town House.

This is the first time that Australia has invited a record company executive from the U.S. to speak at this prestigious annual convention which is the highlight each year of both music and radio in Australia. Last year's convention drew more than 150 key executives from both industries.

Also speaking this year will be Jack Thayer, president of NBC Radio, New York; L. David Moorhead, vice president and general manager of KMET, Los Angeles; and Claude Hall, radio-TV editor of Billboard

Magazine, Los Angeles. From Australia keynote speakers will include Doug McClelland, minister for the media; and Des Foster, president of the Australian broadcasters' federation.

The annual convention is sponsored by radio station 2SM in Sydney. Organizers behind the convention are Kevin O'Donohue general manager of 2SM, and the radio station's promotion director Peter Davidson.

Topics of interest to both industries come up for heated debate during the four-day meeting. In addition an annual showcase of record artists is presented.

Last year's speakers included Howard Kester, broadcast veteran of San Francisco, and Bruce Johnson president now of the Sterling

Recreation Organization's radio division and Claude Hall of Billboard.

Kevin O'Donohue is also on the advisory committee for the International Radio Programming Forum that will be held in San Francisco August 13-16.

Bellingham FMer Switches To Country

BELLINGHAM, Wash.—KERI, a 60,000-watt FM station, begins broadcasting modern country music 24 hours a day June 2.

The station will use "Great American Country" from Drake-Chenault in Los Angeles. The station previously featured an MOR format.

Bo Pollock of KAYO in Seattle is president and major owner of the station.

JUNE 7 1975, BILLBOARD

THE CONCEPT LIBRARY

Blore Offering Bits, Features In Pkgs.

LOS ANGELES—Chuck Blore Creative Services here is launching "The Concept Library" into syndication. This is the library of programming material developed by Blore and his staff and aired over KIIS here. The station achieved its highest ratings with "The Concept Library."

Blore says that the library—which includes everything from mini-features to documentaries, along with mini-dramas especially created to use as record intros—will be offered on an exclusive basis to one station per market. As of press time, no pricing system had been devised for the package, but Blore indicates that it

will be "extremely" reasonable. John Wolf, former sales manager of KIIS, has been retained to handle sales on the package.

The package includes, for example, about 70 day-long studies of interesting or fascinating topics and holidays. These are in two-and-a-half-minute segments. The package also includes "cassettes," which are amusing philosophical remarks; comments of songwriters to use over intros of their songs, and dozens of other radio production items ... "thousands of items in all."

Complete instructions and suggestions on usage come with the package.



Kayo photo

61 BIRTHDAY—KAYO air personalities Dan Williams, left, and Ed Howell, right, present Hank Snow a birthday cake on stage at Seattle's Opera House in honor of the artist's 61 birthday. The country music station sponsored the show.

"being funny is a funny business" ... Yutz

So if you send \$5.00 for samples of The Yutzman Letter and don't like it, return it to us in 30 days and we'll refund your money.

The Yutzman Letter... contemporary original comedy written for radio personalities. Subscribers in major stations in top 10 markets.

Payable and mail to:
THE YUTZMAN LETTER
The Yutzman Bldg., 7603 Petty Jay Ct.,
Louisville, Kentucky 40220

Billboard Singles Radio Action

Playlist Top Add Ons • Playlist Prime Movers ★ Regional Breakouts & National Breakouts

Based on station playlists through Thursday (5/29/75)

TOP ADD ONS - NATIONAL

OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
EAGLES—One Of These Nights (Asylum)

D—Disco/Crossover

ADD ONS—The two key products added at the radio stations listed; as determined by station personnel.

PRIME MOVERS—The two products registering the greatest proportionate upward movement on the station's playlist; as determined by station personnel.

BREAKOUTS—Billboard Chart Dept. summary of Add On and Prime Mover information to reflect greatest product activity at Regional and National levels.

Pacific Southwest Region

TOP ADD ONS:

MELISSA MANCHESTER—Midnight Blue (Arista)
JOE SIMON—Get Down, Get Down (Spring)
(D) FRANKIE VALLI—Swearin' To God (Private Stock)

PRIME MOVERS:

THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M)
MICHAEL MURPHEY—Wildfire (Epic)
PILOT—Magic (EMI)

BREAKOUTS:

(D) FRANKIE VALLI—Swearin' To God (Private Stock)
MELISSA MANCHESTER—Midnight Blue (Arista)
OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)

KHJ—Los Angeles

● MELISSA MANCHESTER—Midnight Blue (Arista)
● JESSI COLTER—I'm Not Lisa (Capitol) 23-17
★ PILOT—Magic (EMI) 15-10

K100 (KIQQ-FM)—Los Angeles

● JOE SIMON—Get Down, Get Down (Spring)
D● FRANKIE VALLI—Swearin' To God (Private Stock)
★ AMERICA—Sister Golden Hair (W.B.) 10-3
★ JOHN DENVER—Thank God I'm A Country Boy (RCA) 24-16

KKDJ—Los Angeles

● JOE SIMON—Get Down, Get Down (Spring)
● OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
★ MICHAEL MURPHEY—Wildfire (Epic) 25-11
★ PILOT—Magic (EMI) 15-7

KFXM—San Bernardino

● JUSTIN HAYWARD & JOHN LODGE—Dreamed Last Night (Threshold)
D● VAN McCOY—Hustle (Avco)

D● VAN McCOY—Hustle (Avco)

★ JOE SIMON—Get Down, Get Down (Spring) 30-24
★ PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol) HB-28

KAFY—Bakersfield

● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
● LED ZEPPELIN—Trampled Underfoot (Swan Song)
★ MIKE POST—Rockford Files (MGM) 29-19
★ MAJOR HARRIS—Love Won't Let Me Wait (Atlantic) 14-4

KCBQ—San Diego

● CARLY SIMON—Attitude Dancing (Elektra)
● MAJOR HARRIS—Love Won't Let Me Wait (Atlantic)
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 15-6
★ EARTH, WIND & FIRE—Shining Star (Columbia) 9-4

KENO—Las Vegas

● JESSI COLTER—I'm Not Lisa (Capitol)
● CARLY SIMON—Attitude Dancing (Elektra) 30-20
★ DANIEL BOONE—Run Tell The People (Pye) 28-21

KBBC—Phoenix

● GWEN McCRAE—Rockin' Chair (Cat)
● FALLEN ROCK—Mary Anne (Capricorn)
D★ FRANKIE VALLI—Swearin' To God (Private Stock) EX-36
★ EAGLES—One Of These Nights (Asylum) EX-33

KRIZ—Phoenix

● NONE
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 27-15
★ MICHAEL MURPHEY—Wildfire (Epic) 12-6

KQEO—Albuquerque

● TEN C.C.—I'm Not In Love (Mercury)
● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 17-10
★ AMERICA—Sister Golden Hair (W.B.) 6-1

Pacific Northwest Region

TOP ADD ONS:

TEN C.C.—I'm Not In Love (Mercury)
EAGLES—One Of These Nights (Asylum)
RAY STEVENS—Misty (Barnaby)

PRIME MOVERS:

THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M)
PILOT—Magic (EMI)
ROGER WHITTAKER—Last Farewell (RCA)

BREAKOUTS:

OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
EAGLES—One Of These Nights (Asylum)
MELISSA MANCHESTER—Midnight Blue (Arista)

KFRC—San Francisco

● TEN C.C.—I'm Not In Love (Mercury)
● RAY STEVENS—Misty (Barnaby)
★ ROGER WHITTAKER—Last Farewell (RCA) 20-12
★ DOOBIE BROTHERS—Take Me In Your Arms (W.B.) 21-14

KYA—San Francisco

● MELISSA MANCHESTER—Midnight Blue (Arista)
● GWEN McCRAE—Rockin' Chair (Cat)
D★ VAN McCOY—Hustle (Avco) 25-18
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 7-1

K101-FM—San Francisco

● AMBROSIA—Holding On To Yesterday (20th Century)
● MIKE POST—Rockford Files (MGM)
★ MAJOR HARRIS—Love Won't Let Me Wait (Atlantic) 14-4
★ OLIVIA NEWTON-JOHN—Please Mr. Please (MCA) 17-10

KSJO—San Jose

● MELISSA MANCHESTER—Midnight Blue (Arista)
● EAGLES—One Of These Nights (Asylum)
★ DOOBIE BROTHERS—Take Me In Your Arms (W.B.) 19-13
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 13-8

KLIV—San Jose

● JOE SIMON—Get Down, Get Down (Spring)
● OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 18-7
★ MICHAEL MURPHEY—Wildfire (Epic) 11-3

KJOY—Stockton, Calif.

● CARLY SIMON—Attitude Dancing (Elektra)
● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
★ BACHMAN-TURNER OVERDRIVE—Hey You (Mercury) 24-13
D★ BRECKER BROTHERS—Sneakin' Up Behind You (Arista) 30-10

PRIME MOVERS - NATIONAL

THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M)
PILOT—Magic (EMI)
MICHAEL MURPHEY—Wildfire (Epic)

KNDE—Sacramento

● BLOOD, SWEAT & TEARS—Got To Get You Back In My Life (Columbia)
● EAGLES—One Of These Nights (Asylum)
★ RAY STEVENS—Misty (Barnaby) 27-14
★ GENE COTTON—Damn It All (ABC) EX-22

KJR—Seattle

● MAJOR HARRIS—Love Won't Let Me Wait (Atlantic)
● OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
★ PILOT—Magic (EMI) 22-12
★ DOOBIE BROTHERS—Take Me In Your Arms (W.B.) 16-11

KING—Seattle

● TEN C.C.—I'm Not In Love (Mercury)
● MAJOR HARRIS—Love Won't Let Me Wait (Atlantic)
★ NO CHANGE IN POSITIONS

KJRB—Spokane

D● BEE GEES—Jive Talkin' (Atlantic)
● EAGLES—One Of These Nights (Asylum)
★ BOOMER CASTLEMAN—Judy Mae (Mums) 11-4
★ PILOT—Magic (EMI) 23-16

KTAC—Tacoma

● NONE
★ ROGER WHITTAKER—Last Farewell (RCA) 18-11
★ HERBIE MANN—Hijack (Atlantic) 29-23

KGW—Portland

● TEN C.C.—I'm Not In Love (Mercury)
● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 23-8
★ PILOT—Magic (EMI) 24-11

KISN—Portland

● PILOT—Magic (EMI)
● ELVIS PRESLEY—Trouble (RCA)
★ RAY STEVENS—Misty (Barnaby) 30-21
★ MELISSA MANCHESTER—Midnight Blue (Arista) 26-19

KTLK—Denver

● DONNY & MARIE OSMOND—Make The World Go Away (Kolob)
● GRAND FUNK—Bad Time (Capitol) 23-15
★ OLIVIA NEWTON-JOHN—Please Mr. Please (MCA) 24-14

KIMN—Denver

● BAZUKA—Dynamite (A&M)
● EAGLES—One Of These Nights (Asylum)
★ DWIGHT TWILLY BAND—I'm On Fire (Shelter) 27-19
★ PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol) HB-29

KKAM—Pueblo, Colo.

D● VAN McCOY—Hustle (Avco)
★ WAR—Why Can't We Be Friends (U.A.)
★ PILOT—Magic (EMI) 24-14
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 15-1

KYSN—Colorado Springs

● OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
● RUFUS—Please Pardon Me (ABC)
★ BOOMER CASTLEMAN—Judy Mae (Mums) 22-15
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 13-9

KCPX—Salt Lake City

● JOHN STEWART—Survivors (RCA)
● STEELY DAN—Black Friday (ABC)
D★ VAN McCOY—Hustle (Avco) 29-21
★ MAJOR HARRIS—Love Won't Let Me Wait (Atlantic) 34-26

KRSP—Salt Lake City

● SEALS & CROFTS—I'll Play For You (W.B.)
● FALLEN ANGELS—The Kid Gets Hot (Arista)
D★ VAN McCOY—Hustle (Avco) EX-22
★ ROGER WHITTAKER—Last Farewell (RCA) 10-1

BREAKOUTS - NATIONAL

OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
MELISSA MANCHESTER—Midnight Blue (Arista)

Arms (W.B.) 10-7

★ PILOT—Magic (EMI) 25-12

KAKC—Tulsa

● MELISSA MANCHESTER—Midnight Blue (Arista)
● RAY STEVENS—Misty (Barnaby)
★ PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol) HB-19
★ JESSI COLTER—I'm Not Lisa (Capitol) 13-5

KELI—Tulsa

● EAGLES—One Of These Nights (Asylum)
● OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
★ TEN C.C.—I'm Not In Love (Mercury) 21-12
★ BLOOD, SWEAT & TEARS—Got To Get You Back In My Life (Columbia) EX-26

WKY—Oklahoma City

● TANYA TUCKER—Lizzie And The Rainman (MCA)
● TAVARES—Remember What I Told You (Capitol)
★ SEALS & CROFTS—I'll Play For You (W.B.) 27-14
★ DOOBIE BROTHERS—Take Me In Your Arms (W.B.) 22-9

KOMA—Oklahoma City

● BLOOD, SWEAT & TEARS—Got To Get You Back Into My Life (Columbia)
● RAY STEVENS—Misty (Barnaby)
★ STEELY DAN—Black Friday (ABC) 26-20
D★ FRANKIE VALLI—Swearin' To God (Private Stock) 28-22

WTIX—New Orleans

● PILOT—Magic (EMI)
● SEALS & CROFTS—I'll Play For You (W.B.)
★ MICHAEL MURPHEY—Wildfire (Epic) 29-20
★ AMERICA—Sister Golden Hair (W.B.) 9-1

KEEL—Shreveport

● EAGLES—One Of These Nights (Asylum)
● HOLLIES—Another Night (Epic)
D★ BEE GEES—Jive Talkin' (Atlantic) 31-25
★ TANYA TUCKER—Lizzie And The Rainman (MCA) 28-22

Midwest Region

TOP ADD ONS:

PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
STEELY DAN—Black Friday (ABC)

PRIME MOVERS:

PILOT—Magic (EMI)
THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M)
BACHMAN-TURNER OVERDRIVE—Hey You (Mercury)

BREAKOUTS:

PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
TEN C.C.—I'm Not In Love (Mercury)

WLS—Chicago

● FREDDIE FENDER—Before The Next Teardrop Falls (ABC/Dot)
★ MICHAEL MURPHEY—Wildfire (Epic)
★ DOOBIE BROTHERS—Take Me In Your Arms (W.B.) 24-18
★ LINDA RONSTADT—When Will I Be Loved (Capitol) 15-10

WCFL—Chicago

● DWIGHT TWILLY BAND—I'm On Fire (Shelter)
● STEELY DAN—Black Friday (ABC)
★ DOOBIE BROTHERS—Take Me In Your Arms (W.B.) 24-16
★ CHICAGO—Old Days (Columbia) 20-14

WOKY—Milwaukee

D● FRANKIE VALLI—Swearin' To God (Private Stock)

BOBBY VINTON—Wooden Heart (ABC)

★ PILOT—Magic (EMI) 27-19
★ MICHAEL MURPHEY—Wildfire (Epic) 23-15

WZUU-FM—Milwaukee

D● VAN McCOY—Hustle (Avco)
● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 11-6
★ BEACH BOYS—Sail On Sailor (Reprise/Brother) HB-14

WIFE—Indianapolis

● TEN C.C.—I'm Not In Love (Mercury)
● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 13-7
★ PILOT—Magic (EMI) 30-19
WIRL—Peoria, Ill.

● MIKE POST—Rockford Files (MGM)
● TANYA TUCKER—Lizzie And The Rainman (MCA)
★ SHA NA NA—Just Like Romeo And Juliet (Kama Sutra) 26-18
★ PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol) 30-20
WDGY—Minneapolis

● ROGER WHITTAKER—Last Farewell (RCA)
● THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M)
★ MICHAEL MURPHEY—Wildfire (Epic) 22-16
★ AMERICA—Sister Golden Hair (W.B.) 11-5

KDWB—Minneapolis
● MAJOR HARRIS—Love Won't Let Me Wait (Atlantic)
● OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 17-4
★ PILOT—Magic (EMI) 18-6
KOIL—Omaha

● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
● OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
★ BACHMAN-TURNER OVERDRIVE—Hey You (Mercury) 26-16
★ JESSI COLTER—I'm Not Lisa (Capitol) 23-13

KIOA—Des Moines
● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
● MAJOR HARRIS—Love Won't Let Me Wait (Atlantic)
★ TANYA TUCKER—Lizzie And The Rainman (MCA) 22-11
★ ROGER WHITTAKER—Last Farewell (RCA) 9-3
KKLS—Rapid City, S.D.

● NAZARETH—Love Hurts (A&M)
● EAGLES—One Of These Nights (Asylum)
★ TEN C.C.—I'm Not In Love (Mercury) EX-20
★ OLIVIA NEWTON-JOHN—Please Mr. Please (MCA) 27-18

KQWB—Fargo, N.D.
● OLIVIA NEWTON-JOHN—Please Mr. Please (MCA)
● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
★ BACHMAN-TURNER OVERDRIVE—Hey You (Mercury) 25-12
★ SUGARLOAF—Stars In My Eyes (Claridge) 38-31
KXOK—St. Louis

● PAUL McCARTNEY & WINGS—Listen To What The Man Said (Capitol)
● GWEN McCRAE—Rockin' Chair (Cat)
★ PILOT—Magic (EMI) 26-18
★ BAZUKA—Dynamite (A&M) 30-21
KSLQ-FM—St. Louis

● NONE
★ JESSI COLTER—I'm Not Lisa (Capitol) 14-9
★ THE CAPTAIN & TENNILLE—Love Will Keep Us Together (A&M) 14-9

(Continued on page 20)

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Glen Campbell
Rhinestone Cowboy
(4095)

Written by Larry Weiss
Produced by Dennis Lambert and Brian Potter
A Haven Production



Capitol®

Billboard Singles Radio Action

Based on station playlists through Thursday (5/29/75)

Playlist Top Add Ons ●
Playlist Prime Movers ★

Continued from page 18

WKBW—Buffalo

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **AVERAGE WHITE BAND**—Cut The Cake (Atlantic) 18-12
- ★ **AMERICA**—Sister Golden Hair (W.B.) 11-5

KEWI—Topeka

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- ★ **TAVARES**—Remember What I Told You (Capitol) 30-17
- ★ **JOHNNY WAKELIN**—Black Superman (Pye) 5-1

North Central Region

TOP ADD ONS:

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **PILOT**—Magic (EMI)

PRIME MOVERS:

- ★ **MICHAEL MURPHEY**—Wildfire (Epic)
- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M)
- ★ **BACHMAN-TURNER OVERDRIVE**—Hey You (Mercury)

BREAKOUTS:

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **MAC DAVIS**—Burnin' Thing (Columbia)

CKLW—Detroit

- **JESSI COLTER**—I'm Not Lisa (Capitol)
- **PILOT**—Magic (EMI)
- ★ **GLADYS KNIGHT**—The Way We Were/Try To Remember (Buddah) HB-17
- ★ **JOHN DENVER**—Thank God I'm A Country Boy (RCA) 7-2

WGRD—Grand Rapids

- **CARLY SIMON**—Attitude Dancing (Elektra)
- **GRAND FUNK**—Bad Time (Capitol) 25-13
- ★ **DOOBIE BROTHERS**—Take Me In Your Arms (W.B.) 18-10

Z-96 (WZZM-FM)—Grand Rapids

- **PILOT**—Magic (EMI)
- **EAGLES**—One Of These Nights (Asylum)
- ★ **SEALS & CROFTS**—I'll Play For You (W.B.) 26-20
- ★ **BACHMAN-TURNER OVERDRIVE**—Hey You (Mercury) 20-15

WTAC—Flint, Mich.

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **AEROSMITH**—Sweet Emotions (Columbia)
- ★ **JOE SIMON**—Get Down, Get Down (Spring) 25-15
- ★ **AMERICA**—Sister Golden Hair (W.B.) 8-1

WIXY—Cleveland

- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **HAROLD MELVIN**—Bad Luck (Philadelphia International)
- ★ **MAJOR HARRIS**—Love Won't Let Me Wait (Atlantic) 21-12
- ★ **MICHAEL MURPHEY**—Wildfire (Epic) 23-13

WGCL—Cleveland

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- ★ **AMERICA**—Sister Golden Hair (W.B.) 21-6
- ★ **MICHAEL MURPHEY**—Wildfire (Epic) 19-5

13-Q (WKQT)—Pittsburgh

- **BEACH BOYS**—Sail On Sailor (Reprise/Brother)
- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M) 30-18
- ★ **JESSI COLTER**—I'm Not Lisa (Capitol) 28-14

KQV—Pittsburgh

- **BEACH BOYS**—Sail On Sailor (Reprise/Brother)
- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- ★ **MICHAEL MURPHEY**—Wildfire (Epic) 24-9
- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M) EX-17

WKBW—Buffalo

- **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M)
- **MICHAEL MURPHEY**—Wildfire (Epic) 20-14
- ★ **EARTH, WIND & FIRE**—Shining Star (Columbia) 16-11

WSAI—Cincinnati

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **BAY CITY ROLLERS**—Bye Bye Baby (Arista)
- ★ **ALICE COOPER**—Only Women (Atlantic) 23-16
- ★ **ELTON JOHN**—Philadelphia Freedom (MCA) 11-5

WCOL—Columbus

- **BEE GEES**—Jive Talkin' (Atlantic)
- **GWEN McCRAE**—Rockin' Chair (Cat)
- ★ **BACHMAN-TURNER OVERDRIVE**—Hey You (Mercury) 29-15
- D★ **FRANKIE VALLI**—Swearin' To God (Private Stock) 38-26

WAKY—Louisville

- **GLADYS KNIGHT**—The Way We Were/Try To Remember (Buddah)
- **MAC DAVIS**—Burnin' Thing (Columbia)
- ★ **TAVARES**—Remember What I Told You (Capitol) 19-15
- ★ **LINDA RONSTADT**—When Will I Be Loved (Capitol) 7-3

WTUE—Dayton, Ohio

- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- ★ **MELISSA MANCHESTER**—Midnight Blue (Arista) 40-28
- ★ **TEN C.C.**—I'm Not In Love (Mercury) 38-26

WBGW—Bowling Green, Ky.

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- ★ **JOE SIMON**—Get Down, Get Down (Spring) 8-1
- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M) 11-6

WJET—Erie, Pa.

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- ★ **JESSI COLTER**—I'm Not Lisa (Capitol) 30-21
- ★ **BACHMAN-TURNER OVERDRIVE**—Hey You (Mercury) 26-16

Southeast Region

TOP ADD ONS:

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **EAGLES**—One Of These Nights (Asylum)

PRIME MOVERS:

- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M)
- ★ **GWEN McCRAE**—Rockin' Chair (Cat)
- ★ **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)

BREAKOUTS:

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **MIKE POST**—Rockford Files (MGM)

WOXI—Atlanta

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **WAR**—Why Can't We Be Friends (U.A.)
- ★ **GWEN McCRAE**—Rockin' Chair (Cat) 24-14

D★ VAN McCOY—Hustle (Avco) 19-13

WFOV—Atlanta

- **MIKE POST**—Rockford Files (MGM)
- **PILOT**—Magic (EMI) 20-12
- ★ **BAD COMPANY**—Good Lovin' Gone Bad (Swan Song) 15-11

Z-93 (WZGC-FM)—Atlanta

- **MELISSA MANCHESTER**—Midnight Blue (Arista)
- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- ★ **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA) 27-19
- ★ **WAR**—Why Can't We Be Friends (U.A.) 29-20

WBBQ—Augusta

- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **PILOT**—Magic (EMI) 15-9
- ★ **TEN C.C.**—I'm Not In Love (Mercury) 20-14

WGSN—Birmingham, Ala.

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **CHARLIE DANIELS**—Long Haired Country Boy (Kama Sutra)
- ★ **PILOT**—Magic (EMI) 19-9
- ★ **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA) 24-12

WHYY—Montgomery, Ala.

- **BEE GEES**—Jive Talkin' (Atlantic)
- **MIKE POST**—Rockford Files (MGM)
- ★ **TEN C.C.**—I'm Not In Love (Mercury) 21-14
- ★ **HAMILTON, JOE FRANK & REYNOLDS**—Fallin' In Love (Playboy) 16-7

WTOB—Winston/Salem, N.C.

- **EAGLES**—One Of These Nights (Asylum)
- **ELVIN BISHOP**—Sure Feels Good (Capricorn)
- ★ **CARLY SIMON**—Attitude Dancing (Elektra) 32-25
- ★ **JESSI COLTER**—I'm Not Lisa (Capitol) 10-5

WWSA—Savannah, Ga.

- **BACHMAN-TURNER OVERDRIVE**—Hey You (Mercury)
- **EAGLES**—One Of These Nights (Asylum)
- ★ **GWEN McCRAE**—Rockin' Chair (Cat) 18-10
- ★ **JOHNNY WAKELIN**—Black Superman (Pye) 31-9

WTMA—Charleston, S.C.

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- ★ **GWEN McCRAE**—Rockin' Chair (Cat) 20-7
- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M) 16-6

WXIX—Raleigh, N.C.

- **EAGLES**—One Of These Nights (Asylum)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- ★ **BACHMAN-TURNER OVERDRIVE**—Hey You (Mercury) 28-17
- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M) 13-1

WORD—Spartanburg, S.C.

- **JANIS IAN**—At Seventeen (Columbia)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M) EX-15
- ★ **JESSI COLTER**—I'm Not Lisa (Capitol) 12-5

WAYS—Charlotte, N.C.

- **PILOT**—Magic (EMI)
- D★ **VAN McCOY**—Hustle (Avco)
- ★ **BAZUKA**—Dynamite (A&M) 22-12
- ★ **GWEN McCRAE**—Rockin' Chair (Cat) 19-9

WNOX—Knoxville

- **DWIGHT TWILLY BAND**—I'm On Fire (Shelter)
- **BACHMAN-TURNER OVERDRIVE**—Hey You (Mercury)
- ★ **HAROLD MELVIN**—Bad Luck (Philadelphia International) 26-11
- ★ **RAY STEVENS**—Misty (Barnaby) 41-28

WGOW—Chattanooga, Tenn.

- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **RAY STEVENS**—Misty (Barnaby) EX-3
- **ELVIS PRESLEY**—Trouble (RCA) EX-12

KAAY—Little Rock

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **SAMMY JOHNS**—Rag Doll (GRC)
- ★ **CARPENTERS**—Only Yesterday (A&M) 13-7
- ★ **PAUL ANKA**—I Don't Like To Sleep Alone (U.A.) 10-6

WHBQ—Memphis

- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **BACHMAN-TURNER OVERDRIVE**—Hey You (Mercury)

MAJOR HARRIS—Love Won't Let Me Wait (Atlantic) 28-14

- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M) 16-6

WMP5—Memphis

- **AVERAGE WHITE BAND**—Cut The Cake (Atlantic)
- **BOOMER CASTLEMAN**—Judy Mae (Mums)
- ★ **ALICE COOPER**—Only Women (Atlantic) EX-19
- ★ **TAVARES**—Remember What I Told You (Capitol) EX-20

WMAK—Nashville

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **EAGLES**—One Of These Nights (Asylum)
- ★ **MELISSA MANCHESTER**—Midnight Blue (Arista) 16-10
- ★ **JOE SIMON**—Get Down, Get Down (Spring) 28-23

WLAC—Nashville

- **MELISSA MANCHESTER**—Midnight Blue (Arista)
- **EAGLES**—One Of These Nights (Asylum)
- ★ **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol) EX-12
- ★ **AVERAGE WHITE BAND**—Cut The Cake (Atlantic) EX-10

WLCY—St. Petersburg, Fla.

- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- **EAGLES**—One Of These Nights (Asylum)
- ★ **JOE SIMON**—Get Down, Get Down (Spring) 40-27
- ★ **GLADYS KNIGHT**—The Way We Were/Try To Remember (Buddah) 39-30

WQAM—Miami

- **PILOT**—Magic (EMI)
- **MICHAEL MURPHEY**—Wildfire (Epic)
- ★ **LINDA RONSTADT**—When Will I Be Loved (Capitol) 18-15
- ★ **DOOBIE BROTHERS**—Take Me In Your Arms (W.B.) 14-11

WFUN—Miami

- **SEALS & CROFTS**—I'll Play For You (W.B.)
- **JESSI COLTER**—Take A Message To Laura (RCA)
- ★ **MICHAEL MURPHEY**—Wildfire (Epic) 7-4
- ★ **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol) EX-21

Y-100 (WHYI-FM)—Miami/Ft. Lauderdale

- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M)
- ★ **MICHAEL MURPHEY**—Wildfire (Epic) 20-9
- ★ **AMERICA**—Sister Golden Hair (W.B.) 21-12

WQPD—Lakeland, Fla.

- **RASPBERRIES**—Cruisin' Music (Capitol)
- **FOUR TOPS**—Seven Lonely Nights (ABC)
- ★ **GLADYS KNIGHT**—The Way We Were/Try To Remember (Buddah) 21-10
- D★ **FRANKIE VALLI**—Swearin' To God (Private Stock) 16-8

Mid-Atlantic Region

TOP ADD ONS:

- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **MELISSA MANCHESTER**—Midnight Blue (Arista)
- **AVERAGE WHITE BAND**—Cut The Cake (Atlantic)

PRIME MOVERS:

- (D) **VAN McCOY**—Hustle (Avco)
- **PILOT**—Magic (EMI)
- **MICHAEL MURPHEY**—Wildfire (Epic)

BREAKOUTS:

- **MELISSA MANCHESTER**—Midnight Blue (Arista)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)

WFIL—Philadelphia

- **AVERAGE WHITE BAND**—Cut The Cake (Atlantic)
- **OLIVIA NEWTON-JOHN**—Please Mr. Please (MCA)
- D★ **VAN McCOY**—Hustle (Avco) HB-16
- ★ **MICHAEL MURPHEY**—Wildfire (Epic) 20-13

WIBG—Philadelphia

- **MELISSA MANCHESTER**—Midnight Blue (Arista)
- **PAUL McCARTNEY & WINGS**—Listen To What The Man Said (Capitol)
- ★ **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M) 19-13
- ★ **MICHAEL MURPHEY**—Wildfire (Epic) 10-7

WPGC—Washington

- **KOOL & THE GANG**—Spirit Of The Boogie (De-Lite)
- **PILOT**—Magic (EMI) 24-7
- ★ **JOE SIMON**—Get Down, Get Down (Spring) 16-3

WRC—Washington

- **GWEN McCRAE**—Rockin' Chair (Cat)
- **EAGLES**—One Of These Nights (Asylum)
- ★ **AMERICA**—Sister Golden Hair (W.B.) 18-11
- D★ **VAN McCOY**—Hustle (Avco) 19-10

WCAO—Baltimore

- **NO NEW LIST**
-
-
-

WGH—Newport News, Va.

- **MELISSA MANCHESTER**—Midnight Blue (Arista)
- **O'JAYS**—Give The People What They Want (Philadelphia International)
- D★ **VAN McCOY**—Hustle (Avco) 30-24
- ★ **HERBIE MANN**—Hijack (Atlantic) 13-8

WYRE—Annapolis, Md.

- D★ **VAN McCOY**—Hustle (Avco)
- D★ **BEE GEES**—Jive Talkin' (Atlantic)
- ★ **ALICE COOPER**—Only Women (Atlantic) 10-5
- ★ **PILOT**—Magic (EMI) 6-2

WLEE—Richmond, Va.

- **CARLY SIMON**—Attitude Dancing (Elektra)
- **BOOMER CASTLEMAN**—Judy Mae (Mums)
- ★ **SEALS & CROFTS**—I'll Play For You (W.B.) 30-22
- ★ **MICHAEL MURPHEY**—Wildfire (Epic) 19-12

Northeast Region

TOP ADD ONS:

- **TEN C.C.**—I'm Not In Love (Mercury)
- **AEROSMITH**—Sweet Emotions (Columbia)
- **ROLLING STONES**—I Don't Know Why (ABKCO)

PRIME MOVERS:

- **MICHAEL MURPHEY**—Wildfire (Epic)
- **THE CAPTAIN & TENNILLE**—Love Will Keep Us Together (A&M)
- (D) **VAN McCOY**—Hustle (Avco)

BREAKOUTS:

- **AEROSMITH**—Sweet Emotions (Columbia)
- **ROLLING STONES**—I Don't Know Why (ABKCO)
- **TEN C.C.**—I'm Not In Love (Mercury

Marvel Series Set 5-Minute Segs Teed To Comics Figures

NEW YORK—It's "Up, Up, and A-W-A-Y" as the new radio syndication firm of Bob Michelson Inc. hits the air Sept. 8 coast-to-coast with "The Marvel Comics Radio Series."

Bob Michelson, president, says that the daily five-minute series will be based on the comic books of Marvel Comics. Marvel Comics sells about 8 million copies a month, according to Michelson, who intends to capture this mystique for radio.

Each week's series will be a separate comic book. Each individual show is three-and-a-half minutes long; a national spot will be sold by Michelson (in fact, A&M Records via Barry Grieff has already purchased a slate of spots) and one minute will be available to the local stations for local advertisers.

Stan Lee, publisher of Marvel Comics, will be involved in the series.

Michelson is now clearing stations and has about 18 of the top 25 markets set. The show is already in production.

Until recently, Michelson worked with the National Lampoon Radio Hour and prior to that spent five years working with the radio syndication firm of Charles Michelson Inc., owned and operated by his father.

Under the banner of Marvel Comics are several comic heroes,

ranging from the Hulk to Spiderman and the Fantastic Four. Michelson believes that the series is a natural for progressive radio stations. It is available in stereo.

NAB, FM Broadcasters Slate Rapport Discussions To Link Each Organization

WASHINGTON—The FM Committee of the National Assn. of Broadcasters and representatives of the National Assn. of FM Broadcasters are slated to meet in June to discuss possibilities of working closer together.

However, the general feeling is that there will be no great rapport resulting from the meetings.

The NAFMB was formed because a group of FM owners felt they were not being represented well enough within the NAB. After struggling along for years, and comprised to a great extent of classical and beautiful music broadcasters, the NAFMB has seen enormous growth within the past year or two.

Its convention in New Orleans was a very big success in terms of audience and exhibitor impact. This growth has been caused largely, of

LOS ANGELES—Robert W. Morgan and the unreal Don Steele are back together—well, as together as they've ever been—and I'll have the full details soon for you. They

course, by the growth of the FM medium and the influx of other successful formats, specifically Top 40, the Q format, and progressive rock within the past couple of years.

Some NAFMB members feel they no longer need the NAB and this was dramatically represented last year when the NAFMB held its first separate convention in New Orleans; heretofore, the NAFMB meeting was held adjacent to the NAB meeting.

At the Washington meetings, both groups will present their thinking to the board of directors of the other organization. There was a preliminary meeting May 7; the other meetings will take place the middle of June. Both groups will present their thinking to their respective boards of directors next month and hold another meeting following those sessions.

Vox Jox

By CLAUDE HALL

are teaming up with Jeff Alan, who operates a radio syndication firm in Woodland Hills called Audio Circus. Morgan says that he just got back from a binge in New York where he spent considerable time teaching Don Imus how to relate to people. He has invited me out to the suburbs of Woodland Hills to hear the results of his activities with Steele.

★ ★ ★

CHUM in Toronto is looking for a top creative writer. Resumes and material samples to J. Robert Wood, the program director. . . . Phillip Page hosts a show on KULF in Houston called "The Import Show" that features international records. . . . Check out the awards competition details and turn in your entry. . . . David Klahr from WEEI-FM in Boston to WPEN in Philadelphia; another top secret type event, huh, Julian?

Johnny Darin, who had been manager of KSOL in San Francisco, has moved back to Los Angeles and is working with Jay Stevens in private production work. Darin would be interested in a major opportunity in programming or management and you can reach him at 213-894-4371.

★ ★ ★

The lineup at WLYV, Fort Wayne, Ind., now includes music di-

rector Diamond Jim Brady 5-10 a.m., Pat Hagan 10 a.m.-3 p.m., program director Jeff Blocher 3-7 p.m., Mike Conrad 7-12 midnight and Scott Patrick midnight-5 a.m. Incidentally, Kent Burkhardt consults the radio station on music adds and deletions. How do you get that kind of job, Kent? What a ripe deal; just telling a radio station which one of the top 20 records to add each week!

★ ★ ★

It looks like WMEX is up to some sort of a mish-mash. General manager Paul Kelley has added a jazz program on weekends. The program is aired 10 p.m. to 2 a.m. Friday, Saturday and Sunday and is hosted by Tony Cennamo. Cennamo also hosts a daily program featuring jazz on WBUR, an FM station in the market.

★ ★ ★

Roger Wilcox is the new program director at KMOD in Tulsa, Okla.; he had been at KAKC in Tulsa as an assistant program director and on-the-air under the name of Captain Fantastic. Roger claims that he is going to try extremely hard to make KMOD the best progressive rock station in the country; "big order, but I am going to work on it."

★ ★ ★

Shane Roy, currently in prison at Minnesota State, Stillwater, Minn., (Continued on page 26)

Flying Country

Peter Borsari photo

CONCERT IN THE SKY—Roger Miller lays one on a DC-10 full of advertising executives and members of the press and contest winners. The occasion was a flight broadcast by country music station KLAC, Los Angeles, May 3, organized by station general manager Bill Ward. Standing behind Miller, above, is KLAC air personality Jay Lawrence. Also on board, below, from left, TV performers Christopher George and his wife Linda Dey; Roger Miller again, Jay Lawrence, Dot Records artist Connie Van Dyke; KLAC morning man Dick Haynes, and actress Ann Blythe.



JUNE 7, 1975, BILLBOARD

Announce Regional Judges For August Radio Forum In S.F.

• Continued from page 17

At the convention, all individual format winners will vie with one another for a new award. . . . The International Radio Air Personality of 1975. This will be, regardless of format, the Best Air Personality Of The Year.

Deadline for receiving Air Personality Of The Year entries is June 16, 1975. All nominees are being no-

tified by Mail of the judge to whom they should submit their entries.

Air personalities who were not nominated—and Canadian air personalities—should send their airchecks directly to L. David Moorhead, general manager, KMET, 5828 Wilshire Blvd., Los Angeles, Calif. 90036. These airchecks should be 7½ i.p.s. on seven-inch reels and include a live commercial.

A list of regional judges follows:

REGIONAL JUDGES

FORMAT	JUDGE	REGION
TOP 40	Bob Harper, WKBW, Buffalo Bill Tanner, WKQT, Pittsburgh Bobby Rich, KFMB, San Diego Sebastian Stone, ERA, San Francisco Gary Price, WCFL, Chicago Bill Hennes, CKLW, Detroit	East East West West Midwest Midwest
Progressive	Jerry Stevens, Philadelphia Thom O'Hair, WQIV, New York Ron Jacobs, KGB, San Diego Bonnie Simmons, KSAN, San Francisco John Barger, KRLD-KAFM, Dallas Tom Allen, KBOX, Dallas	East East West West Midwest Midwest
Country	Dave Donahue, WHK, Cleveland Bill Ward, KLAC, Los Angeles Bob Mitchell, KCKC, San Bernardino Don Nelson, WIRE, Indianapolis Craig Scott, WJJD, Chicago Ted Atkins, WTAE, Pittsburgh Dean Tyler, WIP, Philadelphia Chuck Southcott, Los Angeles Mark Blinoff, KMPC, Los Angeles Jack Lee, WTMJ, Milwaukee Bob Henley, WGN, Chicago	East West West Midwest East East West West Midwest Midwest
MOR	Frankie Crocker, WBLS, New York Jimmy Bishop, WDAS, Philadelphia Jim Maddox, KDAY, Los Angeles Arnold Schorr, KGFJ, Los Angeles Jerry Boulding, WCHB, Detroit	East East West West Midwest
R&B		

SPECIAL PROGRAMS:

Special Programs will be judged by a special awards committee, co-chaired by Willis Duff and Sebastian Stone of ERA. All submissions should be sent to L. David Moorhead, 5828 Wilshire Blvd., Los Angeles, Calif. 90036. Please mark "SPECIAL PROGRAMS" clearly on the envelope.

NEWSPERSON OF THE YEAR:

Chairman of the judging committee for all new awards will be David Crane of ERA. Crane, formerly program director for KGO in San Francisco and KLAC in Los Angeles, is past news director for KLAC. Please send all entries to David Crane, ERA, 271 Columbus Ave., San Francisco, Calif. 94133.

The final awards will be presented the closing night of the Forum.

Registrations for the annual radio programming meeting are pouring in from across the nation and countries such as Canada. There will be radio men attending as well from Britain, Australia, Brazil and other countries. To register, send \$185 to: International Radio Programming Forum, 12th Floor, 9000 Sunset Blvd., Los Angeles, Calif. 90069.

Monterey Fest Acts On 6-Hour 'Calif. Special'

LOS ANGELES—Watermark Inc. is producing a six-hour summertime special called "The California Special" that will be narrated by singer-songwriter John Stewart and feature audio tracks from the Monterey Pop Festival, a special segment by Cheech & Chong, and an over-dub theme by Jimmy Webb.

The special is being produced by Ron Jacobs, program director of KGB in San Diego who produced "History Of Rock And Roll" and "The Elvis Presley Story." Jerry Hopkins is writing the show.

Interviews with California celebrities from Herb Alpert to Frank Zappa are already in the can, ac-

ording to Tom Rounds, president of Watermark. Lou Adler is supplying the as-yet unreleased tracks from the Monterey Pop Festival.

"Although the special focuses on the California music scene, this documentary is the type that will be of interest to listeners around the world," a Watermark spokesman says.

Musical Chairs

• Continued from page 17

movies of the week and two-and-a-half hour syndicated shows dealing with music, plus two more one-hour shows. His TV division has been in operation about six months.

"I am devoting most of my attention to music and records now."

His Kirshner Records label is distributed by CBS and one of the acts on the label is Kansas.

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Voice ID's—Institutional
Voicework—PSA's and Tags—
Intros—Promos—Spots—

Demonstration
Tape on Request

KMET: a Sound Like No Other?

Stevens Says It's All Just Fun

By FRANK BARRON

LOS ANGELES—There are several new sounds at KMET, and program director-disk jockey Shadoe Stevens insists "no other station sounds like us. Our approach is 'just fun.' We laugh, carry on, have fun." And he hopes the contagion spreads to the listeners.

For some time, KMET was one of the most progressive rock stations in the Los Angeles area. Slowly that image has been changing, and "for the better," Stevens feels. "We have created a new rock of our own. And we use matrix quad ID's. Our ID's have movement, excitement. Although we broadcast in stereo, we have a 3D feeling. If you hear us on a good Quad system, it's remarkable." The Sansui quad matrix system is used.

The station constantly changes its ID's. "They stimulate. They are imaginative. Some of them are done by such varied personalities as Roy Rogers, the Hello People, the Persuasions."

The ID's are cut at a studio in Hollywood with Big Buck Creations, along with partners Sparkle Plenty and Monty Gast.

"Mainly," explains Stevens, "we try new radio show ideas. We do our jingles with original music—things that dance around a lot. We use voices that bounce from speaker to speaker."

As for the programming, Stevens, who celebrates his first year as a disk jockey at KMET in June, notes that, "We are different. We try lots of things. Radio is a commercial art. We have what we call an 'attitude

structure' with each jock. Each disk jockey puts his show together in his or her own way. This encourages creativity. Each can pick his own sound and music. The commercial aspects of music have become repetitious on most stations. There is too much good music around. Our jocks play it to their own taste."

KMET, he adds, "is going into a whole new dimension in radio. This is for this age and beyond. Theater of the mind. No formulas. We can present musical dramas, or rock 'n' roll. We are satirical in nature. Nothing serious, such as a soap opera or horror. But maybe eventually we will do a witches' tale—but with happy endings."

As do other stations, KMET brings in guest artists when a DJ goes on vacation. The station has used such acts as Harry Nilsson, the Hello People, and Jackie Lomax.

KMET's lineup consists of B. Mitchell Reed, from 6 to 10 a.m. ("among the three best disk jocks in the nation," says Stevens); Shadoe Stevens, 10 to 2 p.m.; (Monday through Friday); Steven Kleen, 2-6 p.m.; Jimmy Rabbitt, 6-10 p.m.; Mary Turner, 10-2 a.m.; Enos Doyle, 2-6 a.m.

There is also Joe Collins, the joker, as music director; Zirn Hayden, the giant, who does Saturday and fill-in; Nawana Davis, Sunday mornings, with black and white music; Harry Shearer's funny "Brunch With Harry Shearer" on Sunday; then the irreverently comical, wild Dr. Demento, plus Flo & Eddie.

There is also something different

every Sunday, and that's when Stevens does his "Great American Rock Album Countdown" show "from a fictitious Hollywood auditorium, using tap dancers, choruses. . . . We use two turntables, and I play the top 30 albums from an automatic machine called GARAC. Yes, it's imaginative and different, but that's what we're all about."

Doremus Starts Beautiful Music Air Syndication

CHICAGO—The Doremus Programming System has been launched here to provide a beautiful music syndication service, according to John Doremus, chairman. The new service will be available by August and will feature a more contemporary flavor than most such services, he says.

The company is a division of John Doremus Inc., a creative audio production company. Bob Gheza is operations manager of the firm and Judy Augustine, formerly with WIOO in Chicago, is creative director.

Among the other shows that John Doremus Inc. produces and markets are "Spirit Of '76" series for Union Oil. The firm also programs in-flight audio entertainment for United Airlines, Braniff International and Air Jamaica.

PITCHES L.A. STATIONS

Impact By Mancini

LOS ANGELES—Henry Mancini has made a big impact in radio here—largely through television—and Fred Seiden, director of operations for KBIG as well as its AM counterpart, KBRT, credits Mancini with a considerable portion of the FM station's success.

KBIG began using Mancini last August as a spokesman for the station in both radio and TV commercials. Two 30-second TV spots were the key; these were filmed in Mancini's home. This spring, the station also used Mancini (voice-overs only) on a flight of 10-second TV spots that featured the logo of the station.

The stations, sold in combination to local advertisers, feature separate programming and are billed as "BIG and BRIGHT." The programming is automated and is produced by Bonneville Broadcast Consultants in Tenafly, N.J. The firm is owned by Bonneville Broadcasting, which also owns KBIG and KBRT.

The FM strives for instrumental music that is a little more contemporary in sound than the AM station. Officially, the sound is known as Program I; the AM station uses Program II. Five announcers for news, weather, and local material give the FM station a better "live sound than most other beautiful music stations," believes Seiden. He freely admits that the AM station "is introducing more and more people to our FM operation."

Seiden, who has been with the Bonneville corporation since leaving the now defunct Cine-Vox New

York production firm in 1971, was instrumental in the new life that the two beautiful music stations have assumed in recent months. The big drive for audience and market penetration was launched last August when call letters were changed to KBIG for FM and KBRT for AM. "The change in call letters was a major factor in getting us off our dime. It gave us a chance to promote the stations again." And that was the reason for the Henry Mancini TV and radio spots.

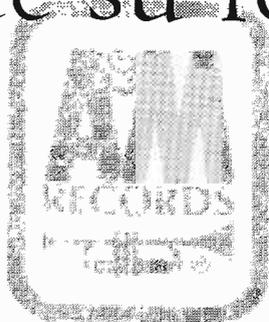
Both stations play well-known songs but not by the hit making artists. The emphasis is on rich instrumental music.

Blore Co. Adds 'Mini-Dramas'

LOS ANGELES—Chuck Blore Creative Services is continuing to produce and syndicate new mini-dramas for radio stations, according to Chuck Blore, owner of the firm.

The mini-dramas, which are a variety of introductions to records, are being produced by Bob Hamilton. Mini-dramas for five new records are created each week. Ted Atkins, general manager of WTAE in Pittsburgh, claims that he gets mail and requests on the mini-dramas. These are sold separately and the Blore firm has a library of "literally thousands of these" available.

Nosotros en Discos A&M debemos toda nuestra gratitud a la herencia musical de Mexico y a Discos Capitol de Mexico por sus esfuerzos en favor nuestro. Gracias y felicidades en este su 10th Aniversario.



10th Birthday For Capitol Mexico

500 Join In Fiesta Gaieties

By MARV FISHER

Capitol Records De Mexico, S.A. celebrated its first decade in early May in a style typical of the country—a grand fiesta. More than 500 persons attended the gala bash at the company's new, plush headquarters of the city's more centrally located Cuauhtemoc section four blocks from the Paseo De La Reforma.

Despite the gaiety of the affair, it was a night of mixed emotions for Pres. John Bush, who will be winding up five years as head of the EMI local operation within the next three months. No official replacement has been named.

Heading the list of honored guests for the dual celebration (10th anniversary and relocation of facilities) were Ringo Starr, the former Beatle, his manager Hilary Gerrard and Applla L.A.-based general manager Tony King.

Among others present for the long night were Eduardo L. Baptista, president of Musart; Rafael Ficachi, head of Discos Cisne; Pablo Guerra and Teodoro Leon, top executives for the pioneer radio station XEW, founded by the late Emilio Azcarraga; Heinz Klinckwort, president of the Peerless organization and the 17-member AMPROPHON (Association Mexicana de Productores de Fonogramas). The aforementioned guests all played a big hand in the growing up of Capitol in Mexico.

Regressing in time to the initial founding of Capitol De Mexico in 1965, Bush noted some of the milestones of the company such as when they entered the scene via the assistance of Musart's previous handling of the EMI-Capitol catalogs and repertoire, when they were housed in a wing of XEW's Ayuntamiento's downtown building, when Cisne did the pressing for them until 1969, etc.

Bush, speaking from a podium below lavish chandeliers in the spacious second-floor reception hall, re-



John Bush, Capitol of Mexico's president and Ringo Starr cut the ribbon opening the company's new headquarters.

marked that "in a creative business such as ours, it may occupy fine buildings, enjoy ample facilities, present a fine face to the public—but it is nothing without the spirit, enthusiasm or contribution of its employees.

"I will not deny in my five years with the company there have been false starts and wrong directions, frustrations and problems of many kinds. But underneath everything there has been the solid base of support, through good and bad of the employees who work for this company and whose spirit has contributed so much to our growth."

He singled out such long-standing personnel as general manager Fernando Hernandez, sales manager Miguel Reyes, recording engineer

Rogerio Silva, a&r director Chu Chu Rincon and international a&r coordinator Armando Martinez for their invaluable contributions along the way. All have been with Capitol here from the mid to the late 1960s.

Bush went on to pay the utmost respect to the music of Mexico and some of the persons behind it. Noteworthy in the long list of executives and organizations mentioned were Venus Rey, head of the Mexican Musicians Union; Consuelo Valasquez, president of SACM (Sociedad of Authors and Composers De Mexico) EMMAC (Society of Publishers); ANDI (Association Nacional De Interpretes).

"This is the country of a great deal of music," he emphasized. "Of mariachis, of tropical music, of Nor-

teno, of popular music, of bolero. It is also the country of the likes of Augustin Lara, Armando Manzanero, Oscar Chavez, of so many talents . . . not only to its people but to the utmost outside Mexico's borders."

Bush paid special thanks to some of the colleagues and clients who traveled long distances to be present for the occasion. Among those mentioned were Hans Beugger, Capitol's regional director for Latin America; Rolf Dihlmann, general director of Odeon, Brazil, and A&M's international topper, David Hubert.

The outgoing Capitol topper also expressed a "healthy" atmosphere of the people's overall listening and buying habits. Among those international favorites cited by Bush as conveying a message or feeling in

Pressing Plant Sparks Cap's Sales 300%

One important factor blocked Capitol De Mexico, S.A. from making swifter strides in Mexico than had been planned. Its own pressing plant was not completed until June 1969, and from then on the label has improved its sales by more than 300 percent.

At the outset of its own manufacturing of local recordings and masters from foreign countries, the increase was a quick 25 percent. Since that year, Capitol has jumped steadily whereas sales reports have gone into seven figures.

A few reasons for Capitol's continuing surge upwards is because of the impact of such local artists like Carlos Lico, Roberta and Cesar Costa running neck-and-neck with internationally repped artists from other Capitol-distributed labels as A&M, Motown, ABC/Dunhill—and other EMI-controlled labels Capitol (U.S.) and Apple.

Juan Manuel Serrat has been another contributing factor, as has been such individual hits like Antonio Zamora's "Zacazonapan." Latter sold a phenomenal 250,000 singles at one time. So did the revenue returns by an outfit called Tropoloca when gross sales reports from a couple of their singles hit more than 500,000 between 1973-74.

There have been other hits and groups, among them being "Y Volvere" which came to be a big chart single by Angeles Negros, a Chilean combo.

When Capitol's home grown artists are in the favor of the Mexican buying public sales from them can go as high as 45 to 55 percent in comparison to the international product. But when there is a slump in local output, it can drop as low as 16 percent, which was the case a couple of years ago.

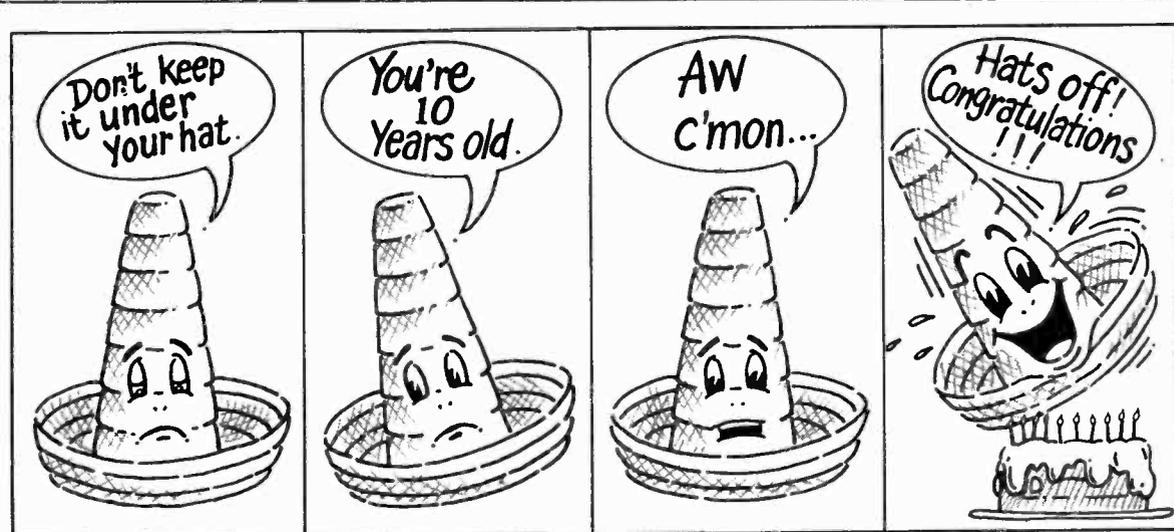
Since John Bush's arrival, Capitol has increased its strength via powerful international labels. Bush brought in, naming just one, A&M, which has provided substantial oomph through sales of the Carpenters and Billy Preston. Others are Motown's the Temptations and Private Stock's Frankie Valli.

The promo staffs have been buffered with the past hiring of two experienced men—Luis A. Carcamo, who handles the international division, and Jorge Quintero, who oversees the national department.

Overall hiking of the staff has been brought to the level of nine in the Federal District (an area of more than 13,000,000 inhabitants) and 15 throughout the interior, which comprises 32 states.

Another in the family of Capitol here which has supplemented revenue—and which is still climbing—is the Beechwood De Mexico publishing arm. Most all copyrights filter through there, foreign and domestic.

The one final important factor about Capitol's settling in on the Mexican market is that it is still a "young company" in comparison to the rest of the competition, adds general manager Fernando Hernandez.



With love and affection, Motown



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Special sponsored by Capitol De Mexico

JUNE 7, 1975. BILLBOARD

24 Label's Biggest Seller Almost Wasn't Released

The biggest grosser Capitol De Mexico, S.A. has had over the past 10 years almost didn't get out of the gate. The first time around, "It was flatly turned down," admits Pres. John Bush, "but after the persistency of the licensee we did it out of pure business relationship."

Drawing some sort of analogy to the Beatles whose first in 1962 was passed by EMI, Guatemala's Cesar came through with a smash this past year via a simple ballad, "Mi Ple-garia." It sold 321,000 units, extraordinary results for this country.

Another 10—mostly over the past three years—which passed the 50,000 mark were: "Un Sueno-Engano," La Tropa Loca, 250,000, 1973. "Candilejas," Jose Augusto, 221,000, 1974. "Zacazonapan," Tono Zamora, 200,000, 1973. "Y Volvere," Los Angeles Negros, 200,000, 1970. "Get Back," the Beatles, 198,000, 1969. "Vamos A Platicar," Los Socios Del Ritmo, 127,000,

1971. "El Ultimo Redeo," Cliffie Stone, 67,000, 1966. "Corazon De Roca," Los Fresno, 64,000, 1972. "Ben," Michael Jackson, 51,000, 1972. "La Silla Vacia," Rosenda Bernal, 51,000, 1972.

3 Presidents Navigate Firm Over a Decade

In the first 10 years of Capitol's official existence in Mexico (prior to 1965 all EMI-Capitol product was released through Musart and Cisne), the order of presidents has been: Andre Midani—1965 to 1967 Ramon Dosal—1968 to 1970 John Bush—1970 to present.

Actually, EMI didn't take over the overall operation of Capitol De Mexico until March 1970. At that time, Dosal resigned and Bush arrived the following month.



Crowd throngs around Ringo Starr during the reception.

Billboard photos by Quintanar, Angel De La Vega, Jose Luis, Sainz

Special sponsored by Capitol De Mexico

JUNE 7, 1975, BILLBOARD

CONGRATULATIONS,
FROM
YOUR FRIENDS
AT
THE ABC FAMILY



Heinz Klinckwort of Discos Peerless at the reception.



Luis Baston, Discos Polydor, chats with Ringo.



Concert promoter Rene Leon: a well-wisher.



Eduardo Baptista of Discos Musart attends the party.



John Bush unveils a plaque for the new building.

BILLBOARD

Salutes

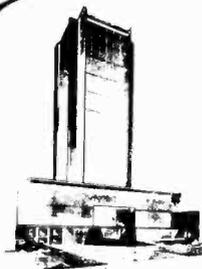
Capitol De Mexico

On Its

10th

Anniversary

Saludos Amigos



CONGRATULATIONS
TO DISCOS CAPITOL DE MEXICO, S. A. DE C. V.
ON THEIR 10TH ANNIVERSARY

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Rak ★ Red Bus ★ Seraphim ★
Westminster.

MERCURY EXEC CAUTIONS

'Tired' Disks Lower Operators' Grosses

By ANNE DUSTON

CHICAGO—Jules Abramson, Mercury's sales vice president, warns that operators are hurting themselves by buying records less frequently. "The tendency to buy less frequently that started when prices of singles went to \$1.29 is a fallacy in thinking. Timing of record changes should be no different today despite the difference in cost. Cost should not determine time on a box."

Abramson adds that more frequent turnover keeps music fresh and alive. "By letting records hang in boxes getting stale, the operator is losing the benefit of new and exciting sounds, which is what we try to provide for them."

The price boost in singles was not directly attributable to the vinyl shortage of a year ago, but involved also rises in related costs of doing business, including advertising, rents, salaries, production, royalties,

the administration of royalties, and other costs. As a result, Abramson doesn't foresee the price of singles going down, but neither does he see it moving upward.

Mercury maintains an active mailing list to operators and one-stops who specialize in sales to operators, and mails records out when it believes it will hit on the jukebox. A second sample is sometimes mailed about three weeks later as a follow-up. "Generally, operators don't respond to our mailings, especially if the record is not from a star. They are looking for the big hits, and usually will only use charted titles."

Country music has probably suffered the most from the decreased buying pattern since it has always been a specialty sound on jukeboxes. "The decrease has probably affected particular records, but has not been noticeable over-all," Abramson contends.

Teeny Bopper Disks Not For the Boxes—Detroit Op

DETROIT—A lack of music available for the 25-40 year-old bar patron, and an unemployment rate of 15 percent in this city's automobile dependent industry, is causing an understandably pessimistic view from Don Campbell, general manager of Imperial Vending Corp.

"Rock records directed to the teeny bopper crowd by manufacturing companies just catch dust, not money," says Campbell, who also points out that the audience for hard rock is too young to frequent bars, where most of his locations are.

"Music for the 25-40 year-old is just not available, and creates one of our most pressing problems in programming for bar locations. As a result, we are turning more and more to nostalgia for about 40 percent of the box, with country taking about 20 percent, standards another 20 percent, and Top 10 about 10 percent."

10 Vacancies Open For MOA Directors

CHICAGO—Members of the Music Operators of America are invited to recommend candidates for the board of directors to fill 10 vacancies. The directors are elected at the annual membership meeting at the MOA convention Oct. 17-19, Conrad Hilton Hotel, here.

A director serves a three-year term, and has the responsibility to deliberate matters of benefit to the membership and the industry, and to represent the views of the members in his own area or in his state, and/or local association, according to Russell Mawdsley, chairman, 1975 nominating committee.

Each candidate must be endorsed by five members in good standing with the association. Deadline for recommendations is July 15.

Heilicher Pyes

NEW YORK—Heilicher Brothers, Atlanta, has been named exclusive distributor of Pye Records product in Georgia, Alabama and eastern Tennessee, according to Carmen LaRosa, director of sales, ATV Records Inc.

Vox Jox

Continued from page 21

is up for a parole and could be freed if he could land a job in radio. He was convicted in January 1974 for possession of marijuana; says he is willing to go anywhere and do just about anything in radio if someone can assure him of a job. Write him at Box 55, Stillwater, Minn., 55082 and his number is 25741. By the way, he speaks Arabic, French, Hebrew, Latin and Spanish and has a BA degree in journalism from the Univ. of Minn., plus a first class license. He has worked for such stations as KQIV in Portland and the BBC in Manchester, England.

★ ★ ★

Julian Breen, program director of WPEN, an oldies format station in Philadelphia, is looking for an air personality for the station. . . . Radio station WJMD in Chevy Chase, Md., is now broadcasting in matrix quad 24-hours a day, according to general manager **Sydney Abel**. The station uses a beautiful music format. . . . **Terry Patrick**, WINW, Canton, Ohio, is looking for a new job in Top 40. His telephone number is 216-925-7606. . . . **Gary Hunter**, who was at WCCC in Hartford, is now looking for a position with a Top 40 station. His telephone number is: 203-523-7589. . . . **Ron Barri** has a new daughter named **Heather Lynn**. Heather's father works for KALE in Tricities, Ore.

Judy Fremont has been appointed vice president and creative director for WVOX in New Rochelle, N.Y. . . . **Joe Hickman** of the National Broadcast Library reports that he's added a trivia section to the firm's Contemporary Comedy. This is a humor service for air personalities and you can get a free sample by writing Joe at National Broadcast Library, 5804 Twineing, Dallas, Tex. 75227.

Bubbling Under The HOT 100

- 101—**I AIN'T ALL BAD**, Charley Pride, RCA 10236
- 102—**CRY, CRY, CRY**, Shirley & Company, All Platinum 535 (All Platinum)
- 103—**BEAUTIFUL LOSER**, Bob Seger, Capitol 4062
- 104—**LOVE HURTS**, Nazareth, A&M 1671
- 105—**TAKE ME TO THE RIVER**, Syl Johnson, Hi 2285 (London)
- 106—**WONDERFUL BABY**, Don McLean, United Artists 614
- 107—**HOLDIN' ON TO YESTERDAY**, Ambrosia, 20th Century 2207
- 108—**HONEY BABY (Be Mine)**, Innervision, Private Stock 45016
- 109—**YOU CAN'T GET OFF WITH YOUR SHOES ON**, Barefoot Jerry, Monument 8-8645 (Epic/Columbia)
- 110—**CHRISTINA**, Terry Jacks, Private Stock 45023

Bubbling Under The Top LPs

- 201—**ENGELBERT HUMPERDINCK**, Greatest Hits, Parrot 71067 (London)
- 202—**CHARLIE RICH**, Greatest Hits, RCA APL1-0857
- 203—**SPARKS**, Propaganda, Island ILPS 9312
- 204—**HAWKWIND**, Warrior On The Edge Of Time, Atco 36-115
- 205—**RUSTY WEIR**, Don't It Make You Wanna Dance, 20th Century T 469
- 206—**STEALERS WHEEL**, Right or Wrong, A&M SP 4517
- 207—**TAMIKO JONES**, Love Trip, Arista AL 4040
- 208—**UNDISPUTED TRUTH**, Cosmic Truth, Gordy G6-970 (Motown)
- 209—**TRAMP**, Golden Fleece, KC 33163 (Epic/Columbia)
- 210—**WET WILLIE**, Dixie Rock, Capricorn CP 0149 (Warner Bros.)

Billboard Top 50

Billboard SPECIAL SURVEY for Week Ending 6/7/75

Easy Listening

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

This Week	Last Week	Weeks on Chart	TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)
1	2	10	LOVE WILL KEEP US TOGETHER Captain & Tennille, A&M 1672 (Don Kirshner, BMI)
2	1	8	WONDERFUL BABY Don McLean, United Artists 614 (Unart/Yahweh, BMI)
3	3	8	WILDFIRE Michael Murphey, Epic 50084 (CBS) (Mystery, BMI)
4	5	11	I'LL PLAY FOR YOU Seals & Crofts, Warner Bros. 8075 (Dawnbreaker, BMI)
5	8	8	MIDNIGHT BLUE Melissa Manchester, Arista 0116 (New York Times/Rumanian Pickleworks, BMI)
6	9	8	SISTER GOLDEN HAIR America, Warner Bros. 8086 (Warner Bros., ASCAP)
7	14	6	OLD DAYS Chicago, Columbia 10131 (Make Me Smile/Big Elk, ASCAP)
8	6	10	RAINY DAY PEOPLE Gordon Lightfoot, Reprise 1328 (Warner Bros.) (Moose, CAPAC)
9	7	10	ONLY YESTERDAY Carpenters, A&M 1677 (Almo/Sweet Harmony/Hammer & Nails, ASCAP)
10	12	7	WHEN WILL I BE LOVED Linda Ronstadt, Capitol 4050 (Acuff-Rose, BMI)
11	4	12	99 MILES FROM L.A. Albert Hammond, Mums 8-6037 (Columbia) (Landers-Roberts/April/Casa David, ASCAP)
12	15	6	LIZZIE & THE RAINMAN Tanya Tucker, MCA 40402 (House Of Gold, BMI)
13	20	6	THE WAY WE WERE/TRY TO REMEMBER Gladys Knight & The Pips, Buddah 463 (Colgems, ASCAP/Chappell, ASCAP)
14	11	11	MISTY Ray Stevens, Barnaby 614 (Chess/Janus) (Vernon, ASCAP)
15	26	3	THE LAST PICASSO Neil Diamond, Columbia 10138 (Stonebrige, ASCAP)
16	17	7	I'M NOT LISA Jessi Colter, Capitol 4009 (Baron, BMI)
17	18	7	AND THEN THERE WAS GINA Bobby Goldsboro, United Artists 633 (Unart/Pen In Hand, BMI)
18	10	11	THANK GOD I'M A COUNTRY BOY John Denver, RCA 10239 (Cherry Lane, ASCAP)
19	13	9	ANYTIME Frank Sinatra, Reprise 1327 (Warner Bros.) (Spanka, BMI)
20	24	5	PLEASE TELL HIM THAT I SAID HELLO Debbie Campbell, Playboy 6037 (Chrysalis, ASCAP)
21	23	5	CONY ISLAND Herb Alpert & The T.J.B., A&M 1688 (Almo, ASCAP)
22	16	14	THE LAST FAREWELL Roger Whitaker, RCA 50030 (Arcola, BMI)
23	32	2	EVERYTIME YOU TOUCH ME (I Get High) Charlie Rich, Epic 8-50103 (Columbia) (Algee, BMI/Double R, ASCAP)
24	27	4	DING-A-DONG Teach-In, Philips 40800 (Phonogram) (Dayglow, ASCAP)
25	25	9	WHEN THE LOVE LIGHT SHINES The Boones, Motown 1334 (Stone Agate, BMI)
26	29	3	HARPO'S BLUES Phoebe Snow, Shelter 40460 (MCA) (Tarka, ASCAP)
27	30	4	SWEARIN' TO GOD Frankie Valli, Private Stock 45021 (Hearts Delight/Caseyem/Desidera, BMI)
28	31	4	THE HUSTLE Van McCoy & The Soul City Symphony, Avco 4653 (Van McCoy/Warner-Tamerlane, BMI)
29	21	8	WORLD OF DREAMS Perry Como, RCA10257 (Roncom/ASCAP)
30	33	4	HOW LUCKY CAN YOU GET Barbra Streisand, Arista 0123 (Screen Gems-Columbia, BMI)
31	37	6	SMILE ON ME Ronnie & Natalie O'Hara, Legacy 104 (Happy Girl, ASCAP)
32	NEW ENTRY		ATTITUDE DANCING Carly Simon, Elektra 45246 (C'est/Jacob, ASCAP)
33	35	3	WHAT TIME OF DAY Billy Thundercloud & The Chieftones, 20th Century 2181 (Sawgrass, BMI)
34	28	9	HOW LONG Ace, Anchor 21000 (ABC) (American Broadcasting, ASCAP)
35	39	3	FEELINGS Morris Albert, RCA 10279 (Fermata International, ASCAP)
36	40	2	I DREAMED LAST NIGHT Justin Hayward & John Lodge, Threshold 67019 (London) (Justunes, ASCAP)
37	41	4	SUSANNA'S SONG (In The California Morning) Jerry Cole & Trinity, Warner Bros. B101 (Midiget) (Moppet, BMI)
38	44	3	EL BIMBO Bimbo Jet, Scepter 12406 (Andy Wayne/Reizner, ASCAP)
39	34	8	DION BLUE Tim Weisberg, A&M 1680 (Elusive Sounds, ASCAP)
40	NEW ENTRY		WOODEN HEART Bobby Vinton, ABC 12100 (Gladys, ASCAP)
41	43	5	LOVE WON'T LET ME WAIT Major Harris, Atlantic 3248, (Mighty Three/Friday's Child/WMOT, BMI)
42	47	3	IF I COULD LOVE YOU Johnny Maya, (Music of the Tires/Piffy, ASCAP)
43	38	7	PART TIME LOVE David Gates, Elektra
44	NEW ENTRY		PLEASE MR. PLEASE Olivia Newton-John, MCA 40418 (Blue Gum, ASCAP)
45	45	5	COME GO WITH ME Bergen White, Private Stock 45013 (Gil/Fee Bee, BMI)
46	48	2	(Baby) DON'T LET IT MESS YOUR MIND Donny Gerrard, Rocket 40405 (MCA) (Don Kirshner, BMI/Kirshner Songs, ASCAP)
47	49	2	JUST LIKE ROMEO & JULIET Sha Na Na, Kama Sutra 602 (Buddah) (Jobete, ASCAP/Stone Agate, BMI)
48	50	2	I'M NOT IN LOVE 10 cc, Mercury 73678 (Phonogram) (Man-Ken, BMI)
49	NEW ENTRY		BURNING THING Mac Davis, Columbia 3-10148 (Screen Gems-Columbia/Song Painter/Sweet Glory, BMI)
50	NEW ENTRY		KING KINGSTON George Fischhoff, PIP 6503 (George Fischhoff/Mourbar, ASCAP)

JUNE 7, 1975, BILLBOARD

SURVEY REVEALS

LP Sales Determine Tape Sister

By **ROBERT SOBEL**

NEW YORK—A check of major classical labels indicates that the sales factor of an album generally determines whether a tape sister will be issued. It also shows that although domestic labels release both album and tape configuration simultaneously, some labels based overseas which have offices here lag in simulrelease here because of shipping delays from abroad.

At Columbia Records, Pierre Bourdain, head of classical merchandising, says the label experienced a slight increase in sales over last year. The number of releases depends on projection of sales of the albums. Bourdain says the popularity of the albums dictate generally whether the tape configuration should be issued. "There are no surprises," he says, regarding tape sales. "Our experience shows if the album does well, its sister tape will do well too."

Columbia doesn't promote tape as a separate entity, he says. "It's integrated in the promotion of the album." Some one third to one half of the albums released are issued simultaneously in tape configuration, he says.

London Records' releases sell in about a ratio of six albums to one

tape, according to Bernie Fass, director of production. Some 60-65 percent of all album product released is issued in the tape format as well, he says. Although there is a slight delay, simulreleases are the goal.

He says that cassettes are selling more than 8-track because programming is easier. Eight-track, however, he says, has experienced a slight sales increase lately. London's policy is to release known artists and popular repertoire, in addition to exploring the catalog for releases of two or three years ago for possible new tape sales.

The release policy on tapes at Deutsche Grammophon is similar to Columbia's, and Jim Frey of DG says that "winners on albums usually mean good sales in tape." He says that the company tries to release both album and tape simultaneously but that geographical logistics (from Germany) prevent this. Promotion of tapes is handled separately from promotion of albums "although we use the same route" of print advertising.

RCA Records finds that classical tapes sell in a general relationship to records. Thus a best-selling record has a corresponding best-selling

tape. In the area of Stereo 8, RCA is moving in the general direction of total simultaneous release of records and tapes, according to an RCA spokesman.

Stereo 8 cartridges represent the great bulk of RCA's tape market, he says. Recent best-sellers have been "Snowflakes Are Dancing," "Fantastic Philadelphians" and the classic film score series.

Raoul Montano of Angel Records says that tape sales have been "fair." He says that the Joplin "Red Back Book" has sold some 25,000 in 8-track and some 75,000 in cassette form. Promotion is not separate from albums, he says. "We tried it a couple of times but it didn't pay." Strauss waltzes, he says, are doing very well at present. He says the ratio of releases is about 10 albums to some two or the three in tape configuration.

Tape sales of Philips Records have been about the same so far this year as compared to the same period the year before, according to M. Scott Mampe, vice president and director of Phonogram's classical division.

The label "tries" for simulrelease. The June release, for example, will have four records issued in both album and tape out of a total of five. Ms. Mampe says that cassettes do better than 8-track as sales items. The firm, too, finds that best-selling records are generally best sellers as tapes.

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Philips promotes tapes in the Harrison Guide and tries to plug tapes in monthly advertising geared to the albums.

ICME Bows Album To Push U.S. Contemporary Music

NEW YORK—A new means for promoting contemporary American orchestral music has been introduced by the International Contemporary Music Exchange.

The promotion is in the form of a two-record album which serves as an aural, as well as informational, introduction to some of America's outstanding contemporary works. The compositions were selected by a nine-member jury, itself selected by 40 American musicians known for their special interest in American contemporary music.

The album, "The Outstanding Contemporary Orchestral Compositions of the United States," contains four-five minute excerpts from 21 of the 26 chosen works, extracted from tapes and commercial recordings. Included in the album is a 16-page insert, with descriptive material and information about each selected work, and a brief biography of each composer.

The inside covers of the album contain a description, by Igor Buketoff, of the function, operations and objectives of the ICME, as well as an explanation of the process of selecting the compositions. The back cover is devoted to a perspective of contemporary music by John Vinton.

Five thousand copies of the album are being distributed all over the world, to orchestras, conductors, music critics and journalists, conservatories, university orchestras and music departments, and repre-

sentatives of other musical media.

"Contemporary music often encounters audience resistance," says Buketoff, "not because of its unfamiliarity or even its cacophony, but rather because of its inferior quality. This is a situation that has existed throughout history, but there is probably more mediocre music being composed today than ever before, due to the aleatoric and electronic techniques that tempt unknowing people into believing that they can become composers without serious study and strict discipline. The ICME, therefore, aims to help the acceptance of new music by encouraging more performances of works of better quality."

The funding for this project came from the Ford Foundation, National Endowment for the Arts, Andrew Mellon Foundation, Martha Baird Rockefeller Fund for Music, and Mary Duke Biddle Foundation.

Morath Solo On Vanguard

NEW YORK—Max Morath, currently cutting an LP of "hard times" songs for Vanguard Records, will also record a piano solo ragtime album for the company.

He's due to record the album in early June, consisting of compositions by classical ragtime composers such as Scott Joplin, as well as several numbers by contemporary authors, including William Bolcom, Eubie Blake and Morath.

Record Sales Control Issue Of Tape Sister

A check of major classical labels indicates that the sales factor of an album generally determines whether a tape sister will be issued. It also shows that although domestic labels release both album and tape configuration simultaneously, some labels with overseas bases lag in simulrelease because of shipping delays from abroad.

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Soul Sauce

Daylie Sees Major Jazz Resurgence

By JEAN WILLIAMS

LOS ANGELES—"People are saying that there is a resurgence in jazz," says Daddy-O Daylie, 4 p.m.-8 p.m. Sunday jazz announcer on WJPC, Chicago. "But it's a very natural thing. People are just getting back to the music that swings, jazz," he explains.

"My theory has been, if more r&b artists endorsed jazz, the young people would be more inclined to listen. Well, this happening, which is a reason for the resurgence," he continues.

"Kool and the Gang, a known rock group have taken off into jazz, and Quincy Jones has worked out a successful marriage between jazz and rock.

"Stanley Turrentine and Donald Byrd are also musicians who are instrumental in the upsurge of jazz. They are now recording contemporary jazz, and that definitely appeals to a broader audience.

"We have even seen the Jazz Crusaders drop jazz from their title in an effort to broaden their market appeal which I feel was a good idea.

"I don't care how we sell jazz, just as long as we sell it.

"I have been saying for years that there will always be a market for jazz. People even said that I was crazy, but the truth is, that I was selling it when radio executives were saying that it couldn't be sold.

"The secret to jazz is that it swings, it's melodic and you can dance to it. The rock artist who wants to go in a different direction with his music will naturally turn to jazz. Where else is there for them to go?" he asks.

Daylie says he is giving jazz and blues another boost through his bowling handicap tournament and concert series, June 20-22 in Chicago.

He has scheduled B.B. King, Stanley Turrentine, Count Basie, Donald Byrd and Red Foxx.

★ ★ ★

Rip Daniels, program director of WTAM, Gulfport, Miss., agrees that there is an upsurge in jazz.

Although WTAM is an r&b station, Daniels' awareness of the jazz resurgence has led him to program at least one jazz tune into its format.

"We cater to a cross-section of military personnel," says Daniels, "who are from all around the world.

"Their tastes vary, and we try to satisfy this audience. It's difficult to program jazz into our r&b format because we have never dealt with it.

"I try to program a jazz record during each program following the black network news.

"When I joined the staff in January of this year, I also decided to incorporate a great deal of rapping in our format because I find that this audience appreciates announcers speaking on what's happening in the area that concerns them.

"Our format is tight but I encourage the air personalities to rap between records, discussing anything, as long as they stay within the FCC rules.

"We talk a lot about sex and generally male/female relationships, because military people seem to be broad-minded enough to deal with the subject over the air."

Blues is another area that interests Daniels, and, he says, "blues seems to be taking a back seat to other mu-

(Continued on page 29)

Billboard Hot Soul Singles

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Billboard SPECIAL SURVEY for Week Ending 6/7/75

This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))
1	2	13	★ LOVE WON'T LET ME WAIT—Major Harris (B. Eli, V. Barrett), Atlantic 3248 (Mighty Three/Friday's Child/WMOT, BMI)	33	27	12	IT ONLY HURTS FOR A LITTLE WHILE—Notations (G. Dickerson, H. Sandifer, R. Thomas), Gemigo 103 (Gemigo/Trina, BMI)	68	75	5	★ WHATEVER'S YOUR SIGN—Bobby Franklin (B. Franklin), Baby 1123 (Babylon) (Steve Caspi/Wood Songs, BMI)
2	4	12	★ ROCKIN CHAIR—Gwen McCrae (C. Reid, W. Clarke) Cat 1996 (TK) (Sherlyn, BMI)	34	29	12	★ DYNAMITE—Bazuka (T. Camilo), A&M 1666 (Tonob, BMI)	69	87	2	★ SEXY—MFSB (K. Gamble, L. Huff), Philadelphia International 8-3567 (Epic/Columbia) (Mighty Three, BMI)
3	5	7	★ GIVE THE PEOPLE WHAT THEY WANT—O'Jays (K. Gamble, L. Huff), Philadelphia International 8-3565 (Columbia) (Mighty Three, BMI)	35	50	3	★ HURT—Manhattans (A. Jacobs, J. Crane), Columbia 3-10140 (Miller, ASCAP)	70	89	2	★ FIGHT THE POWER Pt. 1—Isley Bros. (E. Isley, M. Isley, R. Isley, O. Isley, R. Isley, C. T-Neck 8-2256 (Epic/Columbia) (Bovina, ASCAP)
4	10	6	★ ME AND MRS. JONES—Ron Banks & The Dramatics (K. Gamble, L. Huff), ABC 12090 (Assorted, BMI)	36	54	3	★ SEVEN LONELY NIGHTS—Four Tops (J.R. Baily, K. Williams, R. Clark), ABC 12096 (Pocketful of Tunes/Giant, BMI)	71	72	8	★ BEWARE—Ann Peebles (E. Randle, P. Carter), Hi 2284 (London) (Jec, BMI)
5	1	10	★ SPIRIT OF THE BOOGIE—Kool & The Gang (R. Bell, D. Boyce, Kool & The Gang), De-Lite 1567 (PIP) (Delightful/Gang, BMI)	37	34	8	★ SHARE A LITTLE LOVE IN YOUR HEART—Love Unlimited (B. White), 20th Century 2183 (Sa-Vette/January, BMI)	72	78	2	★ DISCO QUEEN—Chocolate (T. Brown, E. Wilson), Big Tree 16038 (Atlantic), (Finchley, ASCAP)
6	12	10	★ KEEP THE HOME FIRES BURNING—Latimore (B. Latimore, S. Alamo), Glades 1726 (TK) (Sherlyn, BMI)	38	33	7	★ I WANNA DANCE WIT' CHOO (Doo Dat Dance)—Disco Tex & The Sex-O-Lettes Featuring Sir Monti Rock III (B. Crewe, D. Randell), Chelsea 3015 (Heart's Delight/Caseyem/Desiderata, BMI)	73	NEW ENTRY	NEW ENTRY	★ DO IT IN THE NAME OF LOVE—Ben E. King (P. Grant, G. Guthrie), Atlantic 3274 (Penumbra, BMI)
7	8	9	★ CUT THE CAKE—AWB (White, Gorrie, McIntish), Atlantic 3261 (Average/Cotillion, BMI)	39	32	9	★ REACH FOR THE MOON (Poor People)—Angelo Bond (A. Bond), ABC 12077 (ABC/Dunhill/Bondage, BMI)	74	77	4	★ WHATEVER'S YOUR SIGN—Prophecy (B. Franklin), Mainstream 5565 (Wood Song, BMI)
8	11	8	★ LOOK AT ME (I'm In Love)—Moments (A. Goodman, H. Ray, W. Morris), Stang 5060 (All Platinum) (Gambi, BMI)	40	46	5	★ IT AIN'T NO FUN—Shirley Brown (F. Knight), Truth 3223 (Stax/Columbia) (East/Memphis/Two Knight, BMI)	75	86	3	★ CHOCOLATE CITY—Parliaments (G. Clinton, W. Collins, B. Worrell), Casablanca 831 (Mailbiz/Rick's Music, BMI)
9	3	13	★ BABY THAT'S BACKATCHA—Smokey Robinson (W. Robinson), Tamia 54258 (Motown) (Bertam, ASCAP)	41	51	6	★ TAKE IT FROM ME—Dionne Warwick (J. Ragovoy), Warner Bros. 8088 (Society Hill, ASCAP)	76	82	3	★ BABY GET IN ON—The & Tina Turner (I. Turner), United Artists 598 (Uniar/Huh, BMI)
10	14	6	★ THE WAY WE WERE/TRY TO REMEMBER—Gladys Knight & The Pips (M. Hamlich, A. Bergman, M. Bergman/H. Schmidt, T. Jones), Buddah 463 (Colgems, ASCAP/Chappell, ASCAP)	42	47	7	★ PHILADELPHIA FREEDOM—Elton John Band (E. John, B. Taupin), MCA 40364 (Big Pig/Leeds, ASCAP)	77	NEW ENTRY	NEW ENTRY	★ THREE STEPS FROM TRUE LOVE—Reflections (J.R. Bailey, K. Williams), Capitol 4078 (A Oish A Tunes, BMI)
11	20	7	★ SLIPPERY WHEN WET—Commodores (T. McClary, Commodores), Motown 1338 (Jobete, ASCAP)	43	45	7	★ GEMINI—Miracles (P. Perren, C. Yarian, P. St. Cyr), Tamia 54259 (Motown) (Jobete, ASCAP)	78	95	2	★ 7, 6, 5, 4, 3, 2, 1 (Blow Your Whistle)—Gary Toms Empire (R. Cook), PIP6504 (Cookaway, ASCAP) Empire
12	23	5	★ SADIE—Spinners (J.B. Jefferson, B. Hawes, C. Simmons), Atlantic 3268 (Mighty Three, BMI)	44	49	8	★ NO CHARGE—Shirley Caesar (H. Howard), Scepter 12402 (Wilderness, BMI)	79	79	4	★ CRYSTAL WORLD—Crystal Glass (N. Skorsky), Polydor 15101 (Midsong, ASCAP)
13	13	11	★ LEAVE IT ALONE—Dynamic Superiors (N. Ashford, V. Simpson), Motown 1342 (Nick-O-Val, ASCAP)	45	37	9	★ GRAND-DADDY Pt. 1—New Birth (J. Baker, M. Wilson, T. Churchill), Buddah 464 (Birthday, BMI)	80	90	2	★ LOVE BLIND—Martha Reeves (M. Reeves), Arista 0124 (Penumbra, BMI)
14	7	9	★ THANK YOU BABY—Stylists (H. Peretti, L. Crestore, G.D. Weiss), Avco 4652 (Avco Embassy, ASCAP)	46	36	15	★ TOUCH ME BABY (Reach Out For Your Love)—Tamiko Jones (J. Bristol), Arista 0110 (Bushka, ASCAP)	81	83	4	★ BUMPIN' AND STOMPIN'—Garland Green (Jones, Fuller, Williams, Green, Gerald), Spring 158 (Polydor) (Gaucho/Belinda, BMI)
15	6	9	★ I WANT TO BE FREE—Ohio Players (J. Williams, C. Satchell, L. Bonner, M. Jones, R. Middlebrooks, M. Pierce, W. Beck), Mercury 73675 (Phonogram) (Ohio Players/Unichappell, BMI)	47	41	8	★ ALL CRIED OUT—Lamont Dozier (L. Dozier), ABC 12076 (Oozier, BMI)	82	84	5	★ UFO'S—Undisputed Truth (N. Whitfield), Gordy 7143 (Motown) (Stone Diamond, BMI)
16	22	6	★ WHY CAN'T WE BE FRIENDS?—War (S. Allen, H. Brown, M. Dickerson, L. Jordan, C. Miller, L. Oskar, H. Scott, J. Goldstein), United Artists 629 (Far Out, ASCAP)	48	65	4	★ FREE MAN—South Shore Commission (B. Sigler), Wand 11287 (Scepter) (Mighty Three, BMI)	83	85	5	★ DO THE DOUBLE BUMP—Rufus Thomas (R. Thomas), Stax 0236 (Epic/Columbia) (Rufon, ASCAP)
17	24	8	★ TAKE ME TO THE RIVER—Syl Johnson (A. Green, M. Hodges), Hi 2285 (London) (Jec/Al Green, BMI)	49	60	6	★ IS IT TRUE—Barrett Strong (B. Strong), Caito 4052 (Beechwood/Sunbar, BMI)	84	88	5	★ FUNKY MUSIC IS THE THING—Dynamic Corvettes (P. Willis, R. More), ABET 9459 (Nashboro), (Sharris/Excellorec, BMI)
18	9	11	★ SHACKIN' UP—Barbara Mason (J. Avery), Buddah 459 (Groovesville, BMI)	50	52	5	★ LOVE ME TILL TOMORROW COMES—Roy C. (R. Hammond), Mercury 73672 (Phonogram) (Johnson-Hammond/Unichappell, BMI)	85	93	3	★ MORNING, NOON & NIGHTTIME—Carl Carlton (C. Sciarrotta, D. Monda), ABC 12089 (Jugumba, ASCAP/One Marbale, BMI)
19	28	7	★ THE HUSTLE—Van McCoy & The Soul City Symphony (V. McCoy), Avco 4653 (Van McCoy/Warner-Tamerlane, BMI)	51	61	4	★ LOVE BEING YOUR FOOL—Charles Whitehead (J. Williams Jr., C. Whitehead), Island 007 (Mr. Dogg/ATV, BMI)	86	96	3	★ SNEAKIN' UP BEHIND YOU—Brecker Brothers (D. Grolnick, W. Lee, D. Sanborn, R. Brecker, M. Brecker), Arista 0122 (Carmine Street, BMI)
20	16	8	★ SEX MACHINE—James Brown (J. Brown), Polydor 14270 (Dynatone/Belinda/Unichappell, BMI)	52	38	14	★ SHAKEY GROUND—Temptations (J. Bowen, E. Hazel, A. Boyd), Gordy 7142 (Motown) (Jobete, ASCAP)	87	91	3	★ IF YOU TALK IN YOUR SLEEP—Little Milton (R. West, J. Christopher), Stax 0238 (Epic/Columbia) (Easy Nine/Elvis Music Inc., BMI)
21	35	5	★ WHAT CAN I DO FOR YOU—LaBelle (J. Ellison, E. Balts), Epic 8-50097 (Columbia) (Gospel Bird, BMI)	53	63	3	★ COME AN' GET YOURSELF SOME—Leon Haywood (C.R. Cason), 20th Century 2191 (Caesar's Music Library, ASCAP)	88	NEW ENTRY	NEW ENTRY	★ LOVE SONG—Simon Said (T. James, B. King), Roulette 7167 (Mandan, BMI)
22	30	7	★ SOONER OR LATER—Impressions (F. Townsend), Curtom 0103 (Warner Bros.) (Cherritown, BMI)	54	76	2	★ PLEASE PARDON ME (You Remind Me Of A Friend)—Rufus Featuring Chaka Khan (G. Gordon, R. Russell), ABC 12099 (Kengorus/Palladium, ASCAP)	89	97	2	★ REMEMBER THE RAIN—21st Century (M. Smith), RCA 10201 (Kizzie, ASCAP)
23	15	12	★ ROLLING DOWN A MOUNTAINSIDE—Main Ingredient (J.O. Hilliard, L. Ware), RCA 10224 (Better-Half, ASCAP)	55	71	3	★ FOREVER IN LOVE—Love Unlimited Orchestra (B. White), 20th Century 2197 (Sa-Vette/January Music, BMI)	90	NEW ENTRY	NEW ENTRY	★ ACTIONS SPEAK LOUDER THAN WORDS—Chocolate Milk (L. Harris, J. Smith III, A. Castenell, F. Richards, O. Richards, M. Tio, K. Williams, R. Dabon, E. Dabon), RCA 10290 (Marsaint, BMI)
24	26	14	★ HIJACK—Herbie Mann Atlantic 3246 (Dunbar, BMI)	56	53	15	★ I BETCHA DIDN'T KNOW THAT—Frederick Knight (F. Knight, S. Dees) Truth 3216 (Stax) (Moonsong, BMI)	91	NEW ENTRY	NEW ENTRY	★ A.I.E.—Blackblood (Kluger, Vangarde, Avion, Jasper) Mainstream 5567 (September, ASCAP)
25	17	12	★ GET DOWN, GET DOWN (Get On The Floor)—Joe Simon (R. Gerald, J. Simon), Spring 156 (Polydor) (Gaucho/Belinda, BMI)	57	69	4	★ PAIN—Edwin Starr (E. Starr), Granite 522 (ATV/Zonal, BMI)	92	NEW ENTRY	NEW ENTRY	★ THERE'S A MAN OUT THERE SOMEWHERE—Lola Falana (L. Falana), RCA 10267 (Tava II, ASCAP)
26	18	11	★ CHECK IT OUT—Bobby Womack (B. Womack), United Artists 621 (Uniar/Bobby Womack, BMI)	58	25	14	★ WHAT AM I GONNA DO—Barry White (B. White), 20th Century 2177 (Sa-Vette/January, BMI)	93	94	4	★ I TRULY LOVE YOU—Tony Troutman (T. Troutman), Gram-O-Phon 457118 (Mother Fletcher, BMI)
27	40	9	★ MISTER MAGIC—Grover Washington Jr. (R. Macdonald, W. Salter), Kudu 924 (Motown) (Antisia, ASCAP)	59	81	2	★ I'LL DO FOR YOU ANYTHING YOU WANT ME TO—Barry White (R. White), 20th Century 2208 (Sa-Vette/January, BMI)	94	62	9	★ MY BRAND ON YOU—Denise LaSalle (D. LaSalle), 20th Century/ Westbound 5004 (Ordena/Bridgeport, BMI)
28	21	13	★ BAD LUCK (Part 1)—Harold Melvin & The BlueNotes (V. Carstarphen, G. McFadden, J. Whitehead), Philadelphia International 8-3562 (Columbia) (Mighty Three, BMI)	60	66	4	★ WENDY IS GONE—Ronnie McNair (R. McNair, M. Cummings), Prodigal 614 (Society Hill, ASCAP)	95	NEW ENTRY	NEW ENTRY	★ THIS AIN'T NO TIME TO BE GIVING UP—Ripple (K. Samuels, C. Reynolds, D. Ferguson), GRC 2060 (Act One, BMI)
29	39	6	★ EASE ON DOWN THE ROAD—Consumer Rapport (C. Smalls), Wing And A Prayer 101 (Atlantic) (Fox Fanfare, BMI)	61	74	3	★ SUGAR PIE—Sugar Billy (W. Garner), Fast Track 2503 (Mainstream) (Fratelli, BMI)	96	98	2	★ LET ME WRAP MY ARMS AROUND YOU—Solomon Burke (S. Burke), Chess 2172 (Chess/Janus) (First Central, BMI)
30	48	12	★ JUST A LITTLE BIT OF YOU—Michael Jackson (B. Holland, E. Holland) Motown 1349F (Gold Forever/Stone Diamond, BMI)	62	68	4	★ THE BEGINNING OF MY END—First Class (G. Draper), Ebony Sounds 187 (Buddah) (Hilary/Andjun, BMI)	97	99	2	★ SWEARIN' TO GOD—Frankie Valli (B. Crewe, D. Randell), Private Stock 45021 (Hearts Delight/Caseyem/Desiderata, BMI)
31	31	7	★ LOOK AT YOU—George McCrae (H.W. Casey, R. Finch), TK 1011 (Sherlyn, BMI)	63	80	3	★ CRY, CRY, CRY—Shirley & Company (S. Robinson), Vibration 535 (All Platinum) (Gambi, BMI)	98	73	6	★ GET OUT OF MY LIFE—Dee Dee Warwick (P. Vance, J. Keller), Private Stock 45011 (Music Of The Times, ASCAP)
32	19	11	★ WHERE IS THE LOVE—Betty Wright (H.W. Casey, R. Finch, W. Clarke, B. Wright), Alston 3713 (Sherlyn, BMI)	64	70	4	★ GOD BLESS OUR LOVE—Charles Bremmer (A. Green, W. Mitchell, E. Eandle), Chelsea 3017 (Hi, BMI)	99	100	2	★ ALL THE WAY IN OR ALL THE WAY OUT—Betty Swann (C. Putnam, R. Lane), Atlantic 45-3262 (Tree, BMI)
				65	42	8	★ HERE I AM AGAIN—Candi Staton (P. Mitchell), Warner Bros. 8078 (Muskie Shoals, BMI)	100	NEW ENTRY	NEW ENTRY	★ LET YOUR FEET DOWN EASY—Dorothy Norwood (D. Richards), GRC 2057 (42nd Street, BMI)
				66	58	4	★ I'M THROUGH TRYING TO PROVE MY LOVE TO YOU—Millie Jackson (B. Womack), Spring 157 (Polydor) (Uniar/Tracebob, BMI)				
				67	59	7	★ THE GLORY OF LOVE—The Dells (W. Hill), Cadet 5057 (Chess/Janus) (Shapiro/Bernstein, ASCAP)				

Billboard Soul LPs

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This Week	Last Week	Weeks on Chart	TITLE Artist, Label & Number (Dist. Label)	This Week	Last Week	Weeks on Chart	TITLE Artist, Label & Number (Dist. Label)
1	2	6	SURVIVAL O'Jays, Philadelphia International KZ 33150 (Columbia)	32	41	3	EXPANSIONS Lionie Liston Smith & the Cosmic Echoes, Flying Dutchman BDL1-0934 (RCA)
2	1	8	JUST ANOTHER WAY TO SAY I LOVE YOU Barry White, 20th Century T-466	33	36	7	POLAR AC Freddie Hubbard, CTI 6056 S1 (Motown)
3	3	23	SUN GODDESS Ramsey Lewis, Columbia KC 33194	34	43	2	PHOEBE SNOW Phoebe Snow, Shelter SH 210 (MCA)
4	4	12	MISTER MAGIC Grover Washington Jr., Kudu KU 20 S1 (Motown)	35	40	3	THE BEST OF BILL WITHERS Sussex 8037
5	6	11	AL GREEN'S GREATEST HITS Hi SHL 32089 (London)	36	NEW ENTRY		SEX MACHINE TODAY James Brown, Polydor PD 6042
6	9	27	EXPLORES YOUR MIND Al Green, Hi SHL 32087 (London)	37	38	4	INSIDE OUT Bohannon, Dakar DK 76916 (Brunswick)
7	11	6	A QUIET STORM Smokey Robinson, Tamla T6 337 S1 (Motown)	38	21	11	STEPPING INTO TOMORROW Donald Byrd, Blue Note BN-LA368-G
8	12	12	THAT'S THE WAY OF THE WORLD Earth, Wind & Fire, Columbia PC 33280	39	28	10	FEEL LIKE MAKIN' LOVE Roberta Flack, Atlantic SD 18131
9	10	23	RUFUSIZED Rufus Featuring Chaka Khan, ABC ABCD 837	40	44	3	LOVE TRIP Tamiko Jones, Arista AL 4040
10	13	5	ROLLING DOWN A MOUNTAINSIDE Main Ingredient, RCA APL1-0644	41	29	24	AVERAGE WHITE BAND Atlantic SO 7308
11	5	15	TO BE TRUE Harold Melvin & The Blue Notes, Philadelphia International KZ 33148 (Columbia)	42	49	2	MOON SHADOW LaBelle, Warner Brothers BS 2618
12	16	14	MY WAY Major Harris, Atlantic SD 18119	43	46	5	THE TRAMPS Golden Fleece KC 33163 (Epic/ Columbia)
13	15	6	SUPERNATURAL Ben E. King, Atlantic SD 18132	44	48	2	ENERGY OF LOVE Intruders, TSPQ KZ 33149 (CBS)
14	18	18	A SONG FOR YOU Temptations, Motown C6 969S1	45	NEW ENTRY		DYN-O-MITE Jimmy "JJ" Walker, Buddah BDS 5653
15	17	12	CAUGHT IN THE ACT Commodores, Motown M6-820 S1	46	56	4	THE BRECKER BROTHERS Arista AL 4037
16	7	27	FLYING START Blackbyrds, Fantasy F-9472	47	50	2	HUTSON Leroy Hutson, Curtom CU 5002 (Warner Bros.)
17	22	5	IN THE POCKET Stanley Turrentine, Fantasy F 9478	48	52	7	TWO Bob James, CTI 6057 S1 (Motown)
18	25	6	DISCO BABY Van McCoy & The Soul City Symphony, Avco AV 69006-698	49	NEW ENTRY		ADVENTURES IN PARADISE Minnie Riperton, Epic PE 33454 (Columbia)
19	23	6	SOLID Mandrill, United Artists UA-LA408-G	50	51	4	STRONGHOLD Barrett Strong, Capitol ST 11376
20	24	24	NEW AND IMPROVED Spinners, Atlantic SD 18118	51	35	11	TOM CAT Tom Scott & The L.A. Express Ode SP 77029 (A&M)
21	27	4	DISCO TEX & THE SEX-O-LETTERS Chelsea CHL 505	52	34	18	HARD CORE POETRY Tavares, Capitol ST 11316
22	26	11	THE DRAMATIC JACKPOT Ron Banks & The Dramatics, ABC ABCD 867	53	59	2	KOKOMO Kokomo, Columbia PC 33442
23	19	11	DISCOTHEQUE Herbie Mann, Atlantic SD 1670	54	NEW ENTRY		CRY TO ME Loleatta Holloway, Aware AA (GRC)
24	31	17	NIGHT BIRDS La Belle, Epic KE 33075 (Columbia)	55	57	3	MARGIE Margie Joseph, Atlantic SD 18126
25	20	5	I DON'T KNOW WHAT THE WORLD IS COMING TO Bobby Womack, United Artists UA-LA353-G	56	47	12	MARK OF THE BEAST Willie Hutch, Motown M6-815 S1
26	8	28	FIRE Ohio Players, Mercury SRM-1-1013 (Phonogram)	57	NEW ENTRY		DUST YOURSELF Pleasure, Fantasy, F 9473
27	39	2	BLIND BABY New Birth, Buddah BDS 5636	58	NEW ENTRY		ALVIN STONE: BIRTH AND DEATH OF A GANGSTER Fantastic Four, 20th Century/ Westbound W 201
28	30	25	FOR YOU Eddie Kendricks, Tamla T6-335 (Motown)	59	NEW ENTRY		MUSIC TO MAKE LOVE BY Solomon Burke, Chess CH 60042 (Chess/Janus)
29	14	29	I FEEL A SONG Gladys Knight & The Pips, Buddah BDS 5612	60	NEW ENTRY		WOMAN OF THE WORLD Sylvia Smith, ABC ABCD 876
30	32	5	THE WIZ/ORIGINAL CAST RECORDING Atlantic SD 18137				
31	42	6	CHOCOLATE CITY Parliament, Casablanca NBLP 7014				



RCA photo

LOLA HUSTLES—Following brief "Dr. Jazz" Broadway run, Lola Falana "hustles" up new action at Gotham's Leviticus disco for her new RCA single, "There's A Man Out There Somewhere," with Chip Donelson, label's disco promotion man.

Soul Sauce

• Continued from page 28

sic. I have noticed the records recently released on blues artists are not the heavy blues of the past. A new contemporary blues sound seems to have taken over, and the young people are digging it."

Daniels feels that the new material being recorded by artists such as B.B. King is making it easier to fit into WTAM's format.

WTAM, a 3,000-watt station can be heard as far away as the outskirts of New Orleans, the edge of Mobile, Ala., and Pensacola, Fla., which is approximately 75 miles from Gulfport, says Daniels.

Daniels explains WTAM's engineer's theory on the station's ability to reach such far away areas thusly: "The station is located near the Gulf of Mexico, and the salt water carries the signal to these states."

WTAM's air personalities are: Rip Daniels 6:30 a.m.-10:30 a.m., Lady Day 10:30 a.m.-3 p.m., Michael Anthony 3 p.m.-8 p.m., Mary Cole 8 p.m.-12 a.m., Kenny Barnes 12 a.m.-4 a.m. with Marvin Dickey hosting a gospel program 4 a.m.-6:30 a.m.

Gospel is also played on Sunday 5 a.m.-12 p.m., followed by jazz and rock.

★ ★ ★

Joel Webster and his brother Lim Taylor, producers/writers and singers on Ray Charles' Crossover Records is recording the label's first disco album, "Party Pak."

"The album is totally geared to discos," says Webster. The Crossover executives suggested we get into the disco market because of the recent disco boom. And they are now encouraging their artists to cut more disco sounds."

Crossover is foregoing radio stations in trying to break its disco product in favor of the disco houses in New York and Los Angeles, says Taylor.

Taylor and Webster, sons of Mable John, a former Raellette, are writing and producing a new album for her. The album will include several disco tunes and will be released on Crossover.

★ ★ ★

Remember... we're in communications, so let's communicate.

Barretto For AWB

LOS ANGELES—Conga player Ray Barretto of Fania Records, guests on the new Atlantic album by the Average White Band "Cut The Cake." Barretto performs on two cuts, "It's a Mystery" and "When They Bring Down The Curtain."

General News

SPACE AT PREMIUM Labels Scramble To Set Their Displays

By JEAN WILLIAMS

LOS ANGELES—Record companies are scrambling for space to display their streamers, posters, mobile displays and other point-of-purchase material in retail stores.

There seems to be too many displays, and too little space to physically expose the incoming material in these outlets.

So how do labels with soul product overcome this? Record companies have become more aware of the necessity to deal with retail personnel, as opposed to just owners or managers.

The startling realization that much of the promotion material sent ends up in trash cans because of personal likes and dislikes on the part of the retail staff, has forced labels to regroup and come up with new ideas for having their material displayed.

Alan Lott, formerly of Atlantic Records, recently taking the position of director of r&b operations at Buddah, has promotion and sales representatives contact the retail outlets on a daily basis exchanging ideas on how the labs can best serve them, while at the same time receiving suggestions on the best material to fit the needs of the store.

Although in-store play has always been important, Lott stresses the need for stepped-up record playing. "In-store airplay is more important than ever because many radio stations have cut down their playlists," says Lott, tying in the radio promotion with retail.

"In promoting our r&b product at the retail level we must be very conscious of our black base, but we do not sell the r&b act any differently at that level when we are trying to cross them into pop," he continues.

"A few years ago, we had to try to sell the black artist with an entire black promotional scheme, but now we do not stress r&b unless it makes the retail staff happy to sell it that way.

"Therefore, it still comes back to the store personnel. If you can make them happy with your material and product, then they will convince the customer to buy it."

Joann Nathan of ABC Records agrees with Lott on the selling of an artist at the retail level. "We have recently signed Isaac Hayes, and with an artist of his stature, we try to sell him to the consumer through point-of-purchase material," says Ms. Nathan.

Lott is concerned with the continuing space shortage in the retail outlets, and he says that Buddah's executives are constantly at the drawing board securing new methods to combat this growing enigma. They are finalizing a program which they hope will fit the problem.

Honor Ray Charles

NEW YORK—Ray Charles will receive the "Man of Distinction" award from the National Assn. for Sickle Cell Disease at a dinner in the performer's honor to be held June 9 at the Beverly Hilton Hotel in Los Angeles.

Aretha Franklin, honorary chairman of the association, in making the announcement, lauded Charles for his "unwavering support and dedication to sickle cell programs through the years."

Sell Tomita On TV

NEW YORK—A computer-made TV commercial for a record album will be used by RCA Records to promote Tomita's "Pictures At An Exhibition" album. The 30-second spot commercial to be shown in selected markets nationally depicts the word "Tomita" twirling, twisting and flying around the screen. The object of the commercial is to fix the artist's name firmly to his musical style, which is played as background to narration.

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Talent & Business Collab At Talent Forum In L.A.

• Continued from page 1

Each aspect of the Talent Forum, planning an agenda, lining up speakers and organizing talent showcases was a groundbreaking task, dealing with topics never before presented at a trade convention.

The immediate acceptance of the Billboard Talent Forum is clearly a matter of this event being the right service at the right time for an entertainment industry responding to a particularly chaotic international economy.

Concert promoters and nightclub operators, personal managers and booking agents, record company artist relations executives and entertain-

ment attorneys all need now, more than ever before, a communications channel where areas of misunderstanding in the live entertainment business can be discussed among professional peers.

The complete final roster for the forum's Talent Showcases is now set. The shows will begin at 8 p.m. in the Century Plaza's Westside Room supperclub with Chip Monck supervising lighting and sound as West L.A. Music provides the equipment.

Opening Wednesday (4) is Capitol's newly-signed Dr. Hook, followed by scat-singing Al Jarreau of Warner Bros., Shelter-MCA's Richard Torrance & Eureka, ABC balladeer Gene Cotton and A&M's wild San Francisco comedy-rock troupe, the Tubes.

Each night five acts will play a 30-minute set. Thursday (5) starts with the Dynamic Superiors of Motown, 20th Century's Randy Edelman, A Foot In Coldwater representing Canada, Arista's David Pomeranz and MGM-Polydor's San Francisco rockers, Crackin'.

The final showcase night, Friday (6), opens with Lovecraft of Phonogram-Mercury and then Columbia's Cecilio & Kaponu, UA artist Vernon Burch, RCA's Jim Connor and GRC country-rockers, Heartwood.

There will also be two luncheon showcase acts, Canadian comedy team McLean & McLean on Thursday (5) and Byron Keith Daugherty of the reactivated Troubadour label Friday (6).

Signings

Smoky, English group produced by hit-makers Chinn & Chapman, to MCA for North American distribution. . . . **Menagerie** to Mercury/Phonogram via Belkin Maduri Productions deal. . . . Saxist **Eddie Henderson** to UA's Blue Note label.

Jiva, managed by Alan Pariser, is the third act signed to George Harrison's A&M-distributed Dark Horse label.

Columbia artist **Dave Mason** to CBS Music Publishing (April/Blackwood) for worldwide publishing representation. . . . Canadian group **Fludd** to Private Stock Records. The label will be rush-releasing the group's "What An Animal" single. . . . Florida-based group **Manna** to Herald Records.

Nancy Sinatra to Private Stock, ending a recording hiatus of several years. Snuff Garrett will produce the "Boots" girl.

Talent

34,000 AT 4 SHOWS

Osmonds Trigger Expansion Of Mexico City Artimexico Agency

By MARV FISHER

MEXICO CITY—The Osmonds gate of 34,000 at the Auditorio Nacional here for four shows May 8-10 has triggered a further expansion of Artimexico, S.A.

The five-year-old agency, which functions more like a combine of impresarios at times, also recently made a move to form an association with long-time independent promoter Antonio Basurto. Deal, made with Artimexico general manager Hugo Lopez, gives the firm the potential to be one of the biggest of its kind ever to exist here.

Lopez, who arrived in this country from Argentina around 1970, has spearheaded Artimexico with a go-go drive which has seen him share

four hot international names within the past six months.

In November of last year, he contracted Liza Minnelli for a two-show stint which drew 24,000 patrons. Last month, just prior to the Osmonds date, Engelbert Humperdinck drew 11,000 at the Auditorio Nacional. He also played to a capacity 4,000 for four shows at the Hotel Fiesta Palace.

On May 20, Lopez, Basurto and company brought in Deodato for nine shows at the Teatro Hidalgo. Latter showcase won't be as lucrative as the Chapultepec indoor amphitheater, but at its 1,000-seat capacity scale there was \$1-\$6.

Miss Minnelli and the Osmonds

were scaled from \$2 to \$16. Humperdinck had a top of \$14 at the Auditorio Nacional, and a tab of \$25 for dinner and show at the Fiesta Palace. All of the deals included from one to two-hour TV shows for Telesistema.

While Lopez has been building a solid foundation of national and international contacts, Basurto has brought into Mexico over the past decade such luminaries as Marlene Dietrich, Eddie Fisher, Ray Charles, Sergio Mendes, Ray Anthony, Jose Feliciano, Johnny Mathis, Sammy Davis and Tony Bennett.

At present, the only other consistent impresarios operating with the same top-level fare for the Mexican public are Humberto Navarro and Rene Leon. Latter is the son of pioneer importer of talent, Pepe Leon. Nightclubs are still functioning on and off with major talent.

Besides touching all bases here in the Federal District, Lopez has an exclusive with the International Hyatt House in Acapulco, where he slotted Humperdinck for one night following his stand here.

Although he admits he doesn't need them, the Artimexico operator feels local disk companies should coordinate as much promotion as possible. "It's important for the artist," he emphasized, "to have the co-operation of the record labels in the placing of posters, billboards and other avenues of advertising. It's a known fact that during and after a singer or group has appeared here, sales shoot up considerably."

Cleveland Stadium Site Of Major Gospel Concert

• Continued from page 4

hour all-star show of national favorites, for Sunday, July 13 (Billboard, May 17).

Working with Brother Ed Smith, executive secretary of the Gospel Workshop of America, the national black gospel association, Modell has lined up a show that includes the Rev. James Cleveland, Shirley Caesar, Dolores Barrett Campbell, the Mighty Clouds of Joy, Vernard Johnson, the St. James Choir, directed by Rev. Charles Nicks Jr., Harold Smith's Majestics, Swann Silvertones, Jean Austin and Donald Vail and the Choraleers. The six-hour gospel program, starting at 2 p.m., will also feature a 1,000-voice massed choir from Cleveland churches under the direction of the Rev. Cleveland. A massive stage will be constructed and a special sound system will be added for the primarily vocal event.

It's likely that Fred Mendelsohn of Savoy Records will record the day. Most artists are on Savoy and

clearances are being sought for those on other labels. It's possible that videotaping will be done. Tickets are \$4. Ducats are being sold through all professional ticket outlets and many churches in the area. Each church receives \$1 for each sale. As is the case with the Polka event, wherein Slavic-type food will be sold, the stadium will promote soul food concessions from the community.

Modell points up that his correlation with Cleveland rock producer Mike Belkin already has the Rolling Stones and the Chicago/Beach Boys concerts set for June to draw rock fans. He plans more events for 1976. In conjunction with radio stations WHK and WMMS, he hopes to play a full-day country show. He wants to play a one-time Cleveland Orchestra date, augmenting the Columbia recording symphony with major pop stars.

In 1973 Modell booked the orchestra with Tony Bennett, Sarah Vaughan and Doc Severinsen, but a major wind and rain storm kayoed the gig. Modell also would like to play an American super-festival July 4, 1976, to fete the bicentennial musically, he says.

In addition to a lineup of major polka names originally announced, Herman Spero of Shirley Productions, working with Modell on the July 13 day, has added Frank Yankovic, Andy Blumauer and Wally's Polka Chips.

Cabarets Turn Into Discos; A Mini-Trend?

LOS ANGELES—A mini-trend seems to be starting on both coasts with cabaret theaters running as discotheques each evening after the show's performance ends.

"El Grande de Coca Cola," which opened at the Whisky here May 28, boasts an after-show disco operation whose disk jockey is none other than the famed "Mayor of Sunset Strip," Rodney Bingenheimer.

And "New Vaudevillians '75" opens June 19 at the RFK Theater in New York, with a single admission of \$6 for both the show and the Disco-Rama which follows. The promoters, Silver Fox Productions, see the Broadway house as focal point for a new national touring circuit of contemporary variety-entertainment packages.

Philly Group Makes Deal For Cincy

PHILADELPHIA—Electric Factory Concerts here, one of the largest rock concert promoters in the nation, has entered into an exclusive concert with the new Riverfront Coliseum in Cincinnati with top names to be presented in a concert series called "Riverfront Coliseum Presents."

Under the aegis of Larry Magid, Allen Spivak and their new partner in Memphis, Bob Kelly, the move westward comes on the heels of their tie-up earlier this month with Kelly to extend concert operations down South (Billboard, May 31).

Magid says the new Coliseum represents "a great building in an area that's been overlooked for some time." The Coliseum seats over 18,000 with no obstructions to vision. Expected to open by mid-August with city walkways to be completed later, the building is acoustically designed.

In addition to the large concerts, special 6,000 and 10,000 seat set-ups will be possible at the Riverfront Coliseum.

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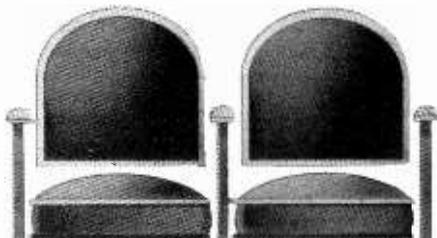
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Talent In Action

CHICAGO THE BEACH BOYS Oakland Stadium

Bill Graham's first "Day On The Green" promotion of this summer drew 55,000 young, partying fans on an absolutely beautiful and unblemished Bay Area day May 24 to watch Chicago and the Beach Boys perform alone and in tandem.

The glue in the enterprise was James Guercio, who manages both groups and who played back at this show with the Beach Boys as he has done on other gigs.

Both acts were perfect for such a day. The Beach Boys, of course, are the quintessence of California sunshine music, and their classic songs are as well known by (and as important to) the 15-year-olds at this show as they were to an entirely different set of California kids when they first came on the radio 10 years ago. But the Beach Boys were not relying just on familiarity of material. The band was definitely cranked up and punched out their songs with zest and

fullness, and Graham's excellent sound system accentuated the roundness of the sound they were getting, making it exciting even at the far reaches of the stadium.

Chicago, though with more instruments, did not achieve quite the same holding power, though the luxurious melodies of their candy-cane jazz and the grandness of their ensemble sound were just as fitting for the languid afternoon air as the carefree Beach Boy anthems.

The combined encore, a sure crowd-pleaser that consumed much of an hour, had both groups on stage alternating through each other's hits—"Darlin'" and "Fun, Fun, Fun" from the Beach Boys songbook, "Feeling Stronger Every Day" and "Saturday In The Park" from Chicago.

Bob Seger opened the day at 10 a.m., followed by Richard Torrance and Eureka. Both played competent sets but elicited little response from the crowd, which was waiting for its heroes.

JACK McDONOUGH

Z Z TOP BRIAN AUGER'S OBLIVION EXPRESS Felt Forum, New York

There is a certain sector of the rock audience—very young and overstimulated—that cares little about what the group onstage is accomplishing in musical terms. Rather, they view the concert hall as a party room, suitable for foot-stomping, cheering, whistling and urges to the band for even higher volume levels. Such was the crowd that came to see Z Z Top May 23, and the result, for anyone in the room not stumbling about on a variety of intoxicants, was

(Continued on page 37)

Pride Of Philly Will Stay Open Summer Of '76

PHILADELPHIA—Latin Casino, mammoth theater-restaurant playing the top recording and television names and located in suburban Cherry Hill, N.J., will remain open in the summer of 1976 in anticipation of the millions of visitors coming here for the bicentennial celebration. The club, which seats over a thousand diners on a \$10 dinner-show package ticket, usually closes during the July and August.

For the name parade next summer, Dallas Gerson, owner, announces he has booked Sammy Davis Jr. for a two-week stand, playing the last week in June and the first week in July. Latin Casino policy has called for one-week stands, but Davis says he wants to play in the Philadelphia area next July 4th because of the bicentennial.



The Brothers Adderley—Cannonball Adderley on alto sax and brother Nat on cornet blow up a storm at Berkeley Jazz Festival.

NINTH EDITION Berkeley Fest: Big Crowds, Poor Sound

By JACK McDONOUGH and CONRAD SILVERT

BERKELEY—The ninth annual Berkeley Jazz Festival, booked by Mansfield Collins and 2001 Productions of Los Angeles (under contract to SUPERB, the student body entertainment committee of U.C. Berkeley) drew capacity crowds of about 8,000 each of its three nights May 23, 24, 25.

Chief complaints were that Saturday's show was oversold, thus creating physical discomfort for a number of irritated patrons; some set changes took inordinately long; the sound system was not good, jum-

Gil Scott-Heron's Midnight Band set was dominated by Rahsaan Kirk-style sax honking, African rhythms generated by wide supply of percussion instruments, and by the politically Messianic personality of Scott-Heron himself. This was the most far-out music of the night and proved somewhat unpalatable to many of the patrons. Victor Brown, who has a light, Curtis Mayfield-like voice, shared vocals with the urbane Scott-Heron.

The affable Cannonball Adderley (with brother Nat on cornet) was an eminently qualified opener for Saturday's show, which presented the most fully explored musical ideas in a festival that featured (in a manner comparable to George Wein's upcoming Bay Area Jazz Festival) "safe" artists who have records on the pop and soul charts and who would appeal to a MOR jazz audience. This potential problem was compounded by the fact that Scott-Heron, Stanley Turrentine, Freddie Hubbard and Grover Washington Jr. have all appeared quite recently in the Bay Area.

Turrentine was imported to perform a set with Hubbard's band. The two engaged in some melodic duets; Hubbard's standout solos came during "First Light."

Grover Washington Jr., whose set was the most ambitious musically, soloed extensively and with great passion on soprano and tenor saxophones. Todd Barkan, owner of San Francisco jazz club Keystone Korner, sat in on second keyboard and percussion. The finale was a Barkan-Washington duet on Barkan's composition "A Tiny Tune," which brought the house down.

Joe Bataan, whose Epic album titled "Afrofilipino" gives sufficient clue to the nature of his music, won over Sunday crowd that was largely unfamiliar with him. He was followed by comedian Franklin Ajaye, who kept the crowd alive with his uninhibited, smart-ass, up-from-the-ghetto humor in the Richard Pryor mold.

Grover Washington Jr. made a Sunday night reappearance to play with Les McCann's band and the two led blistering versions of social-reality anthems like "Mother, Mother," "Compared to What," and "Let's See What It Can Do." The enthused crowd showered devotion on McCann and sang along loudly with little prompting. Spiritually and mu-

(Continued on page 37)

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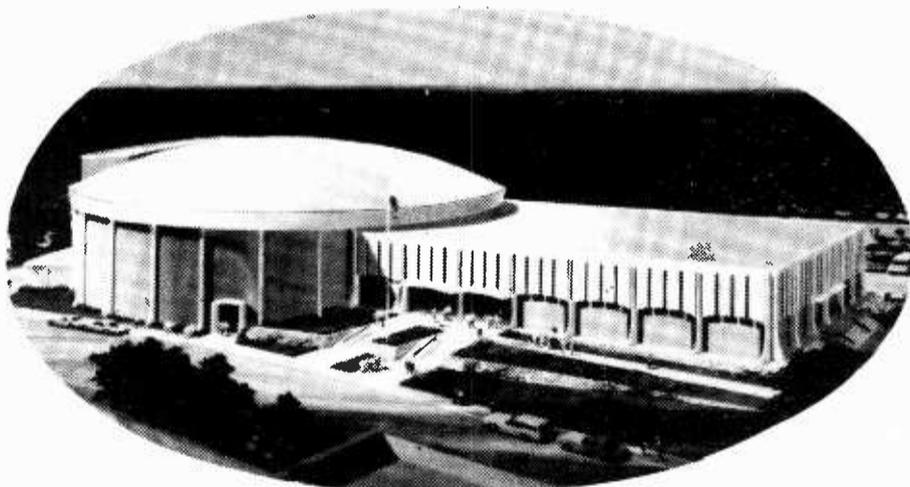
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Grover Washington Jr.: Making a hit at the 1975 Berkeley Jazz Festival.

bling and distorting the music to various degrees, depending on the night, the group and the location of the listener; and the MC, Cecil Williams of San Francisco's Glide Church, gave forth with astonishing amounts of jive and was about as intolerably obnoxious as an MC could possibly be.

Eddie Harris' brand of hot funk was a perfect opener for the festival, and his band (featuring 6-string bassist Bradley Bobo and "guitar-ganist" Ronald Moldro) had brush-fire riffs going on several songs and got the best crowd response of the evening. Harris played a lot of electric piano but not much of his electrified-mouthpiece sax.

Taj Mahal's band did a tight set of mostly reggae material (from his "Mo' Roots" album) infused, as is all Taj's work, with his own personal warmth. Highlight was a double-time version of "Blackjack Davy," with Taj dancing and weaving beneath his oversized plantation hat and growling out the refrain in one of his many ventriloquist vocal guises.



VENUS AND MARS
WINGS



PRODUCED BY PAUL McCARTNEY



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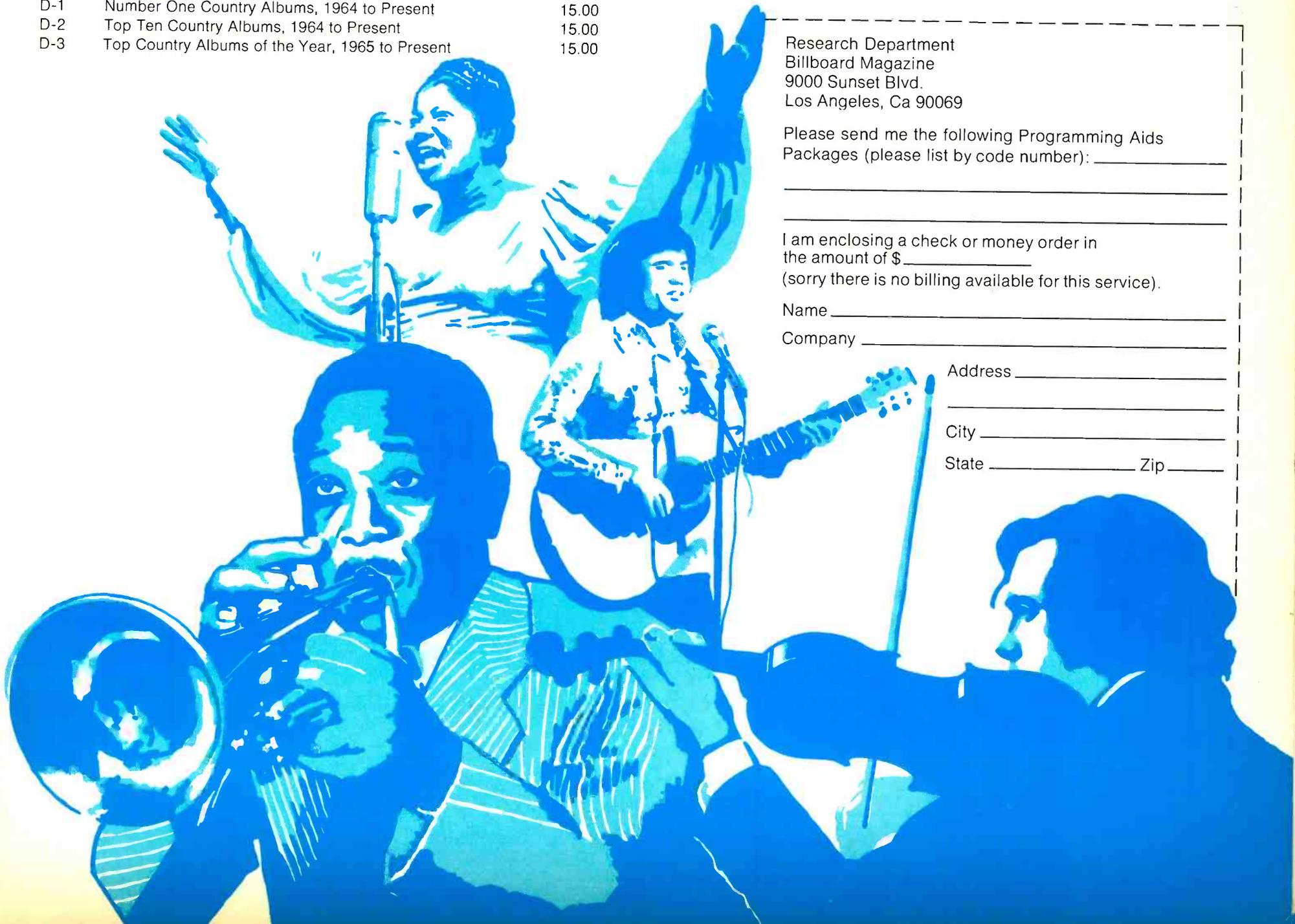
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Talent

Linda Hopkins Feels Role Of Bessie Smith In Play

LOS ANGELES—Bessie Smith, the immortal empress of the blues, is portrayed by Linda Hopkins in the stage production, "Me And Bessie," which has been playing at the Music Center's Mark Taper Forum here since April.

Ms. Hopkins opened the show with the gospel tunes, "I Feel Good" and "Moan You Moaners," and the capacity crowd went wild. She bumped her way through "New Orleans Hop Scop Blues" and the well-dressed sophisticated audience seemed to find it difficult to remain seated May 11.

With dancers Lester Wilson and Gerri Dean, Ms. Hopkins was in excellent company as she danced, sang and pranced across stage, leaving not one inch untouched.

"Taint Nobody's Bizness If I Do," with Wilson in the role of the young man who Bessie chose to shower with her money and affection,

turned into one of the musical delights of the evening.

After "Gimme A Pigfoot," "After You've Gone" and "There'll Be A Hot Time In The Old Town Tonight," one had to wonder if she would keep up the pace that she had set. She did.

"Empty Bed Blues," "Do Your Duty" and the gospel tune "Fare Thee Well" left those who were not familiar with Bessie speculating, was she really that good, or is Linda putting us on.

Following "Nobody Knows You When You're Down And Out" and the final tune "The Man's All Right," no one seemed to wonder or care about Bessie's talents; Linda has enough for both.

It is understandable that this superb performance has been extended until May 31.

JEAN WILLIAMS

Talent In Action

• Continued from page 32

profound discomfort accompanying a minimum of performing ability.

The three members of ZZ Top contributed all the energy they could muster, giving their audience the sort of two-dimensional exercises it had come to see. Guitarist Billy Gibbons and bassist Dusty Hill, resplendent in spangled suits, timed their playing to a coordinated series of matching dance steps, reminiscent of the "doo wop" outfits. Unfortunately, when the two-some wasn't moving, you had to listen to the songs—an endless parade of boogie routines.

ZZ Top's goal seemed to be, play everything as fast as you possibly can, "jes' keep'em dancin'." Consequently, "Chevrolet" sounded like "Princess Grace," which was very similar to "Beer Drinkers And Hell Raisers," and on and on, punctuated by occasional calls to "Boogie, chillun." I thought that one had surely been left behind with the close of the 1960s. Add to the endless rumbling an inability to define endings for their songs, and performance dynamics which ranged from moderate to excruciating, and it was really no wonder that approximately 40 percent of the Felt Forum's capacity had the sense to stay away from this one.

Brian Auger, who opened the show, may well be the most underrated keyboard talent on the scene. When he took an all-too-rare lead, his fingers flew over the organ, melting notes into a breathtaking buzz. Auger exhibited his solo self particularly well in "Freedom Jazz Dance," but when it came to choosing the rest of his players, he still seems uncertain to the proper direction. He allowed an average bass player solo time even lengthier than his own, and, in general, could not rouse the group to maintain the energy level recalled from earlier Auger combinations.

TOBY GOLDSTEIN

BONNIE RAITT STEVE GOODMAN

Carnegie Hall, New York

With Bonnie Raitt's parents in the audience, as well as a loyal core of listeners, her setting May 17 was ideal. From the moment she hit the stage it was apparent that the audience had come to witness the charismatic music style that has come to symbolize Ms. Raitt.

Her quartet of keyboards, guitar, bass and drums is quite possibly the best group she has ever sported and each member augmented instead of detracted as has been the case with some of her prior bands.

She plays the guitar like a true pro, sings in a variety of ways from sweet to tart and showcases a good tight cross-section of music—some original and some by other singer-songwriters like Eric Kaz, Chris Smither and Allen Toussaint. The audience was there to hear the "total" Bonnie Raitt and that's just what she gave them. Everything from folk to rock to delta blues like her moving tribute to the late Mississippi Fred McDowell.

While she did most of the guitar work, she was greatly aided by guitarist Will McFarland and keyboard wiz Jai Winding, son of famed jazz trombonist Kai Winding. As an extra treat for the finale, this group was joined by comedian Martin Mull on guitar.

Opening the show was an unannounced Steve Goodman, a recent signee of Elektra/Asylum. While most of the crowd was unfamiliar with him when he began his set, they were all converts by its end. Goodman has a great sense of humor and an awareness of how to overcome an audience. His guitar picking is incredibly fluid and fits perfectly into the context of each tune. Most of the material he performed was his own and included his most famous tune "City Of New Orleans."

JIM FISHEL

JIMMY BUFFETT BYRON KEITH DAUGHERTY

Troubadour, Los Angeles

Playing Los Angeles for the first time with his four-piece Coral Reefers band May 20, Jimmy Buffett offered his usual well-done mix of country rock, moving ballads and humorous material, but seemed a bit less inspired than on previous swings through the city.

Buffett, with his easygoing attitude and ready rapport with an audience, has always put on good shows, and there was certainly nothing tangibly wrong with his opening night here. Blending in his better known material, such as the major Top 40 hit "Come Monday" with other favorites like "He Went To Paris," "Pencil Thin Moustache" and "The Great Filling Station Holdup" as well as adding songs from his new ABC album, Buffett more than pleased the packed house.

The band permits him a bit more experimentation and allows a fullness of sound that was lacking before. On the other hand, the band also removes some of the intimacy that used to be present in the Buffett act.

The only real complaint is that Buffett seemed to be running through a memorized set rather than having the good time he usually seems to project. On the whole, however, Buffett is heads above the average club fare of today.

Byron Keith Daugherty opened with a 50-

(Continued on page 39)

Video Programming

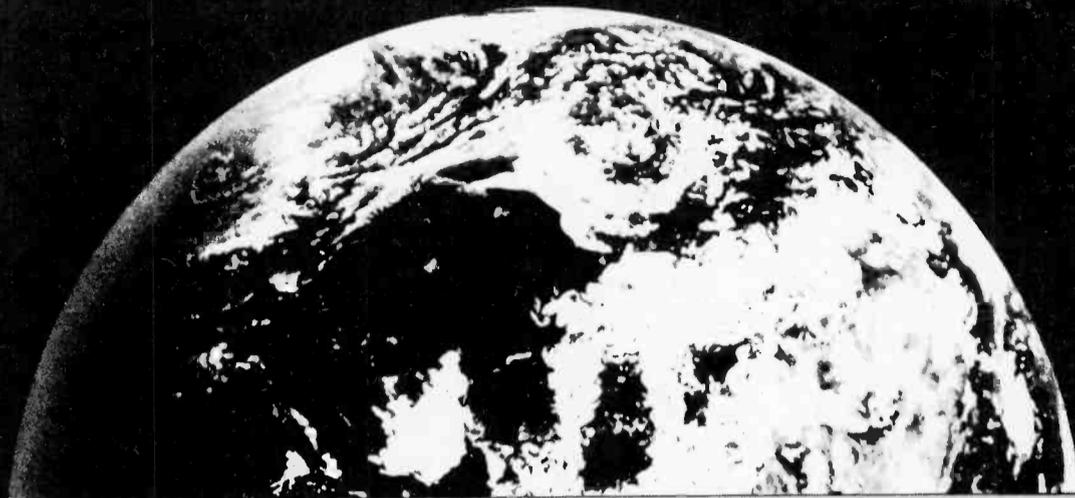
• Continued from page 32

sically this was the high point of the evening.

The Blackbyrds, whose Top 10 single, "Walking In Rhythm" made them the current most commercially successful group to appear, were led by Donald Byrd in a set that was quite pleasing but not entirely satisfying. They suffered, as did most performers, from bad mixing and amplifying and the vocals were far from clear. Standout players, besides Byrd himself, were sax player Steve Johnson and keyboarder Kevin Toney, whose synthesizer gave an attractive commercial and contemporary quality to the sound without being tricky.

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BRANCH OFFICES (U.S. & INTERNATIONAL)

Studio Track

By BOB KIRSCH

LOS ANGELES—At **United Sound Systems** in Detroit, president **Dan Davis** reports action from several of the country's more popular artists. Veteran **Jackie Wilson** is cutting with producers **Carl Davis** and **Sonny Sanders**, while newcomer **Greg Perry** (who has already hit the charts with his first product) is mixing down his new single and producing himself. The **Enchantments** are working under the guidance of producer **Michael Stokes** and **Ron Banks & The Dramatics** are working on their next LP with **Toney Hester** and **Dan Davis** handling production.

★ ★ ★

In notes from around the country, **Daryl Hall** and **John Oates** head into Philadelphia's **Sigma Sound Studio** soon to start on their next album. At **Sound Recorders** in Omaha, C.W. **McCall** busy on his second album, working with producers **Don Sears** and **Chip Davis**. **John Boyd**, engineer of many Los Angeles sessions is on his way to Omaha to join the **Sound Recorders** crew, and **Trilogy**, a local group, has cut some material at the studio recently. In Los Angeles, **Boomer Castleman** (who seems to have a monster single on his hands with "Judy Mae"), is frantically working on an LP at **United and Western**. Producing **Boomer** is **Al Delory**. Over at **Golden West Recorders**, country star **Mac Curtis** is cutting a few singles with **Dean Kay** producing and **Harry Middlebrooks** handling the arrangements.

At **Ultra-Sonic Recording Studios** in Hempstead, Long Island, N.Y., the **B.T. Express** is wrapping up an LP under the direction of producer **Jeff Lane**. Also working with **Jeff** is a new group called the **Brass Connection**. In Nashville at the **Columbia Recording Studios**, **Jody Miller**, **Don Potter**, **Lynn Anderson**, **Troy Seals**, **Palmer Rakes**, **Jim Alley**, **Sammi Smith**, **Debbie Hawkins**, **Gene Vowell** and **Freddie Hart** are among the artists who have been in recently. At **Criteria Studios** in Miami, producer **Bill Szymczyk** has wrapped up the mixing on the **Eagles'** "One Of These Nights" LP. **Alan Blazek** is

busy with **REO Speedwagon**. And **Tom Dowd** has been in mixing down some **Eric Clapton** material.

★ ★ ★

At **Jewel Recording Studios** in Cincinnati, country singer **Milfy Kiser** cut some material under the guidance of producer **Jimmie Skinner**. Another Nova Scotian (that's Kiser's home) **Max Falcon** has been in recording and mixing. **Jim Clark** cut a single, while **Lou Ukelson** came by to produce an LP for **Hutmud Family**. **TNT Powerhouse** stopped by to record a single, and the **Eskew Family Quartet** were in to do an album. **Rusty York** cut a single for **King**. Lots of commercials also cut at

Jewel lately, including one for an **Evel Knievel** toothbrush.

★ ★ ★

At **Wally Heider's** in San Francisco, **Norman Connors** is cutting his next LP with **Skip Drinkwater** producing and **Fred Catero** at the controls. **Graham Central Station** is finishing up its LP, while the **Master Plan** is mixing its own album. **Ken Hopkins** engineered. **Heartfield** came in to lay down some tracks with **David Rubinson** producing and **Catero** at the boards. **Sky King** also cut some tracks during its stay in town with **Hopkins** handling the engineering.

N.Y. Sound Ideas Studio Opens \$200,000 Addition

By JIM MELANSON

NEW YORK—In an optimistic note on the state of the studio business in this city, **Sound Ideas Studio** has expanded its operation with a new \$200,000, 24-track facility.

The new room is quite obviously a sizable investment, but studio co-owner **George Klaban** feels that **Studio B** will see sufficient recording action to meet a personal projection of more than doubling last year's figures, placed by **Klaban** at some \$250,000.

Prior to the opening of the new studio, business was handled with a 16-track studio (A) which will remain in full operation. **Klaban** also sees his studio work breaking down to approximately 70 percent record bookings and 30 percent commercial jingle assignments.

Now that **Studio B** has been in operation for several weeks, **Klaban** says initial reaction to the room has

been "excellent." Encompassing some 1,500 square feet, the room features an **Aengus** console, an **MCI** 24-track tape unit, full 24-track **Dolby** and **DBC** noise reduction equipment, **Burwen** noise filters, custom **JBL** speaker system with custom molded horns (designed by **Jack Weisberg**), split level drum booth and a 350-square-foot second mezzanine area which can also be employed for recording.

The control booth features an additional 16-track console for transfers.

"While building the new studio we were conscious of combining sound with aesthetics," **Klaban** says, pointing out that the room was designed by a commercial interior decorating firm.

Klaban also explains that if the new studio is to be the key to **Sound Ideas'** growth, it is equally important that **Studio A** continues to play an important role in the day-to-day operations. The 16-track room includes an **API** console and an **Autotec** recorder among its features and takes up some 1,100 square feet.

Sound Ideas also keeps a steady business through renting hardware to other local operations. **Klaban** says most of the rental business is in the area of noise reduction equipment. The studio also acts as representative for several studio equipment lines.

General manager is **Bob Schaffner** with **Geoff Daking** acting as chief engineer. Staff engineers include **Rick Rowe**, **David Stone** and **Klaban**.



Monroe Frederick photo
HIGH PRAISE—President and Mrs. Ford share a laugh with Buddah artist Melba Moore after her performance at the recent White House News Photographers Assn.'s annual awards dinner in Washington, D.C.

Lettermen Theme

LOS ANGELES—The **Lettermen** will record the theme song for the new **Mason Reese ABC-TV** pilot, "Mason Knows." **Al Kasha** is the music director and **Arthur Hamilton** wrote the words and music.

Campus

COMING OF AGE ON CAMPUS

Video Programming Playing Many Roles

By JIM MELANSON

NEW YORK—Video programming on campus is coming of age. And, much like its "big brother" television, campus video plays many roles—entertainer, educator and even pacifier.

Collegiate video growth did not come overnight, though. It took many turns along the way. New and better equipment was developed, activity directors became better informed as to its potential, students took a greater interest in it and programming available grew in sophistication.

Today, that investment, both in time and dollars, is paying off. Thousands of students have a fairly wide range of programming available to them, ranging from network documentaries, to panel discussions on sex, politics, religion, etc., to comedy shows, to taped concerts of some of the finest recording talent on the market. Major universities, as well as smaller colleges, now feel it well worth their while to invest in video apparatus, both for viewing and creating shows. And, independent companies are springing up as the need for new programming sources grows greater on campus.

One such company, **Video Tape Network**, has been at it for five years now and, according to **VTN** executive vice president **John Lollo**, the firm's track record on campus has been healthy. Last year alone it grossed some \$1.5 million.

Formerly with the **ABC** network, **Lollo** says that the key to programming for a college audience is "to have the right program for the right time." It's a highly specialized area where lifestyles and programming techniques are quite often not compatible with traditional television time slotting, he says.

To reach the college viewer you have to take into consideration his/her tastes and, of equal importance, the best time in the day to offer them programs.

At present, **VTN** has some 250 hours of programming, and is actively involved with 322 campuses throughout the U.S. **Lollo** says that the firm's tapes reach some 2.5 million collegians, or 26 percent of the U.S. college student population, each year.

Video programming at **VTN** includes concerts by such artists as **Stevie Wonder**, **Eric Clapton**, **Roberta Flack**, **John Hartford**, **Dr. John**, **Charley Pride**, **Loggins & Messina** and **Jim Croce**; a number of **NBC** News documentaries; nostalgia shows from the early days of television (including an **Ernie Kovacs** package of 16 half-hour shows); and comedy shows. Catalog-wise, its programming is broken down as 15-20 percent music, 25-35 percent documentaries and 40 percent comedy.

VTN rentals average out at about \$140 per week, while prices in the entire catalog range from \$75-\$300. Most of the video tapes offered are 60 minutes in length, followed by 30's and a few 90-minute productions.

As the equipment used on campus ranges from ¾" IVC cassettes, to 1" Sonys, to ½" EIAJ standards, tapes must be available for all configurations. **Lollo** says that after a tape is used by a college it must be returned to **VTN** before being rented again. There is no forwarding of product from one school to another school.

"We always advise a college to consider their audience and programming approach before they decide to invest in equipment," states **Lollo**. In the past, he continues, there was a tendency on the part of many activity directors to just jump into the video screening field and buy expensive equipment without exploring whether it could be used to its fullest.

VTN also stresses that high traffic areas on campus be used whenever possible. **Lollo** says that it is crucial that screens be placed where they are readily visible and accessible to a mobile campus viewing audience.

As for video programming originating from the colleges themselves, **Lollo** feels that most schools are not yet in the position to provide quality shows which can be distributed to other campuses. He is optimistic, though, that the future will see quality programming springing from the college level, especially as video techniques are explored more and more by college students.

According to **Carroll**, X-rated material is seldom smuggled on to campus—there is little or no market for the lesser successes in porn. All that is unspooled is directly solicited from the distributors by a campus group.

The group acts largely on behalf of a body of students desirous of seeing a certain flick. However, in most cases, the final go-ahead must come from the school's administration.

The administration's decision is, in turn, determined by whether the school is state or privately run. In the case of state run schools, politics come into play, and more often than not a school group's decision to have a certain flick screened may be shot down by the administration for purely political reasons.

Carroll in **Yale's** decision to screen "Devil In Miss Jones" along with the **University of Connecticut's** decision not to, as two cases in point.

The slim profit margins, and the lack of control are further deterrents to porn pix pushers largely interested in the turn of a quick buck.

The common policy followed in campus screenings is that the distributor leases the film to the campus group, usually for a part of the percentage. **Carroll** explains that the lessor does not leave a custodian with the film, and relies largely on an honor system to get his share of the profits, along with the assurance that the film is not copied.

"It is not a fool-proof method, but it is the best one we have to work with. If we have doubts about a campus body we do not leave the

(Continued on page 41)

Bowling Green Sets Cultural Rock Bash

BOWLING GREEN, Ohio—A **Toe Ditch Music Festival**, termed a "cultural boost" by **Bowling Green State Univ.**, will be held here June 1 in the school's outdoor stadium. The 35,000-seat facility is expected to be sold out.

The all day festival, co-produced by **Ross Todd Productions** and **James Crill**, will feature **Styx**, **Johnny Winter**, **Montrose**, **Golden Earring**, **Richie Havens**, **The Nitty Gritty Dirt Band**, **Pure Prairie League**, and **Outlaws**.

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Talent In Action

• Continued from page 37

minute set (which dragged at times) of pleasing soft rock and folksy sounds. Strong songs were the highlight of this new artist. **BOB KIRSCH**

ARLO GUTHRIE

Carnegie Hall, New York

Playing a two-hour solo show can be hard work for some performers, but Guthrie proved May 3 that it was a fun way to earn a living. Guthrie held the attention of the SRO audience from start to end and had this hall singing and swinging with him.

Alternating between a concert grand piano and his acoustic guitar, Guthrie presented almost all of his "standards" (excepting "Alice's Restaurant") and played tunes by many of his contemporary songwriters like Steve Goodman and Hoyt Axton.

Throughout the concert, which was divided into two parts, he clowning with the members of the audience and had them in a fully relaxed mood. He took advantage of this atmosphere and had everyone participate in a full-scale sing-out utilizing "Walking Down The Line."

Although Guthrie is an accomplished writer and performer, it's his humorous mannerisms that make the total package a real winner. He played an updated version of his "Motorcycle Song" and had everyone madly laughing as he broke down the song and explained his reference in it to a pickle.

Arlo Guthrie has become a standard fixture in folk music and this performance proved why. Anyone who can handle a crowd for two hours in a large concert hall, while playing solo has got to have something special. **JIM FISHEL**

RUSTY WIER DAVE MACKENZA

Otto's, Chicago

Chicago's an odd place for a Texas-based

7th Waterloo Fest Relies On RCA Bill

NEW YORK—Talent from the RCA Records roster will be used exclusively for the seventh annual music festival at Waterloo Village in Stanhope, N.J. The festival which commences June 27 is one of the largest summer music programs in this area.

The talent roster leans heavily toward country music, but classical, jazz, contemporary and bluegrass are also included. Artists scheduled to appear during the two-month series are Danny Davis and the Nashville Brass, Pure Prairie League, Virgil Fox with the Revelation Light Show, Van Cliburn with the American Symphony Orchestra, Waylon Jennings, Sarah Johns and Ronnie Milsap, Mac Wiseman, Lester Flatt, Gary Stewart, Dolly Parton, Chet Atkins, Teresa Brewer and the World's Greatest Jazz Band, Benny Goodman and Charley Pride.

All performances will be held at the restored colonial town's pavilion. This 3,000-seat facility is covered by a tent and the surrounding lawns can hold 3,000 more people.

In the past, Waterloo has bought talent from several agencies, but decided to feature artists from one specific record label this year. The Waterloo Foundation of the Arts, a non-profit foundation which operates the historic site, was very pleased with support from RCA in the past and decided to book its acts, exclusively.

Although Waterloo will be paying full price for the artists, RCA has promised to help them support the concerts.

Tickets for these concerts are scaled from \$6.50 to \$8.50 and a spokesman for the community says all profits will be funneled back into the continuing restoration.

country-rock band to launch a major tour, but on his first visit here April 30, Rusty Wier got off to a fine start. Instead of the proverbial, "When in Rome..." attitude, Rusty and his band brought Chicagoans back to their native Texas, where the music's obviously sociable, fun and easy to move to (half way through the first set the patrons were bouncing in their seats).

Rusty's songs had a spark of late Americana, like his "Cheryl Doreen," who was the queen of the rodeo with one blouse button undone, rhinestone studded boots, skin tight pants, and who crosses the border every other Saturday night from Southern Oklahoma.

Folksinger Dave MacKenza led off the show. What he lacked in making small talk, his superb song lyrics more than made up for. Dave had everyone's ear with lines like, "When you feel 35 from the shoulders on up and 17 below the belt," about a frustrated friend and his young lovers.

Rusty, on the other hand, is a fine conversationalist, while his band has a gift for goodtime music. The result was a lively bull session with music to match. The five band members obviously felt at home together, both musically and in their stage presence. And that made the audience feel at home.

Rusty Wier's single on 20th Century Records, "I Hear You Been Laying My Old Lay," probably won't go over a lot of air waves, but it certainly went over with everyone at Otto's. **STEVE SMITH**

JANIS IAN

Reno Sweeney's, New York

Janis Ian, Columbia's "wunderkind" of the late '60s, is back and singing better than ever. Her May 8 appearance at this Greenwich Village showcase indicated that she has attained a great degree of maturity.

She demonstrates a keen technical understanding of her voice as well as a good touch on her guitar and piano accompaniments. She is in control of the stage from the onset and dominates despite her diminutive stature. Music director Jeff Leyton displayed a fine sense of rapport with Ms. Ian's efforts.

She is given to girlish reminiscences about her childhood frustrations and relates them in a self knocking, Woody Allenish fashion which somehow doesn't fit the slick, sharp young woman she is. Audience response to her rap was for the most part good, however.

She moved with ease through her songs which ranged from country flavored rock to soft ballads. Her ballad style is her forte and she gave a particularly poignant rendering of "Jesse," and "At Seventeen," from her "Between The Lines" LP.

Ms. Ian performed 14 songs and two encore selections in her 75-minute turn.

JIM STEPHEN

THE BRECKER BROTHERS

Bottom Line, New York

After years of playing behind other people, trumpeter Randy Brecker and his saxophonist brother Michael have formed their own group and it is obvious that they have learned well as sidemen. Joined by such noted session men as bassist Will Lee, guitarist Buzzy Feiton and reed man Dave Sanborn the brothers were most impressive in their May 12 New York debut.

Unlike many groups in the jazz-rock idiom, the Breckers do not attempt to touch all musical bases in every composition. Instead, the band shows its versatility throughout the entire show, going from r&b tunes like Feiton's "Jungle Walk" and the band's current single "Sneaking Up Behind You" to contemporary jazz like "Levity."

No matter what style of music the band plays, it signs it all with its tight-disciplined and creative horn work. This is an exciting new group and a welcome addition to the jazz-rock scene.

ROBERT FORD JR.

MARTHA REEVES

Playboy Club, Los Angeles

With a strong single, "Love Blind," to kick off her new Arista deal, the future looks bright for a Vandella-less Martha Reeves. However, her April 21 Playboy opening demonstrated conclusively that she will work best live with a far funkier approach than the supperclub chanteuse approach she adopted here.

Martha's unmistakable buzzy lead voice hit all the notes of her Motown golden oldies "Heat Wave," "Quicksand," "Jimmy Mack," "Ready For Love" and "Dancin' In The Streets" as well as a tasteful assortment of contemporary hits.

(Continued on page 41)

NEW YORK

Las Caitas de Simon by Conjunto **Hugo Blanco** distributed by Pancho Cristal is the hottest item in N.Y., a Venezuelan import. ... **Tipica 73** and **Hector La Voe** on tour. ... Lady Marmalade, the hot disco by Labelle, has been given a special Latin flavor by **Mongo Santamaria** (Vaya). ... **Eddie Palmieri** in the studio with **Harvey Averde** (COCO) recording three LPs simultaneously. His own, another with **Cheo Feliciano** and a third with his singer **Lalo**.

Johnny Pacheco and **Colia Cruz** will appear at the Corso (28) and immediately fly to Los Angeles. It will be their first appearance together on the West Coast.

Arcano Records released "Por Que Llore La Tarde" by **Antonio Marcos**. The popular Brazilian performer is now recuperating from a near-fatal auto accident. A new Brazilian-soul-rock-salsa disco just opened with the catchy name: **Boombamakaco**. The name was adopted from the hit by **Morris Albert** (RCA). Artistic Mexican invasion June 1 at Madison Square Garden; the event is "The 2nd Festival of Mexican Songs."

At Cami Hall, popular artist-composer **Raul Marrero** will present a concert of his compositions (24). **Roberto Carlos** (Caytronics) has a new LP: "Yo Te Kocueroo." A hot release, "Chocolate Caliente" on **Mericana Records**. **Nelson Ned** (West Side-UA) was the star attraction here (24) at the giant dance-concert held at Manhattan Center.

A sudden dismissal, a short statement, and **Felipe Luciano** DJ at WRVR is off the air. His popular Third Bridge will not be heard again. **Roger Dawson**, a well informed and personable DJ will take over the time slots and in telephone conversation announced his format will be of heavy salsa but with much emphasis on new groups and Latin-jazz.

Popular **Yayo El Indio** recording with **La Sonora Matancera** at Broadway Studios. ... At Good Vibrations: **Pupi Legarreta** and his **Charanga** and **Bobby Rodriguez** and his **Orchestra**.

Much confusion with the popular **Latin Dimension** under the leadership of **Mike Martinez** and **Dimension Latina** from Venezuela. Both groups have the same name but are a few miles apart. ... **El Gran Combo** announces exclusive distribution deal of their EGG label with Rico Distributors. ... "Traicion" a new 45 by **Roberto Roena** (International). ... Funky **Felix by Seguida**, a newly formed salsa-rock group on Fania Records. ... "Experiencia Te Habla" a new release on Cotique by the **Lebron Bros**. ... On Alegre: **Vitin Aviles** new 45 "Porque Ahora" also "Al Que La Pide" by **Charlie Palmieri**.

"Ritmo De Tres Pata" a very contagious new sound by **Ritmo Tropical de Cuba** (Funché).

RALPH LEW

SANTO DOMINGO

Dominican recording artists **Sonia Silvestre** (Karen) and **Victor Victor** returned from a concert tour in Cuba. ... Musician/composer **Rafael Solano** and his troupe have recorded a new LP on the Karne label titled "La Soga."

Cuban artists **Los Rivero** gave performances here at the El Conquistador. ... Dominican group **Expression Joven** who record for Karen made a successful tour of Quebec where they gave concerts and were presented on TV and radio programs.

New singles getting airplay are "Marilde Lina" in two different versions, one by **Johnny Ventura** (Dis-

Latin Scene

color) and the other by **El Gran Combo de Puerto Rico** (Gema); "Tonado De La Hora"/"Salve Pa' Subir La Vo" a folk theme which is

the first disk recorded by the new group called **Convite**, and "Triste Final" by Spanish singer **Camilo Sesto** (Pronto). **FRAN JORGE**

Billboard SPECIAL SURVEY for Week Ending 6/7/75

Billboard Special Survey Hot Latin LPs™

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IN CHICAGO

This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	TITLE—Artist, Label & Number (Distributing Label)
1	CAMILO SESTO Camilo Sesto, Pronto Pts 1011	8	LOS FREDDYS Epoca De Oro, Peerless 1041
2	ANGELICA MARIA Angelica Maria, Sonido Internacional SI-8009	9	NELSON NED Nelson Ned, United Artists 1550
3	LOS MUECAS Roguera De Amor, Caytronics 1413	10	LOS BABYS Como Sufro, Peerless 1769
4	CELIA & JOHNNY Quimbara, Vaya XVS-31	11	JUAN TORRES A Borinquen, Musart 1640
5	VICENTE FERNANDEZ El Idolo De Mexico, Caytronics 1420	12	LUCHA VILLA Los Discos De Oro, Musart 1636
6	CORTIJO & ISMAEL RIVERA Juntos Otra Vez, Cocomo CLP-113XX	13	EDDIE PALMIERI The Sun of Latin Music, Cocomo 109XX
7	ROSENDA RERNAL La Esposa Olvidada, Latin International 5027	14	FREDDIE MARTINEZ Pure Gold, Freddie 1021
		15	LOS ANGELES NEGRO A Ti, Arcano DKL-1-3271

IN LOS ANGELES

This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	TITLE—Artist, Label & Number (Distributing Label)
1	CAMILO SESTO Camilo Sesto, Pronto Pts-1011	9	FELIPE ARRIAGA El Nuevo Idolo de La Cancion, Caytronics 1415
2	VIKKI CARR Hoy, Columbia 3334	10	CHAYITO VALDEZ Tu Sigues Siendo El Mismo, Musicemx 5080
3	JUAN TORRES A Borinquen, Musart 1640	11	CORTIJO & ISMAEL RIVERA Juntos Otra Vez, Cocomo CLP-113XX
4	HECTOR LAVOE La Voz, Fania XSLP-00461	12	LOS BABYS Como Sufro, Peerless 1769
5	LOS FREDDYS Aquel Amor, Peerless 1021	13	AMALIA MENDOZA Yo Lo Comprendo, GAS 4060
6	BANDA MACHO La Noche Que Murio Chicago, Caliente, CLT-7106	14	CELIA & JOHNNY Quimbara, Vaya, XVS-31
7	VICENTE FERNANDEZ El Idolo De Mexico, Caytronics 1420	15	ANGELICA MARIA Angelica Maria, Sonido Internacional SI-8009
8	FANIA ALL STARS Vol. 1 & 2, Fania 476-7		

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Talent In Action

• Continued from page 39

But there was not any extra zing of vibrancy or passion behind those notes.

Main culprit was a microphone that pinched the lady's voice down into a muffled mid-range, with the subtle highs and lows getting lost somewhere in the wiring. Since the dark-suited backup band didn't sound distorted, this wasn't the fault of the sound system as a whole. Welcome back, Martha Reeves! Just re-think your presentation a little more next time.

NAT FREEDLAND

ORPHAN

Little Hippodrome, New York

Orphan's performance May 14 was distinctly pleasurable. This four-man unit seems to know exactly what turns an audience on. His clean, crisp harmonies coupled with a good sense of musical dynamics invite Jesse Colin Young comparisons. This is good, it is a sound that is not yet over exploited. Guitarist/vocalist Eric Liljequist is the focus of the group, he has a sweet tenor voice and is a superb axeman. Orphan's rendition of Bessie Smith's "I Wish I Could Shimmy Like My Sister Kate" was a knock-out. Some of the other notable tunes in the 45-minute set were "Train To Glory" and "Day" and most of the other 11 numbers were of high quality and good timey.

This London Records group plays happy, fun, swingy songs, almost all of them are foot tappers." That's why it's so peculiar that they attracted an embarrassingly small house. Perhaps,

they don't get enough airplay. Perhaps none of its material is suitable as an AM hit. Whatever the reasons, there is no doubt that the talent is there. STEVEN FRIEDEL

JEFFERSON STARSHIP PAVLOV'S DOG

Island Music Center, Commack, N.Y.

Jefferson Starship accomplished several milestones at its May 9 appearance. It celebrated its tenth anniversary as a group; it re-introduced lead singer/writer Marty Balin after his four-year absence, and it performed at the grand opening of New York's newest rock emporium. In addition, it confirmed the fact that it remains one of the more formidable acts extant.

This is a tight, well-seasoned group of professionals who have withstood the test of time and who have wisely invested their experience in expanding their horizons. From the soaring violin of Papa John Creach to the exciting guitar spots of young Craig Chaquico, who was only 10 years old when the group began, they blend and create in their own unique manner.

Evergreens such as "White Rabbit," "Have You Seen The Saucers," still dazzle despite their age. With Balin back in the fold the identifiable Kantner/Slick vocal department has been further enhanced.

The audience loved them and they responded well to the patrons, performing two hours and delivering 18 tunes plus encores.

Pavlov's Dog was the opening act and was received patiently by the crowd. Its biggest problem is it is desperately in need of a lead singer. David Surkamp is presently holding the job and his voice is nasal and thin which detracts from an otherwise solid musical group. Group performed eight tunes in its 40-minute appearance. JIM STEPHEN

RUSTY WARREN

Playboy Club, Los Angeles

As someone fighting for women to liberate their breasts 15 years ago with her "Knockers Up" hit LP, Rusty Warren certainly comes upon today's liberalized scene from a different direction. As she says, "My albums were carried out of the store in brown paper bags."

We'll have to see how audiences react to this new act of very little singing and almost throw-away use of backup musicians and what finally is monologue. Rusty, who had hit Jubilee LPs up until 1966 now is recording prolifically for the GNP-Crescendo label does indeed touch a nostalgic chord.

But a lot has happened since she first had brown wrapper best sellers—including the de-emphasis of the American female bust, which she does not allude to. And only obliquely does she get into how gays have come out of the closet, "Love Knows No Gender." Maybe we need more singing from her and less bragadocio about her pioneering efforts in breast liberation. EARL PAIGE

Berkeley Fest

• Continued from page 38

film, or if we feel we have been short-changed with the percentages we try to avoid it happening a second time. Still there are no safeguards."

In addition to these headaches, campus films are usually unspooled over a two-day period, and to the distributor. They do not enjoy the extended boxoffice runs of regular movie houses. Consequently the take is relatively small. Too small, Carroll feels, for the porn czars to bother with, all the problems considered.

Is the appetite for erotic fare bigger on some campuses than others? Carroll thinks not. He also finds it difficult to breakdown by geographical location, the campuses receptive or unresponsive to X-rated material. "Our X-rated films find ready markets on such unlikely campuses as the Universities of Kansas and Texas," he says.

"It is virtually impossible to predict where acceptance or rejection will be found; and, in the cases of rejections, the reasons for them."

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SOFTBALL TOURNAMENT A HIGHLIGHT

Fan Fair's Program Disclosed; 12,000 Expected In Nashville

NASHVILLE—The entire week's events for Fan Fair have been put together, and it's estimated that some 12,000 or more consumers will gather here for concerts, business sessions and other entertainment.

That "other entertainment" this year includes a massive softball tournament, June 9-10, at Two Rivers Park near Opryland. This year there will be women's competition as well as men's. The games will be preceded by live music.

Teams entered in the competition are ABC/Dot's Country Shindiggers, Bill Anderson's Po Boys, Conway Twitty's Twitty Birds, Billboard's Music Row Rebels, RCA's Little Nippers, WSM's Big Country Machine, the Tennessee Travelers, the Ray of Sunshine, the Playboy Chartbusters, MGM Records, the Nashville Pickers, and a combined team from United Talent/Coal Miners' Music.

In the women's division there are the CBS Wreckerds, the Capitol Punishment, the Mary Reeves' Review, the Po' Girls, the Lady Shindiggers and WSM's Mouth of the South.

The rest of the schedule is as follows:

WEDNESDAY, JUNE 11

Bluegrass Concert, noon 'til 5 p.m.—Blue Grass Alliance, Lester Flatt, Jim & Jesse, Richard Jett Hoedowners, McClain Family, Clyde Moody, Bill Monroe, James

Monroe, Outdoor Plumbing Company, Ralph Stanley, Carl Storey & Blue Ridge Mountaineers, The Sullivan Family, The Marshall Family and Carl Tipton.

THURSDAY, JUNE 12

Columbia Records, 10 a.m. 'til noon—Jack Blanchard and Misty Morgan, David Alan Coe, Billy Grammar, Josh Graves, Bob Luman, Charlie McCoy, Jody Miller, David Wills, Troy Seals, Connie Smith, Joe Stampley and The Oaks.

Capitol Records, 3 p.m. 'til 5 p.m.—Stoney Edwards, Arlene Harden, Freddie Hart, LaCosta, LaWanda Lindsey, Buck Owens and Susan Raye.

ABC/Dot Records, 7 p.m. 'til 9 p.m.—Bobby Borchers, Johnny Carver, Brian Collins, Connie Eaton, Donna Fargo, Narvel Felts, Lefty Frizzell, Ferlin Husky, Carl Mann, Jim Mundy, Tommy Overstreet, Pat Roberts, Jeris Ross, Sue Richards, Diana Trask, Freddy Weller, Don Williams and Bobby Wright.

Nashville Songwriters Assn., 9 p.m. 'til 11 p.m.—Harlan Howard, Pee Wee King, Kenny O'Dell, Ray Pennington, Don Wayne and more to be added.

FRIDAY, JUNE 13

Hickory Records, 10 a.m. 'til 11:30 a.m.—Roy Acuff, Sr., Roy Acuff, Jr., Don Gibson, Whitey Shafer, Carl Smith and Redd Stewart.

Four Star Records, 11:30 a.m. 'til noon—Denny Denton, Jimmy Elledge, George Morgan, Marie Owens, Betty Jean Robinson and Terri Stubbs.

MCA Records, 3 p.m. 'til 5 p.m.—Bill Anderson, Jerry Clower, Loretta Lynn, Jeanne Pruett, Tanya Tucker, Mary Lou Turner and Conway Twitty.

RCA Records, 7 p.m. 'til 9 p.m.—Chet Atkins, Bobby Bare, Dotsey, Dickey Lee, Jerry Reed, Brian Shaw and more to be added.

Elektra Records, 9:30 p.m. 'til 10:30 p.m.—Henson Cargill, Tommy Cash, The Hagers, Melba Montgomery, Eddie Rabbit, Even Stevens and Carmel Taylor.

SATURDAY, JUNE 14

MGM Records, 9:30 a.m. 'til 11 a.m.—Ava Aldridge, Kathy Barnes, C. W. McCall, Tompall and Jerry Wallace.

Warner Brothers/Capricorn Records, 11:30 a.m. 'til 12:30 p.m.—Joe Allen, Johnny Dot, Hillman Hall, Larry Kingston, Lynda K. Lance and Kenny O'Dell.

Reunion Show, 2 p.m. 'til 4:30 p.m.—(Includes artists who will attend, performances not confirmed)—Roy Acuff, Bailes Brothers, Bailey Brothers, Buddy Bain, Aloyne Beasley, Bonnie Lou and Buster, Blondie Brooks, Brother Oswald, Alex and Ola Belle, Cousin Rachel, T. Tommy Cutrer, Smokey Dacus, Ethel Delaney, Duke of Paducah, Buddy Durham, Jim Eanes, Jimmy Gately, Fruit Jar Drinkers, Lonnie Glosson, Isaac Gordhead, Goober, Sid Harkreader, Paul Howard, Shot Jackson, Ramona Jones, Jordanaires, Pee Wee King, Ernie Lee, Wade Mainer, Joe and Rose Lee Maphis, Leon McAuliffe, Laura Lee McBride, The McCormick Brothers, Patsy Montana, Clyde Moody, Zeke and Wiley Morris, Harold Morrison, Minnie Pearl, Webb Pierce, Leon Rausch, Red River Dave, Billy Sage, Sarrie, Jimmie Skinner, Ben Smathers, Red Speaks, Redd Stewart, Chester Studdard, Floyd Tillman, Speedy West & Jimmy Bryant, Cousin Wilbur, Ray Whitley, Doc & Chickie Williams, Bob Wills Band, Lulu Belle & Scotty, Del Wood and Skeets Yaney.

SUNDAY, JUNE 15

Fiddlin' Contest, Noon 'til 6 p.m.—Wilman Lee & Stoney Cooper, Herman Crook, Ramona Jones, Sam & Kirk McGee, Ralph Sloan & Tennessee Travelers and Porter Wagoner.



Jeff Davidson photo

PACKAGE PLANS—Promoter Abe Hamza, left, goes over package booking plans with Sonny James and Loretta Lynn.

'GOO' Semi-Finals Open On June 28 In San Diego

NASHVILLE—The "Grand Ole Opry" search semi-finals have been set for the weeks ahead, with the first scheduled for San Diego June 28. This country music contest will feature the best of radio station talent winners from seven western states and British Columbia. The event is co-hosted by the "Opry" and KSON in San Diego.

Scores of other stations will have selected winners to send to these semi-finals. Winners of the various competitions will receive all expense-paid trips to Nashville and \$1,000 in cash awards. Finalists get a recording contract (Opryland Records), a songwriter's contract (Tree, Int.) and appearances on network and syndicated television.

Following the San Diego semi-final, similar shows will be held in Omaha July 12; Dallas, July 26; Indianapolis Aug. 9; Philadelphia, Aug. 30, and Atlanta, Sept. 13. Co-hosts, respectively, will be stations KOOO, KBOX, WIRE, WRCP, and WPLO.

Cal Smith

She talked a lot about Texas



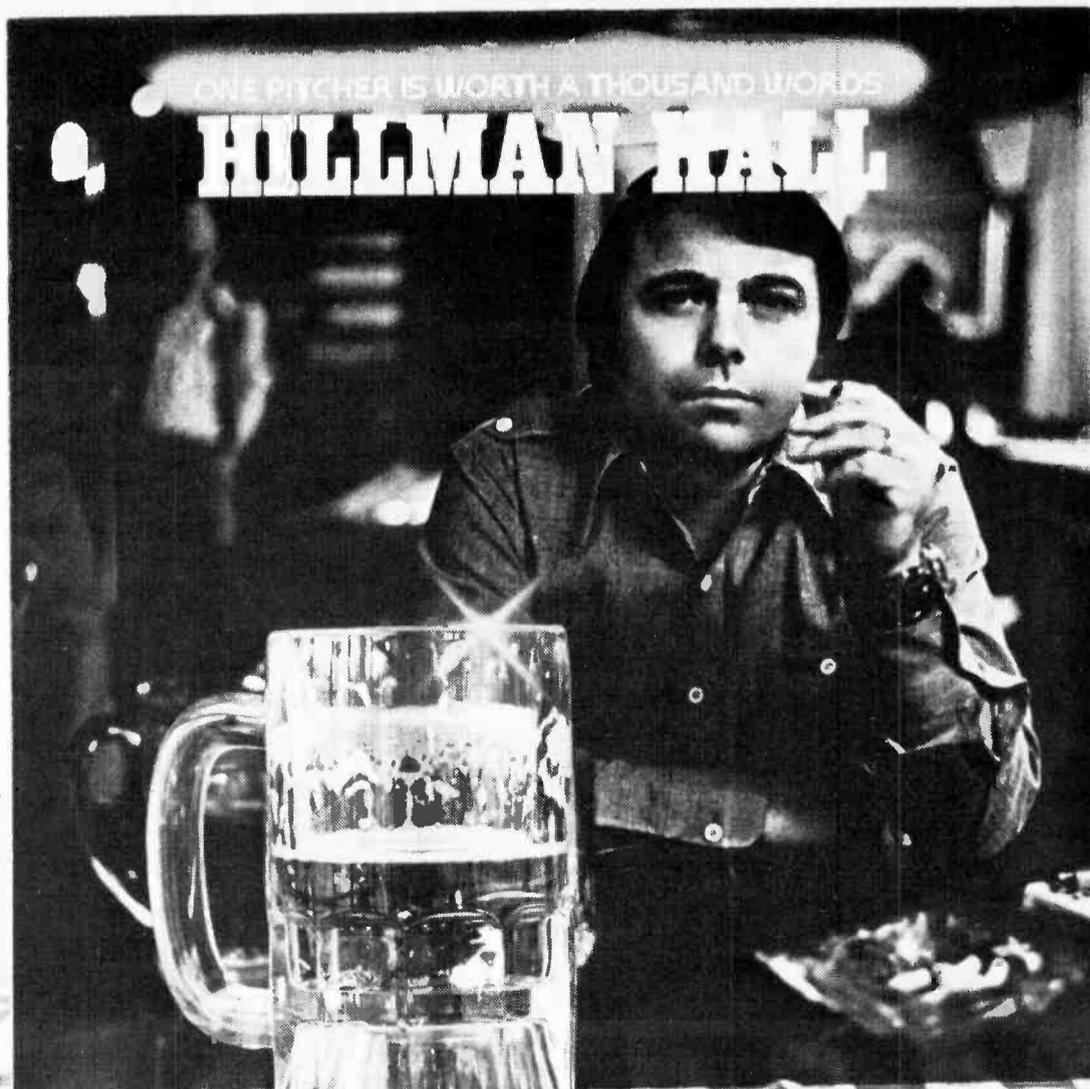
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from Cal's album
"It's Time To Pay The Fiddler"

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***Hillman Hall. Still another reason
to think Warner Country.***

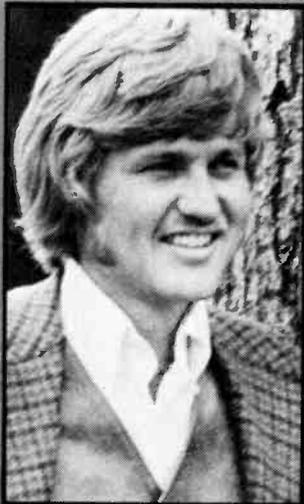


Album BS 2857; Single WBS 8099

Billboard Hot Country Singles

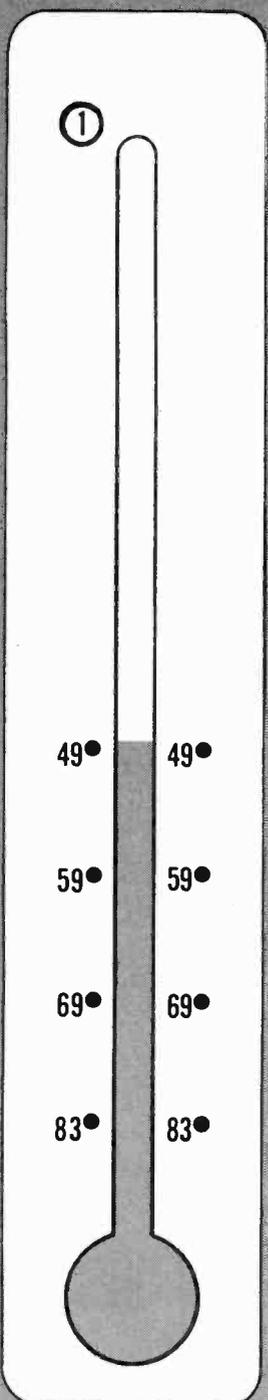
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RED HOT & RISING TO THE TOP!
CHIP TAYLOR



'EARLY SUNDAY MORNING'

Warner Bros. # 8090



Another reason to think WARNER BROS. COUNTRY

This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))
1	2	13	WINDOW UP ABOVE —Mickey Gilley (G. Jones), Playboy 6031 (Glad, BMI)	35	45	4	T-R-O-U-B-L-E —Elvis Presley (J. Chesnut), RCA 10278 (Jerry Chesnut, BMI)	68	43	11	41st STREET LONELY HEARTS CLUB/WEEKEND DADDY —Buck Owens (J. Shaw, D. Knutson), Capitol 4043 (Blue Book, BMI)
2	4	8	WHEN WILL I BE LOVED —Linda Ronstadt (P. Everly), Capitol 4050 (Acutt-Rose, BMI)	36	5	13	BRASS BUCKLES —Barbi Benton (B. Borchers, M. Vickery), Playboy 6032 (Tree, BMI)	69	63	8	BABY —Tennessee Ernie Ford & Andra Willis (R. Griff), Capitol 4044 (Blue Echo, ASCAP)
3	3	12	MISTY —Ray Stevens (E. Garner, J. Burke), Barnaby 614 (Chess/Janus) (Vernon, ASCAP)	37	26	9	WHERE HE'S GOING, I'VE ALREADY BEEN/THE KINDA WOMAN I GOT —Hank Williams Jr. (B. Cartee, E. Montgomery, H. Williams Jr.), MGM 14794 (Al Cartee/Tree, BMI)	70	81	5	LET'S LOVE WHILE WE CAN —Barbara Fairchild (R. Scaife), Columbia 3-10128 (Partner/Algee, BMI)
4	9	9	YOU'RE MY BEST FRIEND —Don Williams (W. Holyfield), ABC/Dot 17550 (Don Williams, BMI)	38	41	8	BURNING —Ferin Husky (J. Foster, B. Rice), ABC 12085 (Jack & Bill, ASCAP)	71	NEW ENTRY		HELLO LITTLE BLUEBIRD —Donna Fargo (D. Fargo), ABC/Dot 17557 (Prima-Donna, BMI)
5	8	9	TRYIN' TO BEAT THE MORNING HOME —T.G. Shepard (R. Williams, T.G. Shepard, E. Kahane), Melodyland 6006 (Motown) (Don Crews, BMI)	39	47	6	THE DEVIL IN MRS. JONES —Billy Larkin (E. Conley, M. Larkin), Bryan 1018 (Blue Moon, ASCAP)	72	84	3	SEARCHIN' —Melba Montgomery (P. Drake), Elektra 45247 (Hill & Range, BMI)
6	7	11	I AIN'T ALL BAD —Charley Pride (J. Duncan), RCA 10236 (Roz Tense, BMI)	40	49	4	WHY DON'T YOU LOVE ME —Connie Smith (J. Williams), Columbia 3-10135 (Fred Rose, BMI)	73	73	8	TOO FAR GONE —Emmylou Harris (B. Sherrill), Reprise 1326 (Warner Bros.) (Al Gallico, BMI)
7	11	7	LIZZIE & THE RAINMAN —Tanya Tucker (K. O'Dell, L. Henley), MCA 40402 (House Of Gold, BMI)	41	61	3	MOVIN' ON —Merle Haggard (M. Haggard), Capitol 4085 (Shade Tree/Kpieth, BMI)	74	86	2	MOLLY (I Ain't Getting Any Younger) —Dorsey Burnette (B. Linde), Melodyland 6007 (Motown) (Combine, BMI)
8	1	11	THANK GOD I'M A COUNTRY BOY —John Denver (Sommers), RCA 10239 (Cherry Lane, ASCAP)	42	37	8	SHE'S ALREADY GONE —Jim Mundy (J. Mundy), ABC 12074 (Chappell, ASCAP)	75	NEW ENTRY		THE SEEKER —Dolly Parton (D. Parton), RCA 10310 (Oweap, BMI)
9	20	7	LITTLE BAND OF GOLD —Sonny James (J. Gilreath), Columbia 3-10121 (Beak, BMI)	43	27	11	BEYOND YOU —Crystal Gayle (B. Gatzimos, C. Gail), United Artists 600 (Stonehill, BMI)	76	79	6	I THINK I'LL SAY GOODBYE —Mary Kay James (J. Rushing, M. Chapman), Avco 610 (Don Williams, BMI)
10	12	12	THESE DAYS (I Barely Get By) —George Jones (G. Jones, T. Wynette), Epic 8-50088 (Columbia) (Altam, BMI)	44	62	3	JUST GET UP AND CLOSE THE DOOR —Johnny Rodriguez (L. Hargrove), Mercury 73682 (Window, BMI)	77	82	5	MAY YOU REST IN PEACE —Meoody Allen (K. Jean), Mercury 73674 (Phonogram) (Milene, ASCAP)
11	15	10	RECONSIDER ME —Marvel Felts (M. Lewis, M. Smith), ABC/Dot 17549 (Shelby Singleton, BMI)	45	30	8	COLINDA —Fiddlin' Frenchie Burke & The Outlaws (J. Williams), 20th Century 2182 (Jack & Bill, ASCAP)	78	90	2	HONKY TONK WAYS —Kenny O'Dell (K. O'Dell), Capricorn 0233 (Warner Bros.) (House Of Gold, BMI)
12	16	9	HE'S MY ROCK —Brenda Lee (S.K. Dobbins), MCA 40385 (Famous, ASCAP)	46	18	16	(Hey Won't You Play) ANOTHER SOMEBODY DONE SOMEBODY WRONG SONG —B.J. Thomas (C. Moman, L. Butler), ABC 12054 (Press/Tree, BMI)	79	NEW ENTRY		THIS HOUSE RUNS ON SUNSHINES —La Costa (B. Bennett, M. Redway), Capitol 4082 (Al Gallico/Algee, BMI)
13	14	12	WORD GAMES —Billy Walker (R. Graham), RCA 10205 (Show Biz, BMI)	47	57	4	WHAT TIME OF DAY —Billy Thundercloud & The Chieftones (R. McCown), 20th Century 2181 (Sawgrass, BMI)	80	94	2	I DON'T LOVE HER ANYMORE —Johnny Paycheck (R. Lane, D. Morrison), Epic 8-50111 (Columbia) (Tree, BMI)
14	17	12	FORGIVE & FORGET —Eddie Rabbitt (E. Rabbitt, E. Stevens), Elektra 45237 (Briar Patch/Deb Dave, BMI)	48	52	5	COUNTRY D.J. —Bill Anderson (B. Anderson), MCA 40404 (Stallion, BMI)	81	87	3	GHOST STORY —Susan Raye (J. Shaw), Capitol 4063 (Tree, BMI)
15	19	10	THERE I SAID IT —Margo Smith (M. Smith), 20th Century 2172 (Jidobi, BMI)	49	59	4	EARLY SUNDAY MORNING —Chip Taylor (C. Taylor), Warner Bros. 8090 (Blackwood/Back Road, BMI)	82	89	2	IT TAKES FAITH —Marty Robbins (M. Robbins), MCA 40342 (Mariposa, BMI)
16	6	13	TOO LATE TO WORRY, TOO BLUE TO CRY —Ronnie Milsap (A. Dexter), RCA 10228 (Hill & Range/Elvis Presley/Noma, BMI)	50	55	5	HONEY ON HIS HANDS —Jeanne Pruett (T. Seals, M. Barnes), MCA 40395 (Danor, BMI)	83	85	5	ROLLIN' IN YOUR SWEET SUNSHINE —Dottie West (B. Morrison, J.M. Harris), RCA 10269 (Music City, ASCAP)
17	10	11	FROM BARROOMS TO BEDROOMS —David Wills (D. Wills, S. Rosenberg), Epic 8-50090 (Columbia) (Double R, ASCAP)	51	66	3	EVERYTIME YOU TOUCH ME (I Get High) —Charlie Rich (B. Sherrill, C. Rich), Epic 50103 (Columbia) (Algee, BMI/Double R, ASCAP)	84	88	3	GATHER ME —Marilyn Sellars (G. Dobbins, T. Austin), Mega 1230 (Full Swing, ASCAP)
18	13	17	I'M NOT LISA —Jessi Colter (J. Colter), Capitol 4009 (Baron, BMI)	52	58	5	UNCHAINED MELODY —Joe Stampley (H. Zaret, A. North), ABC/Dot 17551 (Frank, ASCAP)	85	NEW ENTRY		DEAR WOMAN —Joe Stampley (M. Sherrill, S. Davis, J. Stampley), Epic 8-50114 (Columbia) (Al Gallico/Algee, BMI)
19	24	7	SHE TALKED A LOT ABOUT TEXAS —Cal Smith (D. Wayne), MCA 40394 (Coal Miners, BMI)	53	56	8	STEALIN' —Jacky Ward (J. Foster, B. Rice), Mercury 73667 (Phonogram) (Jack & Bill, ASCAP)	86	91	3	LOVE YOU BACK TO GEORGIA —Freddie Weller (L. Martine, Jr.), ABC/Dot 17554 (Ahab, BMI)
20	21	10	THE MOST WANTED WOMAN IN TOWN —Roy Head (R. Porter, B. Jones, D. Wilson), Shannon 829 (NSD) (MaRee, ASCAP)	54	64	4	GOD'S GONNA GET'CHA (For That) —George Jones & Tammy Wynette (E.E. Collins), Epic 8-5099 (Columbia) (Hermitage/Altman, BMI)	87	93	2	LYING IN MY ARMS —Rex Allen Jr. (J. Allen), Warner Bros. 8095 (Tree, BMI)
21	33	6	DREAMING MY DREAMS WITH YOU —Waylon Jennings (A. Reynolds), RCA 10270 (Jack, BMI)	55	22	15	I'D LIKE TO SLEEP 'TIL I GET OVER YOU —Freddie Hart (R. Bowling), Capitol 4031 (Brougham Hall, BMI)	88	95	3	PUT ANOTHER LOG ON THE FIRE —Tompall (S. Silverstein), MGM 14800 (Evil Eye, BMI)
22	25	8	MISSISSIPPI YOU'RE ON MY MIND —Stoney Edwards (J. Winchester), Capitol 4051 (Fourth Floor, ASCAP)	56	29	14	HURT —Connie Cato (J. Crane, A. Jacobs), Capitol 4035 (Miller, ASCAP)	89	NEW ENTRY		RHINESTONE COWBOY —Glen Campbell (L. Weiss), Capitol 4095 (20th Century/House Of Weiss, ASCAP)
23	23	9	IT'S ALL OVER NOW —Charlie Rich (C. Rich), RCA 10256 (Charlie Rich, BMI)	57	60	9	I LOVE A RODEO —Roger Miller (R. Miller), Columbia 3-10107 (Alhond, BMI)	90	80	7	I WANNA KISS YOU —Nancy Wayne (B. Richards), 20th Century 2184 (New York Times, BMI)
24	28	8	(There She Goes) I WISH HER WELL —Don Gibson (D. Gibson), Hickory 345 (MGM) (Acutt-Rose, BMI)	58	71	4	MR. RIGHT AND MRS. WRONG —Mel Tillis & Sherry Bryce (K. Westberry, H. Harbour), MGM 14803 (Sawgrass, BMI)	91	92	4	IN THE MOOD —Joe Bob Nashville Sound Company (J. Garland, A. Razaf), Capitol 4059 (Shapiro/Bernstein, ASCAP)
25	31	6	FIREBALL ROLLED A SEVEN —Dave Dudley (R. Banam), United Artists 630 (New Keys, BMI)	59	75	2	DEAL —Tom T. Hall (T.T. Hall), Mercury 73686 (Phonogram) (Hallnote, BMI)	92	NEW ENTRY		STRINGS —Johnny Carver (B. Wills, T. Saussy), ABC 12097 (Milene, ASCAP)
26	36	5	THAT'S WHEN MY WOMAN BEGINS —Tommy Overstreet (J. Gillespie), ABC/Dot 17552 (Ricci Mareno, SESAC)	60	65	5	LION IN THE WINTER —Hoyt Axton (H. Axton), A&M 1683 (Lady Jane, BMI)	93	NEW ENTRY		BURNING THING —Mac Davis (M. Davis, M. James), Columbia 3-10148 (Screen Gems-Columbia/Song Painter/Sweet Glory, BMI)
27	40	5	CLASSIFIED —C.W. McCall (B. Fries, C. Davis), MGM 14801 (American Gramophone, SESAC)	61	72	3	I WANT TO HOLD YOU —Stella Parton (B. Dean, S. Parton), Country/Soul 039 (Myownah/Fishcumings, BMI: Owlolus/Holleyfish, ASCAP)	94	98	2	STORMS NEVER LAST —Dottie (J. Colter), RCA 10280 (Baron, BMI)
28	38	6	FREDA COMES, FREDA GOES —Bobby G. Rice (Hazelwood, Cook, Greenaway), GRT 021 (Chess/Janus) (Cookaway, ASCAP)	62	77	3	LOVE IN THE HOT AFTERNOON —Gene Watson (V. Matthews, K. Westberry), Capitol 4076 (Jack, BMI)	95	96	4	ONE BY ONE —Jimmy Eledge (K. Bach, J. Lane), 4-Star 5-1003 (Four Tay, BMI)
29	32	10	BOILIN' CABBAGE —Bill Black Combo (G. Michael, B. Tucker, L. Roger), Hi 2283 (London) (Fi/Bill Black, ASCAP)	63	76	2	FARTHEST THING FROM MY MIND —Ray Price (J. Weatherly), ABC 12095 (Keca, ASCAP)	96	97	2	ONE, TWO, THREE (Never Gonna Fall In Love Again) —Jim Glaser (B. McDill), MGM 14798 (Hall-Clement, BMI)
30	35	8	PERSONALITY —Price Mitchell (L. Price), GRT 020 (Chess/Janus) (Lloyd & Logan, BMI)	64	70	4	YOU KNOW JUST WHAT I'D DO —Lois Johnson (J. Foster, B. Rice), 20th Century 2187 (Jack & Bill, ASCAP)	97	NEW ENTRY		A STRANGER IN MY PLACE —Anne Murray (K. Rogers, K. Vassay), Capitol 4072 (TRO/Devon/Flea Show, BMI/Amos, ASCAP)
31	34	8	GOOD NEWS BAD NEWS —Eddie Raven (P. Richards), ABC 12083 (Senor, ASCAP)	65	67	7	I'M AVAILABLE (For You To Hold Me Tight) —Kathy Barnes (D. Burgess, D. Farl), MGM 14797 (Golden West Melodies, BMI)	98	NEW ENTRY		RED ROSES —Eddy Arnold (R.C. Bennett, S. Tepper), MGM 14780 (Mills, ASCAP)
32	39	7	PICTURES ON PAPER —Jeris Ross (G.F. Paxton), ABC 12064 (Acoustic, BMI)	66	68	6	BIRDS & CHILDREN FLY AWAY —Kenny Price (R. Pennington, D. Hoffman), RCA 10260 (Dunbar, BMI)	99	NEW ENTRY		ANOTHER SATURDAY —Buddy Alan (S. Cooke), Capitol 4075 (Kags, BMI)
33	50	3	TOUCH THE HAND —Conway Twitty (C. Twitty), MCA 40407 (Twitty Bird, BMI)	67	44	9	MY OLD KENTUCKY HOME —Johnny Cash (R. Newman), Columbia 3-10116 (January, BMI)	100	NEW ENTRY		DON'T DROP IT —Fargo Tanner (E. Presley), Avco 612 (Rambalero, BMI)
34	42	7	HELLO, I LOVE YOU —Johnny Russell (R. Rogers), RCA 10258 (Newkeys, BMI)								

JUNE 7, 1975, BILLBOARD

SUMMERS HOTTEST HITS!

(THERE SHE GOES)

**'I WISH
HER WELL'**

HICKORY MGM H 345

Don Gibson
from the album

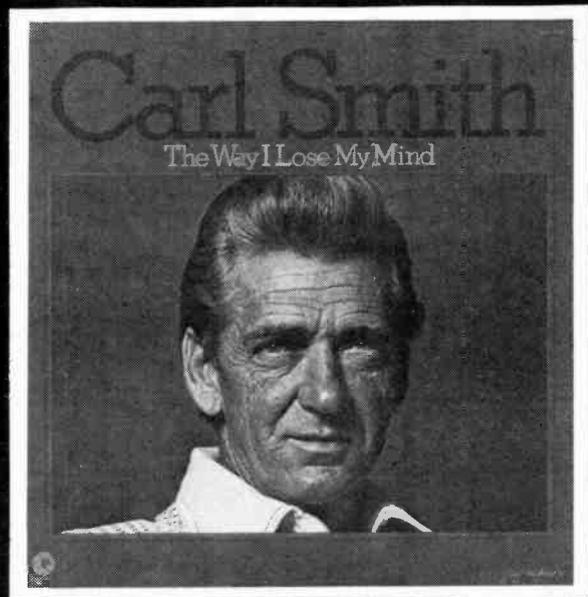


H3G 4519

**'EVERYTHING I
TOUCH TURNS
TO SUGAR'**

HICKORY MGM H 347

Carl Smith
from the album



H3G 4518

Sue Thompson 'ANY OTHER MORNING'

b/w **'I CAN'T STOP LOVING YOU'**

(NO PUEDO ESTAR SIN IT) HICKORY MGM
H 346

Roy Acuff 'I CAN'T FIND A TRAIN'

HICKORY MGM
H 348

just released

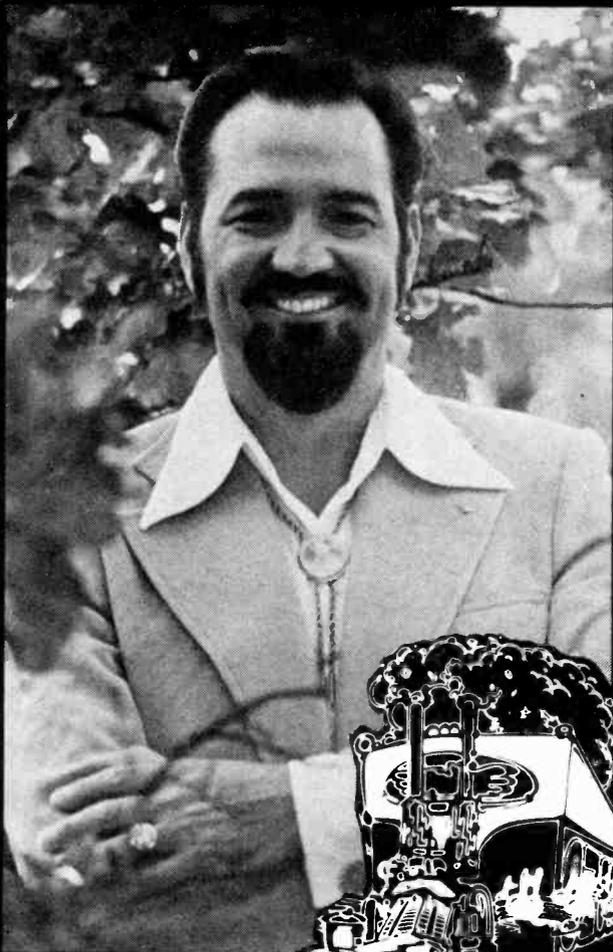
**Whitey Shafer 'WHAT DID YOU
EXPECT ME TO DO'**

HICKORY MGM
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Hank Thompson
will fix your
flat with...

'THAT'S
JUST MY
TRUCKIN'
LUCK'

DOA 17556

Exclusively on ABC/DOT Records

Country

Nashville Scene

By COLLEEN CLARK

George Jones and The Jones Boys formed their own softball team as have many other artists, but they decided to play Little Leaguers. They lost their first game in Farmington, N.M., to a kid team. Jones was quoted as saying, "We had to let them win, they have to live here. Besides how would it look for a bunch of grown men to beat those kids?" However the game was for the benefit of the Little Leaguers and quite a few dollars were raised for them.

Roy Clark's greatest love (after music) is golf. He's making the most of it during a three-day appearance at Kansas City's World of Fun. He and good friend Ed Podolak, star running back for the Kansas City Chiefs, plan to be on the greens every day. They recently played together during a Las Vegas golf tournament at the Frontier Hotel.

Faron Young will perform for 320 mayors of the State of Tennessee June 10 in Nashville. He's also scheduled to play Disney World for the third consecutive year. . . . Jessi Colter's first concert in Santa Monica, Calif., a smashing success. She received the first of several standing ovations during her second song. Tompall Glaser, Shel Silverstein, Marijohn Wilkin, Chuck Glaser, Kinky Friedman, Dr. Hook and Ken Mansfield were among guests, however, Waylon Jennings was said to be the most enthusiastic fan there. . . . Jerry Naylor and his family celebrated his tenth tour of Europe with a week in Mexico. While in Mazatlan, Jerry chartered a boat and caught a 180 pound sailfish.

Doug Kershaw has just completed work on a television special starring Mary Tyler Moore. Filmed in Hollywood, Kershaw is featured in two dramatic parts as "Adam" and "The Devil," in addition to five musical numbers written by him. The show is scheduled to air this fall. . . . Decca Records Ltd. (MCA) of England has released an album of 20 rockabilly classics taken from the archives of U.S. Decca Records. It contains material recorded in the '50s by Webb Pierce, Donny Young, Arlie Duff, Austry Inman and Roy Hall among others. . . . Newly signed RCA artist, Dotts, has just completed a promotional tour of several one-stops, mama and papa stores, clubs and radio stations across the country to acquaint her with the promotion people.

Allen Cash, president of Brougham Records here, has announced the signing of three new artists, Gene Cash, Charles House and Mike Shamblyn. All three are being produced by Cash. . . . Songwriter and Opryland recording artist, Lola Jean Dillon, will travel North Central and Midwest Fair Circuit this summer as the singing star of Bucksin Jack's Country Thrill Show. The show, based out of Las Vegas, has been described as a combination of some of the most exciting trained animal acts and automobile stunt shows ever, all woven together with a background of country music. Capitol recording artist, LaCosta, appeared with the show during the 1974 season.

Johnny Cash has finished his long-awaited autobiographical book on his experiences and philosophy of life. Entitled, "Man In Black" it is scheduled to be available by August. In conjunction with the release of the book, Cash is scheduled to make in-store appearances across Tennessee to promote it. Cash has also

Billboard Hot Country LPs

Billboard SPECIAL SURVEY
for Week Ending 6/7/75

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* Star Performer—LPs registering proportionate upward progress this week.

This Week	Last Week	Weeks on Chart	TITLE—Artist, Label & Number (Distributing Label)
1	1	7	BEFORE THE NEXT TEARDROP FALLS—Freddy Fender, ABC/Dot D0SD 2020
★ 2	9	4	KEEP MOVIN' ON—Merle Haggard, Capitol ST 11365
3	3	24	HEART LIKE A WHEEL—Linda Ronstadt, Capitol ST 11358
★ 4	6	5	PHONE CALL FROM GOD—Jerry Jordan, MCA 473
5	5	14	I'M JESSI COLTER—Jessi Colter, Capitol ST 11363
6	4	11	WOLF CREEK PASS—C.W. McCall, MGM M3G 4989
7	2	14	AN EVENING WITH JOHN DENVER, RCA CPL2-0765
8	7	10	REUNION—B.J. Thomas, ABC ABDP 858
9	10	6	MICKEY'S MOVIN' ON—Mickey Gilley, Playboy PB 405
10	8	12	BLANKET ON THE GROUND—Billie Jo Spears, United Artists UA-LA390
11	11	15	HAVE YOU NEVER BEEN MELLOW—Olivia Newton-John, MCA 2133
★ 12	23	4	YOU'RE MY BEST FRIEND—Don Williams, ABC/Dot D0SD 2021
13	14	13	OUT OF HAND—Gary Stewart, RCA APL1-0900
14	12	24	SONGS OF FOX HOLLOW—Tom T. Hall, Mercury SRM-1-500 (Phonogram)
15	17	7	THE LAST FAREWELL & OTHER HITS—Roger Whittaker, RCA APL 1-0855
★ 16	20	4	GREATEST HITS—Charlie Rich, RCA APL1-0857
★ 17	21	3	TANYA TUCKER—MCA 2141
★ 18	22	7	SMOKEY MOUNTAIN MEMORIES—Mel Street, GRT 8004 (Chess/Janus)
19	15	18	LINDA ON MY MIND—Conway Twitty, MCA 469
★ 20	24	16	IT WAS ALWAYS SO EASY (To Find An Unhappy Woman)—Moe Bandy, GRC 10007
21	16	14	PAIR OF FIVES (Banjos That Is)—Roy Clark & Buck Trent, ABC/Dot D0SD 2015
22	13	18	A LEGEND IN MY TIME—Ronnie Milsap, RCA APL1-0846
23	18	15	BACK TO THE COUNTRY—Loretta Lynn, MCA 471
★ 24	30	3	STILL THINKIN' BOUT YOU—Billy Crash Craddock, ABC ABCD-875
25	28	13	BARROOMS TO BEDROOMS—David Wills, Epic KE 33353 (Columbia)
26	25	46	BACK HOME AGAIN—John Denver, RCA CPL1-0548
27	19	5	IN CONCERT—Charley Pride, Chet Atkins, Ronnie Milsap, Dolly Parton, Jerry Reed, Gary Stewart, RCA CPL2-1014
28	26	12	FREDDIE HART'S GREATEST HITS, Capitol ST 11347
★ 29	38	2	JUST GET UP AND CLOSE THE DOOR—Johnny Rodriguez, Mercury SRM-1-1032 (Phonogram)
30	31	9	BOOGIE WOOGIE COUNTRY MAN—Jerry Lee Lewis, Mercury SRM-1-1030 (Phonogram)
31	27	6	SINCERELY—Brenda Lee, MCA 477
32	37	32	SONGS ABOUT LADIES & LOVE—Johnny Rodriguez, Mercury SRM-1-1012 (Phonogram)
33	29	13	THE BARGAIN STORE—Dolly Parton, RCA APL1-0950
34	35	11	PIECES OF SKY—Emmylou Harris, Reprise 0698 (Warner Bros.)
35	32	5	LOIS JOHNSON, 20th Century T 0698
36	41	3	WITH ALL MY LOVE—La Costa, Capitol ST 11391
37	33	6	A LITTLE BIT SOUTH OF SASKATOON—Sonny James, Columbia KC 33428
38	40	3	GOOD HEARTED WOMAN—Connie Cato, Capitol ST 11387
★ 39	NEW ENTRY		BOCEPHUS—Hank Williams Jr., MGM M3G 4988
40	42	18	PROMISED LAND—Elvis Presley, RCA APL1-0873
41	44	21	BARBI DOLL—Barbi Benton, Playboy PB 404
42	47	2	WHATCHA GONNA DO WITH A DOG LIKE THAT—Susan Raye, Capitol ST 11393
43	34	36	THE RAMBLIN' MAN—Waylon Jennings, RCA APL1-0734
44	39	26	CITY LIGHTS—Mickey Gilley, Playboy PB 403
45	46	3	THE GUITARS OF SONNY JAMES—Sonny James, Columbia KC 3347
46	36	4	HARD TIME HUNGRIES—Bobby Bare, RCA APL1-0906
47	48	2	CONNIE SMITH SINGS HANK WILLIAMS GOSPEL—Columbia PC 33414
★ 48	NEW ENTRY		DON'T LET THE GOOD TIMES FOOL YOU—Melba Montgomery, Elektra CM-2
★ 49	NEW ENTRY		SING SOME LOVE SONGS—Porter Wagoner, RCA APL1-1056
50	45	13	GREATEST HITS—Tanya Tucker, Columbia KC 33355

agreed to make appearances on a number of television shows in the near future, including "The Today Show," "Merv Griffin Show" and "The Dinah Shore Show."

After polishing his country act for some time, Ty Lemley has decided to bring it to Nashville during Fan Fair. Lemley has performed with the

Guy Lombardo Orchestra for many years. . . . Marty Robbins has taken out the studio in his offices on music row and added a gift shop. Henry Dorrrough will be running the shop which also houses Marty's publishing companies, and records, tapes and souvenirs. . . . Ray Griff has

(Continued on page 47)

Every Artist Has His Day These Days

NASHVILLE—Pageants, parades and keys to the cities are replacing traditional concerts and club dates in well-planned and executed "homecomings" and special "days" for country music artists across the nation.

These events are profitable to city treasuries, civic clubs, artists, bookers, and sometimes promoters and/or radio stations. A few of these "days" have been extended into a week or more, or have been ab-

Shondell, Lloyd Plan Discotheque

NASHVILLE—Troy Shondell and Nick Lloyd of Cloud 9 Records have announced further expansion (Billboard, April 12) with the addition of Nashville's most complete and modern discotheque.

To be located at what was formerly the Villa, the Cloud 9 Disco will utilize the most advanced techniques in sound and lighting systems. Interior design of the disco is under the direction of local architect John T. Galvin. The club will use both automated music and local deejays. Seating capacity is approximately 300-350.

Shondell has expanded in the last few months to include Cloud 9 Records, Crossroads Records and Denim Blue Music. Shondell says, "Our goal is to establish a total entertainment complex and the Cloud 9 Disco is an important step in that direction."

The initial artists on Cloud 9 Records, Shondell, Lloyd and Ray Peterson, plan to appear at the club occasionally when their schedule permits. A July 1 opening is planned.

Opryland Sets Summer Series

NASHVILLE—A summer show series entitled "Opry Guest Stars" will appear twice daily at the Grand Ole Opry House for a country music show with the Four Guys from now until Sept. 6, according to Opryland Park officials.

The music complex has opened its seven-day schedule with Porter Wagoner syndicating his show there for the benefit of park visitors, plus the two country shows daily. There is no extra charge for any of the shows.

The first act to appear with the Four Guys was Bill Monroe, followed by Ernest Tubb, George Morgan and Roy Acuff, all traditionalists. This is being followed by a week of what is called "The Opry Ladies," featuring Jan Howard, Dottie West, Skeeter Davis, Jeanne Pruett and Jean Shepard.

From now until after the Labor Day weekend, similar performances will be held twice daily, at 2:30 and 5 p.m.

Playboy Moves Into Nashville

NASHVILLE—Playboy Records and Music, after making a solid entry into the country field in the past year, has opened an office here, headed by Eddie Kilroy.

The office will handle all aspects of promotion and production for the label here. Kilroy has produced Playboy hits for Mickey Gilley, Barbi Benton, Mike Wells, Wynn Stewart, Brenda Pepper and Chuck Price. He will continue to oversee production and promotion for all Playboy country artists.

sorbed into other festivals, while many are unrelated to the artist's home or birthplace. Now they are going beyond the artists, reaching out for executives, producers or any hometown boy or girl who has made good (or shows promise of making good) in the music industry.

In some instances, bookers or publicists actually solicit the town fathers; in others they accept the bidding of the civic leaders and take over all the preliminary planning for retainer and a percentage of the gate. Sometimes they get a piece of the entire action.

One such individual who gets out and generates the home town adrenalin is Bonnie Bucy, who heads her own public relations firm and is involved in publishing and many other matters in the industry. The former newspaperwoman, for example, not only originated the Tom T. Hall Homecoming in the Appalachian country of Eastern Kentucky, but has turned it into an eight-day pageant, replete with carnival atmosphere, dances, parades, shows and the works. Hall recalls that he once was arrested there for taking a drink; now local officials ply him with the native bourbon.

Such may be the rewards of stardom, but record companies generally feel these are the only obvious rewards. Seldom do the gatherings generate record sales. Radio stations, on the other hand, have found this a means of obtaining (on occasion) free services of an artist for promotional purposes. Others have been able or willing to pay at least

'Candid Camera' Moves To South

NASHVILLE—Country singer Lynn Anderson is expected to be named co-host of the "Candid Camera" show next season, replacing John Bartholomew Tucker.

Allen Funt is moving the show here because "the facilities are better than they are in New York." All of next year's 26 syndicated shows will originate from Nashville. The crew has just finished a series of shows here utilizing country music artists, including Jerry Reed and Dolly Parton.

Hamza Pointing To His Package

NASHVILLE—Taking issue with the contention that package shows are virtually passe in the country music field, veteran promoter Abe Hamza points out that he has his strongest package show in years going full strength.

Hamza, who does his promotion on the Eastern seaboard and in Canada, has a package of Loretta Lynn, Sonny James, Johnny Russell, Nat Stuckey and Kenny Starr.

"It's the most successful tour I have had in two years," Hamza says. "In spite of the tight money situation, we are doing two shows almost every night, and they are filled to capacity. Apparently we have put a country combination together that will draw. We have not had a loser the entire tour. It is most encouraging for the industry to see this happening."

Hamza notes that both Loretta and Sonny are receiving standing ovations for their performances each night. "They are performing better than I have ever seen them," he states.

The tour winds up in Cleveland this week.

expenses, while some offer a regular fee.

Primarily, though, it has been the fund-raising device of the civic club or the town treasury, with the artist sharing in the dividends. Ms. Bucy took the existing Cajun Days of the Louisiana bayous and changed them to a Jimmy C. Newman Homecoming, supplementing the appearances of the Shannon recording artist with that of other talents from the land of Evangeline. She currently is researching two more areas. Both South Carolina (where he was born) and Georgia (where he was educated) claim MCA's Bill Anderson. She hopes to get a double day going. And while in South Carolina, she is probing the possibility of a special day for Buddy Lee. It's the birthplace of the one-time wrestler who became a successful country music promoter.

The Muscle Shoals area of Alabama is noted for having produced some of the greatest talent in the musical world, from executives to artists. Among the executives are Sam Phillips, Bill Sherrill, Buddy Killen and literally dozens of others. The Chamber of Commerce there has decided to have a day to honor Killen, the executive vice president of Tree, Intl., who also is involved in many other areas of the music business. The one-time bass player with the "Grand Ole Opry" is a prime example of a hometown boy made good. So, the chamber there instigated such a day, and so notified him. He, in turn, turned the details over to Bill Hudson Associates, and the wheels are turning rapidly. This agency handles the Tree account and Betty Hofer, an associate of Hudson, suggests Killen was chosen because she regularly has sent information regarding her account to his hometown newspapers. Now the Hudson Agency will handle every detail, alleviating the hometown officials of the trouble.

Joe Stampley, booked by the Shorty Lavender Agency, is having two days within a month. The CBS artist first was honored by the city of Knoxville on the 9th of May. In return for receiving the key to the city, he gave two days of concert performances, sponsored by radio station WIVK. Now in June, he goes to his hometown of Spring Hill, La., for a somewhat similar event, but without radio station sponsorship.

Elektra's Tommy Cash, a native of Arkansas, was given his day in Erie, Pa., far removed from the razorback territory. The Buddy Lee Agency, which books Cash, says the day in Erie was put together by a sports promoter who has done similar things in the past with sports celebrities and tried it this time, successfully, with Cash. All of the embellishments were added, and Cash had his day in a city far removed from his past.

West Plains, Mo., has produced more than its share of leading artists, producers and others. Thus it has had its "days" galore. The town has even named streets for its native sons and daughters, who include such luminaries as Porter Wagoner, Jan Hower, Spec Rhodes, RCA producer Bob Ferguson, Ferlin Husky and others. Perhaps as many as 15-20 well known artists come from within a short radius of there. That particular region probably has produced more artists per capita than anywhere else in the world, surpassing even parts of Texas, North Alabama and the Carolinas.

Sevierville, Tenn., has a Dolly Parton day each year, and the high school there in the Smokey Mountains has benefitted enormously, obtaining everything from band uni-

forms to scholarships as a result. Miss Parton (and others) have donated their time and talents, and it has become a regular event. Again, pageantry is built around it.

Archie Campbell's East Tennessee home put up a museum in his honor, after giving him his day. Hank Locklin was made honorary mayor of McClelland, Fla., and took up residence there for some time.

Less fortunate are the likes of Del Wood and Kitty Wells, who grew up in the Nashville area. They've not been honored in their hometown. It could happen, however. The "day" concept is catching on, and it satisfies everything from dwindling purses to ego trips. Incredibly, there are still a few artists who have not performed in their own hometowns, but all of that is changing rapidly.



Michael Borum photo

SHINE SIGN—Bobby Borchers, who wrote the hit song "Brass Buckles," jokingly shines the buckles of Tree International executive vice president Buddy Killen after signing an exclusive writer's contract with the firm.

See Over 1,000 Attending Seminar-Camp Aug. 10-16

THOUSAND OAKS, Calif.—New artists and leaders have been added to the list of those who will take part in the week-long seminar and camp at Estes Park, Colo., Aug. 10-16.

More than 1,000 youth and adult Christian musicians will gather together under the auspices of Christian Artists Corp. Foreign registration also is on the increase, with reservations from Canada, Holland, New Zealand and the West Indies.

New artists added to the original list include Dino, who records for Light Records; Evie, who records for Word; John Hall, who is on the Zondervan Singcord label; and the Hawaiians, who record for Tempo, and who have been on many of the Billy Graham telecasts. They join such leaders as Charles Brown, Ralph Carmichael, Cam Floria, Paul Johnson, Kurt Kaiser, Johnny Mann, Keith Miller, Jimmy & Carol Owens, Jesse Peterson, Rick Powell, Otis Skillings, Thurlow Spurr, Bob Turnbull and more.

Artists scheduled to appear include The Archers, Dave Boyer, the Continental Singers, Andrae Crouch, Ray Hildebrand, Honeytree, the Imperials, Jerry Lucas & the Paul Johnson Singers, Ken Medema, Doug Oldham, Jamie Owens, and Truth.

A 50-piece orchestra and 300-voice demonstration choir will perform nightly as well. Following the concerts, adults will attend receptions given by major Christian publishers, while the young people are at planned recreational activities. The John T. Benson Co. of Nashville will host the publisher's reception on

Wednesday evening, and will hold reading sessions during the week.

Youth musicians who attend the camp may audition for talent competition with prizes ranging from college scholarships for individuals to a sound system for groups.

Nashville Scene

• Continued from page 46

signed an exclusive booking agreement with Top Billing, Inc.

Doug Kershaw is scheduled to play in three major golf tournaments this month. He starts at Harrah's Golf Tournament in Las Vegas, then to Charley Pride's Tournament in New Mexico and winds up with The Third Annual Darrell Royal Invitational.

Ben Peters, one of the most prolific writers around and co-writer of the current hit "Before The Next Teardrop Falls," has been busy lately with recent cuts by Faron Young, Nick Nixon, Freddy Hart, Ray Price, Lawrence Welk, Al Hirt, Ray Conniff, Diana Trask, Conway Twitty, Brenda Lee, David Wills, Henson Cargill, Tom Fletcher and Del Reeves.

Billboard erred (May 10 issue) in referring to Freddie Hart, whose personal management and direction are handled by Peter S. Brown and Ned N. Shankman. Hart, moreover, soon will be signing a binder for worldwide representation with the William Morris Agency.



PROMOTIONAL PUSH—Neil Newton, left, is doing the promotional work for the new Connie Smith religious album, produced by Ray Baker, right.

Gospel Radio Outlets On Increase

3d Annual Seminar Points Out Healthy State Of Things

NASHVILLE—An increase in numbers of radio stations programming gospel music on a full-time basis; an increase in the number of hours of gospel music played; and an increase in ratings for gospel-programmed stations all were reported during the third annual Gospel Radio Seminar here.

Sponsored by the Gospel Music Assn. the event was chaired by Neil Newton, who reported a record attendance. Plans have been set for a similar event next May.

Bill Hudson, who was instrumental in pioneering full-time gospel radio with KSON, San Diego, key-noted the group. The president of Bill Hudson Associates challenged others to follow in this direction. It was noted that the move has caught on in such places as El Paso, Waco and Little Rock.

North Carolina Congressman Bill Hefner, who owns a gospel music radio station, made a guest appearance. Humorist Jerry Clower of MCA added a touch of class to the proceedings.

Entertainment for the two-day event was provided by the Dixie Melody Boys, Marijohn Wilkin, the Cruse Family, and the Orralls. ASCAP's Charlie Monk was master of ceremonies.

Participants at panels included Dan Hubbard of WHKK, Cincinnati; David Benware, KPBC, Dallas, and Bob Benson Jr. of the John T. Benson Pub. Co. Another panel consisted of Jim Black of SESAC as moderator; Harold Penn, KSUD, West Memphis; Hoyt Carter, WNAH, Nashville; and Gordon

Hood, WIXI, Chester, Va. Another dealing with commercials was moderated by Ron Nelson of the William Tanner Agency in Memphis, with Mike Dana, WJFR, Jackson, Miss.; Bill Sherrill, KGOY, Oklahoma City; and Steve Pritchard, WRNC, Raleigh. Other panelists were: Aaron Brown, Canaanland Music; Mike Wilson, WNDA, Huntsville, Ala.; Clarence Dow Jr., WDHP-FM, Caribou, Me.; Larry Wasserstein, WWDJ, Hackensack, N.J.; Gary Vincent, WBBR, Travelers Rest, S.C.; Phil Scott, WINQ, Tampa,

Norma Boyd, Gospel Music Assn.; Steve Aune, Gospel Trade; Bob Crawford, Word, Inc.; Dave Wortman, John T. Benson Publishing Co., Bob Rogers, QCA Records; Lee Neuen, Tempo Records, and Eric AuCoin of the Christian Broadcasting Network.

In addition to the work sessions, seminar delegates attended the Friday night gospel singing at the War Memorial Auditorium, the "Grand Ole Gospel" Time at the Opry House, and toured the Superior Sound Studio.

'LOVE IS A CIRCLE'

LP-Sheet Music Key To Sales For Teacher

NASHVILLE—Phillis Hiller, author and composer, also is director of Creative Materials Library and Oak Hill Music Publishing. She's a mother of four, a teacher, a musician and a performer.

She also has written a couple of songs which have been transposed into stories and songbooks, and have sold tens of thousands of an album without any sort of standard distribution.

The album is titled "Ramo" and it's a message concept, mostly about a thin-skinned elephant whose adventures help children develop a better self-concept. From that has come a single, "Love Is A Circle," on her own C&M Records, which also

has sold thousands. So has the sheet music accompanying the song.

The single, the LP and the music have gone into church workshops, into schools, into all gatherings where there have been children. In Alabama, not only has it gone into the elementary schools, but into the Assn. of Religion and Applied Behavioral Science. It also has reached the school systems of Alaska and Arizona, and the elementary education department of the Univ. of Arkansas. Perhaps its greatest acceptance of all has been in California, where it has gone into scores of school districts, Teacher's Exchanges, churches, educational clinics, Council of Ministries and the like.

By direct sale, it has gone into 41 states and the District of Columbia. It is being used by day care centers, schools for the blind and deaf, and more than 50 colleges and universities. Primarily, though, it has gone into churches of virtually every denomination.

Mrs. Hiller has held preliminary talks with animators about the possibility of putting the album on film. Yet she has never pushed the album or single through the regular commercial channels. Now she is ready to do so.

"We have reached the stage in which, following exhaustive personal contact, we are now ready for commercial distribution," she points out. "There has never been time for this in the past. We have been too busy with fulfillment or orders, with going to the schools and churches for demonstration purposes, and for getting the youngsters themselves involved."

Mrs. Hiller reasons that a sale of this proportion on a direct contact basis should indicate mass sales on a regular distribution basis.

Blackwood Bros. Set 15 Groups For Fest

MEMPHIS—The four-day Blackwood Brothers Homecoming, set for June 12-15 at Ellis Auditorium here, will feature the leading groups in gospel music. There will be 15 groups in all, with a talent contest on the final day of the function.

Tickets for the event range up to \$20 for all four days.

Among those taking part are the Inspirations, The Speer Family, The Blackwood Brothers, The Apostles, the Kingsmen, The Blackwood Singers, The Tribunes, The Orrells, The Downings, the Imperials, The Couriers, The Voices Triumphant and the Happy Goodman Family.

Shaped Notes

The Scenicland Boys of Chattanooga have signed with Mrs. Lou Hildreth, owner of Nashville Gospel Talent. They thus join other acts such as the Imperials, Kingsmen, Hemphills, Hopper Brothers and Connie, Amigos, Bob Wills and the Inspirations, the Sammy Hall Singers, the Blue Ridge Quartet and others. . . . The Rambos are off on a 15-day tour that will include seven days in Holland and three days in London. They will tape four shows in Holland. On May 31, the Rambos will appear in concert before 20,000 people, all from the Evangelical Radio and Television network of Holland.

Ray Baker of Acuff-Rose, producer for Connie Smith, has signed Neil Newton to handle the gospel radio promotion of Connie's latest album, "Connie Smith Sings Hank Williams Gospel." . . . Again showing his versatility, Glen Hurley, a country comedian who plays the role of Cuzzin Sips, now has entered the field of gospel music. He has made his first official tour with a Midwest group, The Journeymen. He plans to continue in both fields. . . . The Journeymen have done a live gospel album, in concert, at Amboy, Ill.

The Albert E. Brumley Sundown to Sun-up Singing is set for August 2 at Springdale, Ark. It will feature some of the leading groups in the business: the Blackwood Brothers of Memphis; Lester Family of St. Louis; Singing Goffs of Nashville; Lewis Family from Lincolnton, Ga.; Thrasher Bros. from Birmingham; and the Singing Hemphills from Nashville. Talent the following night includes the Kingsmen of Ashe-

ville, N.C. . . . Florida Boys from Pensacola; Wendy Bagwell and the Sunliters from Smyrna, Ga.; Bob Wills & the Inspirations from Fort Worth, with repeat performances by the Blackwood Bros. and the Lester Family. . . . The Blue Ridge Quartet Anniversary Sing is scheduled for Sept. 28 at Capitol Music Hall in Wheeling.

The John T. Benson Publishing Co. has released a series of new LPs on Heartwarming and Impact. They are by the Rambos, Henry & Hazel Slaughter, the Orrells, Doug Oldham and the Speers, the Downings, Dallas Holm and the Imperials, and a singalong album of Bill Gaither Songs. . . . Paul Downing has been presented a plaque by John T. Benson in recognition of the outstanding achievements in record sales by The Downings. . . . Benson also has announced distribution of single song video clips of all artists on both Heartwarming and Impact. The television tapes will be distributed on a national basis to stations which have requested them.

The Newton Agency will represent "Gospel Country," a syndicated show hosted by Jim Black, and produced by Ken Harding. It's a 55-minute weekly show which informs, entertains, and develops a better relationship between the gospel music performer and the radio listening audience. The show is co-hosted each week by a leading Gospel personality. . . . KORE AM & FM in Springfield, Ore., has switched to a gospel format, and is programming this form of music throughout the day. It is featuring what Ralph Dailley calls "modern, southern, country and contemporary gospel."

Billboard Gospel LPs™

Best Selling

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This Week	Last Report	Weeks on Chart	TITLE, Artist, Label & Number
1	15	6	REVEREND MACEO WOODS & THE CHRISTIAN TABERNACLE CHOIR Goodbye Lonliness, Hello Happiness, Gospel Truth GTS 3506
2	11	10	ANDRAE CROUCH & DISCIPLES Take Me Back, Light LS 5637 (Word/ABC)
3	2	65	HAROLD SMITH MAJESTICS James Cleveland Presents—Lord, Help Me To Hold Out, Savoy MG 14319
4	10	18	SENSATIONAL NIGHTINGALES You & I & Everyone, ABC/Peacock PLP 177
5	7	23	SUPREME ANGELS Shame On You, Nashboro 7141
6	5	69	ANDRAE CROUCH Live At Carnegie Hall, Light LS 5602 (Word/ABC)
7	9	65	JAMES CLEVELAND & THE VOICES OF TABERNACLE God Has Smiled On Me, Savoy MG 14352
8	1	23	JAMES CLEVELAND & THE SOUTHERN CALIFORNIA COMMUNITY CHOIR In The Ghetto, Savoy MG 14322
9	3	31	SEANSATIONAL NIGHTINGALES My Sisters And Brothers, ABC/Peacock PLP 59209
10	32	6	THE GOSPEL KEYNOTES Reach Out, Nashboro 7147
11	21	6	JAMES CLEVELAND & SHIRLEY CAESAR The King And Queen Of Gospel, Hob HBX 2175 (Scepter)
12	6	56	JAMES CLEVELAND WITH THE SOUTHERN CALIFORNIA COMMUNITY CHOIR I'll Do His Will, Savoy MG 14284
13	33	6	THE GOSPEL WORKSHOP OF AMERICA MASS CHOIR Recorded Live In Cleveland, Ohio, Savoy DBL 7004
14	29	6	JAMES CLEVELAND & THE SOUTHERN CALIFORNIA COMMUNITY CHOIR To The Glory Of God, Savoy MG 14360
15	13	18	N.Y.C. COMMUNITY CHOIR Great Is Thy Faithfulness, Savoy MG 14337
16	4	79	SENSATIONAL NIGHTINGALES It's Gonna Rain, ABC/Peacock PLP 175
17	8	36	MIGHTY CLOUDS OF JOY It's Time, ABC/Dunhill DSX 50177
18	14	18	REVEREND ISAAC DOUGLAS Do You Know Him, Creed 3059 (Nashboro)
19	20	6	DOROTHY LOVE COATES & HER SINGERS When It's All Over, Nashboro 7138
20	17	83	JAMES CLEVELAND Give Me A Clean Heart, Savoy MG 14270
21	26	10	REV. W. LEO DANIELS Answer To Watergate, Jewel LPS 0100
22	16	44	REVEREND ISAAC DOUGLAS WITH THE JOHNSON ENSEMBLE The Harvest Is Plentiful, Creed 3056 (Nashboro)
23	18	44	SHIRLEY CAESAR WITH CAESAR SINGERS & THE VOICES OF THE WHITE ROCK BAPTIST CHOIR Millennial Reign, Hob HBX 2170 (Scepter)
24			NEW ENTRY → THE TWENTY-FIRST CENTURY SINGERS The Storm Is Passing Over, Creed 3060 (Nashboro)
25	19	15	JACKSON SOUTHERNAIRES Look Around, ABC/Songbird SBLP 249
26	22	23	SAM COOKE WITH THE SOUL STIRRERS The Gospel Soul Of, Vol. 2, Specialty SPS 2128
27	27	10	REV. MACEO WOODS & THE CHRISTIAN TABERNACLE CHOIR A New Dawning, Gospel Truth GTS 2722
28	31	44	ANDRAE CROUCH & DISCIPLES Keep On Singin' Light LS 5546 (Word/ABC)
29	23	56	SAM COOKE WITH THE SOUL STIRRERS The Gospel Soul Of, Vol. 1, Specialty SPS 2116
30	12	36	DIXIE HUMMINGBIRDS Who Are You, ABC/Peacock PLP 52905
31	24	83	INEZ ANDREWS Lord Don't Move The Mountain, ABC/Songbird SBLP-225
32	34	6	ERNEST FRANKLIN The Dynamic, Jewel 0094
33	25	27	SARAH JORDAN POWELL Touch Somebody's Life, Savoy MG 14347
34			NEW ENTRY → PILGRIM JUBILEES Crying Won't Help, ABC/Peacock 59216
35			NEW ENTRY → THE ANGELIC GOSPEL SINGERS I'm Bound For Mt. Zion, Nashboro 7150

Dealer Demo 'Q' Disks

Suggested cuts for demonstrating the best effects of the major 4-channel modes—most effective after playing the corresponding stereo band, if available. Information from various CD-4, SQ and QS official industry sources and Billboard Reviews includes type of music, demo cut, LP title, artist, label, "Q" code number.

QS Matrix 4-Channel

- Jazz**—"Chameleon" from "Headhunters," Herbie Hancock, Columbia, CQ 32731.
Hard Rock—"Shuffle-Low" from "Jasmine Night Dreams," Edgar Winter, Epic, PZQ 33483.
Classical—"Ride Of The Valkyries" from "Organ Orgy," Anthony Newman, MQ 33268.
Disco R&B—Title cut from "T.S.O.P.," M.F.S.B., Philly International (Columbia), ZQ 32707.
Pop—Title cut from "The Way We Were," Barbra Streisand, Columbia, PCQ 32801.
Soft Rock—Title cut from "Rock On," David Essex, Columbia, CQ 32560.

Discrete 4-Channel

- Rock**—"Swing Low, Sweet Chariot" from "There's One In Every Crowd," Eric Clapton, RSO (Atlantic), QD 4086.
Classical—"Great Gate At Kiev" from "Moussorgsky: Pictures At An Exhibition," Isao Tomita, RCA, ARD1-0838.
Soul—"Then Came You" from "The Spinners' New & Improved," The Spinners, Atlantic, QD 18118.
Pop—"Bad, Bad Leroy Brown" from "Sinatra, The Main Event, Live," Frank Sinatra, Reprise (WB), FS 4-2207.
Rock—"Never Let Her Go" from "Nightmares," The J. Geils Band, Atlantic, EQ 1028.
Instrumental—"The Pink Panther Theme" from "The Return Of The Pink Panther," Soundtrack, RCA, ABD1-0968.

CD-4 Matrix Quadraphonic

- Soul**—"Chi-Town Theme" from "Plenty Good Eaton," Cleveland Eaton, Black Jazz, BJQD 20.
Classical—"Miriam's Song Of Victory" from "Schubert's Choral Works," South German Madrigal Choir, Candide (Vox), QCE 31087.
Rock—"Acid Queen" from "Tommy," Soundtrack (Tina Turner), Polydor, PD 29052.
Jazz—"59th St. Bridge Song" from "The World's Greatest Jazz Band," Enoch Light, Project 3, PR 5039QD.
Electronic—"Relay Breakdown" from "Electronic Realizations For Rock Orchestra," Synergy, Passport, PPSD 98009.
Instrumental—"Piano Man" from "Scott Joplin—His Complete Works," Scott Joplin, Murray Hill, 931079.
 Earlier Dealer Demo 'Q' Disks charts appeared in Billboard issues of March 8, April 12, May 17.

TAPE ACCESSORIES

Need Linked To Defects?

By ANNE DUSTON

CHICAGO—Half of the prerecorded tape maintenance accessories would not be needed if manufacturers of tape improved their product, believes one salesman in the Musicraft chain of hi fi stores here.

Poor coatings tend to transfer from the tape to the heads, creating a build-up of oxide that causes poor sound reproduction. The heads can then be cleaned with a cartridge or cassette head cleaner, usually recommended for auto stereo units, or with a liquid cleaner and swabs, preferred by many customers for expen-

sive home equipment because of the non-abrasive feature.

Most customers who buy tape equipment are unaware of maintenance accessories, and salesmen need to make the customer aware of demagnetizers, cleaners, and other accessories at the point of purchase of equipment, Chuck Kozak, manager of Discount Records, says. He is phasing out his Columbia head-cleaners and referring sales to the Pacific Stereo section of the same store.

Cassette and open reel accessories are the largest sellers, Pacific Stereo Store manager Gary Wisner claims, and he predicts that within two to four years, 8-track cartridges will no longer be a market item.

This view was shared by other retail salespeople, who are seeing cassette and open reel sales grow while 8-track tape product dwindles. One Stereo City store here has reduced its extensive 8-track tape collection to the Top 50, and is planning to lease space within its store for a tape and record department under separate management.

The store carries Le-Bo tape storage cases, with the 15 8-track or 30 cassette capacity in imitation alligator being the best seller. Cases are

(Continued on page 80)

QS License To Thomson-Brandt

PARIS — Thomson-Brandt has joined the QS matrix hardware family, adding a new license to its existing SQ matrix involvement. It will be the first French hi fi equipment manufacturer and distributor to incorporate the QS Vario-Matrix quad decoding/synthesizing system into new 4-channel receivers and amplifiers distributed primarily in France under the Continental Edison and Pathe Marconi labels.

EXHIBITS AT HOTELS TOO

Not All CES Action Inside Hall

By STEPHEN TRAIMAN

CHICAGO—With virtually all exhibit space spoken for at McCormick Place and more than 40,000 visitors expected for the summer Consumer Electronics Show that opened its four-day run Sunday (1), everyone will be kept hopping to take in the action inside and outside the CES.

Although both Sansui (QS) and JVC (CD-4) will have exhibit booths, the key demonstrations of their latest quad product, and that of CBS (SQ) will be away from the lakefront hall. Sansui will be at the Hilton, JVC at McCormick Inn and CBS at the Blackstone with state-of-the-art circuitry, hardware and new software releases.

Additionally, a growing number of consumer audio firms are bypassing the main CES entirely, opting for more informal hotel suites. Among them: Sony audio and its new Betamax home video console, and Meriton Electronics, both at the Continental Plaza; Nakamichi Re-

Allison Audio Eyes 'Vacant' Tape Bonanza

NEW YORK—Allison Audio has staked its bid for a piece of the prerecorded tape/duplicating/marketing action being relinquished by the Ampex Corp. (Billboard, May 10).

The company has already entered into talks with record manufacturers that will be affected by Ampex's planned closure of its prerecorded music division, slated for completion by May 1, 1976.

According to Abe Chayet, newly-appointed president and chief executive officer of Allison, the Ampex phaseout will leave the prerecorded tape market wide open for quality duplicators like Allison. "We intend to take every advantage of that opportunity," he says.

Allison was established in 1969, and since its inception has acquired a number of ex-Ampex accounts including Polydor Records. Two years ago the company moved into a new 55,000-square-foot facility at Hauppauge, N.Y., and according to Chayet, is now equipped to handle high volume production, shipping, effective quality control and integrated warehousing.

Chayet claims that Allison's growth has paralleled that of the whole tape industry, and that the company continues to grow in spite of the sluggish economy. Helping to keep the firm on an even keel is the growing non-music tape market in which Allison has a "number of solid accounts."

Allison's diversified operation has also helped to keep the company solvent to the point where it has not yet had to lay off personnel to stay in black ink. "What we have done," explains Chayet, "is reassign some staff, and eliminate extra shifts, but we have kept all our people working."

Meanwhile Ranier Zophy has assumed Chayet's old responsibility as executive vice president of Allison. Zophy was formerly general manager of the company which he joined since its inception. Louis Ligator, the firm's founder, is still active with Allison, but devotes much of his time to other business interests.

search and Mitsubishi/Melco Sales, O'Hare Hilton; dbx and Sharp Electronics, Hyatt-Regency Chicago; MGA and Rhoades National, Playboy Towers; Lear Jet Stereo, Lake Shore Club; Dunlap-Clarke Electronics, Pick-Congress.

Late news from companies with new products or demonstrations at CES:

- **Sankyo Seiki** is premiering products in three new areas—its first autosound unit, model CCS-333, in-dash AM/FM/MPX cassette player, listing at \$179.95; first entry into the A/V field, model SAV-1000 cassette recorder with built-in condenser mike, at \$59.95, and its first digital clock radio.

- **Superscope** will offer a new "professional" series of Marantz components—amps, pre-amps, integrated amps and tuners—to a limited number of audiophile dealers. Dealers getting the new franchise must be able to install and service the equipment, but Superscope will continue to offer both an "A" and "B" Marantz line as well, including the first cassette decks.

- **Solar Audio Products**, manufacturers of Ultralinear Speaker Systems, will show six new units, topped by the Ultralinear 1000, a two-way speaker system employing three separate drivers, one of which is a woofer with an "inertial equalizer disc" designed to control acoustic behavior of the woofer cone.

- **Dokorder** will sponsor four seminars on audio store design for retailers, 10 a.m. and 2 p.m. Monday (1) and Tuesday (2) at McCormick Inn. Featured will be two architects from the firm which aid TEAM Central's new compact audio store prototype.

- **3M** is introducing two new accessories—plastic boxes for storing cassettes with suggested list of \$1.10 per 3-box bag, and free-standing 7-

inch reel boxes with friction lock at suggested list of \$2.50. In addition to its full blank tape line, 3M also will show its new do-it-yourself tape repair kit bowed this spring.

- **Dbx** will demonstrate the first dbx-encoded Sheffield disk with a selection of instruments and percussive piano material, and also will have the model 161 consumer/audiophile version of the professional model 168 compressor/limiter that was excellently received at the recent AES (Billboard, May 31).

- **RNS Marketing** will show the full line of Metrosound record/tape care products from the U.K., as well as a sub-line of Metrocare hi-fi kits.

- **Uher of America**, which recently became U.S. distributor for the Swiss line of Lenco turntables and accessories, will have six changers on view at CES from the top-of-the-line model L-851C studio unit at suggested \$303.50 lists to the B-55 4-pole motor unit at \$175.75 or \$119.50 without base and dust cover, as model B-52. It will also show the Lenco stereo headphones and Lencoclean disk care kits.

- **E.V. Game** will have its full line of accessory kits and merchandisers on display including the NeedleDex inventory control add-on to the Needle Finder, the new Cartridge Finder and Electro-Care displays introduced at the NARM show in Los Angeles, two new autosound belt kits, a new phono/tape drive wheel and belt rack merchandiser free with an assortment of wheels and belts, and two new blister-packed phono parts programs.

- **Sansui** will introduce its new line of LM (linear motion) speaker systems, including the LM-330 at approximately \$240; LM-220, about \$175, and LM-110, about \$100, demonstrating them in conjunction with some of its new QS components as well.

Philips/MCA Mull Lending Videodisks

• Continued from page 3

larly feasible in view of the low cost of prerecorded videodisks (\$2 to \$10 per 30-minute program) which automatically reduces the potential of a conventional rental market.

The Philips executive adds that the library lending program will be in addition to the planned "paperback" type distribution at drug-store-type locations, and the all-important point-of-purchase distribution, handled by Magnavox dealers who will sell both equipment and software.

Cavanagh discloses that while MCA is working on a basic software library of its own, the European-based Polygram has a similar responsibility for another catalog that it is building.

Meanwhile Cavanagh is hoping to license a number of leading consumer electronics firms to produce their own version of the Philips/MCA videodisk system. The one basic stipulation in such agreements when they are signed, is that those systems are designed for playing both the rigid Philips disk and the floppy MCA disk.

Cavanagh also discloses that although there are no restrictions to MCA manufacturing its own system under the Philips/MCA agreement,

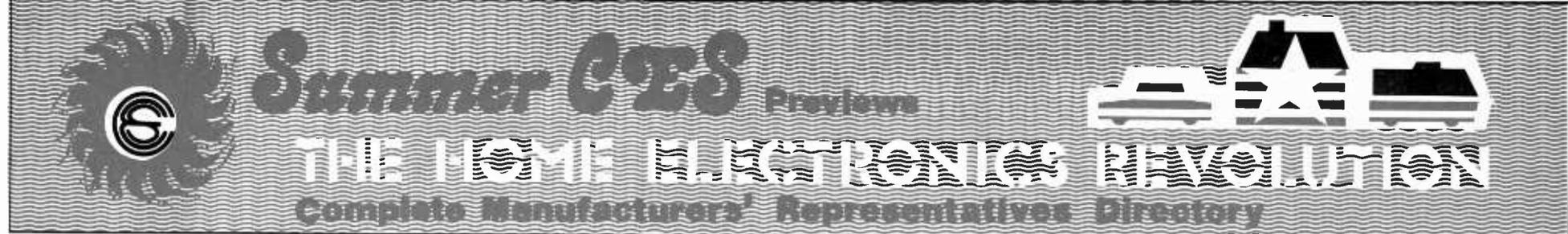
Magnavox will be tooling up to produce only the basic Philips player demonstrated in New York last March (Billboard, March 29).

The Philips executive discounts the TED system—now being marketed in Germany—as a serious contender for the videodisk stakes. However, he feels there is a distinct possibility of complete interchangeability between all existing optical systems—among them Thompson, CSF, Zenith and of course Philips/MCA.

In view of this, Cavanagh sees the RCA SelectaVision capacitance-type system as being the only incompatible player that may come to market.

In other videodisk developments, MCA Disco-Vision has entered into an agreement with Metromedia for the use of 36 one-hour TV color specials on "The Undersea World Of Jacques Cousteau" on videodisks.

John Findlater, president of MCA Disco-Vision, feels that the films, which will become a part of his company's non-theatrical library, will add an extra dimension to Disco-Vision programming. Titles acquired include "Savage World Of The Coral Jungle," "Those Incredible Diving Machines," "The Desert Whales" and "Return Of The Sea Elephants."



Economy—What Else?—Main CES Theme

• Continued from page 1

One thing for sure—the search will be on by all concerned at CES.

• Retailers are looking not only for new product lines that provide the best possible profit spreads, but also for limited distribution lines to help buttress their operation in the "fair trade-less" time ahead.

• Manufacturers are in the market for "producing" rep firms willing to give that little extra push needed in the current economy and the months ahead. Virtually every major hi fi firm is cutting back on both dealers and distributors, limiting specialty lines and other products to those middlemen with proven track records, and retailers who recognize that realistic pricing is a vital commodity today.

• Distributors are also getting more choosy, emphasizing that the sword cuts both ways. Competition has never been keener in every category of consumer electronics—hi fi components, compact stereo, autosound and blank tape—so the solid distributor also is in a position to demand strong backing from his manufacturers in ad/promo dollars, order fulfillment and servicing.

• Rep firms, playing an increasingly important role in the over-all industry picture in terms of dollar and unit volume, are generally beefing up their staffs in anticipation of more "courtship" than ever before. With "service" their basic commodity, the manufacturer's rep with good credentials is in a strong situation.

Some of the current industry bright spots to which all CES at-

tendees should give attention include:

• Blank Tape—On both the high end with top-line new formulations from Maxell, Fuji and TDK among others, and on the budget side with promotionally priced and "Bicentennially-packaged" cassette and 8-track lines from virtually every manufacturer, importer and marketer, this is one area of plus "impulse" profits for every retailer.

• Autosound—The coming Citizens Band (CB) revolution already has seen the "marriage" of CB and tape by J.I.L. and Xtal, with at least a half-dozen more major manufacturers eyeing this combination. GE's move into the car stereo mar-

ket via Clarion is significant, and the growing number of sophisticated cassette and quad 8-track players in conjunction with AM/FM radios is a testament to the after-market growth despite new car doldrums.

• Quad—All three major systems will be on full view at CES in the joint Quadarama exhibit being hyped by show management. More important, both on and off the exhibit floor the proponents of SQ (CBS), QS (Sansui) and CD-4 (JVC and Panasonic) will continue to push 4-channel as a concept—as much as their own system. The latest integrated circuits, plug-in modules, encoder/decoders, demodulators

and enhancement circuits will be demonstrated. The glut of top quality components available at excellent profit spreads actually is doing the job of getting quad into the pipeline much more quickly than expected at the original "over- inflated" prices.

• Accessories—Another solid plus-profits area often overlooked is the broad range of add-ons including record and tape care products, carrying cases in all fabrics and colors imaginable, tape repair kits and services from 3M to Pinnacle Products (Sav-A-Tape), cartridges and headphones. Each is a potential impulse item and offers a volume build-up of profits that

can't be neglected in the current economy.

• Hi Fi Components—Particularly in the tape hardware area, cassette, 8-track and open reel product technology has advanced so rapidly in the past several years that realistic price points continue to bring what once was thought of as "high-end" equipment within reach of many more consumers. As a result, many traditional software-only (record/tape) retailers are adding several solid lines of hi fi equipment to broaden their own profit base.

• Video—While definitely not yet arrived, the home video market is certainly closer today in more ways than one. Although neither the Philips/MCA nor RCA videodisk prototype will be in evidence, Zenith will be showing its optical version to select visitors and generally taking off the wraps for the first time. Sony will have its home Betamax videotape console in its downtown suite, also shown semi-publicly for the first time.

In fact, visitors to CES will have to keep hopping to take in all the major firms not at the big show. A growing number have elected to bypass McCormick Place to "do their own thing" around town.

Because of—or in spite of—the current economy, virtually every visitor to this year's CES is anticipating a different environment this time around. It promises to be an exciting four days not for the usual reasons—but in many ways perhaps the beginning of a "survival of the fittest" era for all concerned in what CES management is touting as "The Home Electronics Revolution."

What's Inside:

- Complete tape equipment rep list
- The CD-4 vs Matrix debate
- The Matrix broadcasting scene
- Discrete FM getting nearer
- A \$34,000 Quadcast System
- Audio Accessories' Smart Packaging
- Accessory Showcase at NEWCOM
- Inside Story on blank tape coating
- Blank tape manufacturer outlook
- CB Excites Car Stereo Firms

Congress Set To Deal Fair Trade Death Blow

By MILDRED HALL

State fair trade laws are walking the last mile in Congress. Originally depression-spawned, the McGuire Act, and the later Miller-Tydings bill, carved out the exception to the federal antitrust law ostensibly to save small retailers from price undercutting by giant chains and discounters.

In today's climate of inflation and recession, even those legislators who regret the passing of the fair trade laws in their home states, cannot publicly defend any kind of price resale maintenance.

Duplicate bills in Senate and House to end the fair trade exemption, have now cleared antitrust sub-committees in both houses. With bipartisan and administration support, the bills are expected to move smoothly through full Judiciary committee approval, and congressional passage by the end of the session.

There could be a slight procedural delay on the House side, where the Commerce committee chairman has come into the act. Rep. Harley O. Staggers (D., W. Va.) has introduced a duplicate anti-fair trade bill, and hearings will be held by subcommittee chairman Lionel Van Deerlin (D., Cal.) at some future date.

The Commerce committee has jurisdiction in matters affecting interstate commerce, and sometimes pushes into a proceeding by the Judiciary committee late in the day, as they have done with copyright revision on both Senate and House side.

Onlookers view Commerce committee's late entry into the fair trade issue as a pro forma proceeding, to show that the members are aware of economic priorities, and doing their bit to lower prices to constituents. Next year is election year for all House members.

From a high total of 45 states with fair trade laws in years past, the number has dwindled, with outright repeals or strictures enacted by individual states. As of last count, only eight states now permit the non-signer type which compels price maintenance on a product by all dealers, once the manufacturer has signed up a single retailer. Laws requiring signed agreements with each retailer exist in 20 states.

Indicative of the mood of congress, at the recent fair trade bill markup session by Sen. Philip Hart's (D., Mich.) antitrust subcom-

mittee, members took only about five minutes to vote the bill out unanimously. Not one senator said a word in favor of retaining any form of resale price maintenance for a particular industry or for small business.

A separate hearing was granted the Johnny-come-lately appeal of some newspaper publishers to permit them to hold resale price ceilings. The newspapers said distributors will raise prices for delivery, unless there is control, with resultant loss of circulation to the papers, and higher prices to consumers.

Although the newspapers' avowed aim was to hold a lid on prices, rather than raise them, their prospects did not look any more promising than those of other special pleaders.

At earlier hearings, hi fi manufacturers made a strong pitch for resale price maintenance, but the plea was ignored at markup time. Spokesmen for U.S. Pioneer Electronics Corp., and the Magnavox Co. had argued that resale price maintenance was essential because of the "uniqueness" of hi fi equipment, which requires expertise by dealers and their salespeople.

FAIR TRADE STATE LIST

States with non-signer provisions permitting manufacturer resale maintenance once a fair trade agreement has been signed with one retailer:

- | | |
|------------|---------------|
| Arizona | New Hampshire |
| California | Ohio |
| Delaware | Virginia |
| Maryland | Wisconsin |

Non-signer states which have recently voted to repeal their fair trade laws, or are at the final stages are:

- | | |
|-------------|-----------|
| Connecticut | New York |
| Illinois | Tennessee |
| New Jersey | |

States with fair trade laws requiring individual agreements to be made with each retailer are:

- | | | |
|----------|---------------|----------------|
| Colorado | Louisiana | North Dakota |
| Florida | Maine | Oklahoma |
| Georgia | Massachusetts | Pennsylvania |
| Idaho | Michigan | South Carolina |
| Kentucky | Minnesota | South Dakota |
| Indiana | New Mexico | West Virginia |

Of an original 23 states in this group, Fair Trade laws have been repealed by

- | | |
|----------------|--------------------|
| Arkansas | Oregon |
| Iowa | Washington (state) |
| North Carolina | |

Free trade states, in addition to those mentioned in recent repeal actions, are:

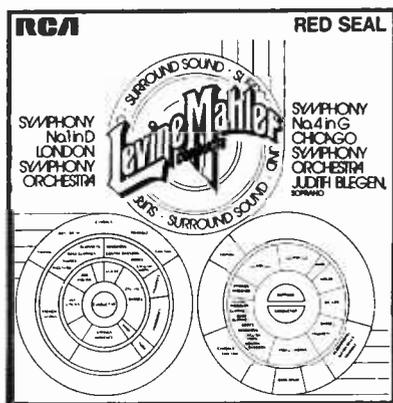
- | | |
|-------------|--------------|
| Alabama | Nebraska |
| Alaska | Nevada |
| Hawaii | Rhode Island |
| Kansas | Texas |
| Montana | Utah |
| Mississippi | Vermont |
| Missouri | Wyoming |

Also: District of Columbia and Puerto Rico

No four speakers in the world
produce more beautiful sounds
than you get from

RCA QUAD

These are just
a sample from our
extensive Quad
catalog of music from
every category.



CRD3-1040



ARD3-0842



ARD1-0911



ARD1-0422



ARD1-0781



ARD1-0838



BFD1-0717



APD1-1039



APD1-0817



APD1-0784



ABD1-0968

SQ

Quadraphonic Roundup

CD-4

UD-4

The New Discrete-Matrix Detente

By EARL PAIGE

Thinking about quad is changing on many fronts, but perhaps as significant as any is the new detente reached by proponents of CD-4 discrete and those boosting matrix SQ and QS, but particularly the CBS matrix SQ, according to John Eargle.

Eargle was interviewed at the recent Audio Engineering Society Los Angeles convention, which he headed

up as AES president, and which has over the years been a battleground for quad concepts. The detente he speaks of is one of CD-4 finally acknowledging this system does nothing for enhancing stereo and therefore concentrating on CD-4's strong points.

CBS and Sansui are by the same token stressing
(Continued on page 77)

QS

'Q' For Broadcasting Less Complex

By STAN KAVAN

Answers to questions most typically raised by station executives, program directors and record promotion people about quad.

Q: Tell me simple and straight, can I broadcast quad—now?

A: Yes. Matrix quad records, commonly known as SQ and QS records, are broadcastable now and were from the day they appeared some 3 years ago.

Q. Okay, but what do I, as a station owner or manager, have to do to broadcast them?

A. Nothing. You play them as you would a stereo record. That's all. The record is compatible. The listener with matrix quad equipment will get it in quad; the listener with a stereo set will get it in stereo. Likewise for mono.

Q: Then what about this discrete radio publicity—the tests, the FCC, the NQRC, and all that?

A: There are five different companies proposing other systems

and all these other systems are involved in exhaustive tests for the FCC's later analysis. These are all called "discrete." That's a different concept that is *not permissible* and when and if one is, it will in no way affect what you can do now.

Q. Okay, back to what I can do now—is there much stuff available to broadcast in quad?

A. Quite a bit and growing daily. Program formats, of course, have to be considered. But there are roughly about 400 records in the SQ matrix system—most of these from Columbia and Epic who have every top artist covered in quad—and about another 200 in QS of assorted American origin that are usable here. A source list of key companies is attached at the end of this article. And with an encoder, you can even expand your quad programming considerably.

(Continued on page 78)

Florida Radio Puts \$34,000 Into Quadcast

By GARY GRANGER

WSHE's start in quadraphonic broadcasting came about because we saw the opportunity to pioneer something truly important in the industry. In our opinion, it would be only a matter of time before 4-channel would supplant 2-channel, just as stereo overtook monaural broadcasting. Today, we feel even more strongly that this is so. Thus, we decided to pursue a total-quad concept for WSHE, regardless of the cost, regardless of the fact that we had no prior path to follow.

The next step was to select, purchase and install the necessary equipment. Each piece of gear needed was selected for the highest performance and consistency over the long run. The tape equipment consisted of two Scully 280B-4 one-half-inch reel-to-reel units, two
(Continued on page 60)

Quadraphonic Getting Broadcasting Boost

by JAMES J. GABBERT

There's a new language creeping into the music business. Radio stations, A&R people, Hi Fi manufacturers and music listeners are starting to speak the language of "Quad."

"Quad," "Quadraphonic Sound," "Four Channel Sound," "Quadrasonic," "SQ," "Discrete," "Matrix," "Matrix CD-4," "QS," "Logic Circuits," what does it all mean? Is it all Quad? What is Quad and why should I care?

To understand "quad" or four channel stereo, the first thing we've got to do is examine the reasons we want "quad" in the first place. What must this new sound system do? And, more importantly, why?

The road to quad started with the first multi-channel recording, when the recording arts discovered the ability to separate and blend, at will, the various elements of the musical performance and thus the marriage of music and electronics

was consummated. The Beatles were the wedding party.

Now it was possible with multi channel overdubbing, editing and mixing to evolve a new stereo and dynamic relationship with the listener to enhance the emotional effect of the performance.

It wasn't long after stereo in the early 1960's that it became obvious that if two channels of final mix information were good, four channels would be great. Think of the freedom of being able to listen to the unbelievable perspective of an orchestra, from the first trumpet's chair, or maybe to spin around the room with music from a steam calliope on a carousel.

The freedom to do all this and more, much, much more is here now, and has been for several years. It's called quad. Four-channel sound. All it requires is the ability to separate the various elements
(Continued on page 60)



HOW TO MAKE

SELL the music tape™

BY CAPITOL

Q. Is the product good?

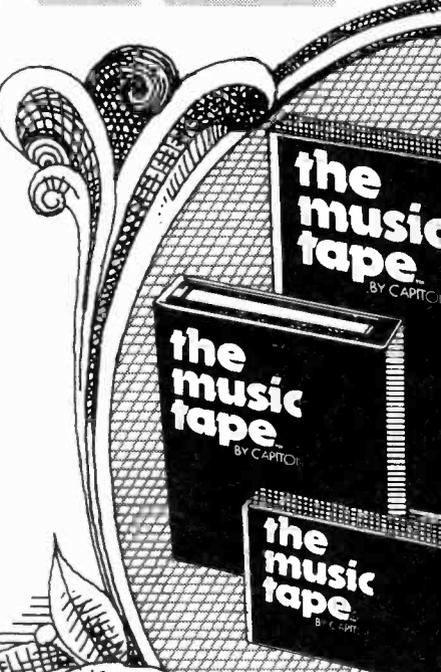
A. Yes, excellent. The Music Tape is a premium quality, extra high output/low noise recording tape. And it's carbon backcoated to prevent jamming. We've manufactured tape since 1947. Today our blank cartridge business is the world's largest. In fact, every major music company uses our tape for prerecorded cartridges.

Q. How much money can I make on it?

A. We believe you can make more money on our blank tape—unit for unit—than on Scotch, TDK, BASF, Maxell and others. Compare dealer margins yourself.

Q. Why should I stock your tape instead of others?

A. Many tape manufacturers offer a lower priced product. But they offer little else. None offer the margins, the advertising, trade incentives, merchandising aids,



Call your nearest Capitol rep now

Call collect



Capitol
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			Michigan Sales Office (313) 583-9600





Blank tape merchandisers are stressing that you can make a lot of money with the product as shown by money promotion at CES by Capitol Magnetics.

Promotion, merchandising and clarification of existing product rather than new configurations and formulations will be the points of emphasis for the remainder of the year among most major blank tape manufacturers, with most company spokesmen feeling that the industry has now reached a point where there is virtually something for everyone already and also believing that some explanation must be offered as to what functions current formulations serve before new ones emerge.

Another point stressed by officials of many blank tape manufacturers is the rise of the mass merchant and the decline of the audiophile store as a major factor in the tape business, with the latter situation primarily a result of the current recession.

Some manufacturers, in fact, feel that within several years time, the free standing audiophile store will no longer be any kind of a significant factor in the over-all software or hardware business.

First, however, what are manu-

BLANK TAPE

Fine Points Stressed As Retailer Shifts Loom

By BOB KIRSCH

facturers planning in the way of product, promotion and merchandising for the rest of 1975?

Capitol Tapes will introduce a 120-minute 8-track cartridge at the Consumer Electronics Show. "Our research indicates," says the firm's Jack Ricci, "that the longer the tape in the 8-track configuration, the better chance it has of selling. That is, of course, providing the quality holds up. We have tested the 120-minute tape in the Chicago area and the test was successful."

In promotions, Capitol will offer 8-track cartridges in 60 and 120-minute lengths in a buy one get the second at half price deal and will offer a \$2 off per case promotion as well.

"The tape industry in general is doing quite well," Ricci says. "There was a slowdown only in that the growth situation was slower than expected. But the sales were up. Eight-track continues to grow very rapidly."

"In the area of advertising," he continues, "we will go ahead with our TV schedules and we will also beef up our print schedule. There will be no packaging changes."

Ricci says no formulations will be introduced because "the inherent capabilities of ferric oxide have still not been used to their fullest and the consumer and in some cases the retailer and distributor is confused already."

At 3M, according to vice presi-

dent Bill Madden, there will be several promotions including a C-90 three bag offer this month and a C-60 two bag offer in September. The promotions on chrome cassettes will continue, he says.

"We will introduce a new ferric coating later on in the year," Madden says, "but first we and the rest of the industry have got to make sure the current coatings are understood. Dealers are concerned over the proliferation of new products. The cassette tape and hardware used to be simple things. Now there are all kinds of coatings and all kinds of switches and so on on the units. We will try to educate the consumer through point of purchase, which we find more effective than through advertising when we generally want to get another message across."

Talking about the economy, Madden says that dollar volume at the retail level looks a bit flat, but that sales are still up from last year and are substantially better than last year's first quarter. An increase is projected for the remainder of the year. "We now have 16 branch warehouses," he says, "and we don't have to require accounts to buy a ton of tape when they don't need it or want it. The retailer wants something he can sell, and now is a tough climate to introduce a new product in. That's one reason why we're waiting."

3M will be involved in a heavy ad-

vertising schedule for the rest of 1975, stressing radio and print with a strong possibility of TV.

Bill Dawson, vice president at Audio Magnetics, says the firm will bow a promotional oriented bicentennial product at the show, a 76-minute cassette and a 76-minute 8-track. The cassette will retail at 76 cents and the 8-track at \$1.76. Packaging will be red, white and blue with a special design and will be separate from the other Audio lines.

The firm will also show a 120-minute 8-track in the Tracs line, which will be the only new product per se.

For the next year or so, however, the 76 tapes will be available in tote cases, blister packs and plastic bags. There will be 76 tee shirts and other promotions built around this offer.

"We have no new coatings," Dawson says, "because there are enough good coatings on the market at the moment and because most dealers feel there is enough confusion already. Our thrust for the remainder of this year will be more in the marketing direction and toward making tape merchandising at the retail level more professional and thorough. There will be more point of purchase material and the like to help the dealer turn tape over more rapidly. We are planning an instruction cassette for the fall which will explain what a formu-



Capitol Magnetics photos

lation is. It will be locked up with another cassette and will tell the consumer how to use tape. We want to clear up what the ultimate consumer is confused over."

Dawson also says the total tape business has not been seriously affected by the recession, pointing out that the growth, while not as large as expected, is nevertheless growth. "Tape would seem to me to be a recession type product, much like records," Dawson adds. "Plus, since we make a lot of private label tape as well as our own various brands, we are not locked into any one segment of the market."

Audio is planning an extensive advertising/promotional campaign in the fall, following a repackaging process that will build a family look for the company. "As for the show," he says, "it will be primarily a promotional and exposure opportunity for us. I really feel that in the area of formulations, we've reached a plateau in the industry where the equipment people are now catching up to us."

Shad Helmstetter at Ampex says there will be a fall promotion on the 370 line offering a buy one C-60 get another at half price and the same

(Continued on page 77)

MORE MONEY

and product quality of The Music Tape. That's why so many major retailers have taken on our line.

Q. What's in it for me?

A. We have a deal that's so good we don't dare spell it out here. Call us. Or come talk to us at CES Booth 519. (You'll like what you hear.)

Keep in mind Capitol's way of doing things. We're flexible. We'll put together a promotional package that's suited to your way of doing business...tailored to the merchandising techniques that work for you.

Q. Why should I buy now?

A. Buy now when you can get the most out of it. We're offering special introductory terms, for a limited time. They're in addition to our special deal and merchandising assistance. You can take advantage of all three—if you call collect now.

COME TO CES
BOOTH
519

Capitol Magnetic Products

A DIVISION OF CAPITOL RECORDS, INC. LOS ANGELES, CALIFORNIA 90028 • A MEMBER OF THE EMI GROUP

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California Sales Office
(213) 255-5103

Massachusetts Sales Office
(617) 329-5777

Maryland Sales Office
(301) 428-0795

EMI
TM OF EMI LIMITED

This is where we stand,

Every year about this time, we give you a progress report on QS 4-channel stereo.

The word for 1975, if you'll pardon our immodesty, is "optimism". (Some of us think our growth has been spectacular.)

For all the hardware manufacturers who have been following our progress with interest, the news is that the availability of QS software is gradually and steadily increasing.

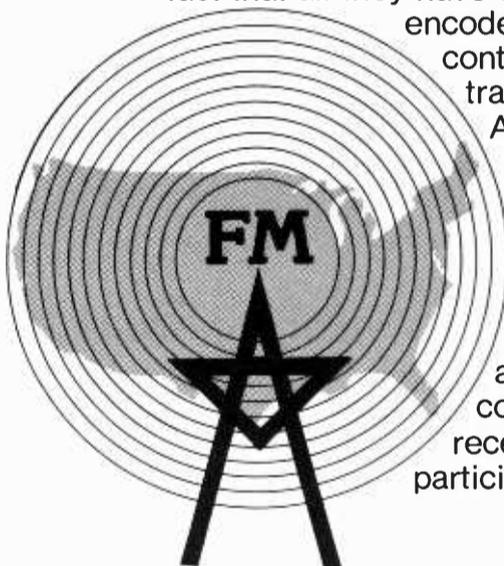
This is a review of QS the way it stands today:

FM is QS in the U.S.

More than 50 FM stations in the U.S. alone are now broadcasting QS 4-channel music up to 24 hours a day. They are taking advantage of the fact that all they have to add is a QS broadcast encoder.

Otherwise they can continue to use their existing transmission facilities.

Another important point: For those FM listeners who don't happen to own a QS vario-matrix decoder-equipped receiver, the QS 4-channel broadcast offers the advantage of being compatible for stereo reception. Maximum audience participation assured.



The QS boom in classical music

There's a pleasant QS boom on right now in the classical music field. (And, of course, more than 500 popular QS records.)

Two respected international record labels, La Societe Francaise du Son of France (French Decca) and Vox Records of the U.S. are now engaged in the production of QS recordings in a wide range of classical categories. One result of this activity has been the awarding to no fewer than six QS classical albums of the Grand Prix



de Disque for 1975 by the Academie de Disque Francaise.

Thus for classical fans, the trends are as obvious as they are pleasant: the world's finest serious music is more and more available in compatible 4-channel/2-channel—thanks to QS.

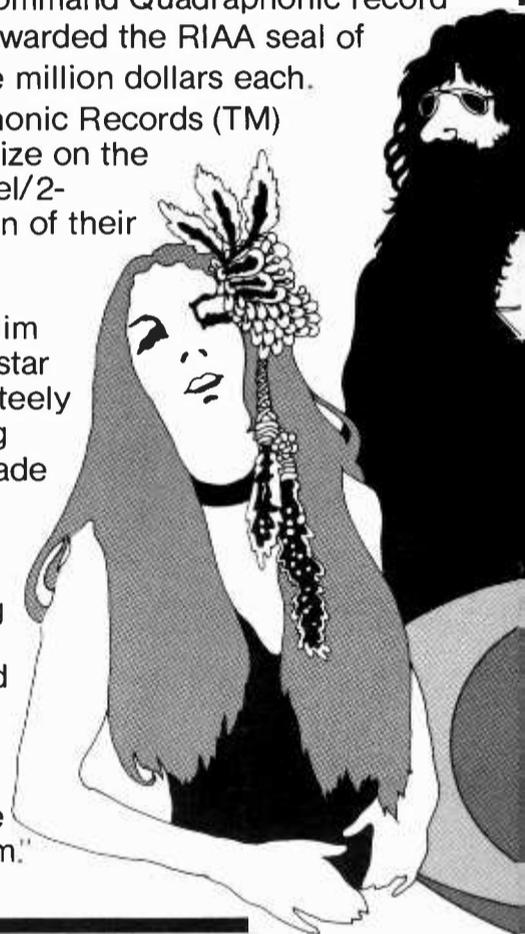
Command's getting stronger in QS

Five different QS Command Quadraphonic record albums have been awarded the RIAA seal of sales of at least one million dollars each.

Command Quadraphonic Records (TM) continues to capitalize on the compatible 4-channel/2-channel reproduction of their QS LP releases.

Among their artists: B.B. King, the late Jim Croce, Rufus, superstar singer Joe Walsh, Steely Dan, and Three Dog Night. One music-trade magazine commentator has summed it up nicely:

"Command is sitting pretty as one of the most aggressive and successful promoters of the quadraphonic sound with their adoption of the QS encoding system."



Sire, Passport like QS compatibility

Two American record labels that have opted for the multiple advantages of QS single inventory are Sire and Passport. Heavy promotion and publicity by their distributor, ABC/Dunhill, is paying off in many ways. We have it first hand that these labels are planning to release three to four QS compatible record albums by top stars each month—making a total of some 30 or more QS LPs each year.

Recording stars for Sire and Passport include contemporary rock artists such as Climax Blues Band, Renaissance, Nektar, Fleetwood Mac, Focus, Turtles, Chilliwack, ArcAngel and more. The QS single inventory system is so effective for these labels that they are considering releasing all their products in this convenient form in the future.

Impulse likes us, too.

One of the great jazz label pioneers, Impulse,

hardware manufacturers.

chose QS long ago. New titles on this famed label include albums by Gata Barbieri, Pharoah Sanders, Michael White, Sun Ra, Dewey Redman, Keith Jarrett and Sam Rivers.

Not surprising, Impulse sees all the advantages of QS. Full fidelity in both modes, with the manufacturing costs of a QS record no higher than those for conventional stereo discs. And sales and distribution handled under a single system.



Ovation's Vector 4 QS Demo/Test Record

Ovation's Vector 4 album for testing and demonstrating the virtues of QS 4-channel sound is already receiving outstanding marks from consumers around the world. We're of the opinion that it just might be the best produced of all test records in the QS format.

Dick Schory, president of Ovation, is often called the "Quadfather." His label was the first in the world to produce its entire output in QS 4-channel *only*, and now lists over 60 QS LPs already released.



QS 4-Channel Stereo. **QS** Are you listening?

Tommy scores in QS

Time critic Jay Cocks wrote "there has never been a movie musical quite like *Tommy*." What we feel is that there's never been a movie *soundtrack* to equal *Tommy's* Quintaphonic/QS production.

The five-channel sound reproduction of this Columbia motion picture delivers a breathtaking experience, encourages total involvement with the audience. Polydor Records has already released a 2-record LP album containing the soundtrack and the album is receiving

strong FM
airplay in
the U.S.
When re-
produced



through a QS vario-matrix decoder, the records deliver authentic QS 4-channel sound.

**Quintaphonic Sound is developed by John Mosley

Where do you stand, hardware manufacturers?

We're still of the opinion that QS is the future of 4-channel stereo. Events like the *Tommy* soundtrack go a long way to underscore our opinion. We hope you *never* forget: When played on a QS vario-matrix decoder, QS program sources deliver the realism of 4-channel sound with the kind of remarkable inter-channel separation that was available before only from discrete 4-channel tape recordings.

And when played on existing stereo equipment, they offer total compatibility with stereo playback. Add with no sacrifice of highest fidelity standards in dynamic range, frequency response, channel-to-channel separation—and so on.

We're still sharing all our information and technical know-how with any audio manufacturer who needs them for experimentation. Are you interested?

Come and hear the QS demonstration we've worked up for you at the CES show. The place is the Conrad Hilton Hotel, Room 2300. The location is Chicago, U.S.A. From June 1st to June 4th, every day.

We're still growing, thank you. There's still a chance for you to share this growth, too.

Accessory Makers Grab Consumer Eye With Packaging

By ANNE DUSTON

The old battle of attracting the customer's eye is under minute scrutiny by accessory manufacturers, who are counting on attractive packaging more than ever today to garner the impulse buyer's dollars.

Previous packaging by Aspen Ltd. of its aerosol head cleaner was designed with printing on a white shipping carton that could be opened as a counter display. Some inventory was not only not moving, but was being returned because of dirt accumulating on the white carton through shipping. A redesigned brown box with a display card enclosed inside has improved stock movement and sales, Earl Moreno, general manager, reports. Moreno finds that after ordering a sample case, a customer will re-order in 20 or 30 case lots. He reveals that the firm will introduce an expanded tape care line at the CES.

Recoton is moving the purchase of phono needles towards a self-service concept with a unique A-frame counter display illustrating 49 types of commonly used needles. A customer need only match his needle to the picture, to save considerable time on the part of the salesclerk in looking up the proper needle in a cross-referenced catalog. "The display is designed to make needle sales easier where the clerk is least knowledgeable," executive vice president Bob Borchardt says. The device will also instigate sales in mass merchandising operations where consumers are less knowledgeable about the need to change needles.

Record care products are on the move, and the movement is upwards in price points. Many consumers are showing more interest in taking care of their expensive rec-

ords and tapes, manufacturers avow.

A new record care division of Recoton will be introducing its first complete line of products at the CES under the Black Magic name, with considerable expense involved in developing a unique counter or wall display with black and white graphics and blue flocced inserts. The line includes the Dust Wand, an automatic record cleaning arm; DEW, anti-static, extra slow drying fluid; Stylus Sweep, needle brush with fluid; Magic Touch, a four-sided velvet cleaning pad; Magic Giant, a fast drying record cleaner; Magic Roller, an extra sensitive soft velvet record cleaning roller; and two kits using combinations of those products.

The products were developed, Burchardt claims, to fill a lack in the marketplace, and were well received at various shows, including NEW/COM. The line, manufactured in Denmark, will be ready for shipment July 1.

The Fidelitone Spin & Clean record washer, retailing at \$19.95, will be officially introduced to the industry at the summer CES, after testing for reaction at other shows. The product needs to be demonstrated for maximum sales potential, Gordon Oaks, sales manager, says, and is aimed at the audiophile market. The list price includes the plastic holder, concentrated solution (including accessories) notes. The company will be introducing a care kit with record brush and cleaning fluid at a \$5 list. "Sales figures in accessories are growing very strongly," Mitchell says of the firm's emphasis on accessory items, which represents a substantial business for them.

Through his staff of six persons,

accessory items for national distribution are hand picked with criteria such as fast turnover, quality, and uncomplicated operation. Audio accessory items include headphones in the promotional range, Pickwick brand cables, adapters, speaker wire, and six brands of carrying cases.

Mitchell reports that carrying cases for LP's and single '45s have not been moving as well as tape cases recently. "When an incentive for salespeople to suggest cases exists, sales quadruple." The division offers to help run contests with the participation of the store department, based on a point system for sales.

Other successful efforts to merchandise accessories involve mailing a regular newsletter to the national merchandising force describing new products and sales points and presentations at national sales meetings. Meetings with store managers describing the total accessory line and sales programs are often held.

The feasibility of introducing a computer tag system on accessory items is being explored. Some of the problems to be resolved concern master carton quantities on cases, and the lowest price strata items where computer service may cost more than the item involved.

New lines of carrying cases for records and tapes are being shown by several manufacturers.

Casemakers is closing out last year's models and is showing a totally redesigned line with different inserts, materials and styling. A total of 12 cases in three series covers price points from \$10.95 to \$20.95. Capacity of the four models in each series is 15, 24 and 30 8-track, and 30-cassette. Materials available are

vinyl alligator in the lowest priced series; padded vinyl in the Stripper medium-priced series which the firm expects to be the biggest seller, and expanded vinyl in the Custom L.B. series. Show specials will help introduce the new models at the CES.

A storage unit for both tapes and record albums is a new item from Display Media. Models, available in album only, 8-track plus album, or cassette plus album, are designed to service the compact stereo's dual storage problem. The units can double as a small table or stool, and a black vinyl top on woodgrain cabinet is scuff and stain resistant. Lists are \$44.95 for the 80 capacity album storage unit; and \$64.95 for the additional space for 36 8-track tapes or up to 70 cassette tapes.

The Organizer line of tape cases from Helmac was re-packaged in four-color chipboard, and the colorful packaging has been a factor in successfully "selling through," Ken Porter, advertising manager, says. The molded plastic units have price points from \$3.49 to \$34.95. Porter is stressing larger orders for discount bonus to retailers who consistently place minute orders, by including quantity discount information with each order. A new catalog is currently being prepared on the 13 model line.

The problem of too much inventory for proper turnover faced by small dealers who need to buy in large quantities for a proper price is being faced squarely by Scintrex Inc. The headphone manufacturer will be offering small dealers the chance to match big dealer discounts through a three-month scheduled order plan calling for a commitment to certain minimums for each month, for discounts of 40-

10-5, 40-10-7, and 40-10-10. The plan evolved as a way to encourage re-ordering and recycling of inventory, R. Von Sacken, vice president and general manager, says. Straight billing is on a 30-day basis.

Scintrex will be depleting its inventory of 4-channel headphones through show specials, and is dropping out of the 4-channel and pseudo-4-channel headphone business, Von Sacken says. "Considering the parts shortages last year and the cancellation of orders when the economy fell on its face, there will be a lot of dumps at the show," Von Sacken predicts.

He also feels that there will be a lot of high-end product from mediocre companies. "It will be a disaster because the customer for a medium priced company won't buy high priced equipment. There is a certain psychology, romance or mystique to each brand name that will defy a cross-over to state-of-the-art product," Von Sacken suggests. He sees second line cities such as Atlanta, Houston, Dallas and Denver as bright spots in the sales picture, while the large metropolitan cities are reeling from unemployment and recession woes.

A separate power box to boost the performance of the new stereo and quad Personal Monitor Series headphones by Hear-Muffs, Inc., will give the effect of a personal loudspeaker, Brian Hanson, 25-year-old president, explains. The larger speaker elements in the two models will be able to handle high volume without blowing out by use of the power box. The box has a standard size jack and can be used with other headphones as well.

The new stereo headphone will list at \$49.95; and the quad, with

(Continued on page 78)

A Billboard Spotlight On CES

JUNE 7, 1975, BILLBOARD



From left: Rep honors at the annual NEWCOM Young Tigers gala at Caesar's Palace go to Bluff City Dist. president Alfred Cowles, Jr., Germantown, Tenn., taking award from Head Tiger Ed Kason (right); Boman marketing director Tony Gable (right) with Chicago rep Morley Alperstein, Don Stone Enterprises; Vanco Chicago booth action (from left): Len Denabug, Paul Hayden Associates,

Birmingham; Arnold Litteken, Vanco Chicago; and Jack and Sandee Tucker, Pell City, Ala.; Robins' Herman Post (right) and Jerry Doyle of Stoddard Supply, Hagerstown, Md.; Ray Cuny (left foreground) and Bob Cosby in crowded Cerwin-Vega booth; Jerry Nauyokas, Bob Tucker and Dan Fine at Audio Magnetics first NEWCOM exhibit.



Johnson Industries' president Howard Johnson (left), Mr. and Mrs. Allen Wem, Audio Merchandiser & Assoc., La Habra, Calif.

NEWCOM Highlights

A sampling of exhibit booth action at the recent Las Vegas exposition

Billboard photos by Earl Paige



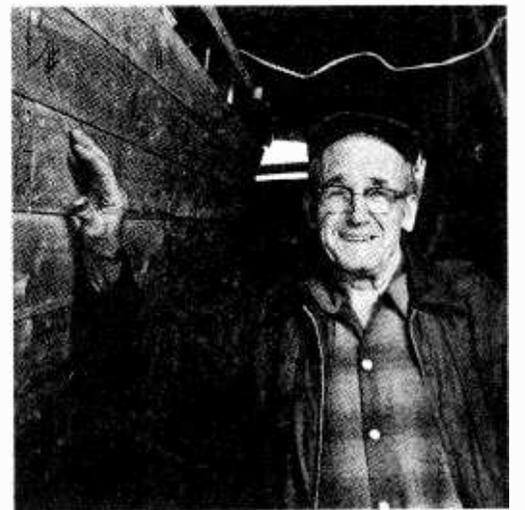
Jerry Roume, Syd Jurin and Don Arnsan (from left) in Metro Sound booth.



From left: Leslie Dame (right) and Norman Nerckoff of Le-Bo; Frank Vendely (cap) of Mallory with Mason Alvis and Bruce Feiss; Jerry Weiman, Alan Shapiro, Martin Novick and Fanny Petalides (from left) of Audiovox; Hal Lichtenstein and Leon Sutton of Solar (from left) with Mike Neigh-

bours, San Jose, Calif., rep; Mack Brown, Jack Wexler, Lauren Davies, all of Craig (from left), with Missouri rep Carmine Vignola.

What Linwood Bibber taught us about making cassettes.



If you've spent any time near the sea, you'll surely understand the ways of Linwood Bibber.

Especially if you know the sea as it stands off the coast of Maine.

Sometimes calm, often rough and just begging you to take her on.

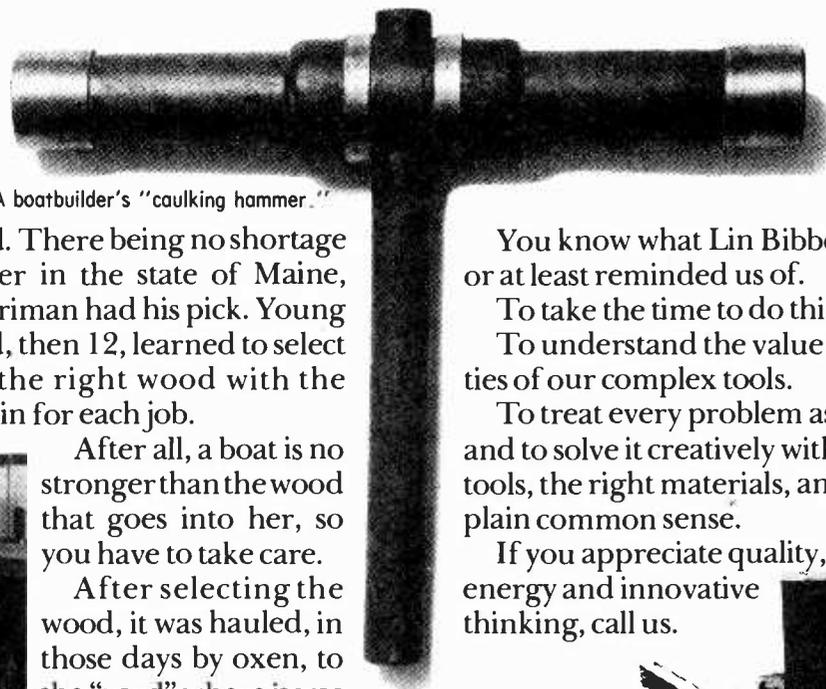
If you've never visited this end of the coast, you're really missing something. But we're going to give you a taste of life here. And, believe it or not, it just might change the way you do things.

It's made a big difference for us, and in a way, we're newcomers ourselves.

You're probably wondering by now what Linwood Bibber, a 73-year-old boatbuilder, could possibly teach us... a leading designer and manufacturer of high-technology assembly equipment, C-O's and 8-tracks.

Well, if you can spare about 2 minutes, we'll tell you.

Linwood Bibber (a few friends can call him Lin) began building boats in 1913 when he was apprenticed to his grandfather, George Merriman, a master boatbuilder of his time, and well known in these parts for the proud and graceful vessels that were launched from his



A boatbuilder's "caulking hammer."

boatyard. There being no shortage of lumber in the state of Maine, Mr. Merriman had his pick. Young Linwood, then 12, learned to select exactly the right wood with the right grain for each job.

After all, a boat is no stronger than the wood that goes into her, so you have to take care.

After selecting the wood, it was hauled, in those days by oxen, to the "yard" where it was let to age; a process too often neglected today, according to Lin.

"You put 'green' wood into a boat and she'll be sure to split and warp."

Later, Linwood left school. Not a good idea by today's standards, but in those days it was often a matter of economics.

In Lin's case it was more.

It was a matter of love.

"Those kids would come down here and want to go play."

"I wouldn't go."

"I just wanted to build boats."

In 1913, as now, your tools were your most important possession.

"I learned young to take care of my tools because good ones were expensive and hard to come by."

"Before you start building your boat, you have to design the hull, and you knew, just by the look of her 'lines' whether she was right or not."

In the past 61 years, Linwood Bibber has built hundreds of boats. He can't remember the exact number, but that's not important.

What is important is the art.

The attitude that's reflected in every boat he built.

So by now, you've probably gotten the message.

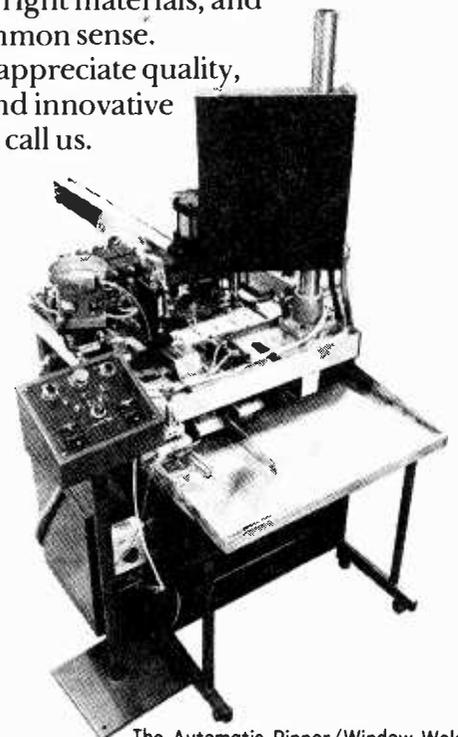
You know what Lin Bibber taught us, or at least reminded us of.

To take the time to do things right.

To understand the value and capabilities of our complex tools.

To treat every problem as a challenge, and to solve it creatively with the best tools, the right materials, and plain common sense.

If you appreciate quality, energy and innovative thinking, call us.



The Automatic Pinner/Window Welder designed and manufactured by Shape.

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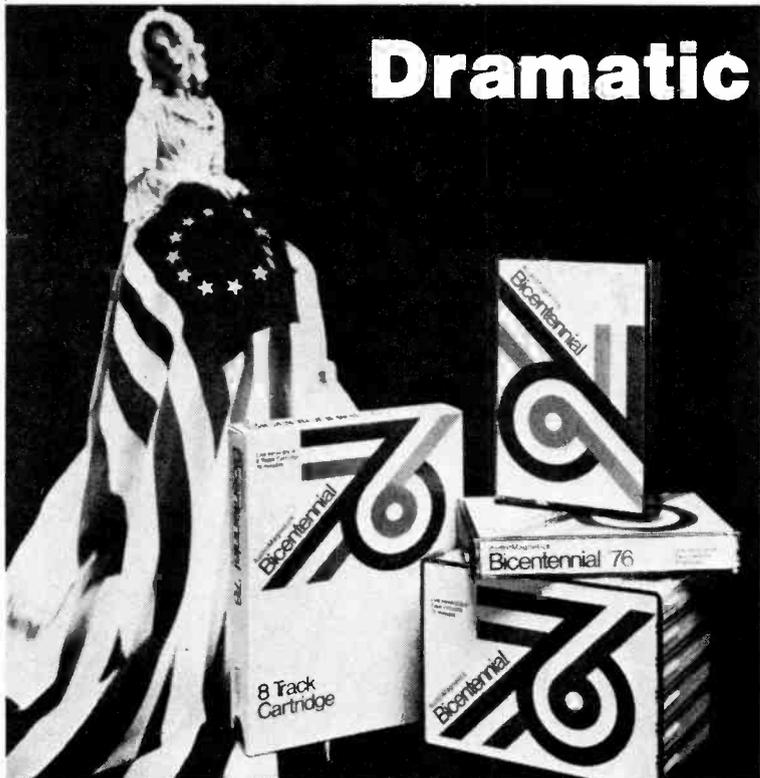
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Dramatic Up-Grading Of Blank Tape

By RADCLIFFE JOE



Audio Magnetics photo

Dramatic themes still characterize marketing plans of blank tape manufacturers.

A growing consumer trend toward high end audio cassette and 8-track decks for the home is resulting in a mobilization of efforts by both tape hardware and software manufacturers, to provide optimum quality products for the increasingly demanding market they service.

Gone are the days of barb-trading between hardware and software manufacturers when each accused the other of foot-dragging in developing products to complement technological advancements incorporated in their own product.

The resolution of the chicken and egg arguments has resulted in remarkable strides forward in the development of sophisticated blank tape formulations, and hardware honed to such high levels of excellence that even the most discerning audiophiles are now trading up to the once lowly cassette and 8-track decks.

Nowhere will these achievements be more evident than at the Summer Consumer Electronics Show where the cream of the product manufacturers, hardware as well as software, will show their wares in a

none too subtle bid to out-innovate the competition.

Among those vying for top honors and the increased share of market that almost always goes with such achievements are TDK, Maxell, BASF, 3M, Columbia Magnetics, Capitol Magnetics, Ampex, Memorex, Fuji Photo Film, Nakamichi Research, and Audio Magnetics for the software manufacturers; and Pioneer, Sansui, Sony, Uher, Advent, Yamaha, Technics, Wollensak, Nakamichi, TEAC, JVC, Toshiba and Akai, among others, representing the hardware manufacturers.

Although elated about its entry into the 8-track and budget-priced blank cassette market, TDK's big gun will, undoubtedly, be its new Super Avilyn (SA) cassette formulation debuted in New York last April.

The tape, a patented mix of cobalt, ferric oxide and "other proprietary element" and is said to achieve higher maximum output, lower noise levels and wider frequency range. It is also compatible with all high quality cassette machines on the market today.

Matching TDK's claim to unsurpassed excellence is Maxell with its new UDXL cassette which features a deposition of cobalt ferrite on top of a particle of gamma hematite to provide an improved output level of 4 dB at the low and mid frequencies and 6 dB at the high end over conventional high quality cassettes.

Maxell engineers also claim that the quality and precision of the shell used for the UDXL, as well as component parts, have "a major in-

fluence" on the overall transport reliability and quality affecting wow, flutter, vertical jitter, skew errors, azimuth alignment and precise pressure pad tension and positioning.

This innovation is finding much appeal among top quality cassette equipment manufacturers who have been bemoaning the fact that not enough blank cassette manufacturers pay as much attention as they should to the all-important housing of the product.

The problem last year prompted equipment manufacturer Nakamichi Research to develop its own line of blank cassettes to complement its Series 500 and Series 1,000 "Tri-Tracer" and "Dual Tracer" cassette systems.

At the time, Ted Nakamichi, vice president of the company, called the housing of the new cassette "micro-precision," and revealed that emphasis in its production had been placed on anti-skew performance.

He said further that the housings used for the new cassettes "effectively remedy the mechanical problems, including jamming, fouling and mechanical breakdowns, found in other cassettes."

The Nakamichi cassette also places emphasis on formulations, with a chromium dioxide and a extra-pure ferrocystal formulation being used in the two lines it is marketing.

Although Nakamichi may be the only hardware manufacturer to develop a line of blank tape with particular emphasis on housing. It is

not the first equipment producer to make a line of blank tapes available to complement his equipment.

Sony and 3M have both done it on a separate basis for years. Two years ago, following the signing of a far-reaching cross-licensing agreement the two companies pooled their technological expertise to come up with the innovative ferrichrome formulation which married a ferric oxide with a thin upper layer of chromium dioxide to improve high frequency response, improve tape output, cut down on hiss, and better capture bass and midrange frequencies.

So successful was this venture that both companies decided to market the product in commercial quantities. 3M packaged it last year as its Classic line and debuted it with much fanfare. Sony released it under its own brand name, but also went a step further by incorporating a ferrichrome switching position on its 1975 cassette decks.

Sony's move seems to have set a standard for high-end cassette equipment manufacturers like Yamaha, Uher and Superscope who are also offering the ferrichrome switch on their new lines of equipment.

Sony/3M may have pioneered the ferrichrome formulation, but they do not maintain an exclusive hold on it. It is understood that Fuji Photo Film, which recently disclosed that it will market a line of blank cassettes, cartridges and open reel tapes in this country, has also mastered a ferrichrome formu-

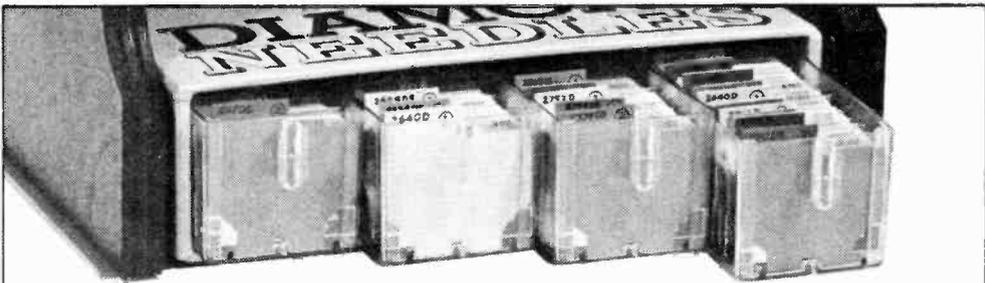
(Continued on page 78)

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This simplified system allows fast, easy visual inventory. Color coded index tabs have over size numbers for quick identification and selection. Each tab indicates stock level and gives the ability to utilize in-store personnel to do inventory. This will help prevent over-stocking. NeedleDex slashes inventory time by as much as 50%. Spring loaded drawers keep needles in proper order, prevent messy spills and mixing.

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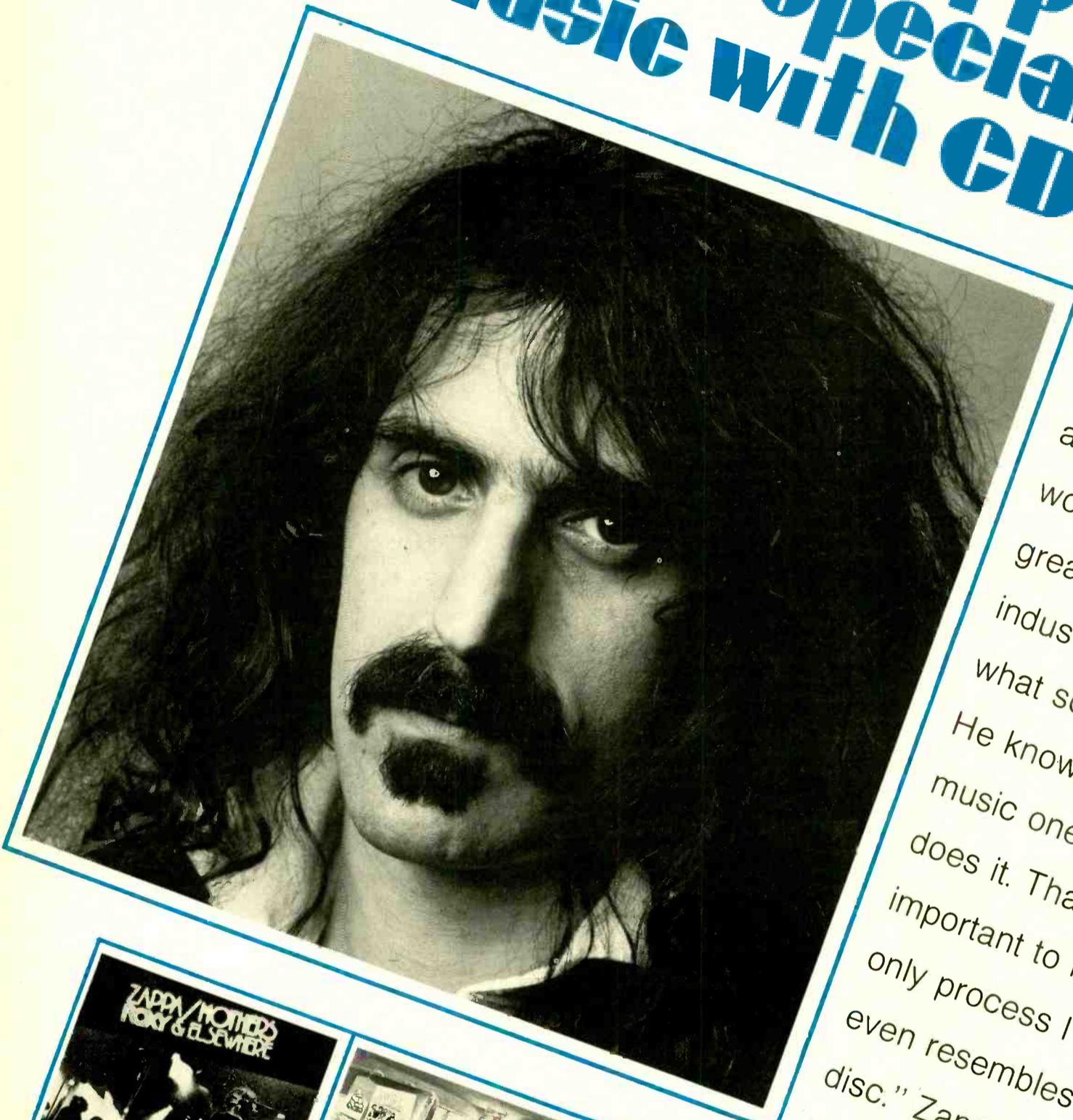
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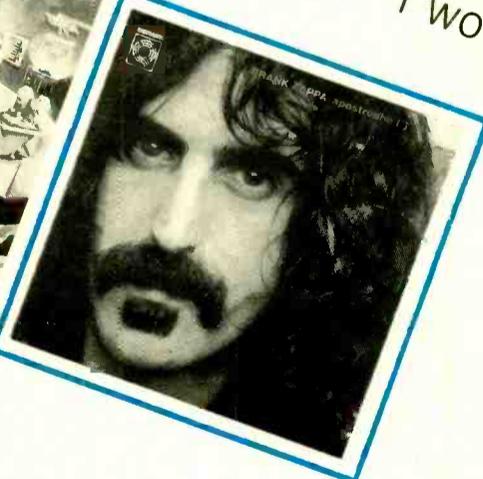
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In Canada: E-V of Canada Ltd.
Gananoque, Ontario

Frank Zappa makes a special kind of music with CD-4!



There's never been anything ordinary about Frank Zappa's work. He's one of the greats in the recording industry who not only knows what sounds good, but why. He knows how to take his music one step further and he does it. That's why CD-4 is important to him. "CD-4 is the only process I've heard so far that even resembles 4-channel on a disc." Zappa doesn't stop there either. "I wouldn't use it if I didn't like it."



Number 9 in a series presented by CD-4 advocates
JVC, Panasonic, Technics by Panasonic,
RCA Records and Warner/Elektra/Atlantic Records.

CD-4

compatible discrete 4 channel

For further information on CD-4 custom mastering and manufacturing, contact:
JVC Cutting Center, Inc. 6363 Sunset Blvd.,
Hollywood, Calif. 90028, (213) 467-1166
or
RCA Custom Sales,
1133 Avenue of the Americas, New York, N.Y. 10036
(212) 598-5900

CB Excites Car Stereo Marketers

By EARL PAIGE



Car stereo and CB. That combo is causing the most excitement in mobile sound with everyone wondering just how good is the marriage of tape and citizen's band. Definitely out front in the tape-CB pack are J.I.L. and Xtal (crystal), the first to announce just units. The problem is tape/AM/FM stereo/CB makes for a \$300+ item, not the only problem and perhaps minor at that. As merchandiser manager Jim Oldani of CMC Corp. puts it, "If you consider separate AM/FM, separate 8-track and separate CB, then the price argument doesn't add up. The problem is that it's hard to find the customer for the combo. You have to grab a guy who doesn't have tape and/or FM. Maybe a guy with a brand new car and a cheap AM in it is your best bet."

CMC, St. Louis-based 35-unit chain with a long reputation in car sound and a big J.I.L. customer, plans to go into CB "Head on," says Oldani, who believes plenty of CB will be moving in car sound outlets. CMC's strategy is to display five models from Pace, Johnson and Midland. Altogether, 17 models will be available. As for the tape-CB, "We've been selling a handful and are waiting to see how this goes." CMC believes its reputation as being all things car stereowise will guarantee it a spot in CB. Installation is a big factor and CMC offers that.

Basically, CMC will merchandise CB as it does car sound, home audio, prerecorded tapes and blank tape—as another item. The point being CMC will not cater to the CB in a way that will create a freak atmosphere and a store full of hangers-on, a factor that has worried some retailers planning a CB plunge. Oh, yes—all CMC executives now have CB in their vehicles.

Other trends

- Feature tradeoff. Car stereo is becoming increasingly sophisticated. Just look at specs. The problem for buyers is to determine how many of which features. Just one example of fairly exotic features is the cassette unit that can be programmed for either automatic continuous reverse—and, auto reverse back and across and

then eject. If it's a choice between automatic all day reverse and fast forward/rewind, many customers prefer the latter. Fast forward and rewind are key features in cassette and some buyers groove on locking fast/forward/reverse as pioneered by Craig.

One needs look no further than Motorola to see what's happening in far out features. Red Gentry says the new line virtually forces the company into CES (where it does not normally exhibit) and includes such items as power boost at flick of a switch and 4-button full program select.

- Quad. Four-channel is still basically sluggish but inevitably growing. For example, Motorola is confirming that the 1976 Continental Mark IV will have factory-equipped quad and Motorola is also known to

be watching closely the discrete quadcast radio situation. At the other end of the scale, before leaving Car Tapes for Clarion Jim Levitus said Car Tapes was discontinuing quad (Car Tapes is now being reorganized, Billboard, May 3).

Radio/tape. Is there a place for an AM only tape combo in a line? Yes, although dropping it won't kill a company. The AM only has a place out in the regions where there is no FM. And there is still a market for AM/FM but not FM stereo. Plenty of spec sheets fail to identify players as FM stereo. And it's still an anomaly that car sound, birthplace of quad, has no place in it for quadcast, though Panasonic is aware of this gap. (Note: the many "matrix" car players indicate just enhancement of stereo and not capability of pocking up matrix quadcasts.)

- Speakers. Is there any car stereo manufacturer not offering speakers? Also, add to this the specialists who have been in car speakers for years, such as Sparkomatic, Magnadyne, Arkay, Electronic Industries. But now comes Cerwin-Vega, the company that boasts of the big sound in the movie "Earthquake," and which now has a line of car speakers (Billboard, May 24 NEWCOM '75 report). And it's no secret therefore that car sound speakers are growing more powerful. Craig boosted this trend with Powerplay, and the trend is building (Craig has it now with cassette).

- In-dash/under-dash. Until CB, this was the big noise in car stereo. Now, though some firms (Metro Sound) talk of an eventual total in-dash approach, in-dash seems to be leveling off. Here's a rundown as

of Billboard's recent Tape/Audio/Video Market Sourcebook: (April 28, 1975). Figures, not of course including new models at CES, show that of 351 cartridge units 79 or 22.5 percent are in-dash; in-dash is 30 percent of the total 181 cassette units surveyed:

Brands	No. In-Dash vs. Total 8-Track	Total Cassette
Automatic Radio*	3/14	1/6
Alco	3/3	1/1
Aiko		3/6
Alaron		0/1
Audiovox	9/14	3/4
Boman*	4/15	2/4
Car Tapes	3/6	1/2
Clarion	4/10	3/7
Craig	4/19	4/10
Electro Brand	0/1	
Electro-Phonic	0/1	
Arthur Fulmer	4/10	1/1
Hitachi	0/3	0/3
IDI	1/7	0/1
Import Dist.	0/6	4/6
J.I.L.	8/16	2/2
Kraco	2/9	1/2
Lear Jet	3/16	1/3
Magnadyne	1/1	1/1
Metro Sound	4/10	7/11
Midland		
(Medallion)	1/7	1/1
Motorola*	3/9	
Muntz (Canada)	3/9	3/5
Panasonic*	4/10	2/4
Peerless	0/4	
Pioneer	2/9	1/5
Rally*		
(Automatic Radio)	5/11	1/2
RCA	1/6	0/1
Royal Sound	1/5	1/3
Ranger (Tenna)	1/7	1/3
Realistic	0/4	0/4
Rhapsody	1/3	1/1
Sanyo*	3/13	3/6
Soundlite	1/2	
Superscope		0/3
Tenna	1/9	1/2
Teac		0/2
Toshiba	0/1	1/1
Xtal	4/11	6/11

*data received too late for inclusion in Sourcebook

Quadraphonic Getting Boost

• Continued from page 52

of the recording and to remix them at will to suit the effect desired.

Separate, there's that word again, separate—that's the key to understanding quad. The ability to keep information separate until you want it to go together. In the case of quad, you want the final mix in the listening room, in the ear of the listener.

In 1969 when K-101 FM began its first four-channel broadcasts we used two different stereo stations, our own and KRON FM to keep the signals separate. The listeners heard record company 1/2-inch wide, four-channel master tapes, on two separate radios from two separate radio stations. It involved too much equipment for the average album buyer to keep around the living room. There had to be an easier way. Technology was just developing for a broadcast system of discrete quad at the hands of a young inventor named Lou Dorren and others that might make single station, discrete four-channel broadcasts a reality, but the source was limited to tape. No one had figured a way to cut four channels of information mechanically into the groove of a record.

It's natural for man to get what he wants, so long as he works for it and in 1972, J.V.C. came up with the first four-channel discrete disc. They had two engineers hand carry it to San Francisco, where K-101 broadcast it live on a two-station setup to prove it could be done. In the meantime, several stop gap systems were engineered to provide a reasonable simulation of four channel until the real thing came along. The most successful of these systems is called Matrix and this system works like this: A four channel source is reduced to two channels by matrixing or mixing the signals at a controlled phase relationship. The normal stereo system detects only a slight drop in volume on the

left channel on some vocal recordings to indicate this matrixing has occurred. The Matrix decoder, however, senses this phase mislocation and converts it into a reasonable simulation of the original four channel signal. Separation is limited to the ability of out of phase signals to cancel each other and logic circuits which shunt signal from channel to channel at certain volume thresholds. Sometimes the really astute listener can hear this shunting or breathing on no-modulated channels during music.

Matrix quad does work in today's technology and much like the old CBS Color Wheel, it does a pretty nice job while we're waiting for the real thing. And the real thing is just around the corner. Since the advent of the first J.V.C. and discrete disc, Warner Brothers, A & M, Mercury, etc., have begun producing discrete albums. New cutting heads, electronics and stylus assemblies are available to assure technical quality at least in keeping with current standards.

What about a broadcast system? Since the matrix systems are only a simulation of quad, some broadcast stations are using them, as they fit within current FCC regulations. A discrete system, although simpler in fact, is more difficult to prove technically, since it involves keeping four signals separate on a two channel carrier. Here's how it works: For single station four channel broadcasting, you modulate or vibrate a tone far above the range of normal hearing to carry the front-back difference information signal. Since all stereo broadcasts already have left and right information signal. Since all stereo broadcasts already have left and right information, a decoder only needs to know whether the sounds should go to the front or back. This is achieved in the decoder through the use of simple algebra. The beauty of this system is its simplicity and the fact that it is totally compatible.

The monophonic listener gets all four channels mixed down to one, the stereo listener has the right front and back mixed on his right side and the left front and back mixed on the left side and quad listener has all four in their respective corners. In this way, no matter what kind of receiver you have none of the instruments in the recording will be lost.

FM quad requires only one radio, a decoder and the equipment to drive the two new channels. Most new receivers are quad compatible or convertible and most current equipment will also be able to convert assuring no obsolescence for the consumer. There's no reason to hold off buying equipment due to quad.

What's the hold up; why haven't we got FM quad now? The hold up has been the testing of this new technology for absolute compatibility, to this end the Electronics Industry Association (EIA) and the Consumer Electronics Group (CEG) formed the National Quadraphonic Radio Committee (NQRC).

The NQRC was organized in May of 1972 to study various proposed quadraphonic broadcast systems, and to make recommendations to the FCC, leading toward a standard for quadraphonic FM broadcasting. The FCC establishes the rules and regulations by which radio stations operate. FM broadcasting of discrete quadraphonic programs is currently not permissible under the FCC rules.

The EIA/CEG has sponsored similar committees, such as: The "National Television Systems Committee" (NTSC), which developed standards for color and black and white broadcasting, and the "National Stereophonic Radio Committee," which was instrumental in establishing the current standards for two channel FM stereophonic broadcasting.

The NQRC has completed exten-

(Continued on page 77)

Florida Station Puts \$34,000 Into Quadcast

• Continued from page 52

existing Ampex one-quarter-inch machines and an ITC record-playback cartridge system.

The console had to be custom-built to fulfill the particular requirements of our production environment. Our console design was built around a "consensus" opinion from the staff who would be using the console each day. There are many standard and some unique features in this broadcast console such as the four-channel pan pot which allows placement of one selected channel among any existing four. Dyma Engineering of Taos, N.M., fabricated the console within a five-month period at a cost of \$11,400.

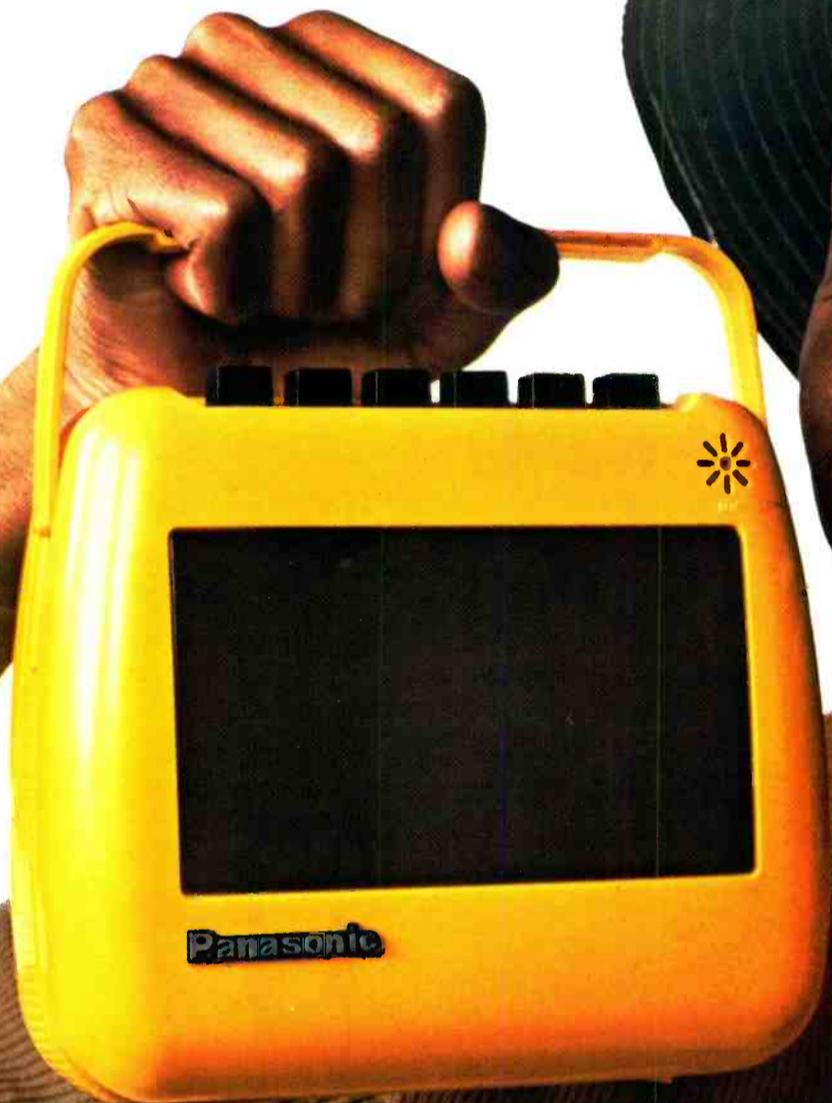
The key to present quad broadcasting is the ability to mix or encode four channels into two for transmission. For this job, we selected the Sansui regular matrix system. We purchased at a cost of \$5,000 the QSE-4 encoder and the QSD-4 decoder. Our choice was

based on mono and stereo compatibility and the fantastic support that the Sansui people were willing to and did give in our quest to be the best and first full-time quad station in the Southeast.

Due to the fact that the majority of our existing music air library is stereo, an honest process of converting them to Quad was needed. The Cooper Time Cube manufactured by U.R.E.I. was the best approach to generating two real and different sources for the rear channels. The unit was designed to accurately simulate the acoustic time delay found in a large room. We use the Cooper when we cart each record cut so that all our music is in quad. To date, WSHE has invested some \$34,000 in equipment alone, and hundreds of man hours in the "total quad" concept.

All of us are looking forward to the day when discrete quad can be broadcast. On that day, the real potential of FM broadcasting becomes a reality, and WSHE will be in the forefront giving the best four-channel programming available.

When Jimmie Walker says 'Dyn-o-mite' kids all over America listen.



Just ask your kid.

And now Panasonic and Jimmie Walker (Kid Dyn-o-mite himself) detonate the dynamite promotion of the year.

Because now he'll be selling the Panasonic (you guessed it) Dynamite 8" cartridge player and the Panasonic Take 'n Tape™ for cassettes:

- on network and local TV.
- on network and local radio.
- in magazines.
- on point of sale.

For your Jimmie Walker retail TV and radio spots...for your Jimmie Walker point-of-sale material like banners, posters, displays...for more customers than you've seen in a long time, call your Panasonic salesman.

Get the star of TV's top-rated "Good Times" show working for you. And let our blast of Dyn-o-mite shake up your sales.

Panasonic
We know your customer.

Tape Duplicator

By ANNE DUSTON

Newest tape duplicator supplier on the scene is Jefmarn Enterprises Inc., 16 Newcastle Ave., Planview, N.Y. 11803, headed by industry veteran Allan Frost. Firm will be manufacturing, distributing and/or exporting splicing tape, sensing tape for manual and automatic equipment, sensing tabs, bin loop splicing tape,

splicing blacks, Mylar and paper leader tape, magnetic tape and tape dispensers.

★ ★ ★

Tight advertising and marketing budgets have spurred the growth rate of Television Production Center, Inc., with sales up 12 percent or \$451,000 for the first quarter over last year's

first quarter, Richard Clouser, president, observes.

The four-year-old company in Pittsburgh surpassed the \$1 million mark in 1973, and the \$2 million mark in 1974. "Much of our growth comes from repeat business of customers utilizing videotape for tv commercials, training pro-

grams, educational and industrial documentaries, and promotional presentations."

TPC also performs duplications and distribution services, and operates four mobile production units.

★ ★ ★

Telex Communications, Minneapolis manu-

facturer of instructional equipment including tape duplicating systems, has added model 155 stereo cassette deck to its line of heavy duty A/V recorder/players. New model is a ¼-track, 2-channel unit for playback of ¼-track stereo or ½-track monaural cassettes and includes a stereo headphone amplifier for either 8 or 600-ohm models. New unit is intended for flush mounting in a desk top or student carrel.

★ ★ ★

JVC Industries has introduced JVC Communicator as a monthly video newsletter for JVC dealers, with coverage of new products, current ad campaigns, dealer tie-ins and promotions, service tips, review of new video publications, dealer profiles and listings of trade shows and demonstration seminars. Sample copy is available from editor Doug Sheer at JVC, 50-35 56th Rd., Maspeth, N.Y. 11378.

★ ★ ★

TEAC introduces a color videocassette deck with integrated circuit chips combining both assembly and insert editing, and the editing function will relate both to audio and video, either independently or simultaneously. Other features of the VT-6000, ¾-inch U-matic model are slow motion and stop motion, remote control, automatic repeat, automatic counter program repeat, and counter program stop.

The 77-pound rack-mount model will accommodate the smaller ¾-inch cassettes, and can be used with portable units in the field for replay and editing purposes. List is about \$6,000.

★ ★ ★

A TV-VTR center for small group or individual learning is available from Bretford Mfg. Inc., Schiller Park, Ill. The easy-roll cart provides locked storage space for tapes, ebony finish, chrome legs, and wood-grained shelves for TV and VTR units.

★ ★ ★

Harvie E. Schwartz, Jr., joins Byron Motion Pictures, Inc., Washington, as manager of technical operations for the video services laboratory, responsible for the operation of the extensive video laboratory in all of the standard tape formats.

Schwartz was formerly manager of the engineering laboratory of Goldmark Communications, New York, responsible for the company's automated CATV pay television program originating systems, the Philips VCR in-house motion picture system for hotels and motels, the Trans-Scan system for film-to-tape feature print transfers to ¾-inch videocassettes, and a variety of other electronic projects.

★ ★ ★

The 15th Audio-Visual Institute for Effective Communications will be held at Indiana University Oct. 12-17, and will be co-sponsored by the Industry & Business Council of the National Audio-Visual Assn., and the Audio-Visual Center of the university.

The Institute offers an intensive five-day course for a comprehensive and practical overview of a variety of innovative audiovisual techniques, conducted by training and a/v experts. "It covers the art and technology of a/v communications, and is especially designed to train directors and educational media specialists in business, industry, education, government, and health sciences," Robert P. Abrams, chairman of the Council, says.

Tuition is \$350 and is limited to 130 persons.

KOSS HAS OWN MURAL

MILWAUKEE, Wis.—A 320-foot supergraphic mural depicting Koss Corp.'s internal departments, products and personnel, graces one wall of the Koss factory. The painting is by manufacturing process supervisor Walt Mayer who donated 280 hours and 10 months to the project. The company paid for paint and supplies.

Eight main subjects comprise the mural, with symbols and tools depicting the international, research and development, engineering, industrial design, tooling, manufacturing, advertising and sales areas. In the advertising section, for example, a smiling Mona Lisa is sporting Koss headphones. The entire mural covers 3,800 square feet.

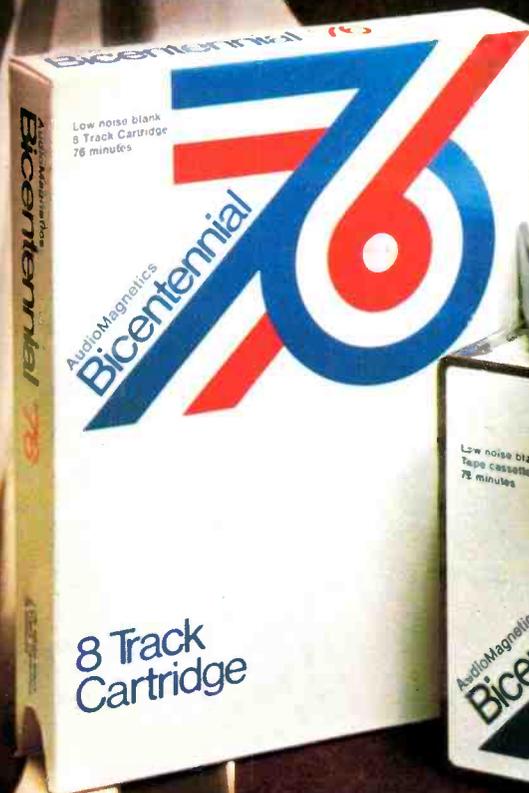


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TAPE/AUDIO/VIDEO MARKET SOURCEBOOK

Part II—Manufacturers' Representatives Of Tape Playback/Recording Equipment

The following listings have been supplied by both the manufacturers of equipment and by their representatives, and compiled by the Billboard Directory Central division.

The following listing of Manufacturers' Representatives has been supplied by both manufacturers of the equipment and by their representatives. Product includes AUDIO—Home, Auto & Portable Recording & Playback Equipment, Phono/Tape & Radio/Tape Combinations, Blank Loaded Tape, Accessories, Duplicating Equipment; VIDEO—Recording & Playback Equipment, Blank Loaded Tape, Accessories, Duplicating Equipment.

ALABAMA

• BIRMINGHAM (Area Code 205)

Paul Hayden Assocs., 624 16 Court NW, Zip: 35215. Tel: 853-0946. Sales Mgr.: Len Denaburg.
Home office: East Point (Atlanta Metropolitan Area), Ga.
Lines: Capitol Magnetics, Wollensak.
Terr: Ala.; Fla.; Miss.; Tenn.
 Mid-South Assocs., PD Box 9483, Zip: 35215. Tel: 854-2887. 681-8900. Pres.: Kerry Godwin; Sales Mgr.: Dwight Utah.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.
 John F. Russell Sales Co. Inc., 225 Oxmoor Circle, Suite 807, Zip: 35209. Tel: 871-8287. Pres.: John F. Russell; Sales Mgr.: Fred W. Russell.
Lines: Audiovox, ICP, Robins, Toshiba.
Terr: Ala.; Ga.; Miss.; Tenn.
 Maitland K. Smith Inc., 3258 Cahaba Heights Rd, Zip: 35243. Tel: 967-3080/3095. Contact: Ed Cain.
Home office: Charlotte, N.C.
Lines: Irish, Tape-Athlon.
Terr: Ala.; Ga.; N.C.; S.C.; Tenn.; Va.
 Morris F. Taylor Co. Inc., 1148 Cheyenne Blvd, Zip: 35215. Tel: 853-3181. Mgr.: J. Frank Alexander.
Home office: Silver Spring, Md.
Terr: Ala.; Miss.; Western Tenn.
 Raymond Taylor & Assocs., 2233D Little Valley Rd, Zip: 35216. Contact: Dave Williams.
Home office: Canton, Ga.
Line: Sansui.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Tenn.; Eastern Miss.

• HUNTSVILLE (Area Code 205)

Elmer Assocs., 415 Mountain Gap Rd, Zip: 35803. Tel: 881-0274. Mgr.: E.D. Langston.
Home office: Atlanta, Ga.
Line: Akai.
Terr: Ala.; Ga.; N.C.; S.C.; Tenn.

• TUSCALOOSA (Area Code 205)

AudioRep Assocs., 1218 19 Ave. E, Zip: 35401. Contact: Tony Molina.
Home office: Lawrenceville (Atlanta Metropolitan Area), Ga.
Lines: Dokorder, Glenburn, Kenwood.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

ALASKA

• ANCHORAGE (Area Code 907)

Alaska Brokerage Co., PO Box 2187, Zip: 99510. Tel: 274-1754, 277-2024.
Line: Tenna.
Terr: Alaska.
 Bruce F. Booher Co., PO Box 8765, Zip: 99508. Tel: 279-9169. Pres.: Bruce F. Booher.
Terr: Alaska.
 Far North Repts., 3612 Checkmate, Zip: 99504. Tel: 337-1221. Contact: Cecil Garrett.
Line: Pioneer Electronics of America.
Terr: Alaska & military.
 S. C. McAfee, 1219 Crescent, Zip: 99504. Tel: 274-1079. Mgr.: Dennis McAfee.
Home office: Seattle, Wash.
Lines: Craig, Sony.
Terr: Alaska.
 Rostrom Alaskan Sales, PO Box 4-1239, Zip: 99509. Tel: 274-7605. Contact: David Poitry.
Line: Brother Int'l.

ARIZONA

• PHOENIX (Area Code 602)

Damark Inds. Inc., 5121 N. 40 St., No. 209B, Zip: 85018. Tel: 959-5710. Contact: Don Zibelli.
Home office: Van Nuys (Los Angeles Metropolitan Area), Calif.
Lines: TASCAM, TDK, Teac.
Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.
 Norman J. Fuchs Co., 2334 N. 32 St, Zip: 85008. Tel: 956-3560.
Line: Brother Int'l.
 G D S Mktg. Inc., 2430 S. 20 St, Zip: 85034. Tel: 257-0723. Mgr.: Oscar Cornei.
Home office: North Hollywood (Los Angeles Metropolitan Area), Calif.
Line: US Pioneer
Terr: Ariz.; Southern Calif.; Las Vegas, Nev.
 Rio Grande Mktg., Granada Plaza, Suite 105, 4040 E. McDowell Rd, Zip: 85008. Tel: 244-9516, 275-5112. Owners: John A. & Bobby Oswald.
Lines: Columbia Magnetics, Electra, Toshiba.
Terr: Ariz.; N.M.; Las Vegas, Nev.; El Paso, Tex.
 Southwest Mktg. & Sales Co., 5325 33 St, Zip: 85009. Tel: 258-6868. Pres.: J. Olsen.
Terr: Ariz.; N.M.; Las Vegas, Nev.; El Paso, Tex.
 Wild West Mktg., PO Box 10333, Zip: 85008. Tel: 955-0791.
Line: Electro Brand.

• SCOTTSDALE (Area Code 602)

Jack Berman Co. Inc., 4310 N. Brown Ave., Suite 4, Zip: 85251. Tel: 994-8081.

Home office: Inglewood (Los Angeles Metropolitan Area), Calif.
Line: Wollensak.
Terr: Ariz.; Southern Calif.; Las Vegas, Nev.
 Packer Sales Co., 8555 E. Plaza Ave, Zip: 85253. Tel: 949-9443. Contact: Jerry Packer.
Home office: Culver City (Los Angeles Metropolitan Area), Calif., Marshank Sales Co.
Lines: Crown Int'l, Philips, Recoton, Uher.
Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.
 Jack Rowe Assocs., 6818 N. 72 Pl, Zip: 85253. Tel: 948-7838. Pres.: Jack Rowe. Branch: 8446 E. Catalina Dr, Zip: 85251. Tel: 945-8768. Contact: Ken Arnold.
Branches: Englewood (Denver Area), Greeley, Colo.; Albuquerque, N.M.; Midvale, Utah.
Line: Sanyo.
Terr: Ariz.; Las Vegas, Nev.

ARKANSAS

• EL DORADO (Area Code 501)

Dick Bellew Sales Inc., PO Box 1835, 418 Maple Hill, Zip: 71730. Tel: 863-8325. Pres.: Dick Bellew Sr.
Branches: Kenner (New Orleans Area), La.; Memphis, Tenn.
Lines: Audiovox, Nuvox.
Terr: Ark.; La.; Miss.; Western Tenn.; to Tennessee River.

• LITTLE ROCK (Area Code 501)

Hinsig-Frazier Co., 13 Heritage Court, Zip: 72205. Tel: 227-5634. Contact: Bob Marcus.
Home office: Dallas, Tex.
Line: Audiovox.
Terr: Ark.; La.; N.M.; Okla.; Tex.
 Merchandisers Inc., 1912 Green Mountain, No. 123, Zip: 72207. Tel: 225-2731. Mgr.: Mike Carroll.
Home office: Houston, Tex.
Terr: Ark.; La.; Miss.; Okla.; Tex.; Western third of Tenn.

CALIFORNIA

• CITRUS HEIGHTS (Area Code 916)

Wilkins-Mason Assocs., 6400 Oak Acorn Court, Zip: 95610. Tel: 966-0544. Contact: David Alexander.
Home office: Lafayette (San Francisco Metropolitan Area), Calif.
Lines: Ampex, BSR/McDonald, Dokorder, Pioneer Electronics of America, Wollensak.
Terr: Northern Calif.; Northern Nev.

• FULLERTON (Area Code 714)

Flaherty Dist., 2454 E. Fender, Zip: 92631. Tel: 526-6616.
Line: Brother Int'l.

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

Abels' Bros. Assocs., 5331 E. Olympic, Suite 3, Zip: 90022. Tel: 723-0818. Contacts: Al & Bert Abels.
Line: Brother Int'l.
 Wes Alderson Co. Inc., 8548 Washington Blvd., Culver City 90230, Tel: 837-1398.
Line: Robins.
Terr: Ariz.; Southern Calif.; Southern Nev.
 Don Arnsan, 4155 Tujunga, Studio City 91604, Tel: 763-7082.
Line: Metro Sound.
Terr: Ariz.; Southern Calif.; Southern Nev.
 Audio Mdsrs. & Assocs., 1251A South Beach, La Habra 90631, Tel: 943-6703. Owners: Warren Tempero, Allen Wern.
Lines: Concord, V-M, Yamaha.
Terr: Ariz.; Southern Calif.; Southern Nev.
 Dan Berkoff & Assocs., 11340 W. Olympic Blvd., Suite 340, Zip: 90064. Tel: 479-4166.
Line: Tenna.
Terr: Ariz.; Calif.; Nev.; Ore.; Wash.; Western Idaho (auto reps.).
 Jack Berman Co. Inc., 8295 S. La Cienega Blvd., Inglewood 90301, Tel: 649-6111. Pres.: Jack Berman; VP Sales: Dick Gravley.
Branch: Scottsdale, Ariz.
Line: Wollensak.
Terr: Ariz.; Southern Calif.; Las Vegas, Nev.
 Jerry Bielsky Sales Co., 11644 Victory Blvd., North Hollywood 91606, Tel: 985-1900. Owner: Jerry Bielsky
Lines: (Audio) Colemark, Russound.
Terr: Ariz.; Southern Calif.; Southern Nev.
 C-P Assocs., 8629 Aqueduct Ave., Sepulveda 91343, Tel: 894-4938. Contact: Lin Cubbison.
Line: Xtel.
 Cal West Mktg., 11041 Los Alamitos Blvd., Los Alamitos 90720, Mgr.: Marcus Sorenson.
Branch: San Leandro (San Francisco & Bay Area), Calif.
Line: Kenwood.
Terr: Calif.
 Jack Carter Assocs. Inc., 11200 Chandler Blvd., North Hollywood 91603, Tel: 980-3450. Pres.: Jack Carter.
Lines: Maxell, Tandberg.
Terr: Ariz.; Southern Calif.; Nev.; Clark County
 Cavannah, Fair & Assocs., 1725 Beverly Blvd., Suite 6A, Zip: 90026.
Line: Brother Int'l.

Coast Mktg., PD Box 1306, Whittier 90609, Tel: 943-5745.
Line: Tenna.
Terr: Ariz.; Southern Calif.; Nev.; Clark County (electronic reps.).
 Damark Inds. Inc., 15821 Stagg St., Van Nuys 91406, Tel: 786-9300. Pres.: George D. Derado; Sales: Michael B. Fellen.
Branches: Phoenix, Ariz.; Honolulu, Hawaii.
Lines: Tascam, TDK, Teac.
Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.
 Elliot S. Davis & Assocs., PO Box 8114, Van Nuys 91409, Tel: 994-1742. Pres.: Elliot S. Davis.
 Wayne Dinsmore Co., PO Box 621, Encino 91316, Tel: 622-2849. Owner: Wayne Dinsmore.
Line: Audiovox.
Terr: Southern Calif., to Bakersfield & San Luis Obispo.
 B. E. Duval Co., 29619 Western Ave., San Pedro 90733, Tel: 833-0951. Pres.: Ben Duval.
Terr: Ariz.; Hawaii; Southern Calif.
 E M C (Eskenzai Mdsgr. Co.), PO Box 7103, Van Nuys 91409.
Lines: Electro Brand, Kraco.
 Irv Fenton & Assocs., 19131 Clymer St., Northridge 91324, Tel: 363-0971. Pres.: Irv Fenton; Sales Mgr.: Gary Miller.
Lines: Ampex, Bigston, Claricon.
Terr: Southern Calif.; Las Vegas, Nev.
 G D S Mktg. Inc., 1125 Weddington St., North Hollywood 91601, Tel: 877-8191. Pres.: Jack Goldner; VP: Bruce Perlmuth.
Branch: Phoenix, Ariz.
Line: US Pioneer.
Terr: Ariz.; Southern Calif.; Las Vegas, Nev.
 Interep, PO Box 2032, Gardena 90247; 16410 S. Figueroa, Carson 90248, Tel: 770-3830. Contact: Noel Wren.
Line: Aiko.
Terr: Parts of Southern Calif., excluding downtown Los Angeles.
 J G Inds., 4140 Van Owen Pl., Burbank 91505, Tel: 849-1449. Contact: Joel Gillis.
Line: Aiko.
Terr: Southern Calif., south of San Bernardino County line.
 J S H Mktg., 1933 S. Broadway, Zip: 90007, Tel: 746-1492. Pres.: Jim Herman.
Lines: Columbia Magnetics, Dyn, Toshiba.
Terr: Southern Calif.
 Kirby Co., 1517 W. Industrial Park St., Covina 91722, Tel: 331-0646.
Line: Kraco.
 Koessler Sales Co. Inc., 2010 W. Burbank Blvd., Burbank 91506, Tel: 849-5716. Pres.: Ace Ranslem.
Lines: (Audio) Editall, Telex, Vanco; (Video) Editall.
Terr: Ariz.; Hawaii; Southern Calif.
 Herbert Krauss Co., 16561 Ventura Blvd., Encino 91346, Tel: 981-5711. Contacts: Barry & Herbert Krauss.
Lines: (Audio) Audio Magnetics; (Video) Video Magnetics.
Terr: Southern Calif.
 Markman Co., 6611 Odessa Ave., Van Nuys 91406, Tel: 787-6151. Pres.: Mark Markman; Sales Mgr.: Carl Roberts.
Lines: BSR/McDonald, Dokorder.
Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.
 Marshank Sales Co., 10455 W. Jefferson Blvd., Culver City 90230, Tel: 559-2591. Pres.: Norman J. Marshank.
Branches: Scottsdale, Ariz.; Packer Sales Co.; Poway, Calif.
Lines: Crown Int'l, Philips, Recoton, Uher.
Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.
 Mernick-Eberhard Co. Inc., 1800 N. Highland Ave., Hollywood 90028, Tel: 466-8325. Contact: Ed Mernick.
Line: Helmac.
 Mittelman, Smith, Wynn & Assocs., 1319 E. Washington Blvd, Zip: 90021, Tel: 747-0435.
Line: Kraco.
 Morris-Tait Assocs., 4260 Lankershim Blvd., North Hollywood 91602, Tel: 877-4424. Owners: Pete Morris, John Tait.
Lines: Bang & Olufsen, Schweizer Design.
Terr: Ariz.; Nev.; Southern Calif.
 Lee Neumann Co., 1720 Pacific Ave., No. 303, Venice 90291, Tel: 392-2510.
Line: Car Tapes.
 J. F. Northcutt Co., 511 S. Palm Ave., Alhambra 91803, Tel: 570-8355.
Line: Telex.
 Roland Olander & Co., 540 Hollywood Way, Burbank 91505, Tel: 843-5200. Pres.: Roland Olander.
Lines: Dual, Fisher.
Terr: Ariz.; Southern Calif.; Southern Nev.
 Pacific Audio Sales Inc., 1933 S. Broadway, Zip: 90007, Tel: 747-7314. VP & Sales Mgr.: Frederick Matzahn.
Lines: (Audio) BASF, Nortronics, Sansui; (Video) BASF.
Terr: Ariz.; Southern Calif.; Southern Nev.
 Nate Peiman, 173 W. Wells St., San Gabriel 91776, Tel: 283-3436.
Line: Brother Int'l.
 Premium Mktg. Corp., 3407 W. Sixth St, Zip: 90020, Tel: 386-8005.
Line: Kraco.
 Jerry Rome, 6719 Mammoth Ave., Van Nuys 91405, Tel: 781-2702.
Line: Metro Sound.
Terr: Ariz.; Southern Calif.; Southern Nev.
 Len Ronson Sales, PO Box 78207, Wilshire Towers, 3460 W. Seventh St, Zip: 90005, Tel: 382-0984.
Line: Brother Int'l.
 Leonard J. Ross & Assocs., PO Box 49630, 11601 Dunstan Way, Zip: 90049, Tel: 476-1801; (714) 846-5853. Contact: Len Ross.
Terr: Ariz.; Southern Calif.; Nev.; Clark County
 Mike Roth Sales of California, 16117 Wyandotte St., Van Nuys 91406, Tel: 989-3738. Pres.:

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Sally Roth; Sales Mgr.: Marc H. Gottlieb.
Line: Irish.
Terr: Ariz.; Hawaii; Southern Calif.; Las Vegas, Nev.
 Royal Sales Inc., 7120 Hayvenhurst, Suite 409, Van Nuys 91406, Tel: 781-7670. Contact: Mike Fishman.
Line: Unelco.
 Art Szerlip Sales Co., 15111 Keswick St., Van Nuys 91405, Tel: 782-1765. Pres.: Art Szerlip.
Terr: Ariz.; Nev.; Southern Calif.
 Teleonix Inc., 5037 W. Pico Blvd, Zip: 90019, Tel: 937-8120. Pres.: Jules Huppert; Mgr.: William H. Pessin.
Lines: Aiko, Panasonic.
Terr: Southern Calif., including Kern, Los Angeles, Orange & San Diego counties.
 Trego Sales Co. Inc., 2239 Benedict Canyon Dr., Beverly Hills 90210, Tel: 274-8351. Pres.: James M. Trego.
Lines: Revox, Tapco.

• ORANGE (Area Code 714)

Ames West Inc., 2232 E. Wilson Ave, Zip: 92667, Tel: 997-0723. Pres.: Raymond W. Ames; Sales Mgr.: Mark Ames.
Lines: Audiovox, Clarion, Uni-Mex.
Terr: Ariz.; Calif.; Nev.; N.M.; Ore.; Wash.; Baja Calif.; Mexico.

• POWAY (Area Code 714)

Marshank Sales Co., 13142 Tobiasson, Zip: 92064, Tel: 566-0761. Contact: Howard Blank.
Home office: Culver City (Los Angeles Metropolitan Area), Calif.
Lines: Crown Int'l, Philips, Recoton, Uher.
Terr: Ariz.; Hawaii; Southern Calif.; Southern Nev.

• SAN DIEGO AREA (Area Code 714)

Robert Hale & Assocs. Inc., 829 Hoover Ave., National City 92050, Tel: 477-5644. Mgr.: Robert Westbrook.
Home office: Norfolk, Va.
Lines: Audiovox, Fisher, Unelco, Wollensak.
Terr: Ariz.; Calif. (Naval & Marine Corps Bases, including ships at San Diego, San Francisco, Long Beach).

• SAN FRANCISCO & BAY AREA (Area Code 415)

Ashe, Weishaar & Assocs., 801 Mahler Rd., Burlingame 94010, Tel: 697-9195. Pres.: Edmund C. Ashe Jr.; Mgr.: Franklin L. Weishaar.
Lines: Akai, Audio Magnetics, Concord.
Terr: Northern Calif.; Northern Nev.
 E. W. Brandt Co., PO Box 538, San Rafael 94902, Tel: 454-0840. Pres.: Edward W. Brandt.
Line: Sansui.
Terr: Northern Calif.; Northern Nev.
 Cal West Mktg., 14278 Wicks Blvd., San Leandro 94577, Tel: 483-9370. Exec. VP: Lynn McMillen.
Home office: Los Alamitos (Los Angeles Metropolitan Area), Calif.
Line: Kenwood.
Terr: Calif.
 Conner & Assocs., 845 Malcolm, Burlingame 94010, Tel: 697-8793.
Line: Columbia Magnetics.
Terr: Northern Calif.; Nev., excluding Clark County.
 Dobbs-Stanford Corp., PO Box 546, 569 Laurel St., San Carlos 94070, Tel: 592-5958. Contacts: Fred & John Dobbs.
Line: Crown Int'l.
Terr: Nev.; Northern Calif.
 Mordy Foodym, Sales: 362 Mountain View Ave., San Rafael 94301, Tel: 454-1911. Contact: Mordy Foodym.
Line: Brother Int'l.
 Hank Gabriel, 600 16 St., Oakland 94612, Tel: 465-5361.
Line: Telex.
 H & K Sales Inc., 3723 Haven, Menlo Park 94025, Tel: 369-6244. Contact: Chuck Keyser.
Lines: Sony, Superscope.
 Levin-Schwartz Sales, 32 Robinhood Dr., San Rafael 94901, Tel: 454-1940.
Line: Car Tapes.

• DENVER AREA (Area Code 303)

A-E-S Inc., 12891 E. Nevada Circle, Aurora 80010, Tel: 366-0208. Contacts: Bill Goliher, Craig Stevenson.
Line: Irish.
Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; El Paso, Tex.
 B & B Electronic Prods. Inc., 884 S. Lipan St, Zip: 80223, Tel: 934-2123. Pres.: Richard L. Beets; Sales Mgr.: Gary Eisenstein.
Branch: Salt Lake City, Utah.
Lines: Crown Int'l, Maxell, Schweizer Design, Tapco, US Pioneer.
Terr: Colo.; Idaho; Mont.; N.M.; Utah; Wyo.; El Paso, Tex.
 Central West Mktg., 8704 E. Monmouth Pl, Zip: 80237, Tel: 771-9397. Contact: Darrell B. Cowell.
Line: Recordex.
 Cir-Vu Mktg. Inc., 1115 Broadway, Zip: 80203, Tel: 634-4185. Pres.: Bob Kavan; Sales Mgr.: Mike Hurley.
Lines: Aiko, Audiotronics, Glenburn, TDK, Wollensak, Xtel.
Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho; Eastern Mont.; El Paso, Tex.
 E S P Co. Inc., 4796 S. Broadway, Englewood 80110, Tel: 781-4409. Pres.: Richard Hyde Jr.; Sales Mgr.: Ken Reiner.
Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.
 Electro-Tak Sales Inc., PO Box 395, Westminster 80030, Tel: 255-4566. Pres.: H.C. Rodgers.
Lines: (Audio) Mura, Robins; (Video) Robins.
Terr: Colo.; N.M.; Utah; Wyo.; Southeastern Idaho, including Twin Falls, Pocatello, Idaho

Olson Sales, 1185 Chess Dr., Foster City 94404, Tel: 573-1600. Pres.: Stephen H. Olson.
Line: Maxell.
Terr: Northern Calif.; Northern Nev.
 David H. Ross Co., 1095 Industrial Rd., San Carlos 94070, Tel: 591-4411. Pres.: D.H. Ross; VP Audio: J.A. Walters.
Line: Dual.
Terr: Northern Calif.; Northern Nev.
 Julius Rothschild & Co., 1000 43 St., Oakland 94608, Tel: 654-3858. Contacts: Stuart Richardson, Rudy Urrutia.
Branch: Lynbrook, L.I., N.Y.
Line: Pioneer Electronics of America.
Terr: Western USA (military).
 S & D Sales, 1432 Tarrytown St., San Mateo 94402, Tel: 345-8603. Owner: Sid Schieber; Sales Mgr.: Dave Harris.
Terr: Northern Calif.; Western Nev.
 Paul Seaman Co. Inc., 414 Pendleton Way, Oakland 94621, Tel: 562-9241. Pres.: Paul R. Seaman; Sales Mgr.: Martin Wynn.
Lines: (Audio) Royal Sound, TASCAM, TDK, Teac; (Video) TDK, Teac.
Terr: Northern Calif., to San Luis Obispo; Northern Nev.
 Sinai-Johnson Inc., 817 Douglas Ave., Redwood City 94063, Tel: 365-6263. Pres.: Paul Johnson; VP Sales: Bob McLean.
Lines: (Audio) Audiovox, Capitol Magnetics, Claricon, Tape-Athlon; (Video) Blonder-Tongue, Catel, Sanyo, Shintron, Venus Scientific.
Terr: Northern Calif.; Reno, Nev.
 Robert S. Stevens & Assocs., 75 Roosevelt Way, Zip: 94114.
Line: Kraco.
 Technical Sales Assocs., 1485 Bayshore Blvd, Zip: 94124, Tel: 467-1434.
Line: Robins.
Terr: Northern Calif.; Northern Nev.
 Van Court & Lober, 2022 Park Blvd., Oakland 94606, Tel: 763-5536. Pres.: Robert L. Van Court; VP: Robert Lober.
Lines: Bigston, Brother Int'l, Preferred Sounds, Sharp, Triumph.
Terr: Northern Calif.
 Wilkins-Mason Assocs., 1025 Brown Ave., Lafayette 94549, Tel: 284-9200. Co-Pres.: Dick Wilkins, Ed Mason.
Branch: Citrus Heights, Calif.
Lines: Ampex, BSR/McDonald, Dokorder, Pioneer Electronics of America, Wollensak.
Terr: Northern Calif.; Northern Nev.

• SANTA ANA (Area Code 714)

Magnetic Communications Systems Inc., 2800 S. Main, Suite J, Zip: 92707, Tel: 557-8826. Contact: Roger Nicholson.
Branch: Chicago, Ill.
Line: Recordex.

• SANTA CLARA (Area Code 408)

Edward Weiss, San Francisco Mart, Space 762, 607 Bancroft St, Zip: 95051, Tel: 241-3346.
Line: Electro Brand.

• WESTMINSTER (Area Code 714)

Donald A. Drosch & Assocs., 14140 Beach Blvd., Suite 101, Zip: 92683, Tel: 892-7706.
Line: Car Tapes.

COLORADO

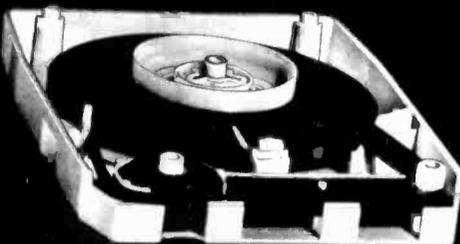
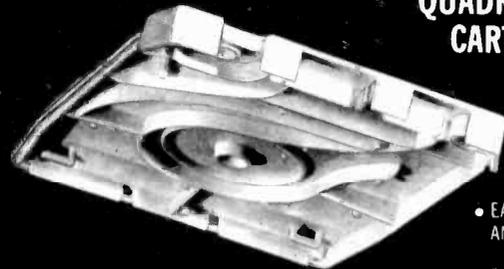
(Continued on page 66)

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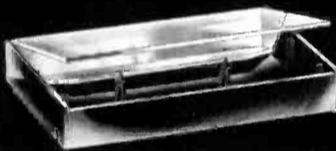
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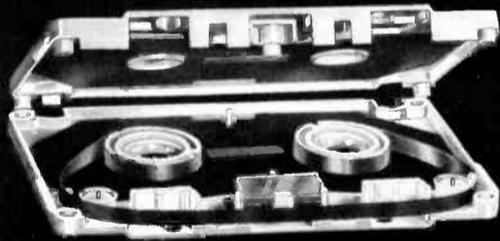
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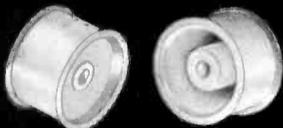


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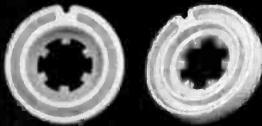
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Falls; Eastern Mont.; Neb., 11 western counties; El Paso, Tex.
J. A. Gedney Co., 476 E. 58 Ave. Zip: 80216. Tel: 572-1900. Pres.: J. A. Gedney.
Branch: Albuquerque, N.M.
Lines: TDK, Teac.
Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.
Grifco, 700 E. Louisiana Ave. Zip: 80210. Tel: 722-4674. Pres.: Wayland S. Griffith.
Line: Tandberg.
Terr: Colo.; N.M.; Utah; Wyo.; Southern Idaho.

H P Mktg. of Colorado, 7342 S. Quince, Englewood 80110. Tel: 770-1158. Pres.: Dan Petersen.
Branch: Salt Lake City, Utah.
Lines: (Audio) Ampex, Dokorder, Kenwood.
Terr: Ariz.; Colo.; Mont.; N.M.; Utah; Wyo.; Southern Idaho; El Paso, Tex.

McLoud & Raymond Co., 2020 S. Pontiac Way, Zip: 80222. Tel: 756-1589. Pres.: W. Cliff McLoud.
Lines: Capitol Magnetics, Telex.
Terr: Colo.; N.M.; Utah; Wyo.; Eastern Idaho; Eastern Mont.; Western Neb.; El Paso, Tex.
Mountain Empire Mktg. Inc., 1880 S. Pierce, Lakewood 80226. Tel: 935-7316. Contact: Richard Schwappach.
Line: Metro Sound.
Terr: Rocky Mountain states.

R & C Sales Co., 4570 Ironton. Zip: 80239. Contact: Allen L. Cramer.
Line: Brother Int'l.

R T D & Assocs., 5301 E. 38 Ave. Zip: 80207. Tel: 744-3311.
Line: Electro Brand.

Jack Rowe Assocs., 6462 S. Heritage Pl. E., Englewood 80110. Tel: 321-8708. Contact: Lloyd Doctoroff.
Home office: Scottsdale, Ariz.
Line: Sanyo.
Terr: Colo.; Wyo.

Satter's Dist'g Co. Inc., 4100 Dahlia St. Zip: 80207. Tel: 399-7493. Pres.: Charles Satter; Mgr.: Danny Stam.
Terr: Ariz.; Colo.; Idaho; Kan.; Mont.; Neb.; N.M.; S.D.; Utah; Wyo.

Souvall-Papillon-Souvall Assocs., 1655 Jasper St., Aurora 80011. Tel: 341-1776. VP: Dan J. Papillon.
Lines: Automatic Radio, Recoton, Sharp.
Terr: Colo.; Idaho; Mont.; Utah; Wyo.

Alan Steine & Assocs., 2360 Dayton St., Aurora 80010. Tel: 344-8080.
Line: Tenna.
Terr: Colo.; Mont.; N.M.; Utah; Wyo.; Eastern Idaho; El Paso, Tex.

Zeller & Cuillard Inc., 1327 Speer Blvd. Zip: 80204. Tel: 222-4887. Contact: C. Fred Bjorndal.
Line: Helmac.

• **GOLDEN (Area Code 303)**
Boyd Olsen Ltd., 2362 Coors Dr. Zip: 80401. Tel: 279-5894. Owner: Boyd Olsen.
Terr: Colo.; N.M.; Utah; Tex.; El Paso County.

• **GREELEY (Area Code 303)**
Jack Rowe Assocs., 424 31 Ave. Zip: 80631. Tel: 321-7808. Contact: Ronald Earhart.
Home office: Scottsdale, Ariz.
Line: Sanyo.
Terr: Colo.; Wyo.

CONNECTICUT

• **BROOKFIELD (Area Code 203)**
Joe Conroy Sales Assocs., Crestview Dr. Zip: 06804. Tel: 775-2463. Pres.: Joe Conroy; Branch: Cranston, R.I.
Line: Arrow.
Terr: New England.

• **FAIRFIELD (Area Code 203)**
Lou Cohen Sales Co., 265 Autumn Ridge Rd. Zip: 06432. Tel: 374-6885. Pres.: Lou Cohen.
Lines: Ampex, Capehart.
Terr: New England.

• **HARTFORD AREA (Area Code 203)**
Steven Cale Assocs. Inc., 28 Lakeview Dr., West Hartford 06117. Tel: 236-6038. Pres.: Steven E. Cale.
Terr: Conn.; R.I.; Western Mass.
Robert Smith Co., 188 Brewster Rd., West Hartford 06117. Tel: 523-0512. Contact: George Smith.
Line: Tape-Athon.
Standard Sales Inc., 94 Brown St. Zip: 06114. Tel: 549-1500.
Line: Columbia Magnetics.
Terr: New England.

• **NORTH STONINGTON (Area Code 203)**
Northeastern Reps. Inc., Box 476. Zip: 06359. Tel: 536-2706. Mgr.: Arthur P. Vine.
Home office: Framingham (Boston Metropolitan Area), Mass.
Line: Audiovox.
Terr: New England.

• **SOUTHINGTON (Area Code 203)**
Grossman Sales Inc., 292 Pattonwood Dr. Zip: 06489. Tel: 747-3829. Mgr.: Mark Petrucci.
Home office: Auburndale (Boston Metropolitan Area), Mass.
Line: US Pioneer.
Terr: Conn.; Me.; Mass.; R.I.; Vt.

• **STAMFORD (Area Code 203)**
John B. Anthony Co., 992 High Ridge Rd. Zip: 06905. Tel: 322-9202. NYC Tel: (212) 585-2027. Pres.: John B. Anthony.
Lines: Elpa, Kenwood, Philips.
Terr: Northern N.J., including Mercer & Monmouth counties; Metropolitan New York, including Long Island, Orange, Putnam, Rockland & Westchester counties.
Gilbert E. Miller Assocs. Ltd., 28 Knollwood Ave. Zip: 06905. Tel: 329-9174; NYC Tel: (212) 895-0429. Mgr.: Irwin J. Miller.
Home office: Jericho, L.I., N.Y.
Line: US Pioneer.
Terr: Conn.; Fairfield County; Northern N.J.; Metropolitan New York, including Nassau, Rockland, Suffolk & Westchester counties.

• **WATERBURY (Area Code 203)**
Anderson Sales Assocs., 133 Mansfield Ave. Zip: 06705. Tel: 753-2487. Mgr.: Joseph Sequenzia.
Home office: Boston, Mass.
Lines: Capitol Magnetics, Weltron.
Terr: Conn.; Western Mass.

• **WEST HAVEN (Area Code 203)**
Hesten Inc., 95 Water St. Zip: 06516. Tel: 934-1800. Contact: Henry Stein.
Line: Aiko.
Terr: Conn.; Western Mass., to Worcester-Rockland County line.
Robert Reiss Assocs. Inc., 70 Jessie Dr. Zip: 06516. Tel: 933-8542. Pres.: Robert Reiss.
Branch: Framingham (Boston Metropolitan Area), Mass.

Lines: Editall, Ferroglyph, Gamber-Johnson, Harman-Kardon, Xtal.
Terr: New England; Upstate N.Y.

WINDSOR (Area Code 203)

Market Reps Inc., 247 High Pass Dr. Zip: 06095. Tel: 688-0330. Mgr.: Ed Elfman
Home office: Norwood (Boston Metropolitan Area), Mass.
Lines: Audio Magnetics, Sanyo.
Terr: New England.

DISTRICT OF COLUMBIA

WASHINGTON (Area Code 202)

Ken Brobeck, 4000 Tunlaw Rd. NW, Suite 819. Zip: 20007. Tel: 337-0757.
Line: Tenna.
Terr: Del.; Wash., D.C.; Md.; N.J.; N.C.; Pa.; S.C.; Va. (military reps.).

FLORIDA

ATLANTIC BEACH (Area Code 904)

Global Military Sales, PO Box 31, 155 Levy Rd. Zip: 32233. Tel: 246-1400. Contact: Les Greenfield.
Line: Aiko.
Terr: (Military accounts).

BOCA RATON (Area Code 305)

T. J. Sanders Assocs., 2851 S. Ocean Blvd. Zip: 33432. Tel: 391-4272. Pres.: Thomas J. Sanders; Reg'l Mgr.: Don Woolf.
Line: Ferroglyph.
Terr: Fla.

CASSELBERRY (Area Code 305)

Morris F. Taylor Co. Inc., PO Box 458. Zip: 32707. Tel: 339-0821. Mgr.: John C. Wagner.
Home office: Silver Spring, Md.
Line: Recoton.
Terr: Central & Northern Fla.

CLEARWATER (Area Code 813)

Geartner Assocs. Inc., PO Box 5145. Zip: 33518. Tel: 531-2091. Contact: Paul Zawadzki.
Home office: Miami Beach (Miami Metropolitan Area), Fla.
Line: Panasonic.
Terr: Fla.

DAYTONA BEACH (Area Code 904)

Eagle Assocs. Inc., PO Box 2736. Zip: 32015. Tel: 253-2944. Contact: W.A. Longnecker.
Home office: Miami, Fla.
Lines: Clarion, Midland, Miida.
Terr: Northern Fla.

FORT LAUDERDALE (Area Code 305)

Murray Director Assocs., 7201 NW 92 Terr., Tamarac 33321. Tel: 721-9339. Owner & Sales Mgr.: Murray Director.
Terr: Fla.

SPROCH (Area Code 813)

Sproch Sales Inc., 3520 W. Broward Blvd. Zip: 33312. Tel: 587-3792. Contact: Jack R. Sproch.
Branch: Sarasota, Fla.
Line: Metro Sound.
Terr: Fla., excluding designated accounts in Miami.

MORRIS F. TAYLOR CO. INC. (Area Code 305)

Morris F. Taylor Co. Inc., 1700 NW 46 Ave., No. 51. Zip: 33313. Tel: 735-6944. Mgr.: Robert A. Peterson.
Home office: Silver Spring, Md.
Terr: Southern Fla.

HALLANDALE (Area Code 305)

Dynasales Corp., 470 Ansin Blvd. Zip: 33009. Tel: 921-7300. Pres.: John Carosso; Sales Mgr.: Otti Schmidt.
Line: Sanyo.
Terr: Fla.; South America.
Schaeffer-Ulmer & Assocs., 131 N. Dixie Hwy. Zip: 33009. Tel: 920-7700.
Line: Brother Int'l.

HOLLYWOOD (Area Code 305)

K & C Mktg. Assocs., 1401 N. 74 Way. Zip: 33024. Tel: 624-2834. Pres.: Ken Cantor; Mgr.: Lonnie Kaplan.
Lines: Dokorder, Kenwood.
Terr: Fla.

WALLACE ELECTRONIC SALES (Area Code 813)

Wallace Electronic Sales, Box 7376. Zip: 33021. Tel: 961-6640. Branch Mgr.: Edward Healy.
Home office: Tampa, Fla.
Terr: Fla.

JOE WANGER SALES CO. (Area Code 305)

Joe Wanger Sales Co., PO Box 4286. Zip: 33023. Tel: 987-8766.
Line: Car Tapes.

LAKELAND (Area Code 813)

Dixie Electronic Assocs. Inc., PO Box 2214. Zip: 33803. Tel: 682-6624. Pres.: Harlin K. Plumlee.
Branches: Monroe, La.; Rock Hill, S.C.; Gallatin, Tenn.
Line: Weltron.
Terr: Ala.; Fla.; Ga.; La.; Miss.; N.C.; S.C.; Tenn.; Va.

LONGWOOD (Area Code 305)

J. E. Joyner & Assocs. Inc., PO Box 682. Zip: 32750. Tel: 834-2021. Mgr.: Ralph K. Joyner.
Home office: Atlanta, Ga.
Lines: (Video) Koyo, Nasco, Vicon.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.

RIDDLE-WILLIAMS SALES & MKGT. CO. (Area Code 305)

Riddle-Williams Sales & Mktg. Co., 105 Bilsdale Court. Zip: 32750. Tel: 862-8722. Contact: Jack Williams.
Line: Irish.
Terr: Fla.

MIAMI METROPOLITAN AREA (Area Code 305)

E & J Assocs., PO Box 4253, 1674 Meridian Ave., Suite 201, Miami Beach 33139. Tel: 531-4260. Contacts: Ernie Oldak, Jamie Grub.
Line: Aiko.
Terr: Fla.

Firestone & Assocs., PO Box 6937, Hollywood 33021. 285 NE 185 St. Zip: 33162. Tel: 651-3830. Contact: Ed Firestone.
Line: Crown Int'l.
Terr: Fla.

Geartner Assocs. Inc., 1125 71 St., Miami Beach 33141. Tel: 861-3661. Pres.: Jack Geartner.
Branches: Clearwater, Orlando, Vero Beach, Fla.
Line: Panasonic.
Terr: Fla.

L. P. Hench Co., 9900 SW 168 St. Zip: 33157. Tel: 251-4343. Pres.: L.P. Hench; Sales Mgr.: Gene Hilderbrand.
Line: (Audio) JVC, Nortronic, Revox.
Terr: Fla.

J & B Assocs. Inc., 380 NE 67 St. Zip: 33138. Tel: 751-9752. Pres.: Manny Brookmire; Sales Mgr.: Bob Butler.
Branch: Atlanta, Ga.
Lines: Marantz, Superscope.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.

Maxim-Hershey Sales Co., 6660 Biscayne Blvd. Zip: 33138. Tel: 754-9571.
Line: Kraco.
Payd Assocs., B220 Hawthorne Ave., Miami Beach 33141.
Line: Electro Brand.

Raulson & Co. Inc., 1525 SW 82 Pl. Zip: 33144. Tel: 264-6003. Pres.: Michael J. Raulson; Sales Mgr.: Joseph G. Raulson.
Lines: Longines Symphonette, Teac, Telex.
Terr: Fla.

Seaman Sales Inc., 14195 SW 87 St. Zip: 33183. Tel: 271-5728. Pres.: Irv Seaman.
Line: Audiovox.
Terr: Fla.

Sochin Sales Co., 18730 SW 84 Court. Zip: 33157. Tel: 235-6048. Pres.: Ernest Sochin.
Branch: Tampa, Fla.
Lines: Bigston, Boman, Gibbs, Hammond, Savoy.
Terr: Fla.

Raymond Taylor & Assocs., 1920 SW 85 Ave. Zip: 33155. Tel: 758-2348, 226-6996. Contact: Carlos Maymir.
Home office: Canton, Ga.
Line: Sansui.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Tenn.; Eastern Miss.

Techmar Assocs. Inc., PO Box 59-3504, AMF, Zip: 33159. 7212 NW 56 St. Zip: 33166. Tel: 885-2362.
Line: Tenna.
Terr: Fla. (electronic reps.).

World Wide Prods. Inc., PO Box 279, 10818 NW Sixth Court. Zip: 33168. Tel: 754-5475. Pres.: Jerry Ziedman; Sales Mgr.: Bob Gale.
Terr: Fla.

ORLANDO (Area Code 305)

Geartner Assocs. Inc., 1221 Lee Rd. Zip: 32810. Tel: 299-1000. Mgr.: Herb Geartner.
Home office: Miami Beach (Miami Metropolitan Area), Fla.
Line: Panasonic.
Terr: Fla.

Paul Hayden Assocs., 1133 Marlowe Ave. Zip: 32809. Tel: 855-1993. Contact: John W. Carroll.
Home office: East Point (Atlanta Metropolitan Area), Ga.
Lines: Capitol Magnetics, Duotone, Electronic Inds., Pentagon, Royal Sound, Wollensak, Xtal.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.

ORMOND BEACH (Area Code 904)

John F. Thompson Co., PO Box 2505, 913 Riverside Dr. Zip: 32074. Tel: 677-2298. Owner: John F. Thompson.
Line: Robins.
Terr: Fla.

ST. PETERSBURG (Area Code 813)

Felix Camp & Assocs., 6826 Criswell Ave. N. Zip: 33709. Tel: 544-5375. Pres.: Felix H. Camp; Sales Mgr.: Mike Circle.
Lines: Alco, Samsonic, Tape Servs.
Terr: Fla.; Ga.

SARASOTA (Area Code 813)

Sproch Sales Inc., 4824 Bliss Rd. Zip: 33581.
Home office: Fort Lauderdale, Fla.
Line: Metro Sound.
Terr: Fla., excluding designated accounts in Miami.

Vaughan Assocs., PO Box 5808. Zip: 33579. Tel: 924-3734. Owner: Richard H. Vaughan.
Line: Capitol Magnetics.
Terr: Fla.

TAMPA (Area Code 813)

Eagle Assocs. Inc., PO Box 16982. Tel: 985-3015. Contact: David H. Carlisle.
Home office: Miami, Fla.
Lines: Clarion, Midland, Miida.
Terr: Tampa Bay area.

Sochin Sales Co., 3705 Postwood Circle. Tel: 935-1580. Mgr.: Jake Olsen.
Home office: Miami, Fla.
Lines: Bigston, Boman, Gibbs, Hammond, Savoy.
Terr: Fla.

Wallace Electronics Sales Inc., 13902 N. Dale Mabry Hwy., Suite 216. Zip: 33624. Tel: 961-1037. Pres.: William C. Jaudon.
Branches: Hollywood, Fla.; Jonesboro, Ga.; Greensboro, N.C.; Memphis, Tenn.

VERO BEACH (Area Code 305)

Geartner Assocs. Inc., PO Box 3100. Zip: 32960. Tel: 567-8157. Contact: Ray Gilson.
Home office: Miami Beach (Miami Metropolitan Area), Fla.
Line: Panasonic.
Terr: Fla.

GEORGIA

ATLANTA METROPOLITAN AREA (Area Code 404)

Alco Assocs., PO Box 49045. Zip: 30329. Tel: 634-9995. Pres.: Herb Axelrod.
Terr: Ala.; Ga.; Tenn.

AudioRep Assocs., 963 Crogan St., Lawrenceville 30245. Tel: 963-6575. Owners: Dave Evans, Bob Russell.
Branches: Tuscaloosa, Ala.; Charlotte, N.C.
Lines: Dokorder, Glenburn, Kenwood.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

Leonard Elliott Co., 454 Armour Circle NE. Zip: 30324. Tel: 875-9701.
Line: Sanyo.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

Elmar Assocs., 3385 Thornwood Dr. Zip: 30340. Tel: 938-2821. Pres.: Hulon Forrester.
Branches: Huntsville, Ala.; Raleigh, N.C.
Line: Akai.
Terr: Ala.; Ga.; N.C.; S.C.; Tenn.

Elrep Sales Co., 1876 Forge St., Tucker 30084. Tel: 938-7108. Pres.: M.B. Van De Kreke.
Branch: Knoxville, Tenn.
Lines: Bib, Maxell, Teac, Technics.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

A Billboard Spotlight On CES

JUNE 7, 1975, BILLBOARD

Fidelicom, PO Box 80644, Chamblee 30341. Tel: 458-3616, 451-3471. Contacts: Mort Liebman, Eugene Necaise.
Line: Crown Int'l.
Terr.: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.
Goodman Bros., PO Box 11602, Zip: 30305. Tel: 233-4950. Co-Owner: William S. Goodman.
Home office: Norfolk, Va.
Line: Electro Brand.
Terr.: Ala.; Ga.; N.C.; S.C.; Va.; Eastern Tenn.
Paul Hayden Assocs., PO Box 90668, East Point 30344. Tel: 766-0261. Pres.: Paul Hayden.
Branches: Birmingham, Ala.; Orlando, Fla.; Columbus, Ga.; Greensboro, N.C.
Lines: Capitol Magnetics, Duotone, Electronic Inds., Pentagon, Royal Sound, Wollensak, Xtal.
Terr.: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.
Hollingsworth & Still Inc., 1611 Perimeter Center E. Zip: 30346. Tel: 394-3270. Pres.: Kim Magee.
Branch: Charlotte, N.C.
Terr.: Ala.; Fla.; Ga.; N.C.; S.C.; Eastern Tenn.

J & B Assocs., 1782 Marietta Blvd. NW. Zip: 30318. Tel: 351-9816. Contacts: Steve Brookmire, Lindsey Davis. Branch: 4178 Rue D'Artagnan, Stone Mountain 30083. Tel: 296-7375.
Lines: Marantz & Superscope (Marietta Blvd. NW only), Pioneer Electronics of America (Stone Mountain only).
Terr.: Ala.; Ga.; Miss.; Tenn.
Paul Janis & Co., PO Box 47342, Zip: 30340. Tel: 874-6640.
Line: Metro Sound.
Terr.: Ala.; Ga.; Miss.; Tenn.

J. E. Joyner & Assocs. Inc., PO Box 43584, 100 Wendell Court. Zip: 30336. Tel: 691-1776. Pres.: D.E. Joyner.
Branch: Longwood, Fla.
Lines: (Video) Koyo, Nasco, Vicon.
Terr.: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.
R. Kimsey Co., 3555 Lawrenceville Hwy., B-1, Tucker 30084. Tel: 939-7730. VP Sales: R.A. Kimsey.
Terr.: Ga.
Henry W. Phillips Co. Inc., 3071 Peachtree Rd. NE, Suite 206. Zip: 30305. Tel: 237-7564.
Line: Tenna.
Terr.: Ala.; Ga.; Eastern Tenn., east of Tennessee River (electronic reps.).
Maitland K. Smith Inc., 6 Indian Trail Dr., Tucker 30084. Tel: 939-5838. Contact: Bob M. Tyler.
Home office: Charlotte, N.C.
Lines: Irish, Tape-Athon.
Terr.: Ala.; Ga.; N.C.; S.C.; Tenn.; Va.

Southern Mktg., PO Box 80845, Chamblee 30341; 4908 Windwood Dr., Doraville 30340. Tel: 875-3666. Contact: Jerry Levy.
Line: Bigston.
Terr.: Ala.; Ga.
Southern Mktg. Systems, PO Box 43424, Zip: 30336. Tel: 422-0671. Contact: Jim Clayton.
Lines: Aiko, Car Tapes.
Terr.: Ala.; Ga.

Southern Reps., 5502 Peachtree Rd. Zip: 30341. Tel: 455-1663. Pres. & Sales Mgr.: Sid Pulner.
Terr.: Ala.; Ga.; Tenn.; Northwestern Fla.
Morris F. Taylor Co. Inc., 2724 Kelly Lake Rd., Decatur 30032. Tel: 243-8591. Mgr.: Earl C. Neal.
Home office: Silver Spring, Md.
Terr.: Ga.; Eastern Tenn.

Raymond Taylor & Assocs., 6698 Peachtree Ind'l Blvd. Zip: 30340. Contact: Bob Berkman.
Home office: Canton, Ga.
Line: Sansui.
Terr.: Ala.; Fla.; Ga.; N.C.; S.C.; Tenn.; Eastern Miss.
Technical Systems Reps., 2080 Peachtree Ind'l Court, Chamblee 30341. Tel: 457-0426.
Line: Telex.

● CANTON (Area Code 404)

Raymond Taylor & Assocs., Galt Bldg., Suites 303-304, Main & Marietta Sts. Zip: 30114. Tel: 577-1290, 337-2619. Contact: Raymond Taylor.
Branches: Birmingham, Ala.; Miami, Fla.; Atlanta, Ga.; High Point, N.C.
Line: Sansui.
Terr.: Ala.; Fla.; Ga.; N.C.; S.C.; Tenn.; Eastern Miss.

● COLUMBUS (Area Code 404)

Paul Hayden Assocs., 2307 Marthas Loop, Zip: 31907. Tel: 561-5932. Mgr.: Dan Wolpin.
Home office: East Point (Atlanta Metropolitan Area), Ga.
Lines: Capitol Magnetics, Duotone, Electronic Inds., Pentagon, Royal Sound, Wollensak, Xtal.
Terr.: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.

● JONESBORO (Area Code 404)

Wallace Electronic Sales Inc., 1152 Dixie Dr. Zip: 30236. Tel: 471-6297. Mgr.: Earl Clanton.
Home office: Tampa, Fla.

● MARIETTA (Area Code 404)

Anthony Koran, 2830 Bettis Court. Zip: 30062. Tel: 971-8174.
Line: Telex.

● NORCROSS (Area Code 404)

Dean Cooper Co., 2387 Interstate 85, Suite E. Zip: 30071. Tel: 448-5460. Contact: Dean Cooper.
Lines: Columbia Magnetics, Electro Brand.
Terr.: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

● ROSWELL (Area Code 404)

Eugene Kout & Assocs., 9505 North Pond Dr. Zip: 30075. Tel: 992-1490.
Line: Recorderx.

HAWAII

● HONOLULU (Area Code 808)

James K.C. Chang, 190 S. King St., Suite 976. Zip: 96813. Tel: 531-2165.
Lines: Kenwood, Revox.
Terr.: Hawaii.
Damark Inds. Inc., 2706A Kilihou St. Zip: 96819. Tel: 845-4512. Contact: Dick Nakagawa.
Home office: Van Nuys (Los Angeles Metropolitan Area), Calif.
Lines: TASCAM, TDK, Teac.
Terr.: Ariz.; Hawaii; Southern Calif.; Southern Nev.
Lee Gaber Co., PO Box 8237. Zip: 96815. Tel: 839-9059. Pres.: Lee Gaber.
Lines: Marantz, Robins, Sony, Superscope.
Terr.: Hawaii; Guam; Pacific civilian & military exchanges.
Pacific Ent's., 429 Waiakamilo Rd. Zip: 96817. Tel: 847-3521. Pres.: Richard P. Wyrzatsch; Sales Mgr.: Galen W.Y. Kam.
Lines: Afco, Certron, Concord, Walco.
Terr.: Hawaii; Far East.
Snider & Assocs., PO Box 15171. Zip: 96815. Tel: 638-7110. Contact: Bill Snider.
Line: Miida.
Terr.: Hawaii.

● MILIANI (Area Code 808)

C & L Sales, 95605 Wailoa Loop. Zip: 96789. Tel: 621-9554.
Product: (Audio) Blank Loaded Tape.
Line: Maxwell.

ILLINOIS

● AURORA (Area Code 312)

Roy Roper Sales Co., 47 W. New York St. Zip: 60507. Tel: 859-2623. Pres.: Roy C. Roper.
Mgr.: Roberta Grimston.
Lines: General Electric, Panasonic, Zenith.
Terr.: Ill.; Ind.; Mich.; Wis.

● CHICAGO METROPOLITAN AREA (Area Code 312)

A D V Assocs., PO Box 302, 1156 Cherry St., Deerfield 60015. Tel: 945-0844. Pres.: August DiVenanzo; Sales Mgr.: Peter O'Brien.
Terr.: Ill.; Ind.; Wis.; Iowa, 5 counties.
Ace Ent's., 1920 W. Lunt Ave. Zip: 60626. Tel: 743-3210. Pres.: Bob Gage.
Terr.: Ill.; Northern Ind.
Audio-Dyne Co., 3525 W. Peterson Ave. Zip: 60659. Tel: 588-4535. Pres.: Irving C. Hirsch; Sales Mgr.: Gernot Oehley.
Terr.: Ill.; Ind.; Wis.
Al Bender Sales, 6034 N. Cicero Ave. Zip: 60646. Tel: 545-2225, 677-3265. Contact: Alfred Bender.
Line: Aiko.
Terr.: Northern Ill., north of Kankakee/Iroquois County line; Ind. counties: Lake, Por-

ter; Wis., south of line between & including Green Bay & Madison.

Bernard Buchwald, 111 E. Chestnut St. Zip: 60611. Tel: 266-8227.
Line: Bigston.
Terr.: Chicago.

Catalog Sales Assocs., 3553 W. Peterson Ave. Zip: 60645. Tel: 267-2041. Contacts: Samuel M. Copeland, Arnold Somers.

Line: Aiko.

Terr.: National (catalog houses).
Gene T. Clears Co., 759 72 St., Downers Grove 60515. Tel: 968-1750. Owner: Gene T. Clears.
Lines: (Audio) Editall, Ferrograph, Gamber-Johnson; (Video) Editall.

Terr.: Northern Ill.; Eastern Wis.

(Continued on page 68)

Bellow into it, sweat over it, man-handle it. Practically jam it into the bell of a trumpet. Without overloading. Without distorting.

This AKG D-140E is a super-tough single element, cardioid dynamic microphone that's sensitive enough for top studios or concert halls.

Frequency range: 30 to 15,000 Hz. SPL for 0.5% THD: at 1000 Hz is 129dB. Its front to back discrimination exceeds 18dB at 1000 Hz at a sound incidence angle of 180°.

The D-140E can be boom mounted or hand held. There are no grills or openings on the shaft to cause feedback or alter response when hand held.

The compact size of the D-140E works on stage or TV too.

While it delivers all the high quality audio a program produces, it's so small it can't hide anybody's video.

The D-140E lets music sound life-like, without any coloration of its own. There's a 12dB bass roll-off filter switch recessed into the handle to let you reduce the proximity effect. Or retain it, as the needs of a session dictate.

The D-140E's transducer is internally suspended and encapsulated by a wire mesh/urethane foam windscreen/shield. So handling noise, dust, wind and popping won't interfere with your work.

See your professional equipment dealer for the D-140E or write to us. Before the pressure builds up.

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Consumer Mktg. Assocs., 2100 Stirling Rd., Deerfield 60015. Tel: 945-8040. Owners: B.M. Freifeld, Joseph O. Nicolau.
Lines: Boman, Capitol Magnetics, Tamura Electric, Triumph/General Time.
Terr.: Ill.; Ind.; Wis.
 Denco Sales Co. Inc., PO Box 1055, Oak Park 60304. Tel: 848-4244. Pres.: Dennis Beeskow.
Lines: Sanyo, Vicon.
Terr.: Ill.; Wis.
 William J. Doyle Co., 7426 N. Western Ave. Zip: 60645. Tel: 274-6685. Pres.: William J. Doyle.
Lines: (Audio) BASF, Bigston, Recoton; (Video) BASF.
Terr.: BASF, Recoton—Ill., Wis. Bigston—Wis., Ill., excluding Chicago.
 Flo Dynek Sales, 5841 Madison, Morton Grove 60053. Tel: 966-3290. Owner: Florian J. Dynek.
Terr.: Ill.; Wis.
 Elkay Ent's., PO Box 121, Skokie 60007.
Line: Brother Int'l.
 Don Flack Mktg., 2851 Aspen Rd., Northbrook 60062. Tel: 272-5243. Pres.: Don Flack.
Lines: (Audio) Mayfair, Toshiba, Universal Tape; (Video) Toshiba, Universal Tape.
Terr.: Northern Ill.; Ind. counties: Lake, Porter; Upper Peninsula of Mich.; Eastern Wis.
 Gaertner Assocs., 104 Crescent Dr., Glencoe 60022. Tel: 835-1091.
Line: Brother Int'l.
 Harold Garrity, 5413 Lakewood Dr. Zip: 60640. Tel: 878-3434.
Line: Brother Int'l.

Lee M Goldstine & Co., Box 456, 7400 Skokie Blvd., Skokie 60076. Tel: 674-2922.
Line: Car Tapes.
 Hirsch Sales Co., 3525 W. Peterson Ave. Zip: 60659. Tel: 583-8877.
Line: Electro Brand.
 Ray R. Huttmacher Assocs., 6668 Northwest Hwy. Zip: 60631. Tel: 631-3248.
Line: Robins.
Terr.: Northern Ill.; Ind.; Lake County; Davenport, Iowa; Southern Wis.
 Karet-Senescu Assocs., 6282 N. Cicero. Zip: 60646. Tel: 545-2797.
Line: Wollensak.
Terr.: Northern & Central Ill.; Eastern Wis.
 Bernie Leavitt & Assocs., 5639 N. Kimball Ave. Zip: 60659. Tel: 539-3033. Contact: Bernie Leavitt.
Lines: Car Tapes, Electro Brand, Miida.
Terr.: Northern Ill., including Chicago; Eastern Wis.
 William M. Linz Assocs. Inc., 6526 N. Lincoln Ave., Lincolnwood 60645. Tel: 677-2000. Pres.: William M. Linz.
Lines: Kraco, Lloyd's.
Terr.: Ill.; Wis.
 Magnetic Communications Systems Inc., 1737 W. Howard St., Suite 401. Zip: 60626. Contact: George Picard.
Branch: Santa Ana, Calif.
Line: Recorder.
 Markal Sales Corp., 6306 N. Cicero. Zip: 60646. Tel: 282-5800. Co.-Pres.: Herman Sacks; VP & Sales Mgr.: V.A. Gust.
Branches: Southfield (Detroit Metropolitan Area), Mich.; Colgate, Wis.

Lines: Glenburn, Hitachi, Pioneer Electronics of America, TDK, US Pioneer.
Contact: Mike Fields.
Terr.: Mich.; Wis.; Northern Ill.
 Marketex Inc., 2720 Des Plaines Ave., Des Plaines 60018. Tel: 297-7207. Contact: Richard E. Doherty.
Line: Xtal.
 Marketing Plus, 5221 N. Elston. Zip: 60630. Tel: 282-5545. Pres.: Mickey Siegel; Sales Mgrs.: Ron Hamy, Mickey Levitt.
Lines: JLL, Le-Bo, Longines Symphonette.
Terr.: Ill.; Ind.; Wis.
 Marsh & Assocs., 1033 Graceland Ave., Des Plaines 60016. Tel: 299-0195. VP: Bob Schwartz.
Lines: Emerson Radio, Major.
Terr.: Ill.; Wis.
 McBride Sales Inc., 6054 Touhy Ave. Zip: 60648. Tel: 775-1080. Pres.: Joseph J. Kindermann.
Line: Audio Announcers.
Terr.: Ill.; Wis.
 Metro Mktg. Co., 5130 N. Elston Ave. Zip: 60630. Tel: 777-3611. Contact: Lou Wagner.
Lines: Helmac, Unelco.
 Sid Millman Sales Co., 211 E. Chicago Ave. Zip: 60611. Tel: 664-6091.
Line: Kraco.
 Milmar Co., 7151 W. Gunnison St., Harwood Heights 60656. Tel: 867-4383. Pres.: Harry L. Marcucci.
Terr.: Ill.
 Theodore Pappas & Assocs. Inc., 5218 W. Diversy Ave. Zip: 60639. Tel: 685-2338. Pres.: Ted Pappas; VP: Wayne G. Hrabak.
Lines: Crown Int'l, Otari, Tapco.
Terr.: Ill.; Ind.; Ky.; Wis.
 Piiler & Assocs., 4131 W. Montrose. Zip: 60641. Tel: 286-2880. Owners: Bill Piiler, Herb Breger.
Lines: (Audio) Alco, Columbia Magnetics, Crest Electronics, Dokorder, Metro Sound, Rotel, Sanyo; (Video) Akai, Columbia Magnetics.
Terr.: Northern Ill.; Eastern Wis.
 Pro Audio Ltd., PO Box 730, Barrington 60010. Tel: 381-4559. Pres.: Brian T. Tucker.
Lines: Revox, Studer.
Terr.: Ill.; Ind.; Iowa; Kan.; Ky.; Mich.; Minn.; Mo.; N.D.; Ohio; Okla.; S.D.; Tex.; Wis.
 Irving W. Rose Assocs. Inc., 8137 Ridgeway Ave., Skokie 60076. Tel: 674-6790. Pres.: Irving W. Rose; Sales Mgr.: William E. Steffy.
Lines: Maxell, TASCAM, Teac.
Terr.: Ill.; Northwestern Ind.; Southeastern Wis.
 Bert Rosenberg & Assocs., 8532 Waukegan Rd., Morton Grove 60053. Tel: 967-6175.
Line: Tenna.
Terr.: Ill.; Wis. (auto reps.).
 Sheldon Schak & Assocs., 3418 W. Main St., Skokie 60076. Tel: 673-2250, 724-0990.
Branch: Minneapolis, Minn.
Line: Sansui.
Terr.: Ill., north of & including Adams, Brown, Champaign, Macon, Morgan, Piatt, Sangamon, Vermillion counties; Wis., east of & including Adams, Dame, Green, Lincoln, Marathon, Sauk & Wood counties.
 Edward N. Severson, 7061 Willow Spring Rd., La Grange 60525. Tel: 352-2055. Contact: Ed Severson.
Line: Tape-Athon.
 Don Stone Ent's., 3655 John Hancock Center. Zip: 60611. Tel: 649-0080. Pres.: Donald Stone; Sales Mgr.: Morley Alperstein.
Terr.: Catalog showrooms & mail-order—National; Ill.; Ind.; Wis.
 The 2M Sales Co., 8330 Springfield Ave., Skokie 60076. Tel: 674-3018. Contact: Mort Fields.

Branch: 4107 Chester Dr., Glenview 60025.
Contact: Mike Fields.
Line: Metro Sound.
Terr.: Northern Ill.; Southern Wis.
 Zimmer Sales Co., PO Box 723, Hoffman Estates 60172. Tel: 885-1280. Pres.: John H. Zimmer.
Line: Tandberg.
Terr.: Ill.; Ind.; Iowa; Kan.; Ky.; Minn.; Mo.; Neb.; N.D.; S.D.; Wis.

● ROMEVILLE (Area Code 815)

Paul Bunker, 620 Palmer Ave. Zip: 60441. Tel: 838-1026.
Line: Telex.

INDIANA

● BRISTOL (Area Code 219)

Concept Sales Inc., PO Box 454. Zip: 46507. Tel: 522-2715. Pres.: Richard C. DeLanater.
Line: Aiko.
Terr.: Ind., excluding Lake & Porter counties; Western Ky., west of & including Shelby City (recreation vehicles only).

● CARMEL (Area Code 317)

E R M Ent's., 431 S. Range Line Rd. Zip: 46032. Tel: 846-6059. Contact: Ernest Maroon.
Line: Midla.
Terr.: Ind.; Ky.
 C. O. Faulkner Sales, 3023 Lucann. Zip: 46032. Tel: 846-7457. Pres.: Charles Faulkner.
Line: Kraco.
Terr.: Ind.; Ky.
 Universal Assocs., 214 N. Concord Ln. Zip: 46032. Tel: 846-6116. Pres.: Allen Maxwell.
Lines: Dokorder, Empire, Glenburn, Pioneer Electronics of America, Sansui, Solar, Toshiba.
Terr.: Ind.; Ky.

● FORT WAYNE (Area Code 219)

Norm Hoemig Sales Co., 2505 Lower Huntington Rd. Zip: 46809. Tel: 747-0826. Owner: W. Norman Hoemig.
Line: Tenna.
Terr.: Ind.; Ky.
 New/Era Sales Inc., 418 E. Berry St. Zip: 46802. Tel: 743-5371. Pres.: Burton F. Homsher.
Home office: Indianapolis, Ind.
Lines: Capitol Magnetics, Onkyo.
Terr.: Ind.; Ky.

● INDIANAPOLIS (Area Code 317)

Cardinal Sales Corp., 2419 E. 56 St. Zip: 46220. Tel: 253-1513. Pres.: Sumner Selby.
Lines: (Audio) Automatic Radio, BASF, Hitachi, Pioneer; (Video) BASF.
Terr.: Ind.; Ky.
 Norman Epstein & Assocs., 1108 Hoover Circle. Zip: 46260. Tel: 253-7549. Pres.: Norman A. Epstein; Mgr.: Dan Streit.
Terr.: Ind.; Ky.
 Lyons & Assocs. Inc., 1365 Sadler Circle Dr. S. Zip: 46239. Tel: 352-0475. Pres.: William L. Lyons.
Lines: Audio Magnetics, BSR/McDonald, Craig, Tracs.
Terr.: Ind.; Ky.
 McFadden Sales Co., 6903 N. Tacoma. Zip: 46220. Tel: 257-8689. Contact: Dean Fields.
Home office: Columbus, Ohio.
Lines: (Audio) Teac; (Video) TDK.
Terr.: Ind.; Ky.; Ohio.
 Frank J. McSweeney & Assocs., B150 Allisonville Rd. Zip: 46250. Tel: 849-5726. Contacts: Frank McSweeney, Ken Reinhardt.
Line: Tape-Athon.
 Mid-Central Sales Co., 146 E. 44 St. Zip: 46205. Tel: 283-1727. Owner: Rolla E. Moore.
Terr.: Ind.; Ky.
 Robert Milsk Co., 2511 E. 46 St. Zip: 46205. Tel: 546-5468.
Home office: Southfield (Detroit Metropolitan Area), Mich.
Lines: Robins, Wollensak.
Terr.: Ind.; Ky.; Mich.
 New/Era Sales Inc., 5335 N. Tacoma Ave., Suite 12. Zip: 46220. Tel: 257-7333. Pres.: Burton F. Homsher.
Branch: Fort Wayne, Ind.
Lines: Capitol Magnetics, Onkyo.
Terr.: Ind.; Ky.

Dewey Powers Sales Inc., 11059 N. Park Ave. Zip: 46280. Tel: 846-0790. Pres.: Dewey Powers.
Lines: Boman, Technics.
Terr.: Ind.; Ky.
 Bob Richey & Assocs., 3999 Millersville Rd. Zip: 46205. Tel: 542-0605.
Lines: Bigston, Electro Brand.
Terr.: Ind.
 Charles Scheffler Co., 1133 Navajo Trail. Zip: 46260. Tel: 253-6337. Owner: Charles Scheffler.
Lines: (Audio) Argos, Concord, Duotone, Irish, Mura, Paso; (Video) Javelin.
Terr.: Ind.; Ky.
 Shamrock Electronic Sales Inc., Bldg. N-2, 2511 E. 46 St. Zip: 46205. Tel: 547-0080. VP: Bernard J. Clancy.
Home office: Akron, Ohio.
Lines: V-M, Weltron.
Terr.: Ind.; Ky.; Ohio; W. Va.; Western Pa.
 Paul Stone Sales Co., 4626 Cavendish Rd. Zip: 46220. Tel: 257-9777. Pres.: Paul A. Stone.
Terr.: Ind.; Ky.
 Sukup & Cox Inc., 2070 E. 54 St. Zip: 46220. Tel: 253-5501. Pres.: John P. Sukup.
Terr.: Ind.; Ky.; Mich.; Ohio.
 Watson & Assocs., PO Box 88316. Zip: 46208. Tel: 257-0866. Owner: David R. Watson.
Terr.: Ind.; Ky.

● LAWRENCEBURG (Area Code 812)

F. A. Daugherty Co., 1685 Montclair Court HVL. Zip: 47025. Tel: 537-3017.
Home office: Cleveland, Ohio.
Line: Wollensak.
Terr.: Ky.; Ohio

IOWA

● AMES (Area Code 515)

Carmine A. Vignola Assocs. Inc., 1017 Garfield. Zip: 50010. Tel: 292-1483. Contact: Stan P. Maas.
Home office: Jefferson City, Mo.
Lines: (Audio) BSR/McDonald, Concord, Craig, Fidelitone, KLH, Nortronic, TDK, Teac; (Video) Teac.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill.

● ATLANTIC (Area Code 712)

Kimian Sales Co. Inc., 1804 Sycamore St. Zip: 50022. Tel: 242-1626.
Line: Telex.

● DAVENPORT (Area Code 319)

Pucci/Court Mktg., PO Box 3723, Zip: 52806. Tel: 391-7981. VP: Jack E. Court.
Home office: Omaha, Neb.
Terr.: Iowa; Neb.; Ill.; Rock Island county.

● DES MOINES (Area Code 515)

B E A M S Co., 517 Fifth Ave. Zip: 50309. Tel: 282-0292. Mgr.: Tim Eakins.
Home office: Overland Park (Shawnee Mission Area), Kan.
Lines: Audiovox, BASF, Glenburn, Philips, Sanyo, Technics.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill.
 Genco Dists. Inc., 1421 Walker. Zip: 50316. Tel: 265-3475. Pres.: Henry W. Tyler; Exec. VP: Tim Tyler.
Terr.: Midwest.
 K-S-W Assocs., 3831 43 St. Zip: 50310. Tel: 279-9235. Mgr.: Rodney G. Golly.
Home office: Kansas City, Mo.
Lines: Akai, Boman, Hitachi, Sansui.
Terr.: Iowa.

LectroReps Inc., PO Box 3780, 4121 75 St. Zip: 50322. Tel: 276-6387.
Home office: Liberty, Mo.
Lines: Ampex, Car Tapes.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill.

More Sales Inc., Rocklyn Bldg., Suite 1, 2313 Rocklyn Dr. Zip: 50322. Tel: 278-8859. Mgr.: John Dudgeon.
Home office: William, Minn., MSI Assocs.
Lines: Marantz, Sony, Superscope.

R. J. Throckmorton Sales Co., 4205 Park Ave., Apt. 62. Zip: 50321. Tel: 243-4205. Mgr.: Jim Brann.
Home office: Ballwin (St. Louis Metropolitan Area), Mo.
Lines: Dokorder, Editall, Kenwood.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill.

● MARION (Area Code 319)
 Thomas & Modrcin Assocs. Inc., 890 17 Ave. Zip: 52302. Tel: 377-6261. Mgr.: Don Bullard.
Home office: Shawnee Mission, Kan.
Terr.: Iowa; Neb.; S.D.

KANSAS

● EUDORA (Area Code 913)

Bob Russell & Assocs., Box 306. Zip: 66025. Tel: 542-2667.
Line: Tenna.
Terr.: Kan.; Neb. (auto reps.).

● IOLA (Area Code 316)

H. E. Russell Sales Co., Drawer 537. Zip: 66749. Tel: 365-2461.
Line: Tenna.
Terr.: Iowa; Mo. (auto reps.).

● SHAWNEE MISSION AREA (Area Code 913)

B E A M S Co., 9416 W. 87 St. Terr., Overland Park 66212. Tel: 341-7744. Pres.: Carl J. Bobenhouse; VP Sales: Michael Eakins.
Branches: Des Moines, Iowa; St. Louis, Mo.
Lines: Audiovox, BASF, Glenburn, Philips, Sanyo, Technics.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Elliott Sales Co., PO Box 6129, Leawood 66206. Tel: 362-4242. Pres.: A.K. Elliott.
Line: Revox.

Hoskins, Lohner, Sweeney, Schloss Inc., 2005 W. 103 Terr., Leawood 66206. Tel: 381-5616. Contact: Bill Hoskins.
Branch: St. Louis, Mo.
Line: Aiko.
Terr.: Mo.; Southern Ill.; Eastern Kan., including Wichita.

Lowell-Kangas & Assocs. Inc., 11202 Johnson Dr. Zip: 66203. Tel: 631-3515. Owners: Gordon Lowell, George Kangas.
Home office: St. Louis, Mo.
Line: Electra.

William Menezes & Assocs. Inc., PO Box 7070, 5600 W. 95 St., Overland Park 66207. Tel: 649-2680. Pres.: William Menezes.
Lines: Maxell, Recoton, Tandberg, Tenna; (Video) Akai, Recoton.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Nackman-Brod-Vann & Co., 6917 W. 76 St., Overland Park 66204. Tel: 381-6560. Contact: Donald Brod.
Home office: St. Louis, Mo.
Lines: (Audio) Lloyd's, Pioneer Electronics of America.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill., including Peoria.

Palatine Sales Co., 7520 W. 63 St., Overland Park 66201. Tel: 262-5643. Contact: Frank McLean.
Line: Xtal.

Roach-Spencer & Assocs. Inc., 3500 W. 75 St., Suite 115, Prairie Village 66208. Tel: 432-3700. Sec'y-Treas.: Howard Roach.
Branches: St. Louis, Mo.; Omaha, Neb.
Lines: (Audio) Audio Magnetics; (Video) Video Magnetics.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill.

T A C Inc., Pox Box 4449, Overland Park 66204. Tel: 631-5411. Mgr.: Lee Booher.
Home office: St. Louis, Mo.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Thomas & Modrcin Assocs. Inc., PO Box 189. Zip: 66201. 5460 Buena Vista Dr. Zip: 66205. Tel: 432-2131. Pres.: Ryland M. Thomas; VP: Robert Modrcin.
Branches: Marion, Iowa; Hazelwood, Mo.
Terr.: Kan.; Western Mo.

Carmine A. Vignola Assocs. Inc., 4803 W. 78 Terr., Prairie Village 66208. Kansas City, Mo. Tel: (816) 531-5780. Contact: James R. Rees.
Home office: Jefferson City, Mo.
Line: (Audio) BSR/McDonald, Concord, Craig, Fidelitone, KLH, Nortronic, TDK, Teac; (Video) Teac.
Terr.: Iowa; Kan.; Mo.; Neb.; Southern Ill.

KENTUCKY

● CAMPBELLVILLE (Area Code 502)

R. B. Herron Assocs., PO Box 340, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner: Randall B. Herron.
Lines: Electra Radio, Metro Sound, Tape Servs.
Terr.: Ind.; Ky.; Tenn.

● LOUISVILLE (Area Code 502)

Fred Fleischmann Inc., 3211 Dinah Court. Zip: 40222. Tel: 425-0458. Contact: Bob Bein.
Home office: Pittsburgh, Pa.
Line: Unelco.

McFadden Sales Inc., 7757 Half Moon Court. Tel: 935-6806. Mgr.: Steve Gramig.
Home office: Columbus, Ohio.
Lines: (Audio) Teac; (Video) TDK.
Terr.: Ind.; Ky.; Ohio.

● PAINTSVILLE (Area Code 606)

D. B. Kazee Sales Co., 128 Walnut Ave. Zip: 41240. Tel: 789-8179. Owner: D.B. Kazee.
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 Lamb House, Church Street, London, England W4 2PB (01) 995-4551



LOUISIANA

● MONROE (Area Code 318)

Davis Bingham Assocs., 1213 Park Ave. Zip: 71201. Tel: 387-1100.
Lines: Car Tapes, Columbia Magnetics.
 Dixie Electronic Assocs. Inc., PO Box 4150. Zip: 71201. Tel: 387-8893. Mgr.: Jerry Graves.
Home office: Lakeland, Fla.
Line: Weltron.
Terr: Ala.; Fla.; Ga.; La.; Miss.; N.C.; S.C.; Tenn.; Va.

● NEW ORLEANS AREA (Area Code 504)

Dick Bellew Sales Inc., 62 Lise Ave., Kenner 70062. Tel: 729-4550. Sr. VP: Dick Bellew.
Home office: El Dorado, Ark.
Lines: Audiovox, Nuvox.
Terr: Ark.; La.; Miss.; Western Tenn., to Tennessee River.

Brown-Labouisse & Co., PO Drawer 24188. Zip: 70184. Tel: 282-3403. Pres.: William E. Brown.

Branches: Memphis, Nashville, Tenn.
Line: Brother Int'l.
Terr: Ala.; Ark.; La.; Miss.; Tenn.; Panhandle of Fla.

Cartwright & Bean Inc., PO Box 1188, 617 W. Judge Perez Dr., Chalmette 70043. Tel: 279-4598. Contact: C.A. Sanchez.
Home office: Memphis, Tenn.
Line: Bigston.

Century Sales Ltd. Inc., 632 National Ave., Gretna 70053. Mgr.: Bob Bernhard.
Home office: Dallas, Tex.

Lines: BSR, Dokorder, Pioneer Electronics of America, Sansui, TDK, Wollensak.
Terr: Ark.; La.; Okla.; Tex.

Hall & Assocs. Inc., PO Box 23207, 900 Webb Dr., Harahan 70183. Tel: 837-7323.
Line: Tenna.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.; Eastern Va., excluding Fairfax County (auto reps.).

Hirsh-Frazier Co., 2668 Gemini, Harvey 70058. Tel: 367-2803. Contact: Bob Blackwell.
Home office: Dallas, Tex.
Line: Audiovox.

Terr: Ark.; La.; N.M.; Okla.; Tex.

Lawson & Abbott Co., 4801 Bergerac. Zip: 70129. Tel: 254-0286. Contact: Calvin Harrell.
Home office: Dallas, Tex.
Line: Metro Sound.

Terr: Ark.; La.; Okla.; Tex.; Western Tenn.

Jack F. McKinney Sales Co., 2012 Condon Ave., Metairie 70003. Tel: 887-1723. Contact: Sam Wells.
Home office: Dallas, Tex.
Line: Irish.

Terr: Ark.; La.; Miss.; Okla.; Tex., excluding El Paso.

Merchandisers Inc., 824 Sheree Lynn Court, Gretna 70053. Tel: 393-2759. Mgr.: Ray Cressy.
Home office: Houston, Tex.

Terr: Ark.; La.; Miss.; Okla.; Tex.; Western third of Tenn.

Miller & Assocs. Inc., 7310 Culpepper St. Zip: 70126. Mktg. Mgr.: Art Chalona.
Home office: Dallas, Tex.
Lines: Editall, Marantz, Sony, Superscope.
Terr: Ark.; La.; Okla.; Tex., excluding El Paso County.

Milto B. Phillips & Assocs., 6411 Paris Ave. Zip: 70122. Tel: 288-0000. Owner: Milto B. Phillips.
Line: Peerless.

Terr: Southern La.; Southern Miss.

S & S Sales Agency, 3900 Veterans Blvd., Suite 217, Metairie 70002. Tel: 885-6133. Contacts: Aaron Schneider, Howard Kahn.
Lines: Kraco, Miida.
Terr: Ark.; La.; Miss.; Mobile, Ala.; Memphis, Tenn.

Sales Mktg. Servs., PO Box 13055. Zip: 70185. Tel: 822-7121. Pres.: Stan Kessler.
Terr: Ark.; La.; Miss.; Western Tenn.

Southwestern Specialties Co., PO Box 1124, Metairie 70004. Tel: 834-5035. Contact: Adolfo Delgado.
Home office: Dallas, Tex.
Line: Aiko.

● SLIDELL (Area Code 504)

Simpson, Tipton & Co., 1526 Oakwood Dr. Zip: 70458. Tel: 641-3206. Contact: David Edmundson.
Home office: Memphis, Tenn.
Terr: Ark.; Ky.; La.; Miss.; Tenn.

● SHREVEPORT (Area Code 318)

Stan's Rec. Serv., 728 Texas St. Zip: 71163. Tel: 222-7182. Pres.: Stanley J. Lewis; Buyer: Jerry Tanner.
Terr: Ala.; Ark.; La.; Miss.; Tenn.; Tex.

Tessco Inc., 1931 Greenspring Dr., Timonium 21093. Tel: 252-8060. Pres.: R.B. Barnhill Jr.
Branch: Adelphi, Md.
Terr: Del.; Wash., D.C.; Md.; N.C.; Va.; Southern N.J.; Eastern Pa.

● BETHESDA (Area Code 301)

Somerset Assocs. Corp., 4858 Cordell Ave. Zip: 20014. Tel: 652-8584. Exec. VP: David J. Greenberg.
Line: KLH.
Terr: Wash., D.C.; Md.; Va.

● CATONSVILLE (Area Code 301)

Morris F. Taylor Co. Inc., 119 Glenmore Ave. Zip: 21228. Tel: 747-5718. Mgr.: B.H. Schramm.
Home office: Silver Spring, Md.
Terr: Baltimore, Md.; Central Pa.

● COLUMBIA (Area Code 301)

Mid-Atlantic Sales Co., 9501 Mellenbrook. Zip: 21045. Tel: 730-5493. Mgr.: Thomas J. Carey.
Home office: Silver Spring, Md.
Terr: Wash., D.C.; Md.; Va.
 Donald G. Salganik, 8947 Tamar Dr. Zip: 21045. Tel: 944-4900.
Line: Miida.
Terr: Wash., D.C.; Md.; Va.

● JESSUP (Area Code 301)

Honey/Kutt Electronics Corp., 8220 Mission Rd. Zip: 20794. Tel: 799-0127. Pres.: Jack Usery.
Branch: Folcroft (Philadelphia Metropolitan Area), Pa.
Lines: Clarion, Wollensak.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

● OLNEY (Area Code 301)

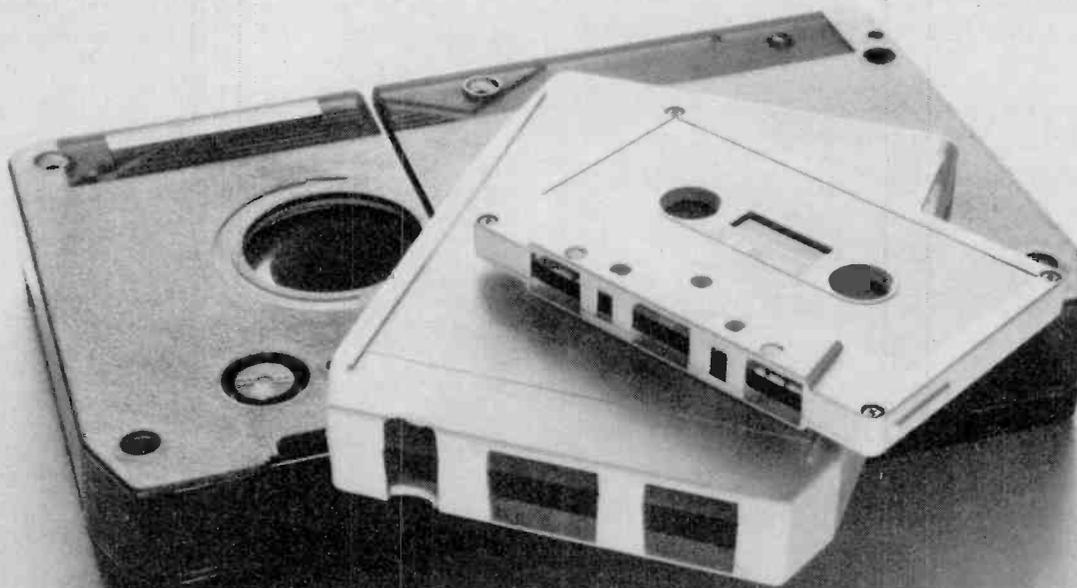
A B & T Sales Corp., 18114 Hillcrest Ave. Zip: 20832. Tel: 924-4976. Pres.: Richard E. Tydings; Sales Mgr.: Milt Dienes.
Lines: (Audio) Maxell, Metro Sound, (Video) Sanyo.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.
 Dave Buckley Assocs., 19613 Islander St. Zip:

20832. Tel: 774-9338. Contact: Dave Buckley.
Line: Xtal.

● ROCKVILLE (Area Code 301)

Jack Black Sales Co., 12160 Parklawn Dr. Zip: 20852. Tel: 881-2880. Pres.: Jack Black; Sales Mgr.: Leonard Fluet.
 (Continued on page 70)

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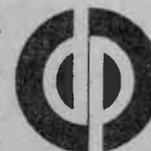
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Terr: Del.; Wash., D.C.; Md.; N.C.; Va.; Southern N.J.; Eastern Pa.

● BALTIMORE METROPOLITAN AREA (Area Code 301)

Associated Sales Rep., 8706 Wilson Ave. Zip: 21234. Tel: 661-2888. Contact: Philip Walter.
Line: Tape-Athon.

David H. Brothers Co. Inc., 6302 Lincoln Ave. Zip: 21209. Tel: 764-7189. Pres. & Mgr.: David H. Brothers.

Branch: Richmond, Va.
Lines: (Audio) JVC, Robins, Telex, Uher; (Video) Sanyo, Pelco.
Terr: Wash., D.C.; Md.; Va.

E-K-P Assocs. Inc., 1626 Forest Park Ave. Zip: 21207. Tel: 788-6498. Contact: A.M. Pecore. **Branch:** 1609 Cantwell Rd., Apt. F. Zip: 21207. Tel: 944-6677. Contact: Rick Pecore.
Home office: Easton, Pa.

Lines: Audiovox, EV/Game, Elpa, Nortronics.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

Maryland Electronics Mktg., 1101 Maiden Choice Ln., Zip: 21229. Tel: 242-1424. Pres.: Milton McNally.

Branch: Moorestown, N.J.
Lines: Concord, Onkyo.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

George Rosen Co., 6700 White Stone Rd. Zip: 21207. Tel: 944-4900.
Line: Brother Int'l.

Arthur E. Selnick & Sons, 901 N. Howards St. Zip: 21201. Tel: 837-5500. Pres.: Arthur E. Selnick; Sales Mgr.: Wayne Selnick.
Lines: Sharp, Tenna.
Terr: Wash., D.C.; Md.; Va.

Bernie Smith Assocs. Inc., 202 Azar Court. Zip: 21227. Tel: 247-0033. Pres.: Bernard D. Smith.
Terr: Wash., D.C.; Md.; Va.; Del., 2 counties.

Lines: Akai, Audio Magnetics, BSR/McDonald, Sansui, Sanyo.
Terr: Wash., D.C.; Md.; Va.; W.Va.
 Lienau Assocs. Inc., 11728 Nebel St. Zip: 20852.
 Tel: 770-6800. Pres. & Sales Mgr.: Albert Furman.
Branches: Monroeville, Warminster, Pa.
Lines: (Audio) Fisher, Teac.
Terr: Del.; Wash., D.C.; Md.; Pa.; Va.; W.Va.; Southern N.J.
 Marketing Consultants Co., 14023 Drake Dr. Zip: 20853. Tel: 460-4718. Contact: Len Sherman.
Line: Aiko.
Terr: Wash., D.C.; Md.; Va.
 R E P Sales Co., 13009 Margot Dr. Zip: 20853. Tel: 942-5612. Pres.: Bill Schmookler.
Line: Broadmoor.
Terr: Wash., D.C.; Md.; Va.

• **SILVER SPRING AREA (Area Code 301)**
 Forti-Austin Assocs., 3519 Raymoor Rd., Kensington 20795. Tel: 949-1706. Pres.: Joseph S. Forti.
Branch: Willingboro, N.J.
Lines: Amco, Dokorder, Duotone, Metro Sound.
Terr: Del.; Wash., D.C.; Pa.; Va.; Southeastern N.J.
 Mid-Atlantic Sales Co., 10111 Colesville Rd. Zip: 20901. Tel: 593-7749. Owner: George Pearlman.
Branches: Columbia, Md.; Abington, Pa.
Terr: Wash., D.C.; Md.; Va.

Taub Sales Inc., 12810 Gaffney Rd. Zip: 20904. Tel: 622-0300. Pres.: Morton Taub.
Branch: Philadelphia, Pa.
Lines: Glenburn, Philips.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.
 Morris F. Taylor Co. Inc., PO Box 111. Zip: 20907. Tel: 589-4002. Bd. Chm.: Morris F. Taylor.
Branches: 3601 Adams Dr. Zip: 20902. Tel: 946-3569. VP: James W. Ferris; 12208 Edgemont St. Zip: 20902. Tel: 933-9122. Contact: J. Wesley Ferris Jr.
Branches: Birmingham, Ala.; Casselberry, Fort Lauderdale, Fla.; Decatur, Ga.; Catonsville, Md.; Marlton, N.J.; Charlotte, N.C.; Philadelphia, Pittsburgh, Pa.
Terr: Wash., D.C.; Va.

MASSACHUSETTS

• **BOSTON METROPOLITAN AREA (Area Code 617)**
 Adelman Assocs., 15 Intervale Rd., Sudbury 01776. Tel: 443-9260. Pres. & Sales Mgr.: Sam Adelman.
Lines: IDI, Stewart Radio.
Terr: New England.
 Anderson Sales Assocs., 160 State St. Zip: 02109. Tel: 227-2980. Contact: Bob Anderson.

Branches: Waterbury, Conn.; Central Falls, R.I.
Terr: New England.
 Gus Blaustein & Assocs., 83 Presidential Dr., Quincy 02169. Tel: 471-0589.
Lines: Tape Servs., Tenna.
Terr: New England.
 Larry Cole Inc., 318 Weston Rd., Wellesley 02181. Tel: 237-1260, 223-8050. Contact: Larry Cole.
Lines: Sigston, Brother Int'l.
Terr: New England.
 Cowan Assocs., 17 Mulberry Rd., Milton 02187. Tel: 696-9214/0391.
Line: Robins.
Terr: New England.
 Electronics Import, 918 Providence Hwy., Norwood 02062. Tel: 769-5020. Contacts: Chuck Pratt, Chuck Holroyd.
Line: Miida.
Terr: New England.
 Bud Ente Sales Co., 558 Commonwealth Ave., Newton Center 02159. Tel: 244-2585.
Lines: Dokorder, Wollensak.
Terr: New England.
 David Friedman & Assocs., PO Box 1095, 499 Union St., South Marshfield 02059. Tel: 837-1571. Contacts: David Friedman, Peter Hahn, Richard Bebout.
Line: Aiko.
Terr: Me.; N.H.; R.I.; Vt.; Eastern Mass., to Worcester County line.
 Grossman Sales Co. Inc., 331 Auburn St., Auburndale 02166. Tel: 527-7754/7010. Pres.: Marvin Grossman; Sales Mgr.: Arnold Goodrich.
Branch: Southington, Conn.
Line: US Pioneer.
Terr: Conn.; Me.; Mass.; R.I.; Vt.
 W. A. Hendrickson Co., PO Box H, 766 Country Way, North Scituate 02060. Tel: 545-0652. Contacts: Bob & Bill Hendrickson.
Line: Irish.
Terr: New England.
 Hetherington Sales Co., Wayne Park, 888 Worcester St., Wellesley 02181. Tel: 235-5323. Contact: Vollmer Hetherington.
Line: Tandberg.
Terr: New England; N.Y.
 Lou Jacobs Assocs., 420 Lowell Ave., Newton 02160. Tel: 332-1226. Pres. & Sales Mgr.: Lou Jacobs.
Lines: American Sound, JIL, Magnadyne, Soundesign.
Terr: New England.
 Marketing Electronics Inc., 331 Auburn St., Auburndale 02166. Tel: (617) 527-7754. Contact: Marvin Grossman.
Line: Pioneer Electronics of America.
Terr: New England.
 Market Reps. Inc., 1416 Providence Hwy., Norwood 02062. Tel: 762-0155. Pres.: Paul White.
Branch: Windsor, Conn.
Lines: Audio Magnetics, Sanyo.
Terr: New England.
 Mass Mktg. Assocs., PO Box 50, Scituate 02066. Tel: 545-2740. Contact: Tom Conley.
Line: Unelco.
 Dave Nager Assocs., 123 Highland Ave., Needham Heights 02195. Tel: 449-4640.
Line: Kraco.
 Northeastern Reps. Inc., PO Box 842, Framingham 01701. Tel: 879-2300. Pres.: Jack Lizars.
Branch: North Stonington, Conn.
Line: Audiovox.
Terr: New England.
 Albert N. Reinherz, Box 102, 59 Hamilton Rd., Belmont 02178. Tel: 484-7784. Owner: Albert N. Reinherz.
Terr: New England.
 Robert Reiss Assocs. Inc., 9 Brookfield Circle, Framingham 01701. Tel: 877-6102. VP: Mike Gundolf.
Home office: West Haven, Conn.
Lines: Editall, Ferrograph, Gamber-Johnson, Harman-Kardon, Xtal.
Terr: New England; Upstate N.Y.
 Michael Scott Co. Inc., 20 Walnut St., Wellesley Hills 02181. Tel: 235-0102. Pres.: Michael Scott; Sales Mgr.: Rick Oakley.
Line: (Audio) TDK.
Terr: New England.
 Sheasgreen-Healey Inc., 25 Sea Breeze Ln., Nahant 01908. Tel: 581-0869. Pres.: J.E. Sheasgreen; VP: Paul Healey.
Lines: Sharp, Transcriber.
Terr: Conn.; Mass.; N.H.; R.I.; Vt.
 Stereo Mktg. Inc., 335 Auburn St., Auburndale 02166. Tel: 527-7010. Contact: Dom Santangelo.
Line: Teac.
Terr: New England.
 V F Sales Inc., 181 Worcester Rd., Natick 01760. Tel: 237-6544. Pres.: Victor A. Faucon.
Lines: Concord, Crown Int'l, Glenburn, Philips, Royal Sound, Uher.
Terr: New England.
 Jerry Wolf Assocs., 6 Leighton Rd., Hyde Park 02136. Tel: 361-0921. Owner: Jerry Wolf.
Line: Car Tapes.
Terr: New England.

• **BRIDGEWATER (Area Code 617)**
 Electronic Imports, 90 Fox Hill Dr. Zip: 02324. Tel: 697-4862. Contact: C. Pratt.
Line: Electro Brand.

• **SPRINGFIELD (Area Code 413)**
 Bert Gatzelma Sales Co., PO Box 415, Forest Park Sta. Zip: 01108. Contact: R. Bassell.
Home office: Spring Valley, N.Y.
Line: Sansui.

Terr: New England, excluding Fairfield County, Conn.

• **WESTFIELD (Area Code 413)**
 Charles A. Berube Co., 14 Brenda Dr. Zip: 01085. Tel: 562-6690.
Line: Maxell.

MICHIGAN

• **BIRMINGHAM (Area Code 313)**
 Bertco Inc., 6785 Telegraph Rd., Suite 363. Zip: 48010. Tel: 642-1680. Pres.: Bert Abrams.
Terr: Mich.

• **BLOOMFIELD HILLS (Area Code 313)**
 Gall Ents., 4015 Antique Ln. Zip: 48013. Tel: 851-3424/5912. Contact: Jim Gall.
Lines: Aiko, Xtal.
Terr: Mich.

• **BRIGHTON (Area Code 313)**
 Philip Entin Assocs., 3221 Moraine Dr. Zip: 48116. Tel: 229-6368. Contact: Norm Brenner.
Home office: Southfield (Detroit Metropolitan Area), Mich.
Lines: (Audio) Lloyd's, (Video) Certron.
Terr: Mich.; Toledo, Ohio.

• **BUCHANAN (Area Code 616)**
 Riley & Petchell Sales Inc., 401 Chippewa St. Zip: 49107. Tel: 695-6356.
Home office: Detroit, Mich.
Lines: Concord, Gamber-Johnson, JVC, Telex.
Terr: Mich.

• **DEARBORN (Area Code 313)**
 Radio Frank Inc., PO Box 606, 14442 Michigan Ave. Zip: 48121. Tel: 584-6880. Pres.: F.M. Neckrock; Gen. & Sales Mgr.: W.F. Neckrock.
Lines: Clarion, JIL, E.F. Johnson, Metra, Motorola.
Terr: Mich.

• **DETROIT METROPOLITAN AREA (Area Code 313)**

Aztec Sales Corp., 30555 Southfield Rd., Suite 525, Southfield 48076. Tel: 642-0777. Pres.: L.J. Firsten.
Terr: Mich.; Ohio; W. Va.; Western Pa.
 Charles Berman Co., 22532 Greenview Rd., Southfield 48075. Tel: 353-0191. Pres.: Charles Berman; Mgr.: Maxine Berman.
Lines: Display Media, Fidelity, Pfanstiehl.
Terr: Mich.; Ohio; Lucas County.

Lou Buch Assocs. Inc., 17520 W. 12 Mile Rd., Southfield 48076. Tel: 557-9150. Pres.: Lou Buch.
Line: Sanyo.
Terr: Lower Peninsula of Mich.

Rod Butchart Assocs. Inc., 21617 E. Nine Mile Rd., St. Clair Shores 48080. Tel: 773-7870. Pres.: Robert D. Cowie.
Lines: Dual, Onkyo, Tandberg.
Terr: Mich.

Manny Charach Assocs. Inc., 17100 W. 10 Mile Rd., Southfield 48075. Tel: 557-4430. Pres.: Manny Charach.
Lines: Audio Magnetics, Emerson, Panasonic, Toyomenka Kaisha, (Video) Panasonic.
Terr: Ind.; Mich.; Western Ohio.

Philip Entin Assocs., 15837 Harden Circle, Southfield 48075. Tel: 557-4897. Pres.: Philip Entin.
Branch: Brighton, Mich.
Lines: (Audio) Lloyd's, (Video) Certron.
Terr: Mich.; Toledo, Ohio.

Phillip G. Flora Assocs. Inc., 29776 Grand River Ave., Farmington 48024. Tel: 478-4020. Pres.: Phillip G. Flora.
Lines: Editall, Kenwood, Maxell, TASCAM, Teac.
Terr: Mich.

Markal Sales Corp., 21711 W. 10 Mile Rd., Rm. 122, Southfield 48075. Tel: 355-5700. Co-Pres.: Ken Levy; Mgr.: Howard Kopelson.
Home office: Chicago, Ill.
Lines: Herald, Pioneer Electronics of America.
Terr: Mich.

Miller-Puthuff Assocs., 150 Michigan Ave. Zip: 48226. Tel: 961-9211.
Line: Car Tapes.

Robert Milsak Co., 22420 Telegraph Rd., Southfield 48075. Tel: 354-3310.
Branch: Indianapolis, Ind.
Lines: (Audio) Irish, Robins, Wollensak; (Video) Irish.
Terr: Irish—Mich. Robins & Wollensak—Ind.; Ky.; Mich.

D. Neumaier & Assocs., 17227 W. McNichols. Zip: 48235. Tel: 838-3850. Pres.: Dan Neumaier; VP: Gene Darnell.
Branch: Grand Rapids, Mich.
Lines: (Audio) Akai, BASF, Juliette, Lear Jet, Sanyo, Sansui; (Video) BASF.
Terr: Mich.

Radio Communication Eng'g Inc., 15781 Schaefer Hwy. Zip: 48227. Tel: 838-4220. Pres.: Michael J. Parisi Jr.
Terr: Mich.

Riley & Petchell Sales Inc., 25700 Plymouth Rd. Zip: 48239. Tel: 535-7000. Pres.: George R. Riley; VP Sales: Thomas L. Petchell.
Branch: Buchanan, Mich.
Lines: Concord, Gamber-Johnson, JVC, Telex.
Terr: Mich.

Shalco Inc., 23529 Woodward Ave., Ferndale 48220. Tel: 547-4771. VP: William A. McCall.
Lines: Capital Magnetics, Crown Int'l, Fidelitone, Otari.
Terr: Mich.

Sherman & Co., 23777 Greenfield Rd., Suite 164, Southfield 48075. Tel: 557-9191. Contact: Jim Sherman.
Line: Unelco.
Terr: Mich.

Si-Way Assocs., North Park Plaza, Suite 401, 17117 W. Nine Mile Rd., Southfield 48075. Tel: 559-7740.
Line: Electro Brand

Turgeon Assocs. Inc., PO Box 39299, 25325 Plymouth Rd. Zip: 48239. Tel: 537-0700. Contact: Pete Turgeon.
Line: Miida.
Terr: Mich., excluding Upper Peninsula.

• **GRAND RAPIDS (Area Code 616)**
 D. Neumaier & Assocs., 1053 Arlington. Zip: 49505. Tel: 363-8766. Mgr.: James Rzyz.
Home office: Detroit, Mich.
Lines: (Audio) Akai, BASF, Juliette, Lear Jet, Sanyo, Sansui; (Video) BASF.
Terr: Mich.

Carl Orwant & Assocs., 3533 Brooklyn SE. Zip: 49508. Tel: 241-4927. Gen. Mgr.: Carl Orwant.
Line: Pfanstiehl.
Terr: Ind.; Mich.

• **LAKE ORION (Area Code 313)**
 Ted Firaneck Sales, 2559 Gemini Court. Zip: 48035. Tel: 391-1177. Contact: Ted Firaneck.
Line: Tape-Athon.

• **ROCHESTER (Area Code 313)**
 R. A. Albrecht & Co. Inc., 429 Walnut Blvd. Zip: 48063. Tel: 652-2520. Pres.: R.A. Albrecht.
Terr: Mich.

• **TRENTON (Area Code 313)**
 Rodco Sales, 1651 Pinetree Rd. Zip: 48183. Tel: 676-5188. Pres. & Mgr.: Rodger Beutner.
Terr: Mich.; Ohio.

• **TROY (Area Code 313)**
 Segal-Payne Assocs. Inc., 240 Park St. Zip: 48084. Tel: 585-2524. Pres.: Irving Segal; Mgrs.: Tom Payne, Tom Segal.
Terr: Mich.; Northern Ind.; Toledo, Ohio.

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• **MINNEAPOLIS-ST. PAUL (Area Code 612)**

The Brothers Jurewicz, PO Box 21125, St. Paul 55121. Tel: 341-2144. Pres.: Jack Jurewicz.
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 Stan Clothier Co. Inc., 9701 Penn Ave. S., Minneapolis 55431. Tel: 888-4666. Pres.: Stan Clothier.
Terr: Minn.; N.D.; S.D.; Western Wis.
 Continental Mdsrs., 1821 University Ave., St. Paul 55104. Tel: 646-1111. Contact: Monroe H. Kronstadt.
Line: Brother Int'l.
 Felsen-Moscoe Co., 4530 W. 77 St., No. 164, Minneapolis 55435. Tel: 831-1881.
Line: Tenna.
Terr: Minn.; N.D.; S.D.; Northwestern Wis. (electronic reps.).
 Lowell Fisher Co., 9201 Penn Ave. S., Minneapolis 55431. Tel: 881-0944. Contact: Lowell Fisher.
Lines: JIL, TDK, Teac.
Terr: Minn.; N.D.; S.D.; Western Wis.

G & C Assocs., 3717 W. 50 St., Minneapolis 55410. Tel: 927-5633. Contact: Robert Deveaux.
Line: Unelco.
 Clark R. Gibb Co., 1311 W. 25 St., Minneapolis 55405. Tel: 377-1200. Pres.: Clark R. Gibb.
Terr: Minn.; N.D.; S.D.; Western Wis.

H M R Inc., 7200 France Ave. S., Minneapolis 55435. Tel: 920-8200. Pres.: Robert R. Wenden; VP: William H. Steckman.
Terr: Minn.; N.D.; S.D.; Western Wis.
 Halper-Locke & Assocs., 2314 Wycliff St., St. Paul 55114. Tel: 645-0558.
Line: Kraco.

The Heimann Co. Inc., 5603 Lyndale Ave. S., Minneapolis 55419. Tel: 861-8051.
Lines: Helmac, Wollensak.
Terr: Minn.; N.D.; S.D.; Northwestern Wis.

Jensen & Olsen Sales Inc., 7317 Cahill Rd., Edina 55435. Tel: 941-7181.
Line: Kraco.

Kodo Assocs. Inc., 8100 Penn Ave. S., Minneapolis 55431. Tel: 881-1255. Pres.: Kodo Kawamura.
Terr: Minn.; N.D.; S.D.; Western Wis.

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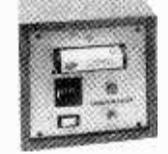
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Marketing Assocs., 3939 Excelsior Blvd., Minneapolis 55416. Tel: 927-4297. Co-Owner: Fred Olson. Terr: Minn.; N.D.; S.D.; Western Wis.

More Sales Inc., PO Box 1237, 1165 Cliff Rd., Burnsville 55337. Tel: 890-1004. Mgr.: Mike Flynn. Home office: Willmar, Minn., MSI Assocs. Lines: Marantz, Sony, Superscope.

O E M Sales Co., 2710 Overlook Dr., Minneapolis 55431. Tel: 884-5930. Pres. & Sales Mgr.: Jerry Potter. Terr: Minn.; N.D.; S.D.; Northern Iowa; Western Wis.

I. L. Pollack & Assocs. Inc., 7204 W. 27 St., Suite 121, Minneapolis 55426. Tel: 920-0878. Line: Tenna. Terr: Minn.; N.D.; S.D. (auto reps.).

R C Sales, 7127 Willow Rd., Maple Grove 55369. Tel: 425-5543. Pres.: Roger J. Czerniak. Terr: Minn.; N.D.; S.D.; Western Wis.

Ripley & Assocs., 8053 E. Bloomington Fwy., Suite 115, Minneapolis 55420. Tel: 881-8282. Pres.: Terrance L. Ripley. Terr: Minn.; N.D.; S.D.; Western Wis.

S K O R, 1821 University Ave., St. Paul 55104. Tel: 645-6461. Pres.: H.E. Kurzweg. Lines: (Audio) Crown Int'l, Fidelitone, Irish, Otari; (Video) Irish, Sanyo, Vicon. Terr: Minn.; N.D.; S.D.; Western Wis.

Sheldon Schak & Assocs., 3954 Woodale Ave., Minneapolis 55416. Tel: 920-7065. Contacts: Ken Kuskie, Julio Gonzalez. Home office: Skokie (Chicago Metropolitan Area), Ill. Line: Sansui. Terr: Ill., north of & including Adams, Brown, Champaign, Macon, Morgan, Piatt, Sangamon, Vermillion counties; Wis., east of & including Adams, Dame, Green, Lincoln, Marathon, Sauk & Wood counties.

Smith Eng'g Assocs., 285 N. Snelling Ave., St. Paul 55104. Tel: 646-4851. Pres.: Mel Smith; Sales Mgr.: Jean Yob. Line: Maxwell. Terr: Minn.; N.D.; S.D.; Western Wis.

Sonic Sales Inc., 9706 10 Ave. N., Minneapolis 55441. Tel: 546-1368. Pres.: James M. Brown. Line: Sanyo. Terr: Minn.; N.D.; S.D.; Wis.

Dale Swain, 9600 Aldrich Ave. S., Minneapolis 55420. Tel: 884-4061. Line: Telex.

Dick Swanson Co., 2655 Brighton Ave. NE, Minneapolis 55418. Tel: 789-5636. Owner: Dick Swanson. Lines: Electra Radio, Weltron. Terr: Minn.; N.D.; S.D.; Western Wis.

Vector Sales, 4901 W. 77, Edina 55435. Tel: 835-5820. Mktg. Dir.: Roy Hidok; Gen. Sales Mgr.: Harry Haugen; Technical Sales: Jeff Broberg. Lines: Audio Magnetics, Bigston, Glenburn, Nortronics, Pioneer Electronics of America. Terr: Minn.; N.D.; S.D.; Western Wis.

WILLMAR (Area Code 612)

M S I Assocs. (div. of More Sales Inc.), Industrial Park SW. Zip: 56201. Tel: 235-0034. Pres.: Robert B. More; Mgr.: Doug Comer. Branches: Des Moines, Iowa, More Sales Inc.; Burnsville (Minneapolis-St. Paul Area), Minn., More Sales Inc. Lines: Marantz, Sony, Superscope.

MISSISSIPPI

GREENWOOD (Area Code 601)

L. R. Massey Co., PO Box 724, 304 E. Jefferson St. Zip: 38930. Tel: 453-3038. Owner: L.R. Massey. Terr: Ala.; Ark.; La.; Miss.; Western Tenn.

JACKSON (Area Code 601)

Cartwright & Bean Inc., PO Box 3730, 5250 Galaxy Dr., Suite J. Zip: 39207. Tel: 981-1368. Contact: Steve Welch. Home office: Memphis, Tenn. Line: Bigston.

MISSOURI

HAZELWOOD (Area Code 314)

Thomas & Modrcin Assocs. Inc., PO Box 545, 47 Village Sq. Zip: 63042. Tel: 895-4700. Mgr.: Anthony Viviano. Home office: Shawnee Mission, Kan. Terr: Southern Ill.; Eastern Mo.

INDEPENDENCE (Area Code 816)

Joe Athenas, 11026 E. 23. Zip: 64052. Tel: 833-3011. Line: Electro Brand.

JEFFERSON CITY (Area Code 314)

Carmine A. Vignola Assocs. Inc., 2611 Schellridge Rd. Zip: 65101. Tel: 893-3205. Pres.: Carmine A. Vignola. Branches: Ames, Iowa; Gladstone (Kansas City Area), St. Louis, Mo.; Prairie Village (Shawnee Mission Area), Kan. Lines: (Audio) BSR/McDonald, Concord, Craig, Fidelitone, KLH, Nortronics, TDK, Teac; (Video) Teac. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

KANSAS CITY AREA (Area Code 816)

Forristal-Young Sales Co., PO Box 9533. Zip: 64133. Tel: 358-6771. Home office: St. Louis, Mo. Lines: (Audio) Crown Int'l; (Video) Shibaden. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

K-S-W Assocs., 6314 Overton St., Suite 202. Zip: 64133. Tel: 358-5240. Owners: William G. Kelly, J.O. Schmitz Jr. Branches: Des Moines, Iowa; St. Louis, Mo.; Omaha, Neb. Lines: Akai, Hitachi, Sansui. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Mid-West Mktg., 11221 E. 76 St., Raytown 64138. Tel: 358-6638. Contact: Kent Bertsch. Branch: St. Louis, Mo. Line: Aiko. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill., south of Iroquois County line.

Moeller-Pickett Assocs. Inc., 308B Blue Ridge Ext., Grandview 64030. Tel: 765-1224. Line: Kraco.

Nevco Inc., 1715 Baltimore. Zip: 64108. Tel: 421-1751. Contacts: John Havercamp, Rod Larabee. Branches: St. Louis, Mo.; Omaha, Neb. Line: Tape-Athon.

Tel-Tronics Inc., PO Box 17718, 10707 Spruce. Zip: 64137. Tel: 761-8313. Contact: Gilbert P. Karwowski. Branch: St. Louis, Mo.

Lines: Metro Sound, Miida. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

R. J. Throckmorton Sales Co., Plaza Bank Bldg., Suite 208, 4643 Wyandotte. Zip: 64112. Tel: 531-D404. Mgr.: Tom Pollak. Home office: Ballwin (St. Louis Metropolitan Area), Mo. Lines: Dokorder, Editall, Kenwood. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Carmine A. Vignola Assocs. Inc., 1922 NE 68 St., Gladstone 64118. Tel: 531-5780. Sales Mgr.: J.F. Compennolle. Home office: Jefferson City, Mo. Lines: (Audio) BSR/McDonald, Concord, Craig, Fidelitone, KLH, Nortronics, TDK, Teac; (Video) Teac. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

LIBERTY (Area Code 816)

LectroReps Inc., PO Box 336. Zip: 64068. Tel: 781-2522. Pres. R.D. Carlson. Branches: Des Moines, Iowa; St. Charles, Mo. Lines: Ampex, Car Tapes. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

ST. CHARLES (Area Code 314)

LectroReps Inc., PO Box 1056, 1306 Wheaton Dr. Zip: 63301. Tel: 723-8736. Home office: Liberty, Mo. Lines: Ampex, Car Tapes. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

ST. LOUIS METROPOLITAN AREA (Area Code 314)

B E A M S Co., 689 Craig Rd. Zip: 63141. Tel: 569-1060. Mgr.: Don Bobenhouse.

Home office: Overland Park (Shawnee Mission Area), Kan. Lines: Audiovox, BASF, Glenburn, Philips, Sankyo, Technics. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Forristal-Young Sales Co., 7110 Oakland Ave. Zip: 63117. Tel: 645-2360. Pres.: Logan Young. Branches: Kansas City, Mo.; Omaha, Neb. Lines: (Audio) Crown Int'l; (Video) Shibaden. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Hoskins, Lohner, Sweeney, Schloss, Inc., 1540 Page Ind'l Dr. Zip: 63132. Tel: 423-4660. Contact: Don Turken. Home office: Leawood (Shawnee Mission Area), Kan. Line: Aiko. Terr: Mo.; Southern Ill.; Eastern Kan., including Wichita. K-S-W Assocs., 2319 Hampton Ave., Suite 205. Zip: 63139. Tel: 781-6111. Mgr.: H.F. Winkler. Home office: Kansas City, Mo. Lines: Akai, Hitachi, Sansui. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Lovell-Kangas & Assocs. Inc., 12015 Manchester. Zip: 63131. Tel: 821-4050. Owners: Gordon Lovell, George Kangas. Branch: Shawnee Mission, Kan. Line: Electra. Mid-America Mktg. Inc., 817-23 Spruce St. Zip: 63102. Tel: 621-4727. Pres.: Bernard Hochman; Sales Mgr.: Dick Meyerhardt. Line: Olympic. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Mid-West Mktg., 4753 Titan Court. Zip: 63128. Tel: 894-1388. Contact: Ron Telthorst. Home office: Raytown (Kansas City Area), Mo. Line: Aiko.

Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill., south of Iroquois County line. Nackman-Brod-Vann Co., 1316 Baur Blvd. Zip: 63132. Tel: 991-2424. Pres.: Leslie Nackman. Branches: Overland Park (Shawnee Mission Area), Kan.; Omaha, Neb. Lines: (Audio) Lloyd's, Pioneer Electronics of America. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill., including Peoria. Nevco Inc., 10132 Glenfield Terr. Zip: 63126. Tel: 843-7406. Contact: Robert Pelger. Home office: Kansas City, Mo. Line: Tape-Athon. Roach-Spencer & Assocs. Inc., 287 N. Lindbergh. Zip: 63141. Tel: 991-3700. Pres.: Neal Spencer. Home office: Prairie Village (Shawnee Mission Area), Kan. Lines: (Audio) Audio Magnetics; (Video) Video Magnetics. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

A. J. Ruehl Co., 500 Flying "D" Rd. Zip: 63026. Tel: 343-1142. Pres.: A.J. Ruehl. Terr: Iowa; Kan.; Minn.; Mo.; Neb.; Wis.

Salky & Assocs., 3820 Forest Park Blvd. Zip: 63108. Tel: 535-1122. Contact: Burney Salky. Line: Unelco. Sound Mktg., 5900 W. Florissant Ave. Zip: 63031. Tel: 383-1600. Pres.: Van A. Long. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Sound Mktg. Assocs. Inc., 4232 Forest Park. Zip: 63108. Tel: 652-3000. Pres.: Ron Lee; Exec. VP: Ronald J. Ehrle. Lines: (Audio) Brother Int'l, Columbia Magnetics, Sanyo; (Video) Sanyo. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

T A C Inc., 409 Brooktree Dr. Zip: 63011. Tel: 394-5208. Pres.: Michael E. Flannigan. Branches: Overland Park (Shawnee Mission Area), Kan.; Omaha, Neb. Terr: Iowa; Kan.; Mo.; Neb.; Southern Ill.

Tel-Tronics Inc., 1300 S. Mason Dr. Zip: 63131. Tel: 434-9693. Contact: Bill Chrisler. Home office: Kansas City, Mo. Lines: Metro Sound, Miida. Terr: Iowa; Kan.; Neb.; Southern Ill.

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(Continued on page 72)



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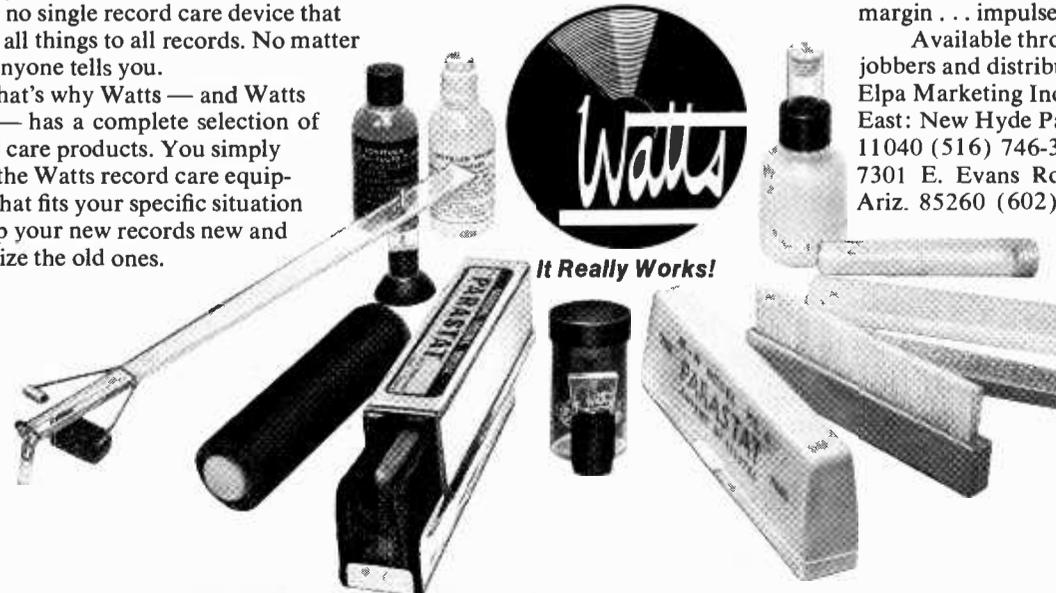
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 Carmine A. Vignola Assocs. Inc., 5425 Bancroft. Zip: 63109. Tel: 961-2233. Contact: Warren E. Werner. Branch: 930 Brookvale, Manchester 63011. Tel: 961-2233. Contact: James E. Grayem.
 Home office: Jefferson City, Mo.
 Lines: (Audio) BSR/McDonald, Concord, Craig, Fidelitone, KLH, Nortronics, TDK, Teac. (Video) Teac.
 Terr: Iowa; Kan., Mo.; Neb.: Southern Ill.

Nackman-Brod-Vann & Co., 4780 S. 131 St. Zip: 68137. Tel: 333-4346. Contact: Donald Vann.
 Home office: St. Louis, Mo.
 Lines: (Audio) Lloyd's, Pioneer Electronics of America.
 Terr: Iowa; Kan.; Mo.; Neb.: Southern Ill., including Peoria.
 Nevco Inc., 12308 Gray Fawn Dr. Zip: 68154. Tel: 333-6850. Contact: Harold J. Curry.
 Home office: Kansas City, Mo.
 Line: Tape-Athon.
 Pucci/Court Mktg. Inc., 10730 Pacific St., Suite 230. Zip: 68114. Tel: 397-0686. Pres.: James B. Pucci.
 Branch: Davenport, Iowa.
 Terr: Iowa; Neb.; Ill.: Rock Island county.

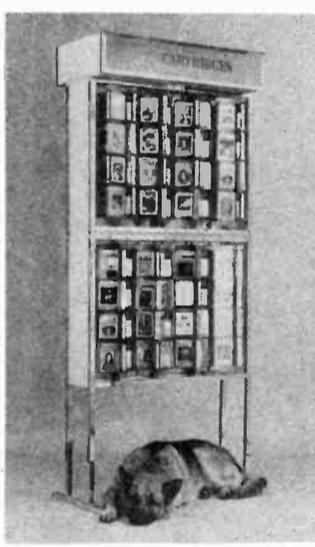
NEBRASKA

Roach-Spencer & Assocs. Inc., 800 S. 72 St. Zip: 68114. Tel: 393-6574. Contact: Joe Schaefer.
 Home office: Prairie Village (Shawnee Mission Area), Kan.
 Lines: (Audio) Audio Magnetics, (Video) Video Magnetics.
 Terr: Iowa; Kan.; Mo.; Neb.: Southern Ill.
 Sam Saad & Assocs. Inc., 3009 S. 70 St. Zip: 68106. Tel: 397-6236.
 Line: Kraco.
 T A C Inc., 2615 Harney St. Zip: 68131. Tel: 346-5330. Mgr.: Ken Magnuson.
 Home office: St. Louis, Mo.
 Terr: Iowa; Kan.; Mo.; Neb.: Southern Ill.

● **OMAHA (Area Code 402)**
 Forristal-Young Sales Co., PO Box 14373. Zip: 68114. Tel: 333-0800.
 Home office: St. Louis, Mo.
 Lines: (Audio) BSR/McDonald, (Video) Shiba-den.
 Terr: Iowa; Kan.; Mo.; Neb.: Southern Ill.
 K-S-W Assocs., 3325 S. 115 Ave. Zip: 68144. Tel: 333-2943.
 Home office: Kansas City, Mo.
 Lines: Akai, Hitachi, Sansui.
 Terr: Iowa; Kan.; Mo.; Neb.: Southern Ill.

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- **CHERRY HILL (Area Code 609)**
 W. H. Dorsey Sales Co., 504 Doe Ln. Zip: 08034. Tel: 667-4113. Pres.: William Dorsey.
 Lines: Claricon, Dyn, Franklin Radio.
 Terr: Del.; Southern N.J.; Eastern Pa.
 Marketing Consultants Corp., 218 Highgate Ln. Zip: 08003. Tel: 424-4561.
 Line: Columbia Magnetics.
 Terr: Del.; Southern N.J.; Eastern Pa.
- **CINNAMINSON (Area Code 609)**
 Arthur Trachtenberg Sales Corp., 875 Industrial Hwy. Zip: 08077. Tel: 829-1661. Pres.: Arthur Trachtenberg.
 Line: Sanyo.
 Terr: Del.; Southern N.J.; Eastern Pa.
- **CRESSKILL (Area Code 201)**
 Sarvis & Assocs. Inc., 210 Knickerbocker Rd. Zip: 07626. Tel: 567-7004. Contact: Richard Sarvis.
 Line: Brother Int'l.
- **ELMWOOD PARK (Area Code 201)**
 Allcar Motor Parts Corp., 410 Market St. Zip: 07407. Tel: 797-5900.
 Line: Kraco.
- **ENGLEWOOD (Area Code 201)**
 Car Music Inds., 283 Bilmar Pl. Zip: 07631. Tel: 567-3468. Pres.: Benvenuto von Halle.
 Terr: Worldwide, excluding USA.
- **FAIR LAWN (Area Code 201)**
 Moses & Kline Inc., 23-15 Broadway. Zip: 07410. Tel: 791-8538. Pres.: Marvin Kline.
 Branches: Merrick, L.I., Pelham, N.Y.
 Terr: Northern N.J.; Metropolitan New York, including Nassau, Rockland, Suffolk & Westchester counties.
- **FORT LEE (Area Code 201)**
 T M C Sales Corp., 2460 Lemoine Ave. Zip: 07024. Tel: 944-8340. NYC Tel: (212) 565-5185. Pres.: T.A. Marchiano.
 Lines: Maxell, Wollensak.
 Terr: Metropolitan New York & N.J.
- **FREEHOLD (Area Code 201)**
 Metrorep, PO Box 782. 1 Oxford Dr. Zip: 07728. Tel: 462-1221. Pres.: Ed Straw. Sales Mgr.: Joe Marotta.
 Line: Crown Int'l.
 Terr: Del.; Wash., D.C.; Md.; N.J.; Metropolitan New York; Eastern Pa.
- **GREEN BROOK (Area Code 201)**
 Eldiseco, 12 Estel Pl. Zip: 08812. Tel: 968-0344. Pres. & Sales Mgr.: Jim Loder; VP: Daniel J. Loder.
 Lines: Crown Int'l, Pentagon.
 Terr: Del.; Wash., D.C.; Md.; N.J.; N.Y.; Pa.; Va.
- **HACKENSACK (Area Code 201)**
 Julian M. Tannenbaum Assocs., 150 S. Summit Ave. Zip: 07601. Tel: 487-3938. Owner: Julian M. Tannenbaum.
 Lines: Broadmoor, Dejay.
 Terr: N.J.; N.Y. counties: Orange, Rockland, Sullivan, Ulster.
- **HADDONFIELD (Area Code 609)**
 De Pillis Assocs., 15 Tanner St. Zip: 08033. Tel: 428-3800. Pres.: Rex De Pillis.
 Line: US Pioneer.
 Terr: Del.; Southern N.J.; Eastern Pa.

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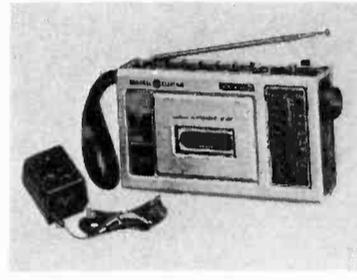
New Products



SING-A-LONG microphone and extra large channel selector are features of Emerson FM/AM radio and 8-track tape player, Model PT105, with \$59.95 list.



TWO BUILT-IN condenser mikes with level-battery/tuning meter, auto stop and microphone mixing in playback, distinguish the Panasonic RS-460S stereo cassette recorder with FM/AM/FM radio, with \$159.95 list.



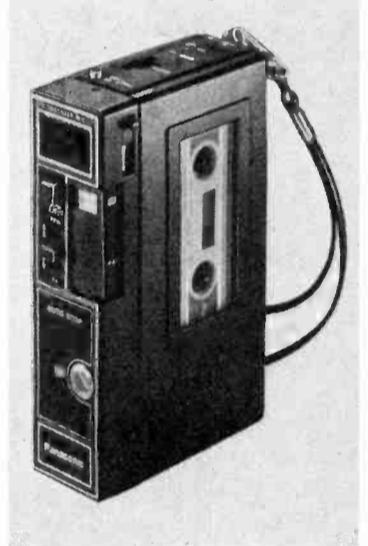
MINI-CASSETTE recorder FM and AM radio from General Electric, Model 3-5220, offers sleep switch, pause control and three digit tape counter. Direct record from the tuner. List, \$89.95.



TWO-WAY power on Sankyo ST-200 cassette recorder joins features like automatic stop, recording level, and built-in mikes, on \$49.95 unit.



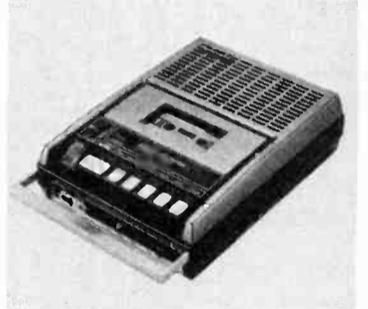
LIGHT INDICATOR on the 3-digit memory rewind counter, and switch for CrO₂ or normal tape, are among the many features on Hitachi TRK-5030 AM/FM-cassette recorder, for \$129.95.



FIVE-HOUR battery charge system on Panasonic mini-cassette recorder model RQ-218S, and features like auto stop and Easy-Matic circuitry are available for \$159.95, list.



100 PERCENT solid state transistor /IC with review/cue and instant review while in the recording mode distinguish the Hitachi TRQ-285 portable cassette recorder at \$59.95 list.



REMOTE REVIEW control with optional foot switch and steno headset are features of Panasonic RQ-323S, as well as auto stop, and mechanical pause control. With two power sources, at \$99.95 list.

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Glenburn Moves To Larger Site

LITTLE FERRY, N.J.—A second move to larger quarters in less than a year is being made by Glenburn Corp. in response to increased consumer demand of turntables and changers, president William McDaid reveals. The new facilities include 100,000 square feet for executive, sales, manufacturing and warehousing space. Production and

quality control lines are being expanded. The company recently moved from Franklin Lakes to Waldwick, N.J., in a move that doubled its warehousing and operations. The newest facility, at 210 Riser Road, is near the Teterboro Airport, and about 20 minutes from midtown Manhattan.

● **MAPLE SHADE (Area Code 609)**
Nat Borden Sales Inc., 1 Oak Wood Dr. Zip: 08052.
Tel: 667-3286.
Line: Kraco.

● **MARLTON (Area Code 609)**
Morris F. Taylor Co. Inc., 235 Taunton Blvd. Zip:
08053. Tel: 983-1712; Phila. Tel: (215) 923-
4534. Pres. & Gen. Sales Mgr.: James J.
Fahy.
Home office: Silver Spring, Md.
Terr: Ala.; Del.; Wash., D.C.; Fla.; Ga.; Md.;
Miss.; N.C.; Pa.; S.C.; Tenn.; Va.; W.Va.;
Southern N.J.

● **MONTCLAIR (Area Code 201)**
Component Mktrs. Inc., 151 Valley Rd. Zip:
07042. Tel: 746-6717. Pres.: Jack Fields.
Sales Mgr.: Victor Hahn.
Lines: Ampex, BSR/McDonald, Technics.
Terr: Northern N.J., all counties north of
Ocean & Burlington; Metropolitan New York,
including Long Island, Rockland & West-
chester counties.

● **MOORESTOWN (Area Code 609)**
Maryland Electronics Mktg., 209 Chester Ave. Zip:
08057. Tel: 234-6767. Mgr.: Leslie Albert.
Home office: Baltimore, Md.
Lines: Concord, Onkya.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern
N.J.; Eastern Pa.

● **MOUNT LAUREL (Area Code 609)**
DiVincent-Legato Assocs., Rt. 73 & Ramblewood
Pkwy., Suite 16. Zip: 08057. Tel: 235-8299.
Pres.: Tony DiVincent; VP: Don Legato.
Lines: JIL Sharp.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern
N.J.; Eastern Pa.

● **RAHWAY (Area Code 201)**
Needle Assocs., 42 Sweet Briar Dr., Clark 07066.
Tel: 382-3585. Pres.: Herbert A. Needle.
Line: Concord.
Terr: Northern N.J.; Metropolitan New York,
including Nassau, Rockland, Suffolk & West-
chester counties.

● **RIDGEFIELD (Area Code 201)**
Bi-State Mktrs. Inc., 753 Bergen Blvd. Zip: 07657.
Tel: 943-5888.
Line: (Audio) Pilot.
Terr: N.J., north of Trenton; Metropolitan New
York, including Nassau, Suffolk, Rockland &
Westchester counties.

● **SOUTH ORANGE (Area Code 201)**
A H R/D A N Ents., 76 S. Orange Ave. Zip: 07079.
Contact: Samuel Schwartzstein.
Line: Brother Int'l.

● **SUMMIT (Area Code 201)**
Niles Christensen, 382 Springfield Ave. Zip:
07901. Tel: 273-3833. Contacts: Niles & Pe-
ter Christensen, Roney Weiss.
Line: Crown Int'l.
Terr: (Export).

● **TEANECK (Area Code 201)**
Stan Axelrod Assocs. Inc., 161 Cedar Ln. Zip:
07666. Tel: 836-6661.
Line: Kraco.
Steve Fisher Electronic Assocs., 1002 Teaneck Rd.
Zip: 07666. Tel: 837-1200; NYC Tel: (212)
565-2913. Pres.: Steve Fisher.
Terr: Northern N.J., to Trenton; Metropolitan
New York, including Westchester County.

● **WAYNE (Area Code 201)**
Stanley Sales Co., 132 Tall Oaks Dr. Zip: 07470.
Tel: 694-1258. Pres.: Robert Stanley.
Terr: Metropolitan N.J., north from Trenton.

● **WESTVILLE (Area Code 609)**
F F & K Sales Corp., Frontage Ind'l Park, Frontage
Rd. & Delsea Dr. Zip: 08093. Tel: 848-0600;
Phila. Tel: (215) 473-6088. Contact: Jack A.
Katz.
Branch: Reading, Pa.
Line: Aiko.
Terr: Del.; N.J., south of Trenton; Eastern Pa.,
east of Harrisburg, excluding Erie.

● **WILLINGBORO (Area Code 609)**
Forti-Austin Assocs., 50 Windsor Ln. Zip: 08046.
Tel: 871-9290. Co-Owner: Joe H. Austin.
Home office: Kensington (Silver Spring), Md.
Lines: Amco, Dokorder, Duotone, Metro
Sound.
Terr: Del.; Wash., D.C.; Pa.; Va.; Southeastern
N.J.
Man in the Middle, 9 Gloria Ln. Zip: 08046. Tel:
877-4738. Contact: Carl Jacoby.
Line: Tape Servs.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern
N.J.; Eastern Pa., including York.

NEW MEXICO

● **ALBUQUERQUE (Area Code 505)**
George Emerson Sales, 1108 Juan Tabo Blvd. NE.
Zip: 87112. Tel: 293-8088. Contact: George
Emerson.
Line: Aiko.
Terr: Ariz.; N.M.; El Paso, Tex.
J. A. Gedney Co., 7009 Prospect Ave. NE. Zip:
87110. Tel: 293-0900.
Home office: Denver, Colo.
Lines: TDK, Teac.
Terr: Colo.; N.M.; Wyo.; Utah; Eastern Idaho;
Eastern Mont.; Western Neb.; El Paso, Tex.
Jack Rowe Assocs., 1104 Sagebrush Trail SE. Zip:
87123. Tel: 294-8365. Contact: John Axtell.
Home office: Scottsdale, Ariz.
Line: Sanyo.
Terr: N.M.; El Paso, Tex.
Staley Co., 2925 Charleston NE. Zip: 87110. Tel:
294-2660. Contact: Steve Staley.
Line: Tape-Athon.

NEW YORK

● **ALBANY (Area Code 518)**
Art-Mart Assocs., 7 Ashford Dr. Zip: 12203. Tel:
456-2750/0704, 459-5574. Contact: Marty
Forman.
Line: Bigston, Miida.
Terr: Upstate N.Y.

● **AMSTERDAM (Area Code 518)**
Lewis & Dunnigan Co. Inc., 366 Guy Park Ave. Zip:
12010. Tel: 842-1412. Mgr.: Vince Nicosia.
Home office: Liverpool (Syracuse Area), N.Y.
Lines: Ampex, Audiovox, Uher, Vanco.
Terr: Upstate N.Y.

● **BALDWINVILLE (Area Code 315)**

Kramerson-Randall Sales Corp., 114 Woodland Dr.
Zip: 13027. Tel: 622-3425. Contact: Robert
Randall.
Line: Teac.
Terr: Upstate N.Y.

● **BALLSTON LAKE (Area Code 518)**

Gene Dworkin, 19 Windmill Court. Zip: 12019.
Tel: 877-8586.
Line: Columbia Magnetics.

● **BUFFALO AREA (Area Code 716)**

D. R. Evans Assocs., 120 Pleasantview Ln., West
Seneca 14224. Tel: 675-7288. Owner: Don-
ald R. Evans.
Lines: Hovic, Sansui.
Terr: Upstate N.Y.

Maury Farber Assocs. Inc., 220 Delaware Ave. Zip:
14202. Tel: 856-3543.
Line: Car Tapes.

L. J. McTaggart Assocs., 1980 Whitehaven Rd.,
Grand Island 14072. Tel: 773-9222. Owner:
L. J. McTaggart.
Lines: Columbia Magnetics, Ferrograph.
Terr: Upstate N.Y.

R. W. Mitscher Co. Inc., 8555 Main St. Zip:
14221. Tel: 633-7970. VP & Sales Mgr: R.B.
Dillinger.
Line: Akai.

Nelson-Heintz Assocs., 189 Van Rensselaer St. Zip:
14210. Tel: 853-2202. Owners: Joseph E.
Nelson, Donald A. Heintz.

Branches: Camillus (Syracuse Area), East
Chatham, West Henrietta (Rochester Area),
N.Y.

Terr: N.Y., excluding Metropolitan New York.
R-H Tabman Sales, 6 Stone Ledge Court, Wil-
liamsville 14221. Tel: 633-9637. Contact: A.
Schlesinger.
Home office: Forest Hills (New York Metropolitan
Area), N.Y.

● **EAST AURORA (Area Code 716)**

Audio Consulting Assocs., 12848 Rt. 78. Zip:
14052. Tel: 652-2872. Contact: Henry Liv-
zey.
Line: Xtal.

L S M Assocs., 155 Blake Hill Rd. Zip: 14052. Tel:
652-2878. Contact: Clarence Peffer.
Home office: Phelps, N.Y.
Lines: Capitol Magnetics, Robins, Tape-Athon.
Terr: Upstate N.Y.

● **EAST CHATHAM (Area Code 518)**

Nelson-Heintz Assocs., Rt. 295 RFD. Zip: 12060.
Tel: 781-4208. Contact: Vincent Fisher.
Home office: Buffalo, N.Y.
Terr: N.Y., excluding Metropolitan New York.

● **FARMINGDALE, L.I. (Area Code 516)**

William J. O'Connor Assocs. Inc., 3 Willow Park

Center. Zip: 11735. Tel: 293-8888. Pres.:
William J. O'Connor; Sales Mgr.: Artie Bloom.
Lines: Dokorder, TASCAM
Terr: Dokorder—Northern N.J.; Metropolitan
New York. TASCAM—Northeast USA.

● **GLEN HEAD, L.I. (Area Code 516)**

Steindler & Co., 13 Glen Head Rd. Zip: 11545. Tel:
759-0850. Contact: Robert Steindler.
Line: Teac.

Terr: Northern N.J.; Metropolitan New York,
including Long Island.

● **GREAT NECK, L.I. (Area Code 516)**

Bach Sales Corp., 4 Longview Pl. Zip: 11021. Tel:
487-8953; NYC Tel: (212) 233-3300. Pres.:
Robert Bach.
Lines: Bang & Olufsen, Otari, Tapco.

Terr: Northern N.J.; Metropolitan New York.

● **HARRISON (Area Code 914)**

Colnes Sales Co., 66 Halstead Ave. Zip: 10528.
NYC Tel: (212) 597-0955. Contact: Fred
Brandau.
Line: Helmac.

● **HILTON (Area Code 716)**

Quinn-Mazzeo Sales Inc., PO Box 770, 18 Rolling
Meadows Dr. Zip: 14468. Tel: 458-7851.
Contact: Joe Mazzeo.

Home office: Tonawanda, N.Y.
Line: Dokorder.
Terr: Northern N.Y.

● **JERICO, L.I. (Area Code 516)**

Gilbert E. Miller Assocs. Ltd., PO Box 95, 375 N.
Broadway. Zip: 11753. Tel: 433-5590; NYC
Tel: (212) 895-0429. Pres.: Gilbert E. Miller.

Branch: Stamford, Conn.
Line: Filmagic, Metro Sound, Tape-Athon.
Terr: Conn.; Fairfield County; Northern N.J.;
Metropolitan New York including Nassau,
Rockland, Suffolk & Westchester counties.

● **LATHAM (Area Code 518)**

L S M Assocs., 3 Marconi Dr. Zip: 12110. Tel: 783-
5606. VP: Fred Neil.
Home office: Phelps, N.Y.
Line: Capitol Magnetics.
Terr: Upstate N.Y.

(Continued on page 74)

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IT OUTSOUNDS CHROME
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TDK Electronics Corporation, 755 Eastgate Boulevard, Garden City, N.Y. 11530. In Canada, contact: Superior Electronics Industries, Ltd.

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Julius Rothschild & Co., 292 Broadway, Zip: 11563. Tel: 599-2425. Contacts: Frank Kohnpasek, Barbara Aversano.
Home office: Oakland (San Francisco Metropolitan Area), Calif.
Line: Pioneer Electronics of America.
Terr: Eastern USA (military).

● MERRICK, L.I. (Area Code 516)

Moses & Kline Inc., 1710 James St. Zip: 11566. Tel: 378-1804. Contact: Richard Moses.
Home office: Fairlawn, N.J.
Terr: Northern N.J.; Metropolitan New York, including Nassau, Rockland, Suffolk & Westchester counties.

● NEW YORK METROPOLITAN AREA (Area Code 212)

A & R Sales, 134-08 Cronston Ave., Belle Harbor 11694. Tel: 945-1208. Contact: Alan Ross.
Line: Aiko.
Terr: Bronx, Manhattan, N.Y. (secondary accounts).

Apco Sales, 370 Seventh Ave., Suite 714, Zip: 10001. Tel: 239-4760. Contact: Paul Kaye.
Line: Unelco.

Bettan Sales Inc., 77-15 164 St., Flushing 11366. Tel: 591-7600. Pres.: Martin Bettan; VP Sales: Phil Bettan.
Terr: Northern N.J.; Metropolitan New York, including Nassau, Suffolk & Westchester counties.

Irv Brown Co. Inc., 401 Kingston Ave., Brooklyn 11225. Tel: 493-1379. Pres.: Irv Brown.
Terr: Northern N.J.; Metropolitan New York, including Nassau, Rockland, Suffolk & Westchester counties.

Fine-Tone Audio Prods. Co. Inc., 24 Cobek Court, Brooklyn 11223. Tel: 336-6662. Pres.: Leonard Finkel; Sales Mgr.: Jack Haddad.
Lines: Ampex, Audio Magnetics, BASF, Capitol, Cartron, Columbia, Finetone, Memorex, Scotch, TDK.
Terr: N.J.; Southern Conn.; Metropolitan New York, including Nassau, Suffolk & Westchester counties.

Jerry Franklin Inc., 148 E. 38 St. Zip: 10016. Tel: 679-6144.
Line: Kraco.

I M C (div. of Interphoto Corp.), 23-20 Jackson Ave., Long Island City 11101. Tel: 392-7600. Sr. VP: Jerry Littman.
Line: Wollensak.

The Arthur Litman Co., 220 Fifth Ave. Zip: 10001. Tel: 685-2020. Pres.: Arthur Litman.
Terr: N.J.; N.Y.

Marmon Inds., 507 Fifth Ave., 3rd fl. Zip: 10017. Tel: 697-5895. Contact: Bert A. Marmon.
Line: Helmac.

Multi-Channel Mktg., 9 E. 38 St. Zip: 10016. Tel: 929-1824, 683-6153. Contact: Jerry Meltzer.
Line: Aiko.
Terr: Metropolitan New York (excluding automobile & catalog houses).

Postal Assocs., 230 Fifth Ave., Suite 809, Zip: 10001. Tel: 889-8744.
Line: Kraco.

R P M Sales Co., 1 Penn Plaza, Rm. 1624, Zip: 10001. Tel: 244-1417. Pres.: Joe Montuoro.
Lines: Audio Magnetics, Sanyo.
Terr: Northern N.J.; Metropolitan New York.

Reps Unlimited, 103-15 Seaview Ave., Brooklyn 11236. Tel: 763-2009. Contact: L. Abeles.
Branch: Williston Park, N.Y.
Line: Aiko.
Terr: Metropolitan New York, including Nassau, Rockland, Suffolk & Westchester counties.

Alan Safarty, 83-15 98 St., Woodhaven 11421. Tel: 846-1952.
Line: Telex.

Jack Shaffer & Assocs., 16-44 202 St., Bayside 11360.
Line: Recordex.

Singer Prods. Co. Inc., 1 World Trade Center, Suite 2365, Zip: 10048. Tel: 432-1400. Contacts: Dick Stanco, John Hayes.
Line: Tape-Athon.
Terr: (Export).

R-H Tabman Sales, 116-16 Queens Blvd., Forest Hills 11357. Tel: 263-4646. Pres.: Frank Tabman.
Branches: Smithtown, Williamsville (Buffalo Area), N.Y.
Terr: N.Y.; Northern N.J.

J. H. Thal & Assocs., 385 Fifth Ave. Zip: 10016. Tel: 684-3000. Contacts: Joe Thal, Bob Kessler.
Lines: Miida, Pioneer Electronics of America.
Terr: Northern N.J.; Metropolitan New York.

Westview Inds., Hotel McAlpin, Suite 590, 34 St. & Broadway, Zip: 10001. Tel: 279-4834. Contact: Irv Kappy.
Line: Bigston.
Terr: Northern N.J.; Metropolitan New York.

● PELHAM (Area Code 914)
Moses & Kline Inc., 332 Seventh Ave. Zip: 10803. Tel: 738-1163. Sales Mgr.: Steve D. Kappel.
Home office: Fairlawn, N.J.
Terr: Conn.; Northern N.J.; Metropolitan New York, Nassau, Rockland, Suffolk & Westchester counties.

● PHELPS (Area Code 315)

L S M Assocs., Orchard Park, Zip: 14532. Tel: 548-4891. Pres.: Gordon LaRoy.
Branches: East Aurora, Latham, N.Y.
Line: Capitol Magnetics.
Terr: Upstate N.Y.

● PLAINVIEW, L.I. (Area Code 516)

Telesco Int'l, 1 Dupont St. Zip: 11803. Tel: 484-4920. Contacts: Jerry Lainer, S. Ben Sfraga.
Line: Crown Int'l.
Terr: (Export).

● PORT CHESTER (Area Code 914)

R B I, 11 Winthrop Dr. Zip: 10573. Tel: 939-5408. Pres.: Eugene Reich; Sales Mgr.: Larry Rosner.
Lines: (Audio) Sansui; (Video) Javelin.
Terr: N.J., Northfield to Belmar through Princeton; Metropolitan New York, including Nassau, Rockland, Suffolk & Westchester counties.

● ROCHESTER AREA (Area Code 716)

Jack Brown Electronics Sales Reps. Inc., 157 Rawlinson Rd. Zip: 14617. Tel: 266-2728. VP & Branch Mgr.: Warren Kaufman.
Home office: Yonkers, N.Y.
Lines: Neosonic, Recoton, Wollensak.
Terr: Upstate N.Y.

Dworkin-Rill Co. Inc., 60 Yarmouth Rd. Zip: 14610. Tel: 288-7675. Pres. & Sales Mgr.: S. Dworkin.
Terr: Upstate N.Y.

Harold Fishman Assocs., 134 Carol Dr. Zip: 14617. Tel: 266-7898. Pres.: Hal Fishman.
Terr: Upstate N.Y.

Long Sales Agency, 439 Brookwood Dr., Webster 14580.
Line: Electro Brand.
Terr: Upstate N.Y.

Marsey Sales Inc., 206 Park Ave. Zip: 14607. Tel: 442-9700. Pres.: Robert J. Marsey.
Terr: Upstate N.Y.

Nelson-Heintz Assocs., 5722 W. Henrietta Rd., West Henrietta 14583. Tel: 334-2644.
Home office: Buffalo, N.Y.
Terr: N.Y., excluding Metropolitan New York.

Quinn-Mazzeo Sales Inc., 437 Electric Ave. Zip: 14613. Tel: 254-8176. Contact: Charles Northrop.
Home office: Tonawanda, N.Y.
Line: Dokorder.
Terr: Northern N.Y.

V & L Audio Assocs. Inc., 144 M. Clintwood Court, Zip: 14618. Tel: 244-7772. VP: Lou DiLauro.
Lines: JVC, Meriton.
Terr: Upstate N.Y.

● ROSLYN HEIGHTS, L.I. (Area Code 516)

Dave Kubrick Co., 21 Overlook Terr. Zip: 11577. Tel: 621-9171. Owner: Dave Kubrick.
Terr: Northern N.J.; Metropolitan New York, including Long Island & Westchester County.

Sir Sales Inc., Box 335, 35 Powerhouse Rd. Zip: 11577. Tel: 621-7485.
Lines: Audiovox, Le-Bo, Uher.
Terr: Northern N.J.; Metropolitan New York, including Nassau, Suffolk & Westchester counties.

● SCHENECTADY (Area Code 518)

John Kuehn Org., 2408 Huntridge Dr., Foxwood, Einora 12065. Tel: 371-4354.
Line: Tenna.
Terr: Upstate N.Y. (auto reps.).

● SMITHTOWN, L.I. (Area Code 516)

R-H Tabman Sales, 30 Highgate Dr. Zip: 11787. Tel: 265-8684. VP: Robert Haspel.
Home office: Forest Hills (New York Metropolitan Area), N.Y.
Terr: N.Y.; Northern N.J.

● SPRING VALLEY (Area Code 914)

Bert Gedzelman Sales Co., 8 Ann Blvd. Zip: 10977. Tel: 356-3477. Contact: Bert Gedzelman.
Branch: Springfield, Mass.
Line: Sansui.
Terr: New England, excluding Fairfield County, Conn.

● SYOSSET, L.I. (Area Code 516)

Weiss & Karpel Co. Inc., 121 Eileen Way. Zip: 11791. NYC Tel: (212) 631-1420. Pres.: S.A. Weiss; Mgr.: Martin Karpel.
Line: Sharp.
Terr: Northern N.J.; Metropolitan New York.

● SYRACUSE AREA (Area Code 315)

Jack Brown Electronics Sales Reps. Inc., 104 Carolyn Ave., Liverpool 13088. Tel: 451-1471. Sales: Ron Lilquist.
Home office: Yonkers, N.Y.
Lines: (Audio) Neosonic, Recoton, Wollensak; (Video) Recoton.
Terr: Upstate N.Y.

Lewis & Dunnigan Co. Inc., 107 Riverine Rd., Liverpool 13088. Tel: 622-2133. Pres.: T. Richard Dunnigan.
Branch: Amsterdam, N.Y.
Lines: Ampex, Audiovox, Uher, Vanco.
Terr: Upstate N.Y.

Nelson-Heintz Assocs., 212 Thornton Circle S. Camillus 13031. Tel: 481-1616.
Home office: Buffalo, N.Y.
Terr: N.Y., excluding Metropolitan New York.

Peston-Hunter Co. Inc., 2002 Teal Ave. Zip: 13206. Tel: 437-2992. Contacts: Harry Peston, Neal Hunter.
Line: Pioneer Electronics of America, US Pioneer.
Terr: Upstate N.Y.

William Tauber Co., 151 Fayette Blvd. Zip: 13224. Tel: 446-7094. Owner & Sales Mgr.: William Tauber. Branch: 606 Hamilton Pkwy., Dewitt 13214. Tel: 446-8384. Sales Mgr.: Steven L. Tauber.
Lines: Medallion, Preferred Sounds.
Terr: Upstate N.Y.

Upstate Mdsq. Inc., 252 Huntley St. Zip: 13208. Tel: 472-3381. Pres. & Sales Mgr.: Joseph Guinto.
Line: Sanyo.
Terr: N.Y.

● TONAWANDA (Area Code 716)

Quinn-Mazzeo Sales Inc., 328 Forbes Ave. Zip: 14150. Tel: 692-9347. Contact: Jim Quinn.
Branches: Hilton, Rochester, N.Y.
Lines: Dokorder, Tenna.
Terr: Northern N.Y.

● TUCKAHOE (Area Code 914)

L-C-A Sales Co., 76 Main St. Zip: 10707. Tel: 961-4700. Owners: Paul Nichols, Robert Sargent.
Branch: Annandale, Va.
Line: BASF.
Terr: Del.; Wash., D.C.; Md.; N.J.; Va.; N.Y., south of & including Westchester & Rockland counties; Eastern Pa., to Harrisburg.

● VALLEY STREAM, L.I. (Area Code 516)

Mannie Berlin Assocs. Inc., 99 W. Hawthorne Ave. Zip: 11580. Tel: 872-0077; NYC Tel: (212) 895-2615.
Line: Tenna.

Terr: Northern N.J.; Long Island, New York, N.Y. (auto reps.).

● WANTAGH, L.I. (Area Code 516)

Audio Plus Inc., 3375 Park Ave. Zip: 11793. Tel: 781-2223. Co-Pres.: Steve Weil, Bernard Horowitz.
Lines: Columbia Magnetics, Tenna; (Video) Columbia Magnetics.
Terr: Northern N.J.; Metropolitan New York.

● WEST SENECA (Area Code 716)

D. R. Evans Assocs., 120 Pleasantview Ln. Zip: 14224. Tel: 675-7288. Contact: D.R. Evans.
Line: Sansui.
Terr: Upstate N.Y., north of Westchester.

● WILLISTON PARK, L.I. (Area Code 516)

Reps Unlimited, 580 Willis Ave. Zip: 11596. Tel: 248-3734. Contact: George Luvshis.
Home office: Brooklyn (New York Metropolitan Area), N.Y.
Line: Aiko.
Terr: Metropolitan New York, including Long Island, Nassau, Rockland & Westchester counties.

● YONKERS (Area Code 914)

Adelman-Pinz Sales Corp., 570 Yonkers Ave. Zip: 10704. Tel: 423-4747. Pres.: Ben Pinz.
Line: Rotel.
Terr: Northern N.J.; Metropolitan New York.

Jack Brown Electronics Sales Reps. Inc., 207 Rose-dale Rd. Zip: 10710. Tel: 779-7330. Pres.: Jack Brown.
Branches: Liverpool (Syracuse Area), Rochester, N.Y.
Lines: (Audio) Neosonic, Recoton, Wollensak; (Video) Recoton.
Terr: Upstate N.Y.

● CHARLOTTE (Area Code 704)

Audio Rep Assocs., 5431D Albemarle Rd. Zip: 28212. Tel: 568-4371. Contact: Randy Holland.
Home office: Lawrenceville (Atlanta Metropolitan Area), Ga.
Lines: Dokorder, Glenburn, Kenwood.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.

Corey Sales Co., 4601 Park Rd. Zip: 28209. Tel: 527-2570. Pres.: C.C. Corey.
Line: Hitachi.
Terr: N.C.; S.C.

Hollingsworth & Still, PO Box 25344, 6929 April Ln. Zip: 28215. Tel: 536-7047. Mgr.: Perry Hooker.
Home office: Atlanta, Ga.
Terr: N.C.; S.C.

Ray Kale Co., 1351 E. Morehead St. Zip: 28204. Tel: 372-4252. Owner: Ray Kale.
Terr: N.C.; S.C.

Misco (Miles Sales Co.), 803K High Meadow Ln. Zip: 28210. Tel: 525-6523. Pres.: R.L. Miles.
Line: Metro Sound.
Terr: N.C.; S.C.

Maitland K. Smith Inc., 1605 Chatham Ave. Zip: 28205. Tel: 372-1026. Pres.: James M. Clymer Jr.; Contact: William Hannon.
Branches: Birmingham, Ala.; Tucker (Atlanta Metropolitan Area), Ga.
Lines: Irish, Tape-Athon.
Terr: Ala.; Ga.; N.C.; S.C.; Tenn.; Va.

Southern Mktg. Assocs., Piedmont Dist. Center, 11425 Granite St. Zip: 28210. Tel: 588-2867. Contact: Charlie Longston, Ertle King.
Home office: Orangeburg, S.C.
Line: Miida.
Terr: N.C.; S.C.

Morris F. Taylor Co. Inc., 6326 Rosecrest Dr. Zip: 28210. Tel: 523-7932. Mgr.: James C. Morris.
Terr: N.C.; S.C.

Top Sales Co., 5511 Old Monroe Rd. Zip: 28212. Tel: 535-5384. Contact: Felix Sebastes.
Line: Unelco.

● GARNER (Area Code 919)

Mike Yeargin, 723 Crestwood Dr. Zip: 27529.
Line: Brother Int'l.

● GREENSBORO (Area Code 919)

Adams & Assocs. Inc., PO Box 9256, 1300 Westover Terr. Zip: 27408. Tel: 272-6838.
Line: Kraco.

Crown Assocs., PO Box 13046, Zip: 27413. Tel: 288-5997, 274-3601. Contacts: Steve Kutos, O.B. Adcock.
Line: Aiko.
Terr: N.C.; S.C.

Paul Hayden Assocs., 2312 Regency Dr. Zip: 27407. Tel: 292-2342. Mgr.: Edward H. Krone.
Home office: East Point (Atlanta Metropolitan Area), Ga.
Lines: Capitol Magnetics, Duotone, Electronic Inds., Pentagon, Royal Sound, Wollensak, Xtal.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va.

Wallace Electronic Sales Inc., Box 7628, Hilltop Sta. Zip: 27507. Tel: 292-0487. Mgr.: Jack D. Bataille.
Home office: Tampa, Fla.

● HIGH POINT (Area Code 919)

Raymond Taylor & Assocs., 2706 Miriam Court. Zip: 27263. Tel: 431-6189. Contact: Dick Shively.
Home office: Canton, Ga.
Line: Sansui.
Terr: Ala.; Fla.; Ga.; N.C.; S.C.; Tenn.; Eastern Miss.

● MATTHEWS (Area Code 704)

D & O Sales Inc., 530 Wilby Dr. Zip: 28105. Tel: 365-2993. Contacts: David Roddey, Odd Nordhuus.
Line: Tandberg.
Terr: Ala.; Fla.; Ga.; Miss.; N.C.; S.C.; Tenn.; Va., excluding Alexandria, Arlington & Falls Church.

● RALEIGH (Area Code 919)

Carolina Mktg. Assocs. Inc., 4200 Waterbury Rd. Zip: 27604. Tel: 878-7758. Mgr.: Cecil Suite.
Home office: West Columbia (Columbia Area), S.C.
Line: Pioneer Electronics of America, TDK, Telex, US Pioneer.
Terr: N.C.; S.C.; Eastern Tenn.; Southern Va.

Elmar Assocs., 4909 Carteret Dr. Zip: 27609. Tel: 787-2841. Mgr.: P.E. Howell.
Home office: Atlanta, Ga.
Line: Aikai.
Terr: Ala.; Ga.; N.C.; S.C.; Tenn.

● WILMINGTON (Area Code 919)

Roctim Corp., 3105 Princess Place Dr. Zip: 28401. Tel: 762-6912. Contact: Dave Touzel.
Line: Tape Servs.
Terr: N.C.; S.C.; Tenn.

OHIO

● AKRON AREA (Area Code 216)

Audio Mktg. Assocs., 1079 Juneau Ave. Zip: 44320. Tel: 864-8988. Pres.: Keith Fannon; VP: Bruce Hagen.
Lines: Crown Int'l, Pageant/Miller.
Terr: Ind.; Ky.; Mich.; Ohio; W. Va.; Western Pa.

Brennan & Howard Inc., 3030 W. Market St. Zip: 44313. Tel: 836-2296. Pres.: C.E. Howard.
Branches: Cincinnati, Dayton, Ohio.
Line: Sharp.
Terr: Ind.; Ky.; Ohio.

Lorien David & Co., PO Box 5168, Zip: 44313. Tel: 867-4066. Contact: James Klivans.
Lines: Electro Brand, Miida.
Terr: Ohio; Western Pa.

Mandabach-Lehner Co., 1773 18 St., Cuyahoga Falls 44223. Tel: 928-7630. Co-Owner: Jack Lehner Jr.
Home office: Columbus, Ohio.
Terr: Ohio; W. Va.; Western Pa.

Shamrock Electronic Sales Inc., 2830 Copley Rd. Zip: 44321. Tel: 666-3796. Mgr.: Thomas M. Carney.
Branches: Indianapolis, Ind.; Dayton, Ohio; Cambridge Springs, Pa.
Lines: V-M, Weltron.
Terr: Ind.; Ky.; Ohio; W. Va.; Western Pa.

● CINCINNATI (Area Code 513)

Brennan & Howard Inc., 500 Northland Blvd. Zip: 45240. Tel: 851-5000. Mgr.: J.P. Gwin.
Home office: Akron, Ohio.
Line: Sharp.
Terr: Ind.; Ky.; Ohio.

Kirschner Sales Co., PO Box F, 9563 Montgomery Rd. Zip: 45242. Tel: 891-5602.
Line: Tenna.
Terr: Ind.; Ky. (auto reps.).

McFadden Sales Inc., 2327 Walden Glen Circle. Zip: 45231. Tel: 825-1224. Mgr.: John Cameron.
Home office: Columbus, Ohio.
Lines: (Audio) Teac; (Video) TDK.
Terr: Ind.; Ky.; Ohio.

Stricker & Hahn, 607 Hickory Hill Ln. Zip: 45215. Tel: 761-8513. Partner: George Stricker.
Terr: Ind.; Ky.; Ohio.

● CLEVELAND AREA (Area Code 216)

Amster-Heiser Co., 3725 Lee Rd. Zip: 44120. Tel: 991-1210.
Line: Tenna.
Terr: Ohio (auto reps.).

Astro Sales Co. Inc., 672 Alpha Dr. Zip: 44143. Tel: 461-4500. Pres.: Dick Rose.
Lines: Concord, Maxell, Pioneer Electronics of America, US Pioneer.
Terr: Ohio; W. Va.; Western Pa.

F. A. Daugherty Co., 6025 Mayfield Rd. Zip: 44124. Tel: 449-1122. Pres.: Frank A. Daugherty; Sales Mgr.: Bill Daugherty.
Branch: Lawrenceburg, Ind.
Line: Fisher, Wollensak.
Terr: Ohio.

Lawrence Elliot Co., 20011 Fairmount Blvd. Zip: 44118. Tel: 321-8732.
Line: Kraco.

Imtech Inc., 6862 Engle Rd. Zip: 44130. Tel: 826-3400.
Line: Telex.

K A M Mktg. Co., 23715 Mercantile Rd. Zip: 44122. Tel: 464-7717. Pres.: Aaron Kranitz.
Line: (Audio) Topp.
Terr: Ohio.

M S Sales Corp., 670 S. Green Rd. Zip: 44121. Tel: 382-2060. Contact: Herb Spokane.
Line: Columbia Magnetics.
Terr: Ohio.

McFadden Sales Inc., 6965 Carriage Hill Dr., Apt. 203, Brecksville 44141. Tel: 528-3376. Mgr.: Scott Haines.
Home office: Columbus, Ohio.
Lines: TDK, Teac.
Terr: Ind.; Ky.; Ohio.

Hank Miller Sales, 4087 Meadowbrook Blvd. Zip: 44118. Tel: 321-3900. Owner: Hank Miller.
Branches: Jamestown, Wickliffe, Ohio.
Terr: Ohio; W. Va.; Western Pa.

Nulick & Strobel, 924 E. 222 St. Zip: 44123. Tel: 261-3355. Contacts: Ron Nulick, Ron Strobel.
Line: Helmac.

J. B. Parent Co., 19706 Center Ridge Rd. Zip: 44116. Tel: 333-9955. Pres.: J.B. Parent; Sales Mgr.: Richard Van Dervort.
Terr: Ohio; W. Va.; Western Pa.

Robert W. Peters Co., 630 E. 222 St. Zip: 44123. Tel: 261-2330. Owner: Robert W. Peters.
Lines: Duotone, Rotel, Uher.

Stan Roberts Sales Co., 23742 Greenlawn Ave. Zip: 44122. Tel: 382-7150. Contact: Stan Roberts.
Terr: Ohio; Erie, Pa.

Jerold Schlesinger & Assocs., 24700 Chagrin Blvd., Beachwood 44122.
Line: Kraco.

Schroeder Sales Co., 2084 Noble Rd. Zip: 44112. Tel: 268-3636. Pres.: Henry J. Schroeder.
Lines: BSR, Dokorder, Yamaha.
Terr: BSR—Mich.; Ohio; Western Pa. Dokorder & Yamaha—Mich.; Ohio; W. Va.; Western Pa.

Norman Sigel, 3168 Warrington Rd., Shaker Heights 44120. Tel: 752-5843.
Terr: Ohio.

Spectra Sales Co., 22476 Byron Rd. Zip: 44122. Tel: 561-8900. Pres.: Jim Bialosky.
Lines: Audiovox, Royal Sound, Sankyo, Vanco.
Terr: Ohio.

● COLUMBIA STATION (Area Code 216)

C. L. Pugh & Assocs. Inc., 25423 Sprague Rd. Zip: 44028. Tel: 235-6028. Sec'y-Treas.: Robert Martin.
Home office: Columbus, Ohio.
Lines: (Audio) BASF, Craig; (Video) BASF.
Terr: Ohio; W. Va.; Western Pa.

● COLUMBUS (Area Code 614)

Abcom Sales, 1166 Chesapeake Ave. Zip: 43212. Tel: 486-9684. Contact: Jack Abram.
Lines: Sony, Superscope.

Vito J. Lauletta, PO Box 13097. Zip: 43212. Tel: 861-8113.
Line: Metro Sound.
Terr: Ohio.

Mandabach-Lehner Co., 1350 Crestwood Ave. Zip: 43227. Tel: 235-0265. Co-Owner: John A. Mandabach.
Branches: Cuyahoga Falls (Akron Area), Ohio; Pittsburgh, Pa.
Terr: Ohio; W. Va.; Western Pa.

McFadden Sales Inc., 150 E. Broad St. Zip: 4321

● DAYTON (Area Code 513)

Ashby Assocs. Inc., 4130 Linden Ave., Suite 155, Zip: 45432. Tel: 252-5627. Pres.: Griffin L. Ashby.
 Terr: Ind.; Ky.; Mich.; Ohio; W.Va.; Northern Calif.; Western Pa.
 Bear Mktg., 1563 E. Dorothy Ln. Zip: 45429. Tel: 299-3566.
 Home office: Richfield, Ohio.
 Lines: Akai, Bigston, Brother Int'l, Capitol Magnetics, Clarion, Onkyo.
 Terr: Ohio.
 Brennan & Howard Inc., 1201 Hempstead Rd. Zip: 45429. Tel: 299-6109. VP: J.H. Miner.
 Home office: Akron, Ohio.
 Terr: Ind.; Ky.; Ohio.
 Creative Mktg., 4498 Stonecastle. Zip: 45440. Tel: 426-5062. Pres.: J.H. McMullin. Sales Mgr.: Carroll D. McMullin.
 Terr: Ind.; Ky.; Ohio.
 Shamrock Electronic Sales Inc., 805 Rockhill Ave. Zip: 45429. Tel: 298-3052. Pres.: William C. Harding.
 Home office: Akron, Ohio.
 Lines: V-M, Weltron.
 Terr: Ind.; Ky.; Ohio; W.Va.; Western Pa.

● HUDSON (Area Code 216)

Morrison Mktg. Assocs. Inc., PO Box 459, Zip: 44236. Tel: 656-2520. Pres.: Bruce Morrison.
 Lines: Audio Magnetics, Toshiba.
 Terr: Ohio.

● JAMESTOWN (Area Code 513)

Hank Miller Sales, 7580 Ottawa. Zip: 45335. Tel: 675-2059. Mgr.: Rick Edwards.
 Home office: Cleveland, Ohio.
 Terr: Ohio; Western Pa.; W.Va.

● MEDINA (Area Code 216)

Tom Grant Assocs., 2510 Medina Rd. Zip: 44256. Tel: 725-6528. Pres.: Tom Grant.
 Line: Kenwood.
 Terr: Ohio; W.Va.; Western Pa.
 James H. Podolny Co., PO Box 565, 251 S. Court St. Zip: 44256. Tel: 725-8814. Pres.: James H. Podolny.
 Terr: Ohio; W.Va.; Western Pa.

● MONTGOMERY (Area Code 513)

Spik Spiegel, 7942 Hunters Knoll Court. Zip: 45242. Tel: 793-9407.
 Line: Columbia Magnetics.
 Terr: Ky.; Ind., excluding Lake County.

● RICHFIELD (Area Code 216)

Bear Mktg., 3623 Brecksville Rd. Zip: 44286. Tel: 659-3131. Pres. & Gen. Sales Mgr.: D.P. Locke, Opns. Mgr.: P.L. King.
 Branch: Dayton, Ohio.
 Lines: Akai, Bigston, Brother Int'l, Capitol Magnetics, Clarion, Onkyo.
 Terr: Ohio.

● TROY (Area Code 513)

Mid-Atlantic Reps., 2550 E. Vista Ridge. Zip: 45373. Tel: 335-4300. Contact: Craig Coldiron.
 Line: Recordex.

● WICKLIFFE (Area Code 216)

Hank Miller Sales, 1756 Arbor St. Zip: 44092. Tel: 585-3278. Mgr.: David Harb.
 Home office: Cleveland, Ohio.
 Terr: Ohio; W.Va.; Western Pa.

OKLAHOMA

● BETHANY (Area Code 405)

Southwestern Specialties Co., 7501 NW 19 St. Zip: 73008. Tel: 789-4972. Contact: Joel D. Brandon.
 Home office: Dallas, Tex.
 Line: Aiko.

● OKLAHOMA CITY (Area Code 405)

Century Sales Ltd. Inc., 9604 S. Allen Dr. Zip: 73139. Tel: 691-3688. Mgr.: David Townsend.
 Home office: Dallas, Tex.

Lines: BSR, Dokorder, Pioneer Electronics of America, Sansui, TDK, Wollensak.
 Terr: Ark.; La.; Okla.; Tex.
 Hirsig-Frazier Co., 2713 Sterling. Zip: 73127. Tel: 946-4241. Contact: Richard Orrell.
 Home office: Dallas, Tex.
 Line: Audiovox.
 Terr: Ark.; La.; N.M.; Okla.; Tex.
 Johnson-Martinez & Assocs. Inc., PO Box 12705, Zip: 73112. Tel: 947-6433. Pres.: Owen R. Johnson. Mgr.: S. Johnson.
 Lines: Audio Magnetics, Hanabashiya, Jet Sound, Toshiba.
 Terr: Ark.; La.; Okla.; Tex.
 Southwest Mktg. & Sales Co., 6628 Willowridge Dr. Zip: 73122. Tel: 721-8374. VP: Tommy Spann.
 Home office: Dallas, Tex.
 Terr: Ark.; La.; Miss.; Okla.; Tex.

● TULSA (Area Code 918)

Hirsig-Frazier Co., 1607 E. 43 Pl. Zip: 74105. Tel: 742-8307. Contact: R.W. Gilchrist. Branch: PO Box 52681. Zip: 74152. Tel: 437-4888. Contact: Tim R. Tipton.
 Home office: Dallas, Tex.
 Line: Audiovox.
 Terr: Ark.; La.; N.M.; Okla.; Tex.
 Jack F. McKinney Sales Co., 1246 E. 28 St. Zip: 74114. Tel: 742-6791. Contact: Dan Thompson.
 Home office: Dallas, Tex.
 Line: Irish.
 Terr: Ark.; La.; Miss.; Okla.; Tex., excluding El Paso.
 Bennie Meadow, 2419 E 55 Pl., Apt. 33. Zip: 74105.
 Line: Brother Int'l.
 Miller & Assocs. Inc., 3761 S. 91 East Ave. Zip: 74145. Mktg. Mgr.: C.L. Coates.
 Home office: Dallas, Tex.
 Lines: Editall, Marantz, Sony, Superscope.
 Terr: Ark.; La.; Okla.; Tex., excluding El Paso County.
 J. Y. Schoonmaker Co. Inc., PO Box 7762. Zip: 74105. Tel: 936-1423. Mgr.: Jim Moore.
 Home office: Dallas, Tex.
 Line: Telex.
 Terr: Okla.

OREGON

● BEAVERTON (Area Code 503)

George Janssens, 9375 SW Aspen. Zip: 97005. Tel: 292-5440/4000.
 Line: Kraco.

● PORTLAND (Area Code 503)

C. B. Sales Co., 6926 NE Sandy Blvd. Zip: 97213. Tel: 281-8972. Pres. & Sales Mgr.: G.A. Carroll.
 Terr: Ore.; Wash.; Western Idaho.

H. O. Crane & Assocs., 2256 NW Pettygrove St. Zip: 97210. Tel: 222-9438. Contact: Herb Crane.
 Line: Helmac.

Earl & Brown Co. Inc., 7719 SW Capitol Hwy. Zip: 97219. Tel: 245-2283. Mgr.: Larry Brown.
 Home office: Seattle, Wash.
 Lines: (Audio) Capitol Magnetics, Crown Int'l, Fisher, Glenburn, (Video) Sanyo.
 Terr: Ore.; Wash.; Northern Idaho; Western Mont.

James W. Eckersley Co., 3150 SW Hamilton St. Zip: 97201. Tel: 246-3183. Owner: James W. Eckersley.
 Terr: Ore.; Wash.; Western Idaho; Western Mont.

Far West Mktg. Inc., 7530 SW Varns. Zip: 97223. Tel: 639-7761/7778. Contact: Bob Sudlow.
 Branch: Seattle, Wash.
 Line: Brother Int'l.

W. P. Hemenway Co., 1405 NW 14 Ave. Zip: 97209. Tel: 222-3687. Pres.: W.P. Hemenway. Sales Mgr.: Buck Hemenway.
 Line: Electro Brand.

J. V. Ents., 52-03 NE Sandy Blvd. Zip: 97213. Tel: 284-7921.
 Line: Panasonic.
 Terr: Ore.

Richard Legg Co., 4475 SW Scholls Ferry Rd. Zip: 97225. Tel: 292-8824. Pres.: Richard R. Legg.
 Terr: Alaska; Ore.; Wash.; Western Idaho; Western Mont.

Roger M. Minthorne Co., 7643 SW 33 Ave. Zip: 97219. Tel: 246-4556. Pres.: Roger M. Minthorne. Sales Mgr.: M.H. Minthorne.
 Line: Robins.

Muntz Sales, 1765 N. Jantzen Dr. Zip: 97217. Tel: 285-0078. Pres. & Sales Mgr.: James E. Muntz.
 Line: (Video) Muntz Theater Television.
 Terr: Alaska; Idaho; Ore.; Wash.; Western Mont.

Representatives Northwest, 4949 SE 26 St. Zip: 97202. Tel: 233-3674. Contact: Phil Rodgers.
 Line: Bigston.
 Terr: Alaska; Idaho; Ore.; Wash.

PENNSYLVANIA

● ABINGTON (Area Code 215)

Mid-Atlantic Sales Co., 1765 Rockwell Rd. Zip: 19001. Tel: 657-1256. Mgr.: John Robinson.
 Home office: Silver Spring, Md.
 Terr: Wash., D.C.; Md.; Va.

● ASTON (Area Code 215)

E-K-P Assocs. Inc., 1555 Springhill Dr. Zip: 19014. Tel: 459-4517. Contact: Greg Winner.
 Home office: Easton, Pa.
 Lines: Audiovox, EV/Game, Elpa, Nortronics.
 Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

● BETHLEHEM (Area Code 215)

E-K-P Assocs. Inc., 1050 Hellertown Rd. Zip: 18015. Tel: 691-5250. Contact: Tom Kaiser.
 Home office: Easton, Pa.
 Lines: Audiovox, EV/Game, Elpa, Nortronics.
 Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

● CAMBRIDGE SPRINGS (Area Code 814)

Shamrock Electronic Sales Inc., 297 1/2 McClellan St. Zip: 16403. Tel: 398-8348. Contact: Don Hilliard.
 Home office: Akron, Ohio.
 Lines: V-M, Weltron.
 Terr: Ind.; Ky.; Ohio; W.Va.; Western Pa.

● EASTON (Area Code 215)

E-K-P Assocs. Inc., Lennox Plaza, 905 Miller St. Zip: 18042. Tel: 258-6477/6484. Pres.: Richard R. Kaiser.
 Branches: Baltimore, Md.; Aston, Bethlehem, Pa.
 Lines: Audiovox, EV/Game, Elpa, Nortronics.
 Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

Billboard 1975 Tape/Audio/Video Market Sourcebook

Part 2—Manufacturers' Representatives—Ohio-Pa.

● ENON VALLEY (Area Code 412)

Nebco Assocs., PO Box 274. Zip: 16120. Contact: Neal E. Bear Jr.
 Line: Brother Int'l.

● HUNTINGDON VALLEY (Area Code 215)

Mark Pitkow Co., 1580 Buck Hill Dr. Zip: 19006. Tel: 464-8921. Pres.: Mark Pitkow.
 Line: Tandberg.
 Terr: Del.; Md.; Va.; Southern N.J.; Eastern Pa.

● JENKINTOWN (Area Code 215)

Gross & Gordon Sales Inc., 526 Benjamin Fox Pavilion. Zip: 19046. Tel: 884-7787. Pres.: Donald Gross.
 Line: IDI.
 Terr: Del.; Wash., D.C.; Md.; Southern N.J.; Eastern Pa.

● McMURRAY (Area Code 412)

Cooper Assocs., 112 Oakwood Rd. Zip: 15317. Tel: 941-6473. Pres.: Charles S. Cooper.
 Terr: W.Va.; Cumberland, Md.; Western Pa.

● MONROEVILLE (Area Code 412)

Lienau Assocs. Inc., 154 Leslie Dr. Zip: 15146. Tel: 373-0953. Mgr.: J. Silverstein.
 Home office: Rockville, Md.
 Lines: (Audio) Fisher, Teac.
 Terr: Del.; Wash., D.C.; Md.; Pa.; Va.; W.Va.; Southern N.J.

● NEWTOWN SQUARE (Area Code 215)

George M. Conneen Co. Inc., 25 S. Newtown

Street Rd. Zip: 19073. Tel: 353-2241. Pres.: George M. Conneen.
 Lines: (Audio) Pilot, Robins, Telex, Uher; (Video) Javelin.
 Terr: Del.; Southern N.J.; Eastern Pa.

● NORRISTOWN AREA (Area Code 215)

Associated Electronic Reps. Inc., 251 W. De Kalb Pike, C105, King Of Prussia 19406. Tel: 265-2028. Pres.: Milt Dienes.
 Line: (Video) Sanyo.
 Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

● PAOLI (Area Code 215)

Babcock & Johnson Inc., PO Box 1036, 15 Paoli Plaza. Zip: 19301. Tel: 647-4220. Pres.: Lloyd J. Babcock.
 Terr: Del.; Wash., D.C.; Md.; Southern N.J.; Eastern Pa.

● PHILADELPHIA METROPOLITAN AREA (Area Code 215)

Billet, Freeman & Levin Inc., 113 Essex Ave., Narberth 19072. Tel: 839-7750.
 Line: Tenna.

Terr: Del.; Wash., D.C.; Eastern Md.; Southern N.J.; Eastern Pa.; Va.; Fairfax County (auto reps.).
 Irv Genstein & Assocs., 1612 Griffith St. Zip: 19111. Tel: 725-8942.
 Line: Unelco.

Wilfrid Graham Assocs., 610 Latham Dr., Wynnewood 19096. Tel: 649-3027/9822. Owner: Wilfrid Graham.

(Continued on page 76)



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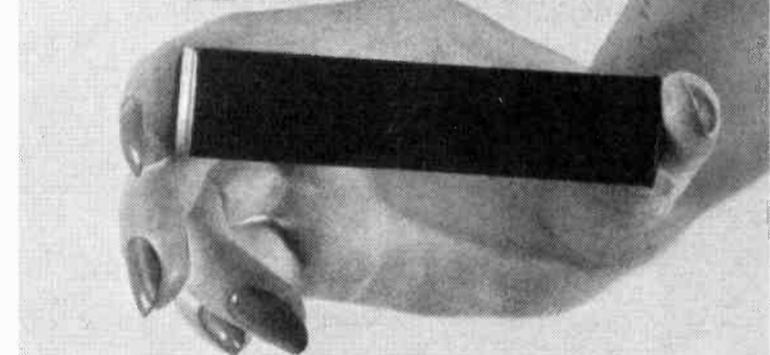
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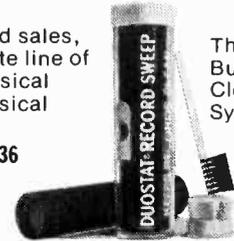
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 Inventive Mktg. Assocs. Inc., 1411 Walnut St., Suite 820. Zip: 19102. Tel: 561-6660. Contacts: William Wetherhold, Jon Fixler.
Line: Miida.
Terr: Del.; Southern N.J.; Eastern Pa., including Philadelphia.
 PennReps Co., 3900 Ford Rd., Suite PH-Q. Zip: 19131. Tel: 877-3245. Pres.: Laurence J. Yasner.
Lines: Hitachi, Olympic.
Terr: Del.; Southern and central N.J.; Eastern & central Pa.
 Taub Sales Inc., 12630 Chilton Rd. Zip: 19154. Tel: 748-1242. Contact: Richard Epstein.
Home office: Silver Spring, Md.
Lines: Glenburn, Philips.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.
 Morris F. Taylor Co. Inc., 373 Selma St. Zip: 19116. Tel: 698-9757. Mgr.: Howard Love.
Home office: Silver Spring, Md.
Terr: Del.; Southern N.J.; Eastern Pa.

● PITTSBURGH AREA (Area Code 412)

Lloyd I. Colbert, 4931 Highland Ave., Bethel Park 15102. Tel: 835-9235.
Line: Tenna.
Terr: W.Va.; Western Md.; Western Pa. (auto reps.).
 Fred Fleischmann Inc., 5514 Baum Blvd. Zip: 15232. Tel: 681-4848.
Branch: Louisville, Ky.
Lines: Columbia Magnetics, Unelco.
Terr: W.Va.; Western Pa.
 Furman-Schwartz Assocs. Inc., 7555 Roslyn St. Zip: 15218. Tel: 271-8113. Pres.: Sol Furman.
VP: William A. Schwartz.
Terr: W.Va.; Western Md.; Western Pa.
 Mort Golden Sales, 1541 Windcrest Dr. Zip: 15206. Tel: 441-2562.
Lines: Aiko, Tape Servs.
Terr: W.Va.; Western Pa., west of Harrisburg.
 R. H. Kuhn Co. Inc., 1101 W. North Ave. Zip: 15233. Tel: 323-1300. Pres.: R.H. Kuhn.
Sales Mgr.: Clarence Lyons.
Terr: Ohio; Pa.; W. Va.
 Mandabach-Lehner Co., 1339 Sylvandell Dr. Zip: 15243. Tel: 279-2264. Mgr.: Bill Carter.
Home office: Columbus, Ohio.
Terr: Ohio; W.Va.; Western Pa.

Lawrence "Bud" Marshall, 3903 Beechwood Blvd. Zip: 15217. Tel: 521-8993.
Line: Metro Sound.
Terr: W.Va.; Western Pa.
 C. L. Pugh & Assocs. Inc., 512 Crestline Dr. Zip: 15234. Tel: 531-2731. VP: Samuel W. MacCallum.
Home office: Columbus, Ohio.
Lines: (Audio) BASF, Craig; (Video) BASF.
Terr: Ohio, W.Va.; Western Pa.
 Mike Spallato & Assocs., 3367 Babcock Blvd. Zip: 15237. Tel: 366-4600.
Line: Kraco.
 Morris F. Taylor Co. Inc., 421 Elwood Dr. Zip: 15235. Tel: 823-8337. Mgr.: Ronald J. Goldberg.
Home office: Silver Spring, Md.
Terr: W.Va.; Western Pa.
 Joel Wolfson Co., 201 Penn Center Blvd. Zip: 15235. Tel: 823-8400. Owner: Joel Wolfson.
Lines: Bigston, Harman-Kardon, Wollensak.
Terr: W.Va.; Western Pa.

● READING (Area Code 215)

F F & K Sales Corp., 2156 Elder St. Zip: 19604. Tel: 929-8803. Contact: M. Galitz.
Home office: Westville, N.J.
Line: Aiko.
Terr: Reading, Scranton, Wilkes-Barre & York, Pa.

● WARMINSTER (Area Code 215)

Lienau Assocs. Inc., 365 Newtown Rd. Zip: 18974. Tel: 675-0980. Mgr.: Harry Matthews.
Home office: Rockville, Md.
Lines: (Audio) Fisher, Teac.
Terr: Del.; Wash., D.C.; Md.; Pa.; Va.; W.Va.; Southern N.J.

● WILLOW GROVE (Area Code 215)

Estersohn Assocs. Inc., 541 Davisville Rd. Zip: 19090. Tel: 657-1414. Pres.: Harry Ester-son; Sales Mgr.: Joseph Casele.
Lines: Dual, Pioneer Electronics of America, Superscope.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.
 Richard Lewis Sales, 210 Red Barn Rd. Zip: 19090. Tel: 659-0704/1870. Pres.: Dick Lewis.
Terr: Del.; Wash., D.C.; Md.; Va.; Southern N.J.; Eastern Pa.

RHODE ISLAND

● CENTRAL FALLS (Area Code 401)

Anderson Sales Assocs., 28 Perry St. Zip: 02860. Contact: William M. Haddad.
Home office: Boston, Mass.
Terr: New England.

● CRANSTON (Area Code 401)

Joe Conroy Sales Assocs., 84 Mason Ave. Zip: 02910. Tel: 461-5473. Sales Mgr.: Ernest Kortick.
Home office: Brookfield, Conn.
Line: Arrow.
Terr: New England.

SOUTH CAROLINA

● CLOVER (Area Code 803)

Les Caillouet Sales Co., 106 Kings Mountain St. Zip: 29710. Tel: 222-7821. Pres.: Les Caillouet; Sales Mgr.: Jack Reid.
Line: Sharp.
Terr: N.C.; S.C.; Va.

● COLUMBIA AREA (Area Code 803)

Carolina Mktg. Assocs. Inc., 1101 Harbor Rd., Suite 6, West Columbia 29169. Tel: 772-6644. Sales Mgr.: Richard Street.
Branch: Raleigh, N.C.
Lines: Pioneer Electronics of America, TDK, Telex, US Pioneer.
Terr: N.C.; S.C.; Eastern Tenn.; Southern Va.

● GREENVILLE (Area Code 803)

Hal C. Norman Sales Co., PO Box 5185, Sta. B. Zip: 29606. Tel: 244-6254. Owner: Hal C. Norman.
Line: Robins.
Terr: N.C.; S.C.; Tenn.

● ORANGEBURG (Area Code 803)

Southern Mktg. Assocs., PO Box 1783. Zip: 29115. Tel: 534-7859. Contact: Dan Roberts.
Line: Miida.
Terr: N.C.; S.C.

● ROCK HILL (Area Code 803)

Dixie Electronic Assocs. Inc., PO Box 688. Zip: 29730. Tel: 328-3981. Mgr.: Bob Norman.
Home office: Lakeland, Fla.
Line: Weltron.
Terr: Ala.; Fla.; Ga.; La.; Miss.; N.C.; S.C.; Tenn.; Va.

TENNESSEE

● GALLATIN (Area Code 615)

Dixie Electronic Assocs. Inc., PO Box 993. Zip: 37066. Tel: 452-1744. Mgr.: Byron Graves.
Home office: Lakeland, Fla.
Line: Weltron.
Terr: Ala.; Fla.; Ga.; La.; Miss.; N.C.; S.C.; Tenn.; Va.

● KNOXVILLE (Area Code 615)

Eirep Sales Co., PO Box 10986. Zip: 37910. Tel: 584-2964. Contact: Jay Heard.
Home office: Tucker (Atlanta Metropolitan Area), Ga.
Lines: Bib, Maxell, Teac, Technics.
Terr: Ala.; Ga.; Miss.; N.C.; S.C.; Tenn.
 R. K. Swan & Assocs., PO Box 1246. Zip: 37901. Tel: 523-7482. Pres.: R. K. Swan; Sales Mgr.: R. K. Swan Jr.
Lines: Concert Hall, Hisonic, Olympic, Pageant/Miller, Riviera.
Terr: Ala.; Ga.; Ky.; Miss.; Tenn.

● MEMPHIS (Area Code 901)

Baine Assocs., 3189 Cowden Ave. Zip: 38111. Tel: 452-3662. Owner: J.H. Baine Jr.
Terr: Ark.; La.; Miss.; Tenn.
 Dick Bellew Sales Inc., 2800 S. Mendenhall Rd., Apt. 15. Zip: 38118. Tel: 365-9437. Mgr.: Guy Venable.
Home office: El Dorado, Ark.
Lines: Audiovox, Nuvox.
Terr: Ark.; La.; Miss.; Western Tenn., to Tennessee River.
 Brown-Labouisse & Co., PO Box 1772. Zip: 38117. Tel: 767-2095. Contact: Robert W. Seymour Jr.
Home office: New Orleans, La.
Line: Brother Int'l.
Terr: Ala.; Ark.; La.; Miss.; Tenn.; Panhandle of Fla.
 Cartwright & Bean Inc., PO Box 4760, 560 Cooper St. Zip: 38104. Tel: 276-4442. Contact: James Cartwright.
Branches: Chalmette (New Orleans Area), La.; Jackson, Miss.
Line: Bigston.
 Bob Seymour, PO Box 17721. Zip: 38117.
Line: Brother Int'l.
 Simpson, Tipton & Co., 4939 Shady Grove Rd. Zip: 38117. Tel: 767-1621. Pres.: W.K. Simpson.
Branches: Slidell, La., Nashville, Tenn.
Terr: Ark.; Ky.; La.; Miss.; Tenn.
 Wallace Electronic Sales Inc., 5960 Briardale Cove. Zip: 38117. Tel: 682-2281. Mgr.: A.F. Howard.
Home office: Tampa, Fla.

● NASHVILLE AREA (Area Code 615)

Automotive Mktg. & Sales Co. Inc., 100 McBretney Dr., Hendersonville 37075. Tel: 824-7663.
District Mgr.: Sam Compton.
Line: IDI.
Terr: Ky.; Tenn.; Northern Ala.
 Brown-Labouisse & Co., PO Box 17588. Zip: 37217. Tel: 889-7538. Contact: Harold R. Harries.
Home office: New Orleans, La.
Line: Brother Int'l.
Terr: Ala.; Ark.; La.; Miss.; Tenn.; Panhandle of Fla.
 Simpson, Tipton & Co., 136 Jefferson Sq., 5039 Hillsboro Rd. Zip: 37215. Tel: 385-2634.
Mgr.: Joe B. Tipton.
Home office: Memphis, Tenn.
Terr: Ark.; Ky.; La.; Miss.; Tenn.
 Tennessee Sales Co., 3000 Hillsboro Rd., Suite 32. Zip: 37215. Tel: 385-2667. Contacts: Bob Beasley, Nathan Davis.
Line: Aiko.
Terr: Tenn.

TEXAS

● BELLAIRE (Area Code 713)

Jack F. McKinney Sales Co., PO Box 1026. Zip: 77401. Tel: 774-3232. Contact: Mike Pin-genot.
Home office: Dallas, Tex.
Line: Irish.
Terr: Ark.; La.; Miss.; Okla.; Tex., excluding El Paso.

● CONROE (Area Code 713)

Southwestern Specialties Co., 207 Willowick. Zip: 77301. Tel: 691-2164. Contact: Richard E. Allsup.
Home office: Dallas, Tex.
Line: Aiko.

● CORPUS CHRISTI (Area Code 512)

Southwestern Specialties Co., 6326 St. Andrew. Zip: 78413. Tel: 991-2163. VP: Harold R. Applebaum.
Home office: Dallas, Tex.
Line: Aiko.

● DALLAS AREA (Area 214)

A F C O Electronic Sales Corp., 7034 Prestonshire Ln. Zip: 75230. Tel: 363-3925. Pres.: C. Isenberg.
Lines: Creative Environments, Fidelitone, Hitachi.
Terr: Ark.; La.; Okla.; Tex.
 Andy Angelo Sales Inc., 2625 National Circle, Garland 75041. Tel: 271-4466.
Line: Kraco.
 Antle-Smith Sales, 1100 E. Airport Fwy., No. 128, Irving 75062. Tel: 438-1222. Owner: Tom Gutherly.
Lines: Audiovox, Dynasound.
Terr: Ark.; Okla.; La.; Tex., excluding El Paso.
 Campion Sales Co., PO Box 88, Richardson 75080. Tel: 238-8145.
Line: Robins.
Terr: Ark.; La.; Okla.; Tex., excluding El Paso.
 Century Sales Ltd. Inc., 6350 LBJ Fwy., Suite 174. Zip: 75240. Tel: 387-2140. Pres.: Marvin H. Squire.
Lines: BSR, Dokorder, Pioneer Electronics of America, Sansui, TDK, Wollensak.
Terr: Ark.; La.; Okla.; Tex.
 Collins Co., 10155 Plano Rd., Suite 10. Zip: 75238. Tel: 341-7866. Pres.: Joe Collins.
Branch: Houston, Tex.
Terr: Ark.; La.; Okla.; Tex.
 Crockett Sales Co., 2204 N. Griffin. Zip: 75202. Tel: 748-8209. Owner: John Crockett.
Lines: Newcomb, Tenna.
Terr: Ark.; La.; Miss.; Okla.; Tex.; Western Tenn.
 Dobbs-Stanford of Texas Inc., 110 W. Sixth St., Irving 75060. Tel: 252-5502. Pres.: Fred Dobbs; VP Sales: Woody Taylor; Sales Mgr.: Bill Mullins.
Lines: BASF, Wollensak.
Terr: Ark.; La.; Okla.; Tex., excluding El Paso.
 El-Wilco, PO Box 34466. Zip: 75234. Tel: 242-5321. Contacts: Jack Hyde, Keith Brock.
Line: Tape-Athlon.
 J. V. Folsom Co., 9027 Diplomacy Row. Zip: 75247. Tel: 631-1440. Pres.: David Davidson.
Lines: Capitol Magnetics, Soundesign.
Terr: Ark.; La.; Miss.; Okla.; Tenn.; Tex.
 Hirsig-Frazier Co., 4333 Belmont Ave. Zip: 75204. Tel: 824-0117. Pres.: Harley Willey. **Branch:** 607 Winchester, Richardson 75080. Tel: 238-0672. Contact: Keith McMullin.
Branches: Little Rock, Ark.; Harvey (New Orleans Area), La.; Oklahoma City, Tulsa, Okla.; Fort Worth, Houston, Lubbock, New Braunfels, Tex.
Line: Audiovox.
Terr: Ark.; La.; N.M.; Okla.; Tex.
 Lawson & Abbott Co., 4331 Belmont Ave. Zip: 75204. Tel: 826-9480. Contact: Jack Abbott.
Line: Metro Sound.
Terr: Ark.; La.; Okla.; Tex.; Western Tenn.
 Lex Lawson, 1201 Briarwood, Garland 75041. Tel: 278-2219.
Line: Recordex.
 Lee Sales Co., PO Box 5566, Irving 75062. Tel: 363-3831. Pres.: Jim Lee.
Lines: Cetec, Revox.
Terr: Ark.; La.; Okla.; Tex.
 Port Lemley & Assocs., PO Box 58268, 2050 Stemmons Fwy. Zip: 75207. Tel: 741-7391. Contact: Port Lemley.
Line: Bigston.
Terr: Ark.; La.; Okla.; Tex.
 Loss & Stewart Assocs., 3415 Westminster Ave. Zip: 75205. Tel: 691-6039. Owners: Milton Loss, Neal Stewart.
Terr: Ark.; La.; Okla.; Tex.
 Charles Lucas Sales Co., PO Box 24632. Zip: 75224; 4424 Mintway. Zip: 75236. Tel: 330-8181. Contacts: Charles, Sam & Steve Lucas.
Line: Tandberg.
Terr: Ark.; La.; Okla.; Tex.
 Jack F. McKinney Sales Co., 1003 Chemical. Zip: 75207. Tel: 631-9450. Pres.: Jack F. McKinney; Contacts: Ed Wheeler, Sandy Shields, Nelda Jones.
Branches: Tulsa, Okla.; Metairie, La.; Bellaire, Tex.
Line: Irish.
Terr: Ark.; La.; Miss.; Okla.; Tex., excluding El Paso.

Merchandisers Inc., 1503 Northridge Dr., Carrollton 75006. Tel: 242-2068. Mgr.: John Threadgill. **Branch:** 711 Cliffside Dr., Richardson 75080. Tel: 235-3007. Contact: William Neilson.
Home office: Houston, Tex.
Terr: Ark.; La.; Miss.; Okla.; Tex.; Western third of Tenn.
 Miller & Assocs. Inc., PO Box 34028. Zip: 75234; 4304 Beltwood Pkwy, N. Zip: 75240. Tel: 661-5002. Pres.: Ed W. Miller; Sales Mgr.: Don Tolley.
Branches: New Orleans, La.; Tulsa, Okla.; Houston, Tex.
Lines: Editall, Marantz, Sony, Superscope.
Terr: Ark.; La.; Okla.; Tex., excluding El Paso County.
 R A M Mktg., 1802 Dallas Trade Mart. Zip: 75207. Tel: 744-4881. Contact: Don Poe.
Line: Miida.
Terr: Okla.; Tex.
 Roman Sales, 3372 Camelot. Zip: 75229. Tel: 358-2152. Contact: Roman Fontenot.
Line: Helmac.
 Harold Schnair Sales Co., 123 Manufacturing St. Zip: 75207. Tel: 741-1581.
Line: Tenna.
Terr: Ark.; La.; Okla.; Tex., excluding El Paso (auto reps.).
 J. Y. Schoonmaker Co. Inc., PO Box 20840, 2995 Ladybird Ln. Zip: 75220. Tel: 351-8481. Pres.: E. Jess Spoonstons.
Branches: Tulsa, Okla.; Houston, Tex.
Line: Telex.
 Southwestern Specialties Co., 4440 Sigma Rd., Suite 130. Zip: 75240. Tel: 239-0175. Pres.: John J. Murphy. **Branches:** PO Box 58299, 711 World Trade Center. Zip: 75207. Tel: 651-1711. Contact: Roland Brucks; 7719 La Verdura Dr. Zip: 75240. Tel: 233-2305. Contact: Arnold Kaplan.
Branches: Metairie (New Orleans Area), La.;

77018. Tel: 686-4838, 681-0306. Mgr.: Bill Walters.
Home office: Irving (Dallas Area), Tex.
Line: Capitol Magnetics.
Terr: Ark.; La.; Miss.; Okla.; Tenn.; Tex.
 Tartan Sales Co., 627 Chadbourne Court. Zip: 77024. Tel: 497-3118. Contact: Pat Samuels.
Home office: Dallas, Tex.
Line: Unelco.
 Tobias & Co., 7031 Drowsy Pine. Zip: 77018. Tel: 462-6864. Owner: John Tobias.
Line: Harman-Kardon.
Terr: Ark.; La.; Okla.; Tex.
 Wyborny Sales Co., 7315 Ashcroft, No. 108. Zip: 77036. Tel: 772-0961. Owners: Dan Speegle, Jim Hancock.
Lines: Glenburn, Kenwood, Otari, Philips, Tapco.
Terr: Ark.; La.; Okla.; Tex., excluding El Paso County.

77036. Tel: 772-1097. Pres.: L.J. Paul Jr.
Terr: Ark.; La.; Okla.; Tex.
 Ranger Electronics Inc., 3100 Richmond. Zip: 77006. Tel: 529-2812. Pres.: J.M. Silver.
Line: Sterling.
Terr: Ark.; La.; Miss.; Okla.; Tex.; Western Tenn.
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Home office: Dallas, Tex.
Line: Telex.
 Southwest Mktg. & Sales Co., 2603 W. Pebble Beach, Missouri City 77459. Tel: 499-3764. VP: John Stator.
Home office: Dallas, Tex.
Terr: Ark.; La.; Miss.; Okla.; Tex.
 Spivey-LaBoeuf Assocs., PO Box 12321, 7547 Wilmerdean. Zip: 77017. Tel: 649-1221.
Home office: Richardson (Dallas Area), Tex.
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Terr: Okla.; Tex.
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 Southwest Mktg. & Sales Co., 2603 W. Pebble Beach, Missouri City 77459. Tel: 499-3764. VP: John Stator.
Home office: Dallas, Tex.
Terr: Ark.; La.; Miss.; Okla.; Tex.
 Spivey-LaBoeuf Assocs., PO Box 12321, 7547 Wilmerdean. Zip: 77017. Tel: 649-1221.
Home office: Richardson (Dallas Area), Tex.
Line: Recoton.
Terr: Okla.; Tex.
 Sullivan & Assocs., 6123 Spruce Forest. Zip: 77018. Tel: 686-4838, 681-0306. Mgr.: Bill Walters.
Home office: Irving (Dallas Area), Tex.
Line: Capitol Magnetics.
Terr: Ark.; La.; Miss.; Okla.; Tenn.; Tex.

77018. Tel: 681-6666. Reg'l Mgr.: Bob Crabtree.
Home office: Dallas, Tex.
Lines: Marantz, Sony, Superscope.
Terr: Ark.; La.; Okla.; Tex., excluding El Paso County.
 L.J. Paul & Assocs. Inc., 6909 Ashcroft, Suite 104. Zip: 77036. Tel: 772-1097. Pres.: L.J. Paul Jr.
Terr: Ark.; La.; Okla.; Tex.
 Ranger Electronics Inc., 3100 Richmond. Zip: 77006. Tel: 529-2812. Pres.: J.M. Silver.
Line: Sterling.
Terr: Ark.; La.; Miss.; Okla.; Tex.; Western Tenn.
 J. Y. Schoonmaker Co. Inc., PO Box 36818. Zip: 77036. Tel: 926-9510.
Home office: Dallas, Tex.
Line: Telex.
 Southwest Mktg. & Sales Co., 2603 W. Pebble Beach, Missouri City 77459. Tel: 499-3764. VP: John Stator.
Home office: Dallas, Tex.
Terr: Ark.; La.; Miss.; Okla.; Tex.
 Spivey-LaBoeuf Assocs., PO Box 12321, 7547 Wilmerdean. Zip: 77017. Tel: 649-1221.
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 Ranger Electronics Inc., 3100 Richmond. Zip: 77006. Tel: 529-2812. Pres.: J.M. Silver.
Line: Sterling.
Terr: Ark.; La.; Miss

Part 2—Manufacturers' Representatives—Tex.-Wis.

• **NEW BRAUNFELS (Area Code 512)**
Hirsig-Frazier Co., Box 614, RR 1, Zip: 78130. Tel: 625-7903. Contacts: R.H. & Wayne A. Givens.
Home office: Dallas, Tex.
Line: Audiovox.
Terr: Ark.; La.; N.M.; Okla.; Tex.

• **PASADENA (Area Code 713)**
Lawson & Abbott Co., 1222 Gamma, Zip: 77504. Tel: 487-3636. Contact: Phil Hansen.
Home office: Dallas, Tex.
Line: Metro Sound.
Terr: Ark.; La.; Okla.; Tex.; Western Tenn.

• **SAN ANTONIO (Area Code 512)**
Century Sales Ltd. Inc., 11527 Whisper Breeze, Zip: 78230. Tel: 492-1583. VP: Dick Merryman.
Home office: Dallas, Tex.
Line: BSR, Dokorder, Pioneer Electronics of America, Sansui, TDK, Wollensak.
Terr: Ark.; La.; Okla.; Tex.

• **SPRING (Area Code 713)**
Southwestern Specialties Co., 19430 Enchanted Stream, Zip: 77373. Tel: 691-2164. Contact: Russell Davis.
Home office: Dallas, Tex.
Line: Aiko.

• **WICHITA FALLS (Area Code 817)**
Lawson & Abbott Co., 3007 Speedway Dr. Zip: 76308. Tel: 767-8412. Contact: Loy E. Nichols.
Home office: Dallas, Tex.
Line: Metro Sound.
Terr: Ark.; La.; Okla.; Tex.; Western Tenn.

United States Sales, 2644 Barrett St. Zip: 23452. Tel: 340-4000.
Line: Bigston, Columbia Magnetics.
Terr: (Government sales).

WASHINGTON

• **NACHES (Area Code 509)**
House of Fleethers, 20055 Hwy. 12, Zip: 98937. Tel: 653-2812. Pres.: Richard G. Fleethers.
Terr: Mont.; Wash.; Idaho Panhandle.

• **SEATTLE AREA (Area Code 206)**
Ken Bolster Sales Co., PO Box 78062, Zip: 98178. Tel: 772-2121. Owner: Ken Bolster.
Line: Dokorder, Hervic, KLH, Universal Tape.
Terr: Alaska; Ore.; Wash.; Western Idaho; Western Mont.

D M S-Vantage, 7821 Fremont Ave. N. Zip: 98103. Tel: 784-6800.
Line: Columbia Magnetics.
Terr: Alaska; Ore.; Wash.
Earl & Brown Co. Inc., PO Box 9285, Zip: 98109. Tel: 284-1121. Pres.: W.E. Earl.
Branch: Portland, Ore.
Line: (Audio) Capitol Magnetics, Crown Int'l, Fisher, Glenburn, (Video) Sanyo.
Terr: Ore.; Wash.; Northern Idaho; Western Mont.

Far West Mktg. Inc., 2020 Alaskan Way, Zip: 98121. Tel: 682-0705. Contact: Don Welch.
Home office: Portland, Ore.
Line: Brother Int'l.

Fleehart & Sullivan Inc., 10109 Aurora Ave. N. Zip: 98133. Tel: 522-1533. Pres.: Bob Sullivan.
Opns. Mgr.: Don Dussault.
Terr: Alaska; Idaho; Mont.; Ore.; Wash.
Frazier, Dippold, Rowden Inc., 687 Strander Blvd., Tukwila Branch, Zip: 98188. Tel: 242-5736.
Line: Kraco.
Mel Gross, 4080 N. Mercer Way, Mercer Island 98040. Tel: 232-3716.
Line: Tenna.
Terr: Ore.; Wash.; Western Idaho; to Boise (electronic reps.).

Henry Joncas Co., 13026 Sunnyside N. Zip: 98133. Tel: 364-8609. Owner: Henry Joncas.
Line: Maxell, Sansui, Tandberg.
Terr: Alaska; Ore.; Wash.; Western Idaho; Western Mont.

S. C. McAfee, 3704 E. Howe, Zip: 98112. Tel: 322-7337. Pres.: S.C. McAfee.
Branch: Anchorage, Alaska.
Line: Craig, Sony.
Terr: Alaska.

McCune Assocs., 5451 California SW, Zip: 98136. Tel: 938-2532. Contact: William McCune.
Line: Metro Sound.
Terr: Mont.; Ore.; Wash.; Western Idaho.

Northern Pacific Mktg. Inc., 5420 233 Pl. SE, Bothell 98011. Tel: 485-7497. Contact: Larry Hall.
Line: Aiko, Unelco.
Terr: Ore.; Wash.; Northern Idaho.

Pacific Northwest Mktg. Inc., 848 106 Ave. NE, Bellevue 98004. Tel: 455-2300. Pres.: David Bell; Sales Mgr.: Fred L. Faulkner.
Line: Wollensak.
Terr: Alaska; Idaho; Mont.; Ore.; Wash.

Repronics, 121 Boren Ave. N. Zip: 98109. Tel: 623-1510. Contact: Bill Moore.
Line: Miida.
Terr: Ore.; Wash.; Northern Idaho.

Vector, 2355 10 Ave. E. Zip: 98102. Tel: 322-4343. Contact: Dale Lasater.
Line: Tape-Athon.

Wilkes Mktg. Corp., PO Box 1511, Bellevue 98009. Tel: 455-5350. Pres.: Richard A. Wilkes.
Line: Pioneer Electronics of America, TDK.
Terr: Alaska; Ore.; Wash.

W. K. Wood Inc., 251 SW 153 St, Zip: 98166. Tel: 246-5111. Contact: Bill Wood.
Line: Teac.
Terr: Alaska; Idaho; Ore.; Wash.; Western Mont.

Yonke & Seim Inc., PO Box 545, Bellevue 98009. Tel: 641-2584. Contact: Wayne Yonke.
Line: Xtal.

• **YAKIMA (Area Code 509)**
Barnsley Weis Assocs., 509 S. First St. Zip: 98901. Tel: 453-5537. Contacts: Rudy Barnsley, Brad Weis.
Line: Tape Servs.
Terr: Idaho; Ore.; Wash.; Western Mont.

WEST VIRGINIA

• **HINTON (Area Code 304)**
Tape-Tronics of West Virginia Inc., 207 Temple St. Zip: 25951. Tel: 466-2670. Pres. & Sales Mgr.: Gary Kommers; VP: Elaine Kommers.
Line: Electra, Kraco.
Terr: Pa.; Va.; W. Va.; parts of Ky.

WISCONSIN

• **COLGATE (Area Code 414)**
Markal Sales Corp., 614 Colgate Rd. Zip: 53017. Tel: 628-2801. Mgr.: Bob Langmesser.
Home office: Chicago, Ill.
Line: Glenburn, Hitachi, Pioneer Electronics of America, TDK, US Pioneer.
Terr: Mich.; Wis.; Northern Ill.

• **LAKE GENEVA (Area Code 414)**
Larry Sandberg, 75 Hillside Dr. Zip: 53147. Tel: 248-4916.
Line: Brother Int'l.
Wis-III Sales Group, PO Box 146, 200 Sheridan Springs Rd. Zip: 53147. Tel: 248-6269. Pres.: C. Cantwell.
Terr: Northern Ill.; Southern Wis.

• **MILWAUKEE (Area Code 414)**
Robert J. Custer Co. Inc., PO Box 7283, Zip: 53213. Tel: 258-0084. Pres.: Robert J. Custer.
Line: Hitachi.
Terr: Wis.
Eugene R. Loeb Sales Co., PO Box 3643, 6201 N. Lake Dr. Zip: 53217. Tel: 964-2155. Pres.: Eugene R. Loeb.
Line: Electra.
Terr: Wis.; Northern Ill., excluding Chicago.

UTAH

• **BOUNTIFUL (Area Code 801)**
Paul E. Anderson Co., PO Box 366, Zip: 84010. Tel: 295-2842. Pres.: Paul E. Anderson.
Line: Claricon, JSB Int'l.
Terr: Colo.; Idaho; Mont.; Utah; Wyo.

• **MIDVALE (Area Code 801)**
Jack Rowe Assocs., PO Box 338, 105 Roosevelt St. Zip: 84047. Tel: 561-0786. Contacts: Larry Eccles, Bill Randall.
Home office: Scottsdale, Ariz.
Line: Sanyo.
Terr: Idaho; Mont.; Utah.

• **SALT LAKE CITY (Area Code 801)**
B & B Electronic Prods. Inc., 445 E. Second South, Zip: 84111. Tel: 532-6382. Mgr.: Jay Simmons.
Home office: Denver, Colo.
Line: Crown Int'l, Maxell, Schweizer Design, Tapco, US Pioneer.
Terr: Colo.; Idaho; Mont.; N.M.; Utah; Wyo.; El Paso, Tex.

H P Mktg., 2361 S. Main St. Zip: 84115. Tel: 466-6105. Pres.: J.E. Hall.
Branch: Englewood (Denver Area), Colo.
Line: Ampex, Arista, Dokorder, Kenwood.

Don Horton & Assocs., 5670 Laurelwood St. Zip: 84121. Tel: 272-0004.
Line: Kraco.

Ed Jarrett & Assocs., 2394 Sundown Circle, Zip: 84121. Tel: 467-1146. Pres.: Ed Jarrett.
Terr: Colo.; Idaho; Mont.; Utah; Wyo.

Johnson & Co., 2718 Stanford Ln. Zip: 84118.
Line: Brother Int'l.

Rasmussen, Cavanah & Assocs., 2190 South Temple W. Zip: 84104. Tel: 407-6686.
Line: Columbia Magnetics.
Terr: Utah.

R. A. Ridges Dist. Co. Inc., 738 S. 400 West, Zip: 84101. Tel: 322-5626. Pres.: R.A. Ridges.
Sales Mgr.: Dean Magnesen.
Line: BSR, Capitol Magnetics, Clarion, Columbia Magnetics, Electro Brand, JIL, Kraco, Le-Bo, Sanyo, Xtal, (Video) Muntz.
Terr: Idaho; Mont.; Nev.; Utah; Wyo.

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• **ANNANDALE (Area Code 703)**
L-C-A Sales Co., 3505 Epsilon Pl. Zip: 22003. Tel: 560-9485. Mgr.: Roy Usilton.
Line: BASF.
Terr: Del.; Wash., D.C.; Md.; N.J.; Va.; N.Y., south of & including Westchester & Rockland counties; Eastern Pa., to Harrisburg.

• **HAMPTON (Area Code 804)**
Naafexo America Corp., 600 Rotary Dr. Zip: 23669. Tel: 826-8100. Pres.: Paul McMillan; Exec. VP: Paul M. Mills; VP Mktg.: Gaston De Vigne.
Line: Boman, Certron, Concord, Dual, ICP, Marantz, Metro Sound, Sony, Superscope.
Terr: National; Guantanamo Bay, Cuba; Iceland, Newfoundland, Panama Canal (military, including ships).

• **NORFOLK (Area Code 804)**
Goodman Bros., PO Box 1872, Zip: 23501. Tel: 622-4521. Contact: Victor Goodman.
Branch: Atlanta, Ga.
Line: Electro Brand.
Terr: Ala.; Ga.; N.C.; S.C.; Va.; Eastern Tenn.

Robert Hale & Assocs. Inc., 1215 Norview Ave. Zip: 23513. Tel: 857-7407. Pres.: Robert Hale.
Branch: National City (San Diego Area), Calif.
Line: Audiovox, Fisher, Unelco, Wollensak.
Terr: (Naval & Marine Corps Bases).

• **RICHMOND (Area Code 804)**
David H. Brothers Co. Inc., 3923 Rosedale Ave. Zip: 23227. Tel: 359-4620. Branch Mgr.: Ted Wolstenholme.
Home office: Baltimore, Md.
Line: (Audio) JVC, Robins, Telex, Uher, (Video) Sanyo, Pelco.
Terr: Wash., D.C.; Md.; Va.
Manufacturers' Mktg. Servs., 3105 W. Moore St. Zip: 23230. Tel: 359-0656. Pres. & Mgr.: C.E. Argenzio.
Terr: Wash., D.C.; Md.; N.C.; Va.

• **VIRGINIA BEACH (Area Code 804)**
Kyle IV Mktg., 2005 White Hill Rd. Zip: 23451. Tel: 481-3974. Contact: Charles R. Darling.
Line: Metro Sound.
Terr: (Military accounts).

The New Discrete-Matrix Detente

• *Continued from page 52*
stereo enhancement. Did CD-4 deliberately remain ambiguous on its ability to enhance? "No, it is just that not until recently has CD-4 had a unifying voice," says Eargle, whose JME Associates represents the quad positions of RCA Records, Warner Communications, JVC Cutting Center and Panasonic. "Where the matrix system really shines, however, is in its ability to enhance standard stereo records," is the way it's put in the new CD-4 Handbook that will have, in CD-4's biggest push ever, wide hotel room circulation at CES.

Fine Points Stressed In Retailer Shift

• *Continued from page 53*
type promotion on the top of the line 20 20 + 370 line. In September there will be another promotion on the 370 line, this time offering a free C-90 with the purchase of two tapes. This promotion will include a stackette, which the consumer receives upon purchase of the tapes. Helmstetter says the stackette has probably been the firm's most successful promotion (and has now been introduced as an accessory item) primarily because it is a building block system.

Like other major firms, Ampex, according to Helmstetter, "has watched business grow though not as rapidly as expected. But," he adds, "the levelling seems to be over for blank tape and we now seem ready to enter another strong growth period. Orders are up and the feeling we are getting from dealers now is more positive. They are ordering on a more realistic level now than before the economic crunch hit, but at the same time they realize they must keep a certain standard of inventory or the consumer will go elsewhere. In other words, the consumer didn't stop buying tape when the store ran out.

"As for formulations," Helmstetter continues, "I think the industry has now reached the point of dimin-

(Continued on page 79)

Quad Getting Radio Boost

• *Continued from page 60*
sive closed circuit and over the air broadcasts on K-101 as well as subjective listening tests on the proposed broadcast systems. Companies submitting systems for evaluation and participating in the study were: General Electric Company, Nippon Columbia, Quad-racast Systems, Inc., RCA Corporation and Zenith Radio Corporation.

The broadcast tests were made on the air at K-101 using receivers set up at various locations in the Bay Area. All five proposed systems were extensively tested and re-tested. Out of these tests a whole volume of information proved that quad was not only possible but was the most significant advance in sound since stereo.

The NQRC's final report will be submitted to the FCC soon and action could be taken as early as this year. It's up to the FCC to decide which of the five systems or combination thereof will be used as the industry standard, much the same as it was with stereo and color TV.

If CD-4 is allowing matrix the concession of enhancement, it still lambasts matrix for lack of quad separation: "... unless your matrix quadrasonic home equipment has full logic circuitry (and less than 20 percent of the products made today do), channel separation can drop to as low as 3 dB. ... That's very close to being monaural sound," argues the Handbook, and Eargle, whose ambitious CES plans include the impossible update of which amplifiers have which.

JME has one engineer that scouts every amplifier manufacturer. The last report shows only a half dozen amplifiers with both CD-4 and SQ full logic and none with CD-4, full logic SQ and QS Variomatrix, latter being the ultimate in matrix channel separation. Asked if the promise of the "ultimate amplifier" with CD-4, full logic and Variomatrix doesn't set up an expectation of obsolescence in

consumers, Eargle says it could seem so. But he adds that there will probably always be something more to come, for example, what about CD-4, full logic, Variomatrix and UD-4?

Well, not much is heard about UD-4, though this fourth darkhorse system was exhibiting at AES. Its spokesmen take pot shots at both discrete and matrix: "Compared with the matrix system, the discrete system has superior localization but poor sound quality over-all. But both of these systems have their problems which have blunted artists' enthusiasm for (quad)."

Eargle says JME's main thrust will be inspiring producers and artists and says further that "the numbers game is over," that is, both CD-4 and matrix (principally CBS and SQ licensees) have enough software. The question now: "What current artists do you have in quad?"

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78 Dramatic Up-grading Of Blank Tape Mart

• Continued from page 58

lation and may show it at the Summer CES when it debuts its blank tape line.

The consummation of the marriage between the oxides resulted in the loss of favor of pure chrome by many manufacturers. However, BASF, probably because of its commitment to Du Pont, remains loyal to it, and continues to feature it prominently in its line.

Unfortunately—and this is among the chief reasons for its lack of popularity—chromium demands special biasing of the equipment on which it is used. There are, however, compensations in terms of higher frequency response, and better signal-to-noise ratio.

The availability of the broad range of new formulations, the overall improvement in equipment technology including long lasting, high performance tape heads and the significant development of such noise reduction systems as JVC's ANRS, Dolby, Burwen, DBX, DNL, and Akai's ADRS, have all helped to propel the cassette's growth in the highly critical music fields.

They have also served to attract more and more manufacturers to the increasingly lucrative audiophile market which, though, virtually non-existent four short years ago, is now viable enough to remain stable even in this bearish economy.

Eight-track cartridges have also made enormous strides in gaining acceptance as carriers of critical music.

Originally designed for the car,

and more for background music than for critical music appraisal, the cartridge has also incorporated many of the essential features of a serious hi fi component. Manufacturers, aware of its potential despite the limitations of its physical design, have added noise reduction systems, record, and reverse features. 3M/Wollensak has also added a bias switch to its latest models for use with its 8-track Classic tape.

Another shot in the arm for 8-track came with the introduction of the quadraphonic concept, a natural for the 8-track cartridge which already boasted the availability of four discrete channels and needed but small modification to facilitate the new configuration.

Automatically, 8-track equipment with 2/4-channel compatibility found favor with dealer and consumer alike. Further, even though no manufacturer has yet introduced 8-track 4-channel systems with a 4-channel record mode, Columbia Magnetics has paved the way for such an innovation with the release several months ago of its "ConvertaQuad" cartridge.

However, despite the strides, experts in the field feel that the cartridge will always lag behind the open reel and cassette systems as a carrier of critical music. The reasoning is that the cassette deck, and to some extent the open reel deck, have profited from sophistication in motor and transport design, while the physical design of the cartridge limits head configurations that can be used. There is also little option for separating drive function.

Makers Grab Buyers Eye In Packaging

• Continued from page 56

adjustment for a high degree of isolation, will list at \$69.95, Hanson reveals. Dan Monopoli, former president of Innovative Audio, has been retained as a marketing consultant to Hear-Muffs.

Telephonics is switching to domestic manufacture with the introduction of three new stereo headphone models. Japanese-manufactured stereo models TEL-29, TEL-14, and TEL-26, are being dropped, Curt Hamilton, sales manager, reports.

A driver design based on the air suspension concept will be a feature of the new square-designed stereo phones. The open air Stereo 20, promotionally priced at \$29.95, is a lightweight six ounces. The eight ounce Stereo 30, also open air, lists at \$39.95. Both units are black and silver.

The Stereo 50, at \$49.95 list, has a dual ear cushion, with an open air cushion surrounded by a closed air circumaural cushion. Included on the headphone is a stereo blend adjustment control.

Telephonics will sign a major recording artist to be used in advertising programs planned by a newly-assigned major advertising agency.

Marvin Paris, vice president, Superex, is experiencing increased sales and dealer interest in a single headphone display piece located in stores alongside receivers. "With the usual active headphone displays, you get the customer who is looking for headphones, but placed next to a receiver, you catch the customer who didn't know he was interested in headphones," Paris explains.

Superex will be introducing three new models at the show, the lightweight (11 ounce) Classic stereo phone with isolation-type ear cushions, square design, and cordovan and gold cosmetics; the 914 stereo dynamic with slide level controls, at \$40; and a new electrostatic, the PEP-81, listing at \$150.

The new Phase 2 + 2 quad headphone by Koss Corp., to be introduced officially at the show, will be demonstrated in stores with a specially produced ABC record, "Perspectives," to show the flexibility of the headphone. A hand-held control box styled like a mini-calculator allows the listening experience to be modified in 127 different ways, according to Tom Needles, executive vice-president, marketing. The 19-ounce unit lists at \$145.00.

Koss will be dropping three stereo models in the lower price range, including the SP3XC, a version of the first Koss headphone.

New stereo headphones to be shown are the K7 sealed air model designed to withstand rough handling. The 11 ounce headphone is listed for \$17.95. The Technician, Model VFR (variable frequency response) features slide levers on each earcup to fine tune the driver elements by shaping the acoustic contour. It permits the listener to tailor the headphone to specific music. The sealed air, 17 ounce model lists at \$75.

Needles sees the consumer shopping more cautiously, with a slight gravitation to lower priced models. The five quad units by Koss are experiencing mixed to weak sales, reflecting uncertainty on the part of the public, he adds. He expects business to improve considerably in the last quarter of the year. Koss will continue its total advertising program, including the use of Doc Severinsen in TV spots.

'Q' For Broadcasting Less Complex

• Continued from page 52

Q: An encoder? I thought you said I didn't need anything.

A: You don't. An encoder, however, will allow you to do special things in quad, like concerts, panel shows, commercial spots and even permit you to broadcast 4 channel tapes. Both CBS Laboratories and Sansui have low cost encoders available and over 100 stations are now using them. Moreover, encoders can be used with stereo records, too.

Q: Are encoders what make those 24-hour quad concepts possible?

A: Yes. With encoders, stereo records can be made to sound quad-like—over quad sets, of course. With no effect on your stereo or mono signal. Forget the technical details, the results can be fairly dramatic depending on your equipment. But this "enhanced" stereo is to be viewed as a supplement to quadcasting, not a substitute for using quad records themselves.

Q: Are any programming services available in quad?

A: Lots. The King Biscuit and BBC Presents series are circulated in SQ and BBC occasionally in QS, too. The Cleveland Orchestra programs and the (Boston) Symphony Hall concerts are syndicated in SQ. Also, RPM out of Detroit has an SQ service and there will be more syndicators active with SQ in fall.

Q: SQ and QS— isn't that a problem to mix them?

A: There's a certain amount of compatibility because they are both matrix systems. But there should be a match between record and player. So far, the practical side of this is not a problem since, by far, the greater number of available records and playback equipment is SQ—perhaps as much as 95 percent or more of quad playback equipment sold has a function switch to handle it. Actually, SQ has increasingly become the market standard for matrix.

Q: What is station reaction to quad—do they like it?

A: Very much. As pluses for themselves, they cite better sound, improved listener satisfaction and new sponsorship opportunities. Stations using quad are taking regular steps to identify themselves with it. And well over 300 stations in the country are now into quad in some way.

Q: Let's say the FCC permits a form of discrete broadcast. What then?

A: First of all, there is no assurance that the FCC will. It merely promises to examine the matter—

which will take some time. Should the FCC decide to open up a docket on the matter, solicitation of broadcasters' opinion would then follow. All in all, insiders believe the entire procedure ahead can take 2 or more years at the least.

Q: Okay—but if a system were approved, what would the effect on a station be in terms of equipment, cost and coverage?

A: Irrespective of what discrete system is chosen—if one is—a station would have to figure on:

- (1) a discrete demodulator, tone arm and stylus;
- (2) a full 4-channel control console;
- (3) 4 channels of compressors and limiters, and
- (4) a new quad signal generator—seemingly about a \$20,000 investment.

The majority of the proposed systems would also affect the SCA which would have to be reassigned to a different frequency. And lastly, and very importantly, if a station were to go discrete, his discrete quad audience would only be 20% to 30% of his currently reachable stereo audience.

Q: Would present CD-4 owners be able to demodulate discrete quad broadcasts?

A: No. New tuner circuits or add-on demodulators not now available would be necessary.

Q: Then even if the FCC were to approve discrete broadcasts, no one would be able to do much for a time—right?

A: Correct. Stations first would have to buy and install the needed equipment. And customers would have to buy a new device they do not now have. Between the two, the build-up of the discrete radio market must, of necessity, be deemed uncertain or, at best, surely slow.

Q: Why, then, all this whoop and holler that discrete radio will be so great when matrix quad is so available and flexible for broadcasters now.

A: That's the American style.

★ ★ ★

Key sources of quad records for broadcasting:

Popular: A&M, ABC, Columbia, Epic, Ovation, Project 3, Sire/Passport, Vanguard

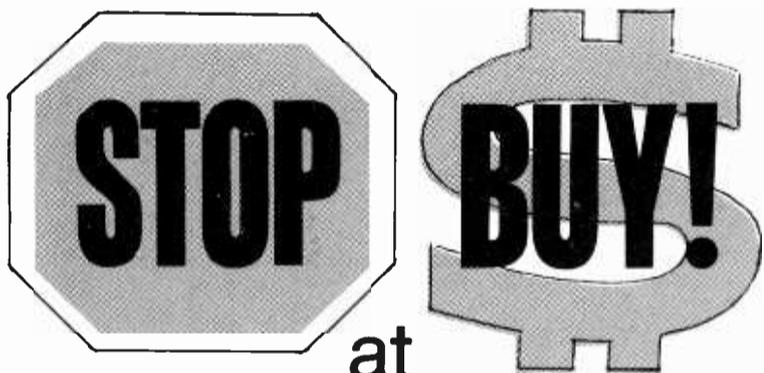
Classical: Columbia, Connoisseur Society, Vanguard, Vox

★ ★ ★

Stan Kavan is vice president, planning and diversification, CBS Records.

A Billboard Spotlight On CES

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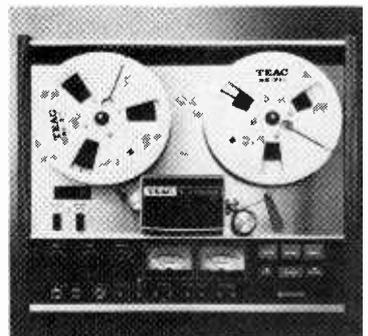
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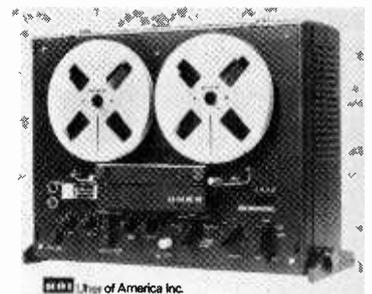
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New Products



THREE MOTORS, three heads, and improved circuitry are featured on Teac reel-to-reel tape deck, model A-2300D, with B-Dolby noise reduction system. The \$739.50 list unit can record Dolby broadcasts while simultaneously decoding them.



FOUR-SPEED operation and two or four track capability are features of Uher model SG-560 open reel stereo recorder, which also can be used as a separate amplifier, at \$875.00 list. Has trouble-free end of tape stop, along with a myriad of sophisticated easy-to-use functional controls.

Fine Points Stressed As Retailer Shifts Loom

• Continued from page 77

ishing returns. It's hard to make a better tape at the moment and the only place to go now in reality would be to make a new model.

"We are also planning a consumer education program for later in the year which will go through the dealer. There will be a series of Recording Tape Seminars to last four hours each and to be offered to retailers and distributors. We will train people about all kinds of tape, from the early days up to the present. And we will do our best to explain just what each formulation means. Hopefully, the clerk will then feel comfortable in answering the question he gets every day, which is 'What do these letters and numbers mean?'"

Memorex prefers to save its new product for the show, but will exhibit all existing product.

Several other major firms will be offering new product at the CES. Fuji Photo Film U.S.A. officially enters the blank tape business this month with cassette, 8-track and reel-to-reel tapes. Top-rated formulation will be the FX (pure-ferric) tape, repackaged for this country. Initial emphasis will be on the hi fi marketplace, according to the company's George Saddler. All products will be imported.

TDK will bow a new cassette tape, the Super Avilyn (SA) as well as its first 8-track product and a budget line of cassettes. The firm is developing a two-line philosophy, in which it will "seek to make an inroad into the highly lucrative mass merchandising market while maintaining its strength in the hi fi market." TDK has, of course, traditionally been one of the strongest firms in the audiophile field. Strong merchandising and advertising campaigns are also expected.

BASF will continue to push forward in the mass market (it has taken that direction, along with its traditional audiophile strength over the past several years) and will continue its strong push in the various forms of media. While the company will show nothing new at the CES, new product is expected some time prior to the end of 1975.

Maxell will show its UDXL cassette "combining gamma hematite and cobalt ferrite particles into a needle shaped crystal" at the CES. No special bias regulations are needed and the tape will be available in C-60 and C-90 formats. The actual cassette shell is also to be strengthened, and the box for the tape will be of a new design. Tapes will be marketed through the company's regular chain of distributors and dealers and carry suggested price tags of \$4.89 and \$6.89 for the C-60 and C-90. There will also be a reintroduction of the "Free For Three" cassette promotion. The consumer, under this promotion, receives a deluxe plastic storage case with space for 12 cassettes in their original boxes for the price of three UDC C-90s at a price of \$13.70.

Columbia Magnetics is also setting a heavy promotional and marketing campaign, spotlighted by a "factory rebate program."

Under the plan, the firm will offer a \$2 per case cash refund to dealers and distributors who purchase case-loads of blank cassettes and cartridges and a 50-cent rebate to consumers on every three Columbia blank tapes purchased. To qualify, consumers submit the "Converta-

Quad" logo from the slipcases of three cartridges or the printed foil wrap from three cassettes. A rebate coupon is included on the new three-pack promotions. There is no limit to the amount of cash a consumer or retailer may be refunded during the run of the program. TV, radio and print will support the campaign.

Columbia will also hold prices on all blank tape, at least until the CES is over, and in a rack promotion, the firm is offering a 20 percent discount on every one dollar used to restock racks with Columbia and Soundcraft blank product. Other promotions include a reintroduction of the 1973 buy two get one free deal on C-90 cassettes and a stronger co-op ad program, an expanded ad mat program with prepared mats for retail shops to come in varying sizes and featuring free space for insertion of other data the dealer may want to use. A new dump bin will also be offered to the retail market.

On a somewhat less happy note, several sources within the blank tape industry are predicting serious troubles ahead for the audiophile outlet, pointing to the severe problems many are already undergoing as a less than positive omen for the future.

One source says that "Things are not going so well for the average audiophile free-standing outlet, and an awful lot of them are getting by simply by operating on credit. Some chains have filed for bankruptcy already, and if all the banks decided to pull in the strings like the banks in these cases did, then there would be a hell of a lot more stores looking at Chapter XI petitions. The current bankruptcies are not exceptions, they are symptomatic.

"Hardware sales are way down," the source says, "and all you have to do is take a look at the scores of sale ads in every newspaper around the country to realize this. Indirectly, this affects the tape business because we have to be a lot more careful concerning who we sell to and what stores are permitted credit. Unless it is fronted by a corporation, a free-standing audiophile chain which can be from one to 50 stores is in trouble. The ads point out the immediate problem, which is to do anything possible to get the cash flow going again."

Another manufacturer agrees that the "audiophile chains and free-standing stores are indeed in trouble. One reason is that most of them aim their product at the young man (18-34) who simply is not spending money at the moment. These outlets have poor credit as far as we are concerned.

"There is another problem," the source continues. "A consumer can buy tape almost anywhere now, and the hi fi store no longer has the monopoly. If a consumer happens to be passing through a drug store, supermarket, mass merchant or virtually anywhere else, he can pick up blank tape. He does not have to make that special trip. As far as hardware is concerned, the average audiophile store is overstocked at the moment."

Still another spokesman says the falling of most fair trade laws will hurt the audiophile even more. "The consumer has been going to the mass merchant anyway," he says, "but in many cases the price has been equal to that of the audiophile. This has been a plus for the audiophile. Now the mass merchant can lower his price. But the audiophile really cannot, since he is in existence partially because he deals in nothing but high end prod-

uct and has a fancy showroom and other overhead costs."

A fourth manufacturer says the core of the audiophile outlet's current problems are quite basic.

"The mass merchant has based his business," he says, "on being able to pull in its belt for periods of time and continue to sell product at a decreased profit to sustain traffic. Then, when the consumer eventually gets some more money to spend, he's going to come back to that mass merchant. He's kept that consumer loyalty. The audiophile, on the other hand, was overstocked to begin with and had nothing to discount when the economic crunch hit. From what I hear, the small, independent audiophile chain or store may not have more than a few more years to go. The mass merchant, on the other hand, will continue.

"There is another point," says

this manufacturer. "The independent audiophile store grew because the consumer felt that buying equipment at a low price from a mass merchant was going to get him burnt. Now, the consumer can pick up inexpensive but quality

components from the mass merchant at a lower price than the audiophile dealer can offer. And the consumer no longer feels that he must hear a long technical explanation of everything to assure a good buy."

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

A Billboard Spotlight On CES

JUNE 7, 1975, BILLBOARD

Update From Asia

Dealers Look To Betamax

By HIDEO EGUCHI

TOKYO—Barring a deepening recession or other unforeseen economic disasters, Japanese retailers say the new Sony Betamax video-cassette/TV combination, if not the deck, will be among the bestselling new products for 1975. Initial monthly production of the console model, which went on sale May 10 at the yen equivalent of about \$1,550, is 5,000 units.

The Japan Seamen's Union strike called for April 24 (Billboard, May 3), was called off, but all countries' ships in Japanese ports were still tied up by the All Japan Harbor Worker's Union (dockworkers) walkout of indefinite duration.

The General Research Labora-

tory of the Nippon Hoso Kyokai (NHK), Japan's equivalent of the United Kingdom's BBC, has developed a "one point" stereo mike only 3/4-inch in length and 3/4-inch in diameter. The NHK unit weighs about 2 1/2 ounces and boasts an audio frequency range of 30-13,000 Hz. It is manufactured by Sanken Microphone here.

Pioneer admits that its exports of audio products to North America in the September 1974-March 1975 period (the second half of the Japanese fiscal year) declined by 12 or 13 percent from the corresponding period of 1973-74, but its domestic shipments increased by 22.3 percent. . . . Among 14 Japanese speaker systems ranging from 29,300 to 39,800 yen (\$100-\$135) in retail price, the Pioneer CS-T66 at 39,800 yen is rated the best by three radio reviewers in recent listening tests. However, it's closely followed by the Diatone DS-251 MkII at 32,000 yen.

Accessories

• Continued from page 49

discounted 20 percent, with other accessories discounted at 10 percent, except when fair-traded.

Assistant manager Mary Slivon finds it helpful to suggest cleaners and cases with the sale of portables, auto units and decks. "Most people don't know you have to clean the equipment," she notes. The store carries the Sony demagnetizer for home equipment at \$10, and three models of Le-Bo demagnetizers that are adaptable for the car, in the \$6 to \$8 range.

Demagnetizers are available in various forms, with single prong, double prongs, in cassette form, and in conjunction with head cleaners. They are either for home use (AC) or with a DC adapter for the car. Some work on a magnetic principle, and don't need to be plugged in; others are electromagnetic, and are more dependable.

Joe Griffin, salesman at Musi-craft, notes that the cleaner/demagnetizer combination is useful because both operations should be done on the same time schedule. "Many people don't realize that if they leave their equipment near metal, it will magnetize the heads." He also notes that some manufacturers include information about maintenance, even mentioning brand names for proper care. Prices on demagnetizers range from \$2.98 to \$20.

Other accessories include splicing units for 1/8-inch, 1/4-inch and 1/2-inch tape, lubricants, swabs, and 8-track dust covers. "Cassette is easier to edit with splicing tape, but if an 8-track cartridge tape breaks, you might as well dispose of it because of the difficulty in repairing the continuous loop," Griffin claims.



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Akai Into Speakers

LOS ANGELES—Never mind that there are dozens and dozens of companies that specialize just in manufacturing speakers. Component companies have to have their own speakers too (Mitsubishi and Nakamichi, Billboard, May 31). Now it's Akai America, Ltd. that is manufacturing four models.

One difference is that Akai will manufacture its speakers in America. The line consists of topper S-123 at \$189.95, S-122 at \$129.95, S-102 at \$89.95 and S-82 at \$75 (the last named for a pair).

Typifying the component company proprietary control in how its components sound and therefore the need to manufacture speakers is the sophistication in the Akai line. The S-123, for example, is three-way with high and mid-range controls and a rated frequency response of 35 Hz to 20 kHz +5 dB. It is a bass reflex ducted cabinet style with 12-inch rolled edge woofer capable of handling 50 watts continuous.

Rep Rap

Audio Industries, new manufacturers' rep firm headed by Michael Thaler in Ridgely, N.J., is a completely separate company and not a subsidiary of Trans-Am Industries as erroneously noted in the May 24 issue. Trans-Am is only one of a number of lines handled by the new company.

Dixie Electronic Representatives, sponsoring body of the Southeastern D-M-R set Nov. 5-8 at Boca Raton Fla. Hotel, elected new officers from the Dixie Piedmont and Sunshine ERA chapters in the group, which covers Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee. Industry invites to meet will be mailed Aug. 1, according to Kimball Magee, assistant secretary/treasurer, Hollingsworth & Still.

Other officers are Sunshine D-M-R vice president William Jaudon, Wallace Electronic Sales; Dixie D-M-R vice president Everett Bean, Cartwright & Bean, Inc.; secretary/Treasurer Luther Still, honorary member; Piedmont D-M-R vice president Thomas Adams, Adams & Assoc.; president Paul Hayden, Paul Hayden Assoc.

Don't count shows out yet, says Roy Hidok, president of the Sight and Sound Assn., Inc., Minneapolis, an audio rep firm serving the upper Midwest. Hidok and a number of his associates in the Paul Bunyan Chapter of the Electron-

ics Representatives Assn. helped form a non-profit promotional association called Sight 'N' Sound.

For a show planned for Oct. 3-5 at the Minneapolis Auditorium with an expected attendance of 50,000, professional show planners and advertising consultants are being utilized. Local dealers in both audio and photographic trades are involved right at the start of planning. Products from all segments of the audio and photo industry, as well as television specialty products such as scanners, and CB radios are included.

Other officers in the association include Ron DeHarrapote of Biqqco, Steve Herold of Stan Clothier Co., and Pat Klise of Ripley & Assoc. Dealer task force head is Al Kempf, Audio King.

Audio/Tek is currently appointing reps for its professional tape duplicating line, says president Robert Kratt. The Campbell, Calif. firm has named Mike Sisavich, 3773 White Birch Court, Wantagh, N.Y. 11793 (516) 785-1500.

Morris Distributing Co., Syracuse, N.Y., will replace a factory branch of the RCA Distributing Corp. in Buffalo. Firm currently distributes RCA consumer electronics products in Syracuse, Rochester and Binghamton, N.Y., and Wilkes-Barre, Pa. At the same time, Hamburg Brothers, Inc., RCA's Pittsburgh distributor, will replace RCA's Buffalo branch as distributor for Erie County, Pa.

Car Stereo

A Wall To Wall Campaign

PHILADELPHIA—In what is probably the first all-out effort in this area to educate the prospective customer on buying a car stereo, Wall To Wall Sound launched an advertising campaign using full page ads in area newspapers, including the Philadelphia Inquirer here, using informative copy on "How to buy a car stereo?"

Wall To Wall Sound, headed by Ken Dion, operates a chain of nine record and stereo shops with one store in the northeast section of the city, two in Delaware, and six other outlets in suburban shopping malls and centers.

Copy emphasis is that a car stereo should not be purchased from a car dealer—any more than "you buy your hi fi components from an appliance store." Playing down the selection of autosound at car dealers since the choice there is "very limited," point is made also that the

prices of factory installed car stereos "are outrageous."

With each store featuring a stereo sound comparison switching panel "to help you decide on the unit that's best for you," copy emphasizes fact that each store also carries 64 different car stereos "hooked up for instant comparison."

Examples of autosound shown, with special prices, run the gamut from a \$12.88 AM radio and \$17.88 8-track stereo tape player to a \$149.88 Lear Jet 2/4 Channel Entertainment Center, regularly \$249.95.

Special attention is also given to car speakers—explaining the round and magnet speakers, and an anti-theft bracket with key lock. Wall To Wall also adds its 30-day price protection guarantee and the manufacturer's warranty. And even lists the president's telephone number "if you are not completely satisfied with your purchase."

Rock LP Best Sellers

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As of 5/27/75

Compiled from selected rackjobber listings by the Record Market Research Dept. of Billboard.

- | | |
|---|--|
| 1 BEFORE THE NEXT TEARDROP FALLS —Freddy Fender—ABC/Dot 17540 | 20 SHINGING STAR —Earth, Wind & Fire—Columbia 3-10090 |
| 2 THANK GOD I'M A COUNTRY BOY —John Denver—RCA 10239 | 21 SWEARIN' TO GOD —Frankie Valli—Private Stock 45201 |
| 3 I DON'T LIKE TO SLEEP ALONE —Paul Anka—United Artists 615 | 22 LISTEN TO WHAT THE MAN SAID —Paul McCartney & Wings—Capitol 4091 |
| 4 WILDFIRE —Michael Murphey—Epic 8-50084 | 23 HEY YOU —Bachman-Turner Overdrive—Mercury 73683 |
| 5 SISTER GOLDEN HAIR —America—Warner Bros. 8086 | 24 JUDY MAE —Boomer Castleman—Mums 8-6038 |
| 6 WHEN WILL I BE LOVED —Linda Ronstadt—Capitol 4050 | 25 YOU NEED LOVE —Styx—Wooden Nickel 10272 |
| 7 LOVE WILL KEEP US TOGETHER —The Captain & Tennille—A&M 1672 | 26 MIDNIGHT BLUE —Melissa Manchester—Arista 0116 |
| 8 I'M NOT LISA —Jessi Colter—Capitol 4009 | 27 JUST LIKE ROMEO & JULIET —Sha Na Na—Kama Sutra 602 (Buddah) |
| 9 ONLY YESTERDAY —Carpenters—A&M 1677 | 28 HOW LONG —Ace—Anchor 21000 |
| 10 TAKE ME IN YOUR ARMS (Rock Me) —Doobie Brothers—Warner Bros. 8092 | 29 OLD DAYS —Chicago—Columbia 3-10131 |
| 11 ONLY WOMAN —Alice Cooper—Atlantic 3254 | 30 GOT TO GET YOU INTO MY LIFE —Blood, Sweat & Tears—Columbia 3-10151 |
| 12 MINNESOTA —Nothorn Light—Columbia 3-10136 | 31 CLASSIFIED —C. W. McCall—MGM 14801 |
| 13 PHILADELPHIA FREEDOM —Elton John—MCA 40364 | 32 ATTITUDE DANCING —Carly Simon—Elektra 45246 |
| 14 THE LAST FAREWELL —Roger Whittaker—RCA 50030 | 33 LOVE WON'T LET ME WAIT —Major Harris—Atlantic 3248 |
| 15 (Hey Won't You Play) ANOTHER SOMEBODY DONE SOMEBODY WRONG SONG —B.J. Thomas—ABC 12054 | 34 CUT THE CAKE —Average White Band—Atlantic 3261 |
| 16 BLOODY WELL RIGHT —Supertramp—A&M 1660 | 35 BLACK FRIDAY —Steely Dan—ABC 12101 |
| 17 THE IMMIGRANT —Neil Sedaka—Rocket 40370 | 36 KILLER QUEEN —Queen—Elektra 45226 |
| 18 WALKING IN RHYTHM —Blackbyrds—Fantasy 736 | 36 MAGIC —Pilot—EMI 3993 (Capitol) |
| 19 MISTY —Ray Stevens—Barnaby 614 | 37 JACKIE BLUE —Ozark Mountain Daredevils—A&M 1654 |
| | 39 I'M NOT IN LOVE —10 cc—Mercury 73678 (Phonogram) |
| | 40 HIJACK —Herbie Mann—Atlantic 3246 |

Rock Singles Best Sellers

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As of 5/27/75

Compiled from selected rackjobber listings by the Record Market Research Dept. of Billboard.

- | | |
|--|---|
| 1 HAVE YOU NEVER BEEN MELLOW —Olivia Newton-John—MCA 2133 | 22 SURVIVAL —O'Jays—Philadelphia International KZ 33150 |
| 2 CHICAGO VIII —Columbia PC 33100 | 23 I'LL PLAY FOR YOU —Seals & Crofts—Warner Bros. BS 2848 |
| 3 STAMPEDE —Doobie Brothers—Warner Bros. BS 2835 | 24 AVERAGE WHITE BAND —Atlantic SD 7308 |
| 4 GREATEST HITS —Elton John—MCA 2128 | 25 FUNNY LADY/ORIGINAL SOUNDTRACK RECORDING —Arista AL 9004 |
| 5 THAT'S THE WAY OF THE WORLD —Earth, Wind & Fire—Columbia PC 33280 | 26 THE MYTHS AND LEGENDS OF KING ARTHUR AND THE KNIGHTS OF THE ROUND TABLE —Rick Wakeman—A&M SP 4515 |
| 6 HEARTS —America—Warner Bros. BS 2852 | 27 HE DON'T LOVE YOU LIKE I LOVE YOU —Tony Orlando & Dawn—Elektra 7E-1034 |
| 7 AN EVENING WITH JOHN DENVER —RCA CPL2-0764 | 28 A SONG FOR YOU —Temptations—Gordy G6-96951 (Motown) |
| 8 WELCOME TO MY NIGHTMARE —Alice Cooper—Atlantic SD 18130 | 29 LET ME BE THERE —Olivia Newton-John—MCA 389 |
| 9 Walt Disney's MICKEY MOUSE CLUB Mousekandances and Other Favorites —Disneyland 1362 | 30 ENDLESS SUMMER —Beach Boys—Capitol SVBB 11307 |
| 10 BACK HOME AGAIN —John Denver—RCA CPL1-0548 | 31 NOT FRAGILE —Bachman-Turner Overdrive—Mercury SRM-1-1004 |
| 11 TOMMY/ORIGINAL SOUNDTRACK RECORDING —Polydor PD2-9502 | 32 COLD ON THE SHOULDER —Gordon Lightfoot—Reprise MS 2206 |
| 12 PHYSICAL GRAFFITI —Led Zeppelin—Swan Song SS2-200 | 33 PLAYING POSSUM —Carly Simon—Elektra 7E-1033 |
| 13 GREATEST HITS —John Denver—RCA CPL1-0374 | 34 IV —Led Zeppelin—Atlantic SD 7208 |
| 14 STRAIGHT SHOOTER —Bad Company—Swan Song SS 8413 | 35 DARK SIDE OF THE MOON —Pink Floyd—Harvest ST 11163 (Capitol) |
| 15 IF YOU LOVE ME (LET ME KNOW) —Olivia Newton-John—MCA 411 | 36 FIRE ON THE MOUNTAIN —Charlie Daniels Band—Kama Sutra KSBA 2603 |
| 16 FOUR WHEEL DRIVE —Bachman-Turner Overdrive—Mercury 1827 | 37 BLUE JAYS —Justin Haywood & John Lodge—Threshold THS14 |
| 17 HEART LIKE A WHEEL —Linda Ronstadt—Capitol ST 11358 | 38 JUST ANOTHER WAY TO SAY I LOVE YOU —Barry White—20th Century T-466 |
| 18 SPIRIT OF AMERICA —Beach Boys—Capitol SVBB 11384 | 39 BLOW BY BLOW —Jeff Beck—Epic PE33409 |
| 19 FANDANGO —Z.Z. Top—London PS 656 | 40 SEDAKA'S BACK —Neil Sedaka—Rocket 463 |
| 20 NUTHIN' FANCY —Lynyrd Skynyrd—MCA 2137 | |
| 21 PHOTOGRAPHS & MEMORIES, HIS GREATEST HITS —Jim Croce—ABC ABCD-835 | |

N.C. Pirate Pays \$250 Fine & Costs

GRAHAM, N.C.—Bobby Simpson, doing business as Specialty Electronics, in Burlington, N.C., was found guilty on four counts of violating the state's antipiracy statute after pleading nolo contendere before Judge C.C. Cates in Alamance County district court here. Simpson was sentenced to a fine of \$250 plus

court costs and a term of 30 days in jail. The jail term was suspended but Judge Cates put Simpson on probation for two years.

Simpson was arrested by the Burlington Police Dept. on April 10 when Specialty Electronics was raided and more than 500 alleged pirated tapes were seized.

CBS In U.K. Prints Chart To Promote Product & Stations

LONDON—CBS will launch a project for printing and mailing commercial radio station charts to shops and discotheques. The scheme is aimed to promote the commercial stations in their own areas as well as CBS product.

Negotiations are under way with all the stations. The format for the CBS-sponsored chart includes a block along the bottom of the sheet

which CBS will use for promotion on its new releases.

The original idea, from CBS head of regional promotion Jeff Gilbert, would have meant that CBS would print and mail the chart, but each of the commercial stations has negotiated different terms. At Radio Forth, for instance, they want to print and mail the chart themselves.

The station has been conducting a

retail sales chart in East Scotland and regards it as an accurate reflection of sales in the area. From the chart they form the playlist, including only records that are climbing up the chart.

Says Radio Forth music producer Ian Anderson: "Before CBS approached us, we had been negotiating with a local printer and hope to go ahead with the idea, with CBS possibly buying the space at the bottom of the sheet.

"When the record company approached us, we were worried that dealers might regard the chart as being fiddled if we took up their offer as it stood."

But most stations have gone for the idea which means no money will change hands. Quite simply, the stations phone the relevant information to CBS, who print and distribute the chart to dealers and discotheques in the various areas.

The chart deal with CBS marks a further increase in involvement that record companies here have with commercial radio. RCA recently announced advertising deals with Capital and City, following a Soul Search contest. Warner Bros. has produced station "birthday" records for several of the stations, and A&M is this summer co-sponsoring the Radio Luxembourg summer tour of the U.K.

And EMI is apparently working on an agreement with the Independent Broadcasting Authority stations for in-store promotion.

Phonogram Sales Rise —Cassettes Up 96%

LONDON—The first months of 1975 have been some of Phonogram's most successful and rewarding, the period to May 13 showing an over-all growth of 46 percent over the same period last year.

Reporting the figures, managing director Tony Morris says it was particularly noteworthy that they did not include the sales success of the "Best of the Stylistics" TV-advertised album which would accumulate sales of 400,000 by the end of May.

Had that been included, the figures would show a growth of 68 percent.

He said a major growth area was in cassette sector, with a 96 percent improvement on the same period of 1974, followed by the top-price popular album category which had seen a 45 percent expansion.

The cassette figures he described as "amazing." There had been a smaller growth in the lower chart-placed pop releases and a decrease in the number of individual single releases, though there was an increase in the number of single titles which had achieved "economic" sales figures.

He believed the success over-all had come by forward planning coming to fruition. Particular areas were signing and chart successes of the All Platinum catalogues, with big hits from the Moments and Whatnauts and Shirley and Co.; the signing of 10cc; the continued growth in stature of Status Quo; and the success of Demis Roussos.

"It really has been extremely encouraging, particularly when set against the general economic climate."

He added that within company

structure the most major recent contribution to success had come from the organization of the press and promotion departments—areas he believed more important than ever in the market today.

Current Phonogram album successes include those by the Stylistics, 10cc, Alex Harvey, Status Quo, Kraftwerk and Demis Roussos.

Material for current or immediate-future release include the just-out Bachman-Turner Overdrive album; a new one from the Stylistics; singles from Shirley and Ciat; a new 10cc single to compete with Decca product from the group; and an August relaunch of the Philips label, with singles aimed at the teenpop area; and a "Best of Lobo" album for July, with promotional work to relaunch this artist.

SONGS OR BIAS?

German Failures In Euro Contest Draw Criticism

HAMBURG—Talk and repercussions about German "shame" in the Eurovision Song Contest carry on, debating how and why in recent years German compositions and singers have been so lowly placed.

The 1975 contest in Stockholm ended in failure. Hans-Otto Grunefeldt, of the German Radio Association (ARD), responsible for the German entry to the contest, maintained his run of non-success.

Now the question is being asked: Is it possible for Germany to win this contest? That very query was put to Hans R. Beierlein, publisher of "Mercie, Cherie," the only German winner in the series to date, and a

number of other "outside" winners, such as "Un Premier Amour," "Nous Les Amoureux," "Poupee de Cire" and "All Kinds Of Everything."

He says: "Putting the question that way suggests some kind of plot to prevent Germany winning. And our representative, Joy Fleming, made a similar kind of comment after her failure. In my opinion, conjectures of this kind are pure nonsense. As long as German entries are third-rate and the artists presenting them mediocre, failure will be inevitable."

One point put to Beierlein was that Udo Jurgens, the only German-speaking artist to have won the contest, in fact represented Austria instead of Germany.

Says Beierlein: "But can anybody really believe that songs like 'Warum Nur, Warum,' or 'Sag Ihr, Ich Lass Sie Gruben,' or 'Mercie, Cherie' would have been less successful had Udo Jurgens represented Germany? Jurgens simply proved convincingly that a singer of international class can win with a first-class song."

"You merely have to contemplate his songs. 'Warum Nur, Warum' was fifth in the contest in 1964 and sold 3.5 million copies worldwide. 'Sag Ihr, Ich Lass Sie Gruben,' number four in 1965, sold 1.5 million. And the 1966 winner, 'Mercie Cherie,' sold three million on the world market.

"This international success was possible only because the songs were first-rate and not in the old traditional German black, red and gold standard style. The first-class song can really be a bridge—to the international market."

Redman, Howard Roberts and Sam Rivers albums were released in the U.S. several months ago, while the John Coltrane and Ornette Coleman long-players have been available as imports for a number of years, and are steady sellers.

Anchor is backing up the launch with press advertising and retail window displays. "Impulse through Anchor will meet the growing need in this country for quality jazz product," says managing director Ian Ralfini, "and although we're feeling our way to some extent with the first releases, we intend to maintain a steady flow of product in the future." Anchor's head of a&r, Malcolm Eade, will be responsible for scheduling Impulse releases.

Impulse Re-Introduced In U.K. Via Anchor Deal

LONDON—Anchor re-introduces the Impulse jazz label to Britain this week, with a seven-strong LP supplement of new, recent and vintage material. Artists featured include Gato Barbieri, Keith Jarrett, Ornette Coleman and John Coltrane.

Impulse comes to Anchor via the company's license deal with ABC. The label was previously handled in Britain by EMI, although much of its catalog material has only been available on import.

Artists with product on Impulse include Count Basie, Charlie Mingus, Art Blakey, Lionel Hampton, Dizzy Gillespie and Duke Ellington.

Of Anchor's first Impulse supplement, the Gato Barbieri LP is issued in Britain and America simultaneously. The Keith Jarrett, Dewey



SWAN SUCCESS—Monument recording artist Billy Swan's success with his album "I Can Help" has resulted in a Swedish platinum album, which he collected during a brief visit in Stockholm recently. Seen here are Billy and his wife Marlu with, from left to right, Christer Lundblad, Monument label manager, Sten af Klinteberg, marketing manager, Bengt Pettersson, sales manager, Thomas Witt, CBS label manager, Margaretha Beverloo, press officer, and Jorgen Larsen, managing director. Swan returns to Sweden in the autumn for a concert tour.

From The Music Capitals Of The World

LONDON

Gary Glitter is to star in the first-ever rock'n'roll pantomime, a development from the planning by Glitter and manager Mike Leander for a rock musical to be called "Razzle Dazzle." Now the show will be based on a traditional story, staged in traditional pantomime style, and Glitter plays the hero.

Tremendous pop-poll success for David Essex in Disc magazine where he was voted top U.K. male singer, top international star, his album "David Essex" topped the LP section and his movie "Stardust" was the readers' favorite film. . . . Wombles' musical mentor Mike Batt out with a new single under his own name, "Madhouse Rag," and it could be a hit. . . . Beatles' song "She's A Woman" new single for Jeff Beck and it was produced by original Beatles' producer George Martin for Epic.

Next single for ex-New Seeker Lyn Paul is "It Oughta Sell A Million," based on a Coca-Cola commercial getting heavy tv and radio promotion here. With the New Seekers, she originally recorded it for Coca-Cola before their "I'd Like To Teach The World To Sing" became a hit. . . . Bay City Rollers start their first film in July, a feature-length production for worldwide cinema distribution and semi-documentary in format.

Greek singer Nana Mouskouri, who had an international hit with "White Rose Of Athens," honored here by horticulturists who named a new strain of white rose "Nana." . . . Limmie and Family Cookin' back for a national tour to tie in with their new single "Lollipop." . . . Mercury here signed the re-formed West Coast band Spirit, including lead guitarist Randy California. . . . Stylistics confirmed for a week at the Cuard International Hotel new-venue cabaret hall from July 21, and the first attraction links Dionne Warwick with Frank Yorshin.

Little Lena Zavaroni, fresh from a successful tour of South Africa, back to promote her new single "Smile" and is doing a series of Sunday concerts through the summer. . . . First major Phonogram reception here for Peters and Lee, presented with a gold disk for sales of the "Rainbow" album. . . . Stage production of "Peter Pan" for the London Palladium instead of pantomime this Christ-

mas, the show produced by Sir Robert Helpmann.

Ann-Margret in London on brief visit with husband Roger Smith after attending the gala performance of "Tommy" in Paris. . . . Fairport Convention for Albert Hall concert, June 10, with release of "Rising For The Moon" album (Island), first by the group since the official re-union with singer-pianist Sandy Denny.

Frank Sinatra Albert Hall concerts sold out well in advance here, despite stories of poor attendances in Germany. . . . Rod Stewart unable to see England-Scotland soccer match because of his tax problems, but jetted to Dublin just to watch it on television.

Official okay from Bing Crosby for a biography of the singer written by British author Charles Thompson. . . . First single on Polydor, "Get Your Love," by Roger Daltrey of the Who, following on debut of drummer Keith Moon as soloist on the same label. . . . Little Richard on big European tour, including U.K. dates this month, accompanied by his own band and singers.

Uriah Heep on world tour which will take best part of a year, including 43 dates in North America starting Buffalo July 31 . . . and visiting U.K. later in June: Brook Benton and Del Shannon. . . . Stuntman Evel Knievel, hospitalized following his

(Continued on page 82)

Harrison, Mogull Tie

NEW YORK—Ivan Mogull of Ivan Mogull Music has acquired the exclusive sub-publishing rights for his companies in Spain and Portugal, all of South and Central America, and Mexico for current songs written and recorded by George Harrison as well as songs written and recorded by artists on Harrison's Dark Horse label such as Splinter and Ravi Shankar.

All songs are published through Ganga Publishing BV. Negotiations were made with Mogull by Harrison's and Ganga's management. Mogull's associates in each of these areas are currently promoting the released recordings of George Harrison, Splinter, and Ravi Shankar, and are securing local lyrics and recordings.

Macaulay/Greenway, U.K. Writers, Form Co.

LONDON—Tony Macaulay and Roger Greenway, two of the U.K.'s most successful songwriters and producers, will form their own record company.

The company, neither named nor committed to any major, is part of a broadening of Macaulay's creative activities which follows his decision not to continue his management association with Laurence Myers.

Macaulay has appointed Richard Armitage of Noel Gay to handle his affairs. He has also completed his first stage musical, "Whatever Happened To Captain Incredible?" a play described as "a satirical play with music based on the super-heroes."

The show is due for West End presentation in October, and Macaulay is seeking a new affiliation for his Macaulay Music publishing company. Macaulay Music contains the writer's copyrights from May 1970 and is free for the world, with the exception of certain European territories already contracted.

Explaining his break from Myers, who guided him through his long legal battle with Schroeder Music and with whom he formed what is now the GTO company six years ago, Macaulay stressed that the parting was friendly. It had largely been determined by Myer's increasing involvement in the film world—there are five GTO movies in production currently.

Macaulay added that Myers will

be backing the Captain Incredible musical, which is to be directed by Alan Dossier, who handled the "John, Paul, George, Ringo... and Bert" stage success. Says Macaulay: "Obviously I need independent representation so that projects like Captain Incredible can go ahead. Previously I found myself in the position of negotiations with my own manager."

On his plans for the record company, Macaulay, writer-producer of six top 10 hits in the last 14 months, says that he and Greenway were interested not only in producing records themselves but also handling lease tape deals and signing acts to place with other producers.

"It seems wrong to put all our time and effort into just being bespoke songwriters for specific acts. We would like greater creative and promotional control which will allow us to stand or fall on our own merits."

Greenway, whose writing partnership with Roger Cook ended two years ago, has a production deal with CBS which expires in August. Harry Barter, who works for Greenway on promotion, will join the new company handling lease tapes.

Macaulay and Greenway have co-written the new Pearls' single "Lord Lead Us Not Into Temptation," and Macaulay is associated with the next Duane Eddy single, "Man With The Gold Guitar," and the new Drifters' release "Harlem Child."

Oberstein Heads CBS U.K.

LONDON—After 10 years with CBS, Maurice Oberstein, a founder-director of the U.K. company, has been appointed managing director. He succeeds Dick Asher, who is returning to the U.S. as president of CBS International.

Oberstein takes up his duties immediately, though Asher is staying in London for a while to wind up his affairs.

IMP's Edell In Polish Trip

WARSAW—Betty Edell, assistant to S. Rabinowitz, vice president of International Music Publishing, visited Poland to survey the music business and talk with Bogdan Janowski, deputy director of the Polskie Nagrania recording company and Wladyslaw Jakubowski, deputy director of the Authors' Agency.

Before returning home she issued the following statement: "Having visited two discotheques and spending a great deal of time in them, I have been much impressed with the reaction of young Polish people to music from the U.S. and U.K., particularly the current hits.

"What touched me was the feeling that those kids were very eager to be able to buy the records as opposed to just going to the discotheques to hear them. I hope that in the not-too-distant future there will be a free exchange of recordings—including those of Polish artists in the U.S.

"I would like to see more representation in record stores here. Now there is little. But I am particularly impressed with local Polish artists and their sound, which is very close to the Western country music—and a quality sound, too.

"It was not just a matter of copying. It was similar, and contemporary, but with an individual sort of style."

John Album Hot In U.K.

LONDON—Advance orders for the new Elton John album "Captain Fantastic and the Brown Dirt Cowboy" had reached 152,000 by the beginning of last week—the largest dealer sell-in for any album released so far this year, and despite its high \$7.80 price tag.

DJM managing director Stephen James said he had already made a claim to the British Phonographic Industry for a gold disk certifying sales in excess of \$600,000.

This latest album from John is the most costly U.K.-manufactured single album ever to hit the market, though the price does also include a double-fold sleeve and two 16-page booklets.

International Turntable

David Sandison has been appointed manager, public and artist relations at CBS in London. He will be responsible for public relations, the press and artist relations offices as well as assigned marketing projects involving him in all areas of artist development.

He will still report to senior director Allen Davis as marketing and sales assistant in all areas.

Alan Fitter has been appointed assistant marketing manager, pop product at Decca, following the company's recent restructuring of its marketing division in London. He reports to John McCready, head of pop marketing and promotion.

Simon Porter is the new press officer for the Larry Page Group of Companies, which includes Penny Farthing Records. Porter, 18, replaces Peter Phillips. He was previously in the promotion department of Pye. And joining the Page Group promotion division as assistant to Roger Bolton is Nick Fleming, son of CBS promotion executive Paddy Fleming.

Janice Hague has been appointed assistant press officer at Polydor. Previously secretary to press officer David Hughes, she replaces Julia Barnes, who has joined CBS where she takes up the position of press officer, alongside John Tobler and Ellie Smith on June 9.

Clive Banks, promotions manager at Rocket in London, has left to join Island Records. He replaces Dave Domlio as head of promotion, and Domlio in turn going to work with David Betteridge in management of special projects.

Cliff Smith has joined the promotion department of Route Records, to handle television and radio exploitation for the company. He was formerly with Pye. Suzie Gatt, secretary to Route managing director Roger Easterby, now takes on the added responsibility of field promotion co-ordination.

Gordon Coxhill has resigned as press officer at Bronze Records and is returning to his previous occupation of freelance journalist.

Evert Garretsen has been appointed managing director of Polydor BV, Holland. He succeeds Freddy Haayen, who became managing director, Polydor, U.K. Garretsen was managing director of Polydor, Holland, from 1966 to 1970, afterwards taking up a similar position with Polydor, Canada. The record company in Holland has operated for several months without a managing director.

From The Music Capitals Of The World

• Continued from page 81

Wembley Stadium crash, has rush-release single out by DJM here, a narrative version of "Why."

Four extra gigs for Tammy Wynette, now really breaking here via her number one single "Stand By Your Man." ... Don McLean gave free Hyde Park concert here as a "thank-you to my fans." ... Granada TV here lining up series of hour-long music specials covering all kinds of music, but with resident teams in the Les Reed orchestra and the Les Humphreys Singers.

PETER JONES

MEXICO CITY

Telesistema's Channel 2 carried a live broadcast of the statue unveiling of one of Mexico's greatest composers, Augustin Lara, direct from Madrid last week. Rating was one of the highest ever for the national vid outlet.

Osmond Bros. flew out of here May 11 on a late night flight for Paris. They were delayed in doing some extra dubbing for their two-hour special which will be carried here soon. ... Ringo Starr & Co. had little sleep in their whirlwind 48-hour junket here for Capitol De Mexico's opening of new facilities and its 10th anniversary. First single ever released through Capitol in this country was Wayne Newton's "Red Roses For A Blue Lady." ... First album was by Ray Anthony.

Among the top singers this past year were: the late Jose Alfredo, Jose-Jose, Manuella Torres, Vicente Fernandez, Maria De Lourdes and Antonio Zamora. ... Among the groups were Los Babys, Pablo Beltran's orchestra and Mariachi (Silvestre) Vargas. ... RCA's release of Marvin Hamlisch's "The Sting" was the only foreign disk in the Top Ten for the past year. It ranked fourth.

SACM (Mexico's performing rights society) executives Consuelo Velazquez and Carlos Gomez Barrera just returned from a visit to W. Germany. They plan closer ties with the European societies. "Siempre En Domingo" host Raul Velasco recently completed 2,000 auditions for that Sunday program's Popular Song Festival. He also will hold a Folklorico Song Festival as well. ... Jonathan Zarzosa is completing his fourth month as conductor of the pit orchestra for the very successful "Sugar" at the Teatro Insurgentes. His father, Chu Chu Zarzosa, is pianist in the band. Both are successful composers in addition.

AMPROPHON's 17-member organization continues its drive for more antipiracy legislation here, reports its president, Heinz Klinckwort. The group may bring down Stanley Gortikov to speak about what steps are being taken in the U.S. to stop the illegal practices. No official figures have been made public as to how much the underground distributors are tapping from the Mexican market, although it is known plenty are coming from the northern border states. ... Following a long period of inactivity, Chilean songstress Monna Bell has returned to cutting records. She just signed a new contract with Orfeon. ... Spain's Raphael is still trying to work out his tax problems with the Mexican government. He hasn't worked here in two years. ... Following on the heels of his 300,000-plus seller for Capitol, Cesar's new one for the label, "Sh-Boom," is now going out on the market. The Guatemalan is touring the republic. ...

King Clave moving like a meteor on the charts via his three releases with Orfeon.

AMPRO PHON's fight for positive antipiracy legislation here has been postponed until after June 2 because of government vacations. ... 17-member organization's president, Heinz Klinckwort, also the head of Peerless, reports other groups will join in the effort to form a more united front against the illegitimate practices. He foresees some positive steps will be taken before the month is out. ... Luis Baston, general director of Polydor and another active member of AMPROPHON, left for three weeks of label meetings in Europe. ... Discos Cisne has established a new post of administrative manager. It will be filled by Juan Ramon Martinez Duran. ... Label's a&r director Edgardo Obregon has left to join the staff of Orfeon.

Musart's latest on the national market is "Si Me Quieres Un Polito" by Tizo Pais. ... Televisa is readying a weekly musical extravaganza highlighting current national and international pop tunes. ... Jose Antonio Zavala will coordinate the music for the national video outlet's vice president in charge of programming, Raul Astor. ... More national artists who were on the roster during the early days of Capitol in the mid-1960s include Luchito Gatica, Pedro Plascencia, Los Montejos, Leo Acosta, Mario Patron. ... RCA will release a platter by Johnny Maya in June, a subdistribution deal worked out through Ranwood. ... Two impresarios who sometimes offer brotherly competition between each other are Rene and Jose Luis Leon. Wednesday (21) the former opened with Jose Augusto, Capitol's 21-year-old composer-singer from Brazil, at the Versailles Room (styled after Sunset Strip's Roxy) of the Del Prado Hotel, while younger Jose Luis bowed with RCA's (here) Carol Douglas at the Jacaranda. ... In April, they had the same thing concurrently, with Camillo Sesto at the Del Prado and the "Ballet of Tom Jones" at the Zona Rosa spot. ... Older Rene slots the Argentine's Victor Heredia at the Polyforum June 17. Spanish artist Estrellita was presented a trophy May 29 by Discos Cisne for her big seller of 1974, "Pardoname" ("Pardon Me"). Label heads Rafael and Raul Ficachi hosted the ceremonies at a local "coctel." ... Los Hermanos Selem, from Yucatan, have found new success with a new name, "Maya Group." MARV FISHER

AMSTERDAM

Singer-composer Wally Tax is to be a guinea pig for the music-publishing division of the Ariola record company. He signed a songwriting contract with the division, Arabella Benelux, and this kind of deal is almost unique in Holland, because all royalties are regulated by BUMASTEMRA, the collection agency of authors and songwriters. It is a six-month deal, to see if it is possible to by-pass BUMASTEMRA.

Singing duo Sandra and Andres split on July 4, the date of their last gig together. Sandra wants to try a solo career, and Andres is looking for a new partner so he can continue his Phonogram recording deal. ... The same thing happened to Mouth and McNeal, McNeal now singing solo and Mouth teamed with a new partner, Little Eve, and with a debut hit "Uncle," written by Hans van Hemert. (Continued on page 83)

**BILLBOARD IS BIG
INTERNATIONALLY**

MEXICAN TEARS

King Clave's Cry Songs Bring Orfeon Label Joy

By MARV FISHER

MEXICO CITY—King Clave's three smash singles and accompanying LPs, with all titles having some reference to cry, are making Discos Orfeon laugh—all the way to the bank.

His sales, along with other label artists, will help to contribute to more than an 8 million unit sales peak for the company by the end of the current calendar year. It marks a quadrupling of the business since 1972.

Orfeon president Rogerio Azcarra reports that the upcoming third LP by Clave will be the first time the label will have full world rights on the product. The other two excluded New York, Santo Domingo and a few other places. Litigation, to straighten out the exact contractual obligations, is in progress. Clave's total sales, specifically on the three singles—"Los Hombres No Deben Llorar," "Mi Corazon Lloro," "Us-ted Mi Dejo Llorando" ("Men Don't

Have To Cry," "My Heart Cries," "You Leave Me Crying")—have reached more than 700,000. Azcarra says they are still climbing solidly.

In addition to Clave, the label's other hot performers include Lupita D'Alessio, Mariachi "Silvestre" Vargas and El Tren on a national scale, and Carl Douglas internationally. Clave, also from outside Mexico's borders, is from Argentina.

D'Alessio's latest, "Mundo De Ju-guete," taken from TV soap opera of the same name, has just gone past the 100,000 mark for singles and over 25,000 in LP sales. El Tren's "La Battalla Del Cinco De Mayo" has bettered 125,000 singles and is now exceeding 20,000 in LP turnover. Vargas' LP has exceeded 175,000, while Douglas' "Kung Fu," master acquired through Pye in England, has jumped over the 75,000 line for singles, 30,000 for LPs. Azcarra adds the latter is "very big" when one considers it is with English lyrics.

Combined with the sales of the aforementioned and others, which comprise a lot of Norteno product, Orfeon has started repackaging some 200 LPs from the catalog. Included in the packages are artists of days gone by who carry a lot of clout with the Mexican public—Jorge Negrete, Pedro Infante and Tonia La Negra.

Orfeon picks up additional revenue via its publishing house under the same name plus 50 percent interests in two others, PHAM and EMMI.

Mexicans Combine Efforts To Push Their Own Music

MEXICO CITY—Very little Mexican music is piped into restaurants and hotels where tourists dwell.

Consequently, a combine of people and disk companies have banded together to create a catalog of songs under the label of Discos Audion. The music will be offered to outlets for national use and for export.

Spearheading the drive for a parade of lush, well-orchestrated tunes to be marketed shortly is Miguel Pous, an executive of SACM (Sociedad of Authors and Composers of Mexico) and one of the most prolific arranger-conductor-composers extant. When queried recently as to why such pretty music from the pens of Mexicans does not get the exposure it should, Pous replied, "Because they (the MOR executives) say the material doesn't exist."

Pous signifies it is not the start of any anti-foreign music campaign. "It is simply a matter that when visitors are biding their time in lobbies or settling down for a luncheon or dinner," he continued, "they rarely hear the good music that originates from my country."

"I have great respect for the songs that come from the U.S., Europe or anywhere else in the world. But there certainly should be a better balance, especially in our own backyard."

In his crusade to muster the interest necessary to launch a continuing flow of ear-catching sweet instrumentals, Pous got together with Carlos Gomez Barrera, another distinguished composer and general director of SACM and financial advisor Gilberto Navarro.

Ultimately, the three, apart from their executive duties at the composers' society, incorporated the physical and financial assistance of Discos Coro, Discos Cisne, Disco Rex and DCM (Discos Cartuchos De Mexico).

Earlier this year, they began the recordings which have brought them to a total of six albums now in the

Chelsea Inks Ex-Tremelo

LONDON—Chelsea has signed the former lead singer of the Tremeloes, Chip Hawkes, for an initial two singles contract. This is the first signing that European head of Chelsea, Mike Beaton, has made—and it will be followed by another signing within the month.

Beaton says: "I would just like people to realize that Chelsea is a fully-fledged company, not just relying on U.S. product. Since Christmas I have been listening to tapes of different artists and the one from Chip was the best I came across. I'm not able to give long-term contracts but am on the lookout for good acts at home and in Europe."

First Hawkes single is self-penned and is called "Friend Of A Friend."

can. They will do four more before the end of July, at which time the product will begin to be marketed.

Pous says that after the initial 10, another 10 will be done before the end of this year or by early 1976. At the conclusion of the first 20, choral groups and interpretations by various pop singers will be included in the repertoire.

Currently, word is awaited as to the outcome of negotiations for the European distribution of the catalog by Deutsche-Grammophon.

Among those contributing arrangements are Mario Ruiz Armengol and Chu Chu Zarzosa.

The four companies participating are providing everything from tapes to studio space to the graphics. Federico Riojas is coordinating the costs as Andion's treasurer.

Budget for the completed LPs range from \$7,000 to \$20,000.

A SUCCESS

First Yugo Rock Opera

BELGRADE—The first all-Yugoslavian rock opera has been successfully presented in Zagreb's Vatroslav Lisinski concert hall. Titled "Gubec Beg," it is based on the story of the Croatian peoples' rebellion, led by Matija Gubec, against cruel landlords in the 16th century.

The story was written by Ivica Krajac, with music by Karlo Metikos and Miljenko Prohaska. Cost of the production was around \$100,000 but the group of enthusiasts involved managed to settle the financial problems with the help of the Komedja theater in Zagreb, a theater noted for staging musicals. Its manager, Vlado Stefancic, is the "Gubec Beg" director.

Planning and preparation for the show went on for two years. But the eventual success exceeded all expectations of the creators Karlo Metikos and Ivica Krajac. Each performance in the 2,000-seat hall sold out and the 24 contracted shows means that all expenses have been covered. Now there is great interest in "Gubec Beg" in top Yugoslav centers and there are plans to take the production to the Soviet Union.

Twenty of the 50 roles in the show are for singers. The Gubec Beg part is played by young music student Branko Blace; popular rock singer Josipa Lisac plays the girl Jana, and

AWB Reps Named

LONDON—The Average White Band is to be represented exclusively in Europe by Good Earth Artistes of Museum House, Museum Street, London WC1. The deal was concluded last week in the U.S. and it is expected the band will undertake a European tour in August and September, including at least one top U.K. date.

pop singer Miro Ungar is also in the cast. The orchestra is made up of 38 classically trained musicians, helped out by a rock group rhythm section. Conductor is Miljenko Prohaska, who handled all the musical arrangements.

Now the Jugotron record company is preparing the three-record original cast album set which will be on the market soon.

Certainly this artistic effort deserves the praise lavished upon it, for it is fully original and blends well modern theater expression with modern music and national folklore, all set in historical Croatian legends.

Private Stock Disco Single

LONDON—Private Stock has produced a special two-speed single exclusively for discotheques. The record features two versions of "Swearin' To God" by Frankie Valli, followup to his recent hit "My Eyes Adored You."

The 33 $\frac{1}{3}$ rpm side, labeled "disco version," carried a 10-minute plus version of the song, lifted in full from Valli's debut Private Stock album. The 45-rpm side features an edited (four minutes) version, as available on commercial pressings.

Private Stock rush-released the commercial pressing of "Swearin' To God" last week. Tamla Motown released a Frankie Valli and the Four Seasons single on the same day, brought forward by two weeks from the original date. This one, on Mowest, is "Catch The Rainchild," a track from the group's "Chameleon" album, recorded in 1972 and reissued.



ORGAN PRIESTESS—Rhoda Scott, pictured here, named "High Priestess of the Organ" by the French people, returns to New York from Paris on June 30 to play at the Newport Jazz Festival. In France, she records for Barclay and is known as the "barefoot organist," too, because she wears no shoes when she plays the Hammond organ. Born in New Jersey, and married to her French manager, Raoul St. Yves, Ms Scott is also to play in three European jazz festivals including Helsinki in Finland and Sepot in Yugoslavia.

From The Music Capitals Of The World

• Continued from page 82

Munich Records has acquired the rights of the U.S. blues label Delmark and now plans release of albums by **Earl Hines**, **Magic Sam** and **Junior Wells**. . . . Top producer Hans van Hemert producing the new **Ekseption** album, the group previously being produced by **Tony Vos** but now seek a more commercial basic sound. Phonogram producer van Hemert is helping build an international career for Dutch band **American Gypsy**.

The **Binangs**, the only Dutch group with a "dirty" sound, have high sales hopes for their album "Genuine Bull" in the U.K., Scandinavia, France and Germany. It was produced by **Steve Verroca**. The **Dr. Feelgood** band plans to record some of the songs from the album, and the Binangs are supporting act to **Link Wray** on an European tour this autumn. . . . **Cherrie Vangelder-Smith** has signed a deal with the Basart recording company, and a new group, **Cherrie**, has been formed, to be backed by heavy promotion once the debut album is released.

Patricia Paay has left the group **Heart** and is planning a solo album, recorded in the U.K., for **Bovema-EMI**, with **Cockney Rebel's Steve Harley** helping on production. Harley previously worked on a single of **Yvonne Paay**, sister of Patricia and a close friend of Harley. . . . The group **Heart** has changed its name to **Limousine** and its label from **Bovema-EMI** to **Ariola**.

A 30,000 crowd for the Whitmonday festival featuring **Nazareth**, **Kevin Coyne**, **Alan Stivell**, **Sailor**, the **Jack Bruce Band** and Dutch band **Red, White 'n Blue**. . . . Boogie pianist **Rob Hoeke** managed to complete a new album, with **Hein van der Gaag**, despite a car accident last year in which he lost two fingers. The album is called "Fingerprints." . . . **VIP Records Haarlem** signed a recording deal with newly formed Dutch blues band **Blue-Eyed Bluesband**, with a single and album due this month from the group formed by four former members of **Binangs**.

Singer **Albert West** planning an album with his CBS colleague **Albert Hammond**, but despite a lot of trans-Atlantic phone calls no final plans have been made. . . . Record company **Inelco** officially opened new offices on the **Johan Muyskenweg 22** in Amsterdam. They have been installed there for almost a year but with no official opening ceremony. Before, the three divisions of **Inelco** were in different parts of Am-

sterdam, but now electronics, records, hardware and stock are all under one roof.

Pop team the **Buffoons** have signed with **ariola**, a company building up a strong stable of local talent. First **Buffoons** single is "Listen To My Song," a composition by hit-writing Stockholm team **Will Luikinga**, **Eddy Owens** and **Dick Bakker**. . . . **Polydor Holland** has followed **Polydor U.K.** into a deal on the U.S. **Capricorn** label, with album releases from **Percy Sledge** and the **Allman Brothers**. . . . **Pierre van der Linden** has left pop group **Trace** and rejoined **Focus** because of the departure of **Colin Allen**. He is replaced in **Trace** by English musician **Ian Mosely** and the group tours Europe this summer with **Wishbone Ash**.

The Dutch Pop Music Foundation wants financial aid from the state of \$300,000, to be used to provide work for unemployed musicians, to stimulate noncommercial musical forms and to build a center with recording facilities for special concerts and meetings. Their aim is to make the center of value at social, cultural, educational and informative levels. **FRANS VANDER BEEK**

PARIS

The **Il Etait Une Fois** group which has sold over 1 million singles has made its first album for **Pathe Marconi**, title being "Ils Vecurent Heureux." . . . **Frank Sinatra** to inaugurate the **Sporting Club Monte Carlo** season. . . . The 1975 **Albi Music Festival** to be held in that city from July 25 to Aug. 12, and at the same time young musicians wanting to improve their skills may attend special courses there.

Alice Donat was awarded the **Performing Rights Society Prize** for the best song composed here in 1974. It was "Chez Moi," recorded by **Serge Lama** for **Philips**. Last woman to win the prize was **Edith Piaf** for "La Vie En Rose." . . . Still something of a secret it is rumored that a chain of disk stores similar to **Harlequin** in the U.K. is to open in France at the end of this year.

The **French National Disk Syndicate** has drawn the attention of the government to the fact that the new **Value Added Tax** increase in the U.K. did not include disks and that there for the first time records were not considered a luxury commodity. The **Syndicate** also published a **VAT** list showing the U.K. rate at 8 percent is lowest and the French at 33.3 percent the highest.

HENRY KAHN

CRIA Names Struth—Sets Up A Gold Certification System

By MARTIN MELHUISE

MONTREAL—George Struth, vice president and managing director of Quality Records Ltd., was appointed the new president of the Canadian Recording Industry Assn. and a system of certifying gold records for Canada was formulated at a recent executive meeting of the CRIA in Montreal.

Struth was appointed president of the association for a one-year term taking over the position formerly held by Ross Reynolds, president of GRT of Canada Ltd. At the same time, Stan Kulin, managing director of UA Canada, was appointed treasurer, filling the position previously held by Gerry Lacoursiere, managing director of A&M Records of Canada Ltd. and Terry Lind, managing director of Columbia Records of Canada Ltd. moved into the position of vice president vacated by Bob Cook, vice president and general manager of RCA Limited.

Jean Paul Rickner, head of Trans Canada Music Sales in Montreal, retains his seat as vice president and representative of the French-speaking Quebec music market.

In the past, the four-man executive board was appointed on a rotation basis whereby the vice president would become president and the treasurer would become vice president. This year, Bob Cook and Gerry Lacoursiere, as vice president and treasurer, respectively, were in line for promotion but both declined, explaining that they could not devote the time and energy needed.

All new appointments to the four-man executive committee are made by a nomination committee made up of former presidents of the association. They make recommendations based on a general consensus of opinion forwarded by other CRIA members.

A gold record certification procedure modeled after that of the RIAA in the U.S. was adopted. In the future, sales figures will be submitted by record companies for the particular album or single that they want certified. After an independent audit is conducted, a gold record is then issued, framed and mounted. The function will be processed by the CRIA and the record companies will bear the brunt of the cost of the audit, mounting of the gold records and any extra copies requested.

A notable commission from the agenda of the meeting was discussion of the establishment of a national record chart. In the past few months, research has been done with record retailers in Canada with an eye to setting up a chart system modeled after the British system. In Britain, the British Market Research Bureau makes up a chart which is used by Billboard, Music Week and the BBC by canvassing 300 major record retailers for information on record sales.

Brian Robertson, the executive secretary of the CRIA, explains that the system is being considered by the association. "It's a very simple procedure. The retailer just has to fill in a form by the cash desk. As they make a sale, it's just marked up. At the end of the week, the information is mailed to one central location and tabulated for release the following week."

There is an indication that this chart would also reflect radio airplay.

"A lot of the retailers were pretty negative about the system because of the little extra work that they would have to do at the checkout counter," continues Robertson. "Even though it's just a matter of filling out a form, there's no incentive to do it. The discussion in this area is still wide open and has been on the agenda of most of our meetings. We are looking for input on this subject from other people in the industry."

CRIA meetings are held three times a year.

Boot Pub To Market Series

TORONTO—Morning Music Ltd. (CAPAC), a publishing arm of Boot Records, a Canadian country label, has initiated the marketing of a special MOR record series in the U.S., according to Mark Altman, general manager of Boot's group of publishing companies.

The first phase of the MOR record series was completed recently with the release of instrumental albums by Fred Forster and Werner Drexler. The series consists of 10 instrumental albums which has provided an outlet for several Canadian composers to expose their talents worldwide. Altman indicates that there will be an added emphasis on Canadian content in the series in the future in view of the proposed Canadian government regulations for FM radio.

Initial releases for the second phase of the series will include material from Cliff Carpenter and Yaroslav Matusik. A number of singles have been released from the series including an instrumental entitled "The Piano Tuner" acquired from the original publishers of Bobby Vinton's "My Melody Of Love."

From The Music Capitals Of The World

TORONTO

WEA Music of Canada has picked up the Canadian distribution rights for the single "Lady Marmalade" by **Mongo Santamaria** from Fania Records in the U.S. ... Columbia Records of Canada is offering its customers the right to purchase new releases from their recently introduced medium price series of records at an 8 percent discount on initial qualifying orders. Upon qualification, dealers will earn the same discount on all subsequent purchases from the complete medium price series catalogue for the duration of the program. Artists in this series include **Andy Williams, The Byrds, Ray Price, Johnny Cash, Electric Flag, Tony Bennett, Roy Orbison, Boots Randolph and Burl Ives.**

GRT of Canada Ltd. has reserved radio stations in Canada with the Downchild Blues Band single "Goin' Dancing," first issued three months ago, due to renewed interest to the single in the west. **Keith James**, program director of Calgary radio station CKXL, added the single to the station's chart after a recent appearance by the band in that city. The concert, recorded by **James and Wayne Bryant** of CHFM, was later aired on both stations and there is a chance that some of those live tracks will be used on Downchild's next album. ... **Jane Taylor**, a former copywriter for radio CHIN in Toronto, and **David Pittman**, have been hired by **Larry Leblanc** and Associates music industry public relations firm.

Bob Kendall, former organist for **Edward Bear** and **John Quee** have completed eight sides at the Grange

Recording Studio in Whitby and are currently negotiating for a record deal. ... Rampage Records, headed by **Jack Morrow**, has just released a new single by the **Children** entitled "You Know That I Love You (Christine)" which was recorded at Toronto's new Phase One Studios. The band recently played before Prince Charles at the Toonik Festival on Baffin Island. **Tom Kelly**, an air personality for CKSL in London, Ont., and press officer for Rampage, MC'd the show. Rampage is distributed by United Artists in Canada.

MONTREAL

Polydor Ltd. has rush-released a single from the forthcoming **Bee Gees** album "Main Course," entitled "Jive Talking." The band will be doing a major Canadian tour in the fall beginning in Victoria, B.C., on Sept. 7 and finishing up on Oct. 4. ... CFCF Radio has launched a new spring and summer radio promotion entitled "Let's Get Together" in which **John MacKey**, the station's general manager and program director, in conjunction with local producer **Ben Kaye**, conducted a talent hunt. A song by **Ian Cooney**, "Let's Get Together," was chosen for the promotion and, besides guaranteed airplay on CFCF, MacKey included a personal note indicating his feelings about the song in the record mailings to other radio stations. ... CJFM in Montreal has introduced a new program to their schedule entitled "What's New In Music?" during which the station's music director, **Michael Godin**, reviews a cross section of many of the new record releases he receives during the week.

MARTIN MELHUISE

Firms Giving More Accent To Relations With Press

TORONTO—Though the main thrust of promotional consideration within record companies in Canada is aimed at radio, there are an increasing number of companies placing an added emphasis on the press.

A&M Records of Canada's press and publicity department headed by Charley Prevost, recently expanded with the addition of Kate Elliot, the former news editor for RPM Music Weekly, and the appointment of Lorna Richards, already a member of the A&M publicity/a&r staff, to handle internal communications between the press department and the sales and promotion departments of A&M.

Prevost sees the function of his division as an important link between sales and promotion. "If the sales people tell us that a particular artist is selling well in one area, we make sure that the press in that area is made aware of that artist. That sort of coordination is important."

The result for A&M has been the breaking, or fortifying, of such acts on the label as The Strawbs, Supertramp, Paul Williams, Valdy, Shawn Phillips, Nazareth and others, many of whom went on to gain acceptance in the U.S. through the interest shown in Canada.

Prevost believes that press relations, which often encompasses the artist relations function as well, is a much ignored vehicle for record companies to develop their artists. "Lack of coverage of music is not always the newspapers fault," points out Prevost. "Many companies just don't bother to keep in touch."

Richard Glanville-Brown, who

handles press relations for Polydor as part of his regular duties within the company's promotion department, indicates that the reason he feels some companies are not willing to make the investment for a press division is that gauging the effectiveness of press and publicity is very difficult. "How can you prove whether a write-up in a particular journal is selling records? It's difficult because you can't really come up with any dollar figure."

Glanville-Brown adds, "The music industry is the largest single part of the entertainment industry but in most cases it receives the least coverage. Any music reportage is limited to a couple of columns."

The other company in Canada with a separate press relations division is Capitol Records-EMI of Canada Ltd.

Harrold New Polydor Chief

MONTREAL—Tim Harrold has been appointed president of Polydor, replacing Evert Garretsen, who held the post for four and a half years before returning to the Netherlands to become general manager of Polydor B.V. Garretsen had held the same office before coming to Canada.

Harrold, who will work out of Polydor Ltd.'s Montreal head offices, was previously the executive vice president of Phonodisc in New York. Prior to that, he had been commercial director of Polydor in London for four years.

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Billboard's
JUNE 7, 1975

Top Album Picks

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Number of LPs reviewed this week **42** Last week **42**



THREE DOG NIGHT—Coming Down Your Way, ABC ABCD 888. Say what you will, there is no other group who can tackle as many diverse styles in one LP and do them as well as Three Dog. Working with producer Jimmy Ienner (Grand Funk) and associate producer Bob Monaco (Rufus) the band takes on Randy Newman, Allen Toussaint, Dave Loggins, Jeff Barry and Daniel Moore among others and comes up with creditable renditions of the material of each. Songs are heavily keyboard based when uptempo songs are taken on and string oriented on the ballads, which tend to be more effective than the rockers. Somehow, the wilder material seems a bit strained and contrived while the slower tunes work both vocally and instrumentally. Strongest lead vocals come from Chuck Negrón, who appears most at home with both ballads and rockers. Nothing overly original here, but the group has never claimed that skill. It is interpretations that they have always shone, and this is where they shine once more.

Best cuts: "Til The World Ends," "Good Old Feeling," "Coming Down Your Way," "When It's Over," "Yo Te Quiero Hablar (Take You Down)."

Dealers: One of America's few supergroups.

THE SOUTHERN HILLMAN FURAY BAND—Trouble In Paradise, Asylum 7E-1036 (Elektra/Asylum). Strong shift from the last LP, but one that works well as the group branches out from their country-rock image with cuts featuring Spanish guitars, a great deal of jazz rock feel through use of jazzy piano and flute, some good honky tonk and even some nostalgia flavored bounce. Most of the variety is on side one, with the flip devoted primarily to the soft, melodic music and harmony singing the trio is best known for. Keyboard work and flute from Paul Harris and production from Tom Dowd. As with the last LP, the three share the songwriting fairly equally, as well as alternating on lead vocals. Most impressive, however, is the ability shown in shifting musical gears with little trouble.

Best cuts: "Trouble In Paradise," "For Someone I Love," "Mexico," "Love And Satisfy," "On The Line," "Follow Me Through."

Dealers: Band is on road consistently.

TODD RUNDGREN—Initiation, Bearsville BR-6957 (Warner Bros.). Rather a strange LP here (more than an hour of music is odd enough these days), as Rundgren seems torn between the soft, almost soul oriented rock he has always excelled at and more exotic, synthesizer styled material. Side one is a blend of the old and new Todd, side two is strictly instrumental in the form of "A Treatise On Cosmic Fire." Vocals on side one are per usual, with the instrumentation the difference. Side two is the complete turnaround, with Rundgren playing a variety of guitars, synthesizers, sitars, keyboard computers and so on. Effect on side two is a symphonic, peaceful for the most part, one and is exceptionally well done. Indian feel to some of the music, but sound on the whole is closer to the electronic feel that has come out of Europe over the past few years. Still, as with all Rundgren projects, highly original.

Best cuts: "Real Man," "Eastern Intrigue," "Initiation," "A Treatise On Cosmic Fire."

Dealers: Rundgren tours frequently and has a solid core of fans.

EDGAR WINTER—Jasmine Nightdreams, Blue Sky PZ 33483 (CBS). Winter remains one of the few artists able to effectively blend rock, jazz, electronic sounds, blues and even an MOR flavor on one LP and come up with a cohesive effort. Artist shows his various skills through keyboard and sax work (particularly on the three instrumentals that close the LP in a mix of jazz and mild electronic music) while Rick Derringer and Edgar's brother Johnny contribute to the rock flow with their guitar work. Dan Hartman handles vocals, sounding like Stevie Wonder, Jimi Hendrix and himself alternately. Most enjoyable cuts are the mid tempo ones, giving Winter a chance to show his skill at working with jazz and easy to listen to formats. Not as frenetic as some past efforts, especially on the three instrumentals, but enough rock to satisfy long time fans.

Best cuts: "One Day Tomorrow," "Tell Me In A Whisper," "Shuffle-Low," "How Do You Like Your Love" and the three instrumentals—"All Out," "Sky Train" & "Solar Strut."

Dealers: Give him some jazz as well as pop space.

THE POINTER SISTERS—Steppin', ABC-Blue Thumb BTSD-6021 (ABC). The Pointers are back after a long hiatus without product with a mix of what they do best—top harmonizing, some fine nostalgia oriented tunes and some good, contemporary New Orleans rock. All of the girls (back to four again) take turns on lead vocals, but the highlights still come when all four seem to be singing at once yet the sound somehow ends up as a grouping of interlocking and highly workable components. Some impressive guest musicians include Stevie Wonder, Herbie Hancock and Wah Wah Watson with usual good production from David Rubinson. While the contemporary material is good, the nostalgia is still the most fun. Difference here is that it sounds less strained than on previous product. Long, several song tribute to Duke Ellington is one of the highlights and demonstrates the ladies' skill in ballads, jazz and bouncy material.

Best cuts: "How Long (Betcha' Got A Chick On The Side)," "Sleeping Alone," "Ain't Got Nothing But The Blues" (the Ellington medley), "Save The Bones For Henry Jones" (a hilarious cut), "Going Down Slowly."

Dealers: Girls set to hit the road again soon.

Spotlight



WINGS—Venus And Mars, Capitol SMAS-11419. Latest effort from Paul McCartney and friends is another set of fine rock, but with some strong basic differences from past LPs. First, it stands less as a collection of good rock singles and more as a collection of various styles of music that can also work as singles. Styles range from the perfect Top 40 rock McCartney is such a master of to New Orleans, horn filled cuts to '20s flavored tunes to oldie sounding songs to some big brass arrangements. McCartney's vocals range from the smooth ballad style he has always handled well to a raunchier rock sound that he has heretofore been unable to attain, even on his wilder singles. In other words, he sounds less like a soft voice singer trying to scream and more like a legitimate screamer. Addition of Jimmy McCulloch has added a strong rock guitar vein and has allowed Denny Laine to switch to bass and spend more time on vocal harmonies. Linda also sounds like more of a singer. Guest musicians like Tom Scott, Allen Toussaint and Dave Mason also add to the variety of sounds and add an authenticity to the sounds and styles explored. A much more musically intricate project than Wings' other solo effort without losing the feeling of fun and spontaneity that good rock has always offered. And, to serve up the old cliché, all possible singles.

Best cuts: "Love Song," "You Gave Me The Answer," "Magnetite And Titanium Man," "Spirits Of Ancient Egypt," "Medicine Jar" (letting Laine and McCulloch handle some vocals), "Call Me Back Again," "Listen To What The Man Said."

Dealers: Deluxe package and an artist who ranks with Elton John and Led Zeppelin as far as anticipation of product at the consumer level.

THE THREE DEGREES—International, Philadelphia International KZ 33162 (CBS). One of the more underrated singing trios come up with their most comprehensive LP projects to date, integrating disco oriented material, straight soul, pop rockers and ballads. Mixture of harmony singing between the three as well as a variety of combinations of leads. Smooth, Philadelphia Sound trademarked instrumental work (all but two cuts produced by Gamble & Huff), but some interesting changes in the way of soulful sax solos and some bluesy back-ups. More pop on the whole than anything the girls have come up with, with the three sounding somewhat like a female Stylistics at several points.

Best cuts: "Another Heartache," "Lonlier Are Fools," "Get Your Love Back," "Distant Lover," "Here I Am," "TSOP (The Sound Of Philadelphia)."

Dealers: Place in pop and soul.

THE STYLISTICS—Thank You Baby, Avco AV-69008. Well done as always from this veteran group, but basically using the same formula as always, with falsetto lead vocals, smooth string arrangements and pop/soul/MOR appeal. A few disco favored cuts and a few uptempo songs that sound a bit like some of the better black music of the '50s New York groups. Latin rhythms included on one cut add a bit of variety. Basically, as good as the material is and as satisfying as it should be to all Stylistic fans, the group is due for a change of format. Use of several leads works well.

Best cuts: "Thank You Baby," "Can't Give You Anything (But My Love)," "Disco Baby," "Tears And Souvenirs," "Stay."

Dealers: Very catchy cover.

THE FABULOUS TRAMMPS—The Legendary ZING Album, Buddah BDS 5641. The Trammips, of course, are one of the top groups of the disco set. Now on Columbia, they were on Buddah sometime during the past three years (three singles), and since this set has eight songs, one must assume the LP is the three 45s plus an unreleased single. Not quite as powerful oriented as their current material, but certainly aimed straight at the discos (same producers as the Columbia/Golden Fleece set and a disco mix from Tom Moulton). Strong string arrangements, same good harmony vocals against the rough leads as on the current material and, in reality, just as effective an LP for the market it is aimed at. Long instrumental breaks work well.

Best cuts: "Penguin At The Big Apple/Zing Went The Strings Of My Heart," "Sixty Minute Man," "Rubber Band," "Hold Back The Night," "Tom's Song" (an instrumental).

Dealers: These are the three singles (the two unreleased cuts are simply instrumental tracks), but they should sell well, particularly on the East Coast.



THE ROLLING STONES—Metamorphosis, ABKCO ANA-1 (London). Material cut by the group from 1966-1970 (thus obviously featuring both Brian Jones and Mick Taylor on guitar) is a mix of previously unheard versions of already released material, several cuts that sound more like outtakes than anything else, several excellent tunes and one previously unreleased Bill Wyman composition. Most immediately noticeable element is the difference in sound between the early Stones and the group of today. While much of this material sounds rather juvenile lyrically compared to the post-Jones group and a bit sloppy on the technical end, there is a certain raw power and a general pleasant raunchiness that is missing in the group of today. Both versions of the Stones are superb rock groups, but the one heard here is most likely to attract those fans who grew up with the band. The raw Jagger vocals and the basic but energetic lead guitar of Keith Richards are highlights, as are some of the rather raunchy lyrics that may not have been permitted to be released nine years ago. Production is a mix of Andrew Loog Oldham and Jimmy Miller. LP will be fun for long time Stones' fans as well as for those who have followed them closely only since their 1969 return tour. Again, don't expect any musical revelations here, but look forward to a good dose of what made the Stones one of the pioneer rock bands of the '60s. Jagger and Richards penned most of LP.

Best cuts: "Out Of Time" (with string backup), "Don't Lie To Me" (a good blues), "Heart Of Stone," "I'd Much Rather Be With The Boys" (much talked about but never released), "I Don't Know Why" (single), "Living Sister Fanny" (good frantic rock), "I'm Going Down."

Dealers: Timing perfect, with band starting first tour in three years this month.



GWEN McCRAE—Rockin' Chair, Cat 2605 (TK). Mrs. George McCrae comes up with a vibrant mix of straight soul, disco material, bluesy material and oldies here, with the emphasis on her powerfully expressive blues oriented vocals. Backup is, for the most part, simple guitar/keyboard/bass/drums/horn arrangements with strings added on from time to time but not in overabundance which is the tendency on many soul sets today. Most effective material counts in the extremes of ballads and shouters, both of which offer the artist maximum opportunity to showcase her versatile voice. Most of the TK roster appears in some capacity here, including George McCrae, George Perry, Rick Finch, Latimore, H.W. Casey, Little Beaver and Betty Wright. Probably the most sophisticated of the TK efforts yet.

Best cuts: "Rockin' Chair" (with same underlying riff as George's "Rock Your Baby"), "He Keeps Something Groovy Going On," "For Your Love," "It's Worth The Hurt," "It Keeps On Raining."

Dealers: Ms. McCrae is on her way to crossover hit with title cut.

THE ISLEY BROTHERS—The Heat Is On, T-Neck PZ 33536 (CBS). Rather odd but workable mix from the brothers, blending in some protest material with some mainstream rock and three solid, soul ballads. Only six cuts on the set, with the semi-protest songs coming off least favorably. Side two is the strictly ballad side, featuring the brothers' excellent harmonizing in front of basic rock instrumentation and smooth string arrangements. Brothers also get a chance to show off their instrumental powers on "Hope You Feel Better Love (Part 1 & 2)," with a few vocals at the beginning of the cut and the rest devoted to some solid rock. Particularly effective is the long Ernie Isley rock guitar solo. Some disco material here (especially on the rhythmic side one) but the group has not gone overboard. As usual, the group produced and arranged.

Best cuts: "Hope You Feel Better Love (Part 1 & 2)," "Sensuality (Part 1 & 2)," "Make Me Say It Again Girl (Part 1 & 2)." In case you haven't guessed, everything is part 1 & 2.

Dealers: Cover opens for display of all six brothers.

LATIMORE—III, Glades 7505 (TK). Another member of the strong TK school, Latimore is a perfect soul screamer who works best with love songs and story material. Strong, sometimes gruff vocals work well on his stories of whites in black bands, his qualifications as a lover and why he is the ultimate ladies' man. Instrumentation, like other TK product, is simple yet effective with a heavy emphasis on the rhythm and the

artist handling much of the lead work on keyboards. Solid production from Steve Alaimo should help LP on disco and soul airplay route. As an LP, strongest Latimore has come up with yet, marking the first time he has captured the strength of his singles throughout an entire album.

Best cuts: "Qualified Man," "There's A Red-Neck In The Soul Band," "Ladies' Man," "Just One Step."

Dealers: Check soul singles charts. Artist seems to be on it constantly.



CHARLIE RICH—Every Time You Touch Me (I Get High), Epic 33455. This is one of those smash LP's, with every song on it great, the production superb, and the arrangements outstanding. Whether he's doing the blues (and there is an abundance of it) or something down home or uptempo, Charlie handles it with skill and truth. A fine selection of songs.

Best cuts: "All Over Me," "A Little Bit Here (A Little Bit There)," "Pass On By," "She" and "Midnight Blues."

Dealers: Perhaps his best album yet.

NARVEL FELTS—Reconsider Me, ABC-DOT 2025. It's doubtful that there's a better singer around, anywhere. Felts is a budding superstar, and this LP can only help push him upward. He wraps himself around a song, and he has a bunch of winners, old and new, on this fine album. Among the best cuts are: "Let My Fingers Do the Walking," "I Remember You," "Funny How Time Slips Away," and the beautiful "Guess Who."

Dealers: This man is coming on stronger than anyone in the business. Give it the push it deserves.

DIANA TRASK—The Mood I'm In, ABC-Dot 2024. No matter what mood Diana is in, she can sing a song with warmth, tenderness, or really belt it out. Here she displays the various moods, and it points up versatility. Many of the songs have been done by others, but none any better.

Best cuts: "Sunshine," "I've Been So Wrong For So Long," and "Evil On Your Mind."

Dealers: Some fine cover photography only enhances what's inside.

JOE STAMPLEY—Greatest Hits (Volume I), ABC-Dot 2023. As implied, this is the first in a series, and its an outstanding bunch of selections. Some of the songs are a couple of years old, some more recent. But for the most part they are big hits he has had, including "Hello Operator," "Too Far Gone," "Soul Song," "If You Touch Me (You've Got to Love Me)," "Take Time To Know Her," "I'm Still Loving You," and more. It's difficult to select the best of these, since they've all made it. But it's a great chance to catch up on his hit singles.

Dealers: The greatest hits should help move the package.

BILLY THUNDERKLOUD—What Time Of Day, 20th Century 471. The young Indian from Canada, under the supervision of Jim Vienneau, shows some versatility, and also does virtually an entire side of Jerry Foster and Bill Rice songs, which is in his favor. A great visual act, he now will start making his mark in recording as well.

Best cuts: "Lovin' Woman, You're My Friend," "The Night's Not Over Yet," "Let It Go."

Dealers: He's picking up momentum through personal appearances, which should help sales.

WILLIE NELSON—Red Headed Stranger, Columbia 33482. This might be called a concept album, or even a message album. Frankly, we haven't figured it out yet. But it's Willie Nelson, and it's listenable, and it includes some old favorites. He begins with his "Time of the Preacher," then segues into an old Eddy Arnold-Wally Fowler tune, back to the "Preacher," a medley of the title song and "Blue Rock Montana," then a Fred Rose favorite, then back to the "Red Headed Stranger," back to the "Preacher," a religious instrumental, a song called "Denver," a couple old instrumentals including a waltz and "Down Yonder" then the Hank Cochran song written for Jeannie Seely, and an old T. Texas Tyler tune. Now it's all good, but we lost the continuity somewhere.

Dealers: Call the cosmic cowboys. Willie is here.



THE CAPTAIN & TENNILLE—Love Will Keep Us Together, A&M SP-3405. The pair that surprised everyone with one of the hits of the year in the title tune come up with a tremendously versatile album mixing the good-time rock sound of their single with a number of exceptionally strong ballads, highlighted by Toni Tennille's powerful, almost Broadway show vocals and Darrell Dragon's (Captain) keyboard work, production and arrangements. Toni sounds at times like a younger Barbra Streisand, particularly on the ballads. Also in-

(Continued on page 86)

Spotlight—the most outstanding of the week's releases; picks—predicted for the top half of the chart in the opinion of the reviewer; recommended—predicted to hit the chart among the lower half positions or other albums of superior quality; review editor: Bob Kirsch; reviewers: Eliot Tiegel, Nat Freedland, Claude Hall, Bill Williams, Jim Melanson, Is Horowitz, Bob Kirsch, Jim Fishel.



OLIVIA NEWTON-JOHN—Please Mr. Please (3:24); producer: John Farrar; writers: Welch-Rostill; publisher: Blue Gum, ASCAP. MCA 40418. Miss Newton-John moves back toward the country direction here, closer in sound to her first two hits than her last several singles. Already on the Hot 100 and, since her last four releases have hit the top 10, there is little doubt this will follow suit.

RINGO STARR—It's All Down To Goodnight Vienna (2:53); producer: Richard Perry; writer: John Lennon; publishers: Lennon/ATV, BMI. Apple 1882 (Capitol). First side of what appears to be another two-sided hit for Ringo is title cut from most recent LP. Good, upbeat sing-a-long type song with strong rock instrumentals and the usual fun lyrics (written by John Lennon) that have characterized most of Ringo's recent material.

RINGO STARR—Oo-Wee (3:15); producer: Richard Perry; writers: Vini Poncia-Richard Starkey; publishers: Braintree/Richorony, BMI. Apple 1882 (Capitol). Strong, rhythm oriented song in quite a different vein from first side of the single. Ringo singing for the most part in front of a heavy bass and drum backing, with some good horn riffs and an interesting piano solo tossed in.

FREDDY FENDER—Wasted Days And Wasted Nights (2:41); producer: Huey P. Meaux; writers: B. Huerta-W. Duncan; publisher: RCA, BMI. ABC/Dot 17558. Great mix of pop, country, Tex Mex and rockabilly as Fender follows his number one pop and country "Before The Next Teardrop Falls" with a new recording of one of his earliest hits. Usual unique production from Huey Meaux. Flip: I Love My Rancho Grande (2:48); producer: same; writer: B. Huerta; publisher: Crazy Cajun, BMI.

THE LETTERMEN—You Are My Sunshine Girl (2:40); producers: Davis D. Cavanaugh & Lettermen; writer: John Reid; publisher: House Of Gold, BMI. Capitol 4096. Kind of a long-shot here, but the veteran trio comes up with a bouncy, perfect summer song with some fun Beach Boys type harmonies and a melody that sounds like much of the best of California rock in the '60s.

recommended

JEFF BECK—You Know What I Mean (3:09); producer: George Martin; writers: J. Beck-M. Middleton; publishers: Equator/B. Feldman, ASCAP. Epic 8-50112 (CBS).

THE THREE DEGREES—Take Good Care Of Yourself (3:23); producers: Gamble-Huff; writers: K. Gamble-L. Huff; publisher: Mighty Three, BMI. Philadelphia International ZS8 3568 (CBS).

GLORIA GAYNOR—Walk On By (3:00); producers: Meco Monardo, Tony Bongiovi & Jay Ellis; writers: Burt Bacharach-Hal David; publisher: Blue Seas/Jac, ASCAP. MGM 14808.

BENNY BELL—Everybody Likes My Fanny (2:11); producer: not listed; writer: Bell; publisher: Madison, BMI. Vanguard 35185.



CAROL DOUGLAS—Will We Make It Tonight (3:33); producer: Ed O'Loughlin; writers: M. Barkan-R. Hayworth; publisher: Midson, ASCAP. Midland International JH-10304 (RCA). Lady who scored pop and soul so well with "Doctor's Orders" comes up with a bouncing crossover cut here that will probably break soul and then move into pop. Little girl vocals work well against the pounding disco instrumentation.

recommended

THE ORIGINALS—Good Lovin' Is Just A Dime Away (3:35); producer: Lamont Dozier; writer: L. Dozier; publisher: Dozier, BMI. Motown 1355F.

SYREETA—Harmour Love (3:28); producer: Stevie Wonder; writer: S. Wonder; publishers: Jobete/Black Bull, ASCAP. Motown 1353F.

YVONNE FAIR—Love Ain't No Toy (3:23); producer: Norman Whitfield; writer: N. Whitfield; publisher: Stone Diamond, BMI. Motown 1354F.

TOMMIE YOUNG—Get Out Of My Life (2:55); producer: Vince Willis; writers: Vince Willis-Ralph Bass; publishers: Polyday/Nap-Sylheart, BMI. Soul Power 119 (Jewel).



BONAROO—Sally Ann (2:50); producer: Marty Cohn; writer: Bill Cuomo; publisher: Pants Down, BMI. Warner Brothers 8103. Good acoustic backing and Hollies style harmonies highlight this goodtime rock number.

GUYS 'N' DOLLS—There's A Whole Lot Of Loving (3:10); producers: Arnold-Martin-Morrow; writers: Arnold-Martin-Morrow; publisher: Dick James, BMI. Epic 8-50109 (CBS). Big band intro, a solo female voice, a solo male and some fine harmonies work well in this summer type number. General happy feel throughout.

TAMMY JONES—Let Me Try Again (3:07); producer: Robin Blanchflower; writers: C. Caravelli-M. Jourdan-P. Anka-S. Cahn; publishers: Spanka/Flanka, BMI/ASCAP. Columbia 5-10156. Powerful MOR type song from lady with Broadway show styled voice. Sounds like Pet Clark at times.

JOHN SHINE—Song For A Rainy Day (3:07); producers: Jeffrey Cohen and Bruce Good; writer: J. Shine; publishers: West Berkeley/Polo Grounds, BMI. Columbia 3-10157. Interesting cut from singer who comes up with pleasing, medium tempo cut.

TOMORROWS EDITION—Say It Again (3:20); producer: George M. Brown; writer: George M. Brown; publishers: Delightful/Gang, BMI. Gang 1324 (Pickwick). Strong harmonies and well done string backup make for good soul cut.

THE ELLINGTON SISTERS—I Better Get Used To This Feeling (3:11); producer: George Kerr; writer: Kenny Cymour; publishers: Moth/My, BMI. RCA JH-10274. Disco styled soul rocker with deep voiced lead singer and good backup vocals. Somewhat like a female Spinners.

FRANK MORGAN—Sing Your Freedom Song (3:24); producers: Arnell & Loeb; writer: Frank Morgan; publisher: Gil/Bandora, BMI. RCA JH-10298. Patriotic song which works well as song too, sounding a bit like John Stewart at times. Red and white label on blue vinyl for those who miss the point.

BILLY DAVIS—Three Steps From True Love (3:19); producer: McKinley Jackson; writers: J.R. Bailey-K. Williams; publisher: Dish A Tunes, BMI. ABC 12106. Good soul rocker with screaming intro that moves into well-done vocalizing.

FREEMAN-NEHLS & THE OTHER BROTHERS—Boom Bam Bump (2:58); producer: Jeff Barry; writers: F. Freeman-H. Nehls-J. Barry; publisher: Steeple Chase, BMI. RCA JH-10315. Disco material with chanting harmony vocals and title that's used throughout song.



FREDDY FENDER—Wasted Days And Wasted Nights (2:41); producer: Huey P. Meaux; writers: B. Huerta/W. Duncan; Travis (BMI); ABC Dot 17558. From his album comes two great songs, both sides of the record. In fact, either could be a smash hit. But the A side probably will get the most play, and it's sensational. Flip: I Love My Rancho Grande; writer: B. Huerta; Crazy Cajun (BMI).

EDDY ARNOLD—Red Roses For A Blue Lady (2:45); producer: Dick Glasser; writers: R.C. Bennett, S. Tepper; Mills (ASCAP); MGM 14780. A pop standard, and a fine one, given the Arnold treatment with excellent production. How can it go wrong? Flip: No info.

JIM WEATHERLY—It Must Have Been The Rain (2:57); producer: Jimmy Bowen; writer: Jim Weatherly; Keca (ASCAP); Buddah 467. The one-time football star sings as well as he writes, and that's saying something. Here he has chosen one of his own, naturally, and it's smooth, to say the least. Flip: No info.

OLIVIA NEWTON-JOHN—Please Mr. Please (3:24); producer: John Farrar; writers: Welch-Rostill; Blue Gum (ASCAP); MCA 40418. Probably the most country of the tunes from her "Have You Never Been Mellow" album, with excellent lyrics and tremendous delivery. Flip: No info.

DON POTTER—Take It Out On Main Street (3:13); producer: Billy Sherrill; writer: J. Hadley; Tree (BMI); Columbia 3-10158. One of his best to date, along with that production touch of Billy Sherrill. It's a clever lyric, too. Flip: No info.

MEL TILLIS & THE STATESIDERS—Woman In The Back Of My Mind (2:48); producer: Jim Vienneau; writers: R. McCown; R. Jaudan; Sawgrass (BMI); MGM 14804. With style and class, Mel sings an outstanding song, and makes it believable. Flip: No info.

recommended

RONNIE SESSIONS—Love Hangover (2:47); producer: Walter Haynes; writers: Curly Putman, Buddy Killen; Tree (BMI), MCA 40411.

RAY PETERSON—Nobody But You (2:10); producer: Troy Shondell; writer: J. Boholan; Bilite (ASCAP); Cloud 9 134.

GUY & RALNA—We've Got It All Together Now (2:13); producer: Glenn Sutton; writer: Glenn Sutton; Rodeo Cowboy (BMI); Ranwood 1029.

MICKEY NEWBURY—Sail Away (2:45); producer: Chip Young; writer: Mickey Newbury; Acuff-Rose (BMI); Elektra 45256.

JOE ALLEN—Carolyn At The Broken Wheel Inn (2:47); producers: Allen Reynolds & Charles Cochran; writers: Bob McDill/Jim Rushing; Jack (BMI); Warner Bros. 8098.

BOBBY PENN—Rhythm Of Love (2:32); producer: Johnny Howard & Charlie Fields; writers: Fields/Riis; Sandburn/Craftshop (ASCAP); 50 States 32.

FRANK MYERS—I'm Going To Get Lovin' (You Off My Mind) (2:03); producer: Don Lewis; writer: Don Lewis; Sound Corp (ASCAP); Caprice 2011.

Picks—a top 30 chart tune in the opinion of the review panel which voted for the selections published this week; recommended—a tune predicted to land on the Hot 100 between 31 and 100. Review editor—Bob Kirsch.

Billboard LPs

• Continued from page 85

cluded are a country flavored tune, a bouncing instrumental with some fun scat singing and some rock in the Helen Reddy style. Songs written by the pair as well as Dennis Wilson, Neil Sedaka, Bruce Johnston and Brian Wilson. Production strong but not overdone, with appeal to pop and MOR. Comparison to Carpenters (Captain plays and arranges, Toni sings) not really valid, as Ms. Tennille has a stronger voice than Ms. Carpenter and the material is different. And really, this pair is aiming at a different market. Not bad for a pair that was working a steakhouse in the San Fernando Valley a few months back.

Best cuts: "Love Will Keep Us Together," "Cuddle Up," "The Good Songs," "God Only Knows," "Broddy Bounce," "I Write The Songs."

Dealers: Single is mammoth hit and pair are preparing to go on the road.

PABLO CRUISE—A&M SP-4528. Interesting set of easy going rock with vocals that sound alternately like Van Morrison during his "Astral Week" days and a clear throated Joe Cocker, all worked against melodic, easy to listen to sound. Best segments from this quarter, however, are the instrumental ones which cover classical, rock and jazz veins and offer solo opportunities for piano, guitar and good combinations of the two. The "Ocean Breeze" segment includes the solos (a few vocals at the end) but is banded to make airplay easier. Side one is devoted more to commercially oriented material with side two the FM aimed cuts. Use of strings buttresses the rock format but strong production control prevents them from dominating.

Best cuts: "Sleeping Dogs," "Rock 'N' Roller," "In My Own Quiet Way," "Ocean Breeze."

Dealers: Colorful, tropical jungle cover is far above average.

KAREN ALEXANDER—Isn't It Always Love, Asylum 7E-1040 (Elektra/Asylum). Interesting mix of nostalgia tinged songs and singing and more contemporary ballad work, sometimes in the folk vein. Ms. Alexander sounds like a one woman Pointer Sisters at times and a bit like Bette Midler at others, but her style is an original one. While there appears to be a growing market for original nostalgia type tunes at the moment, the trend hasn't exactly taken the musical world by storm and the artist makes a wise decision in alternating this type of thing with more up to date songs. Some big band sounding backup, some simple instrumentation.

Best cuts: "Brown Shoes," "Fish In The Sea," "Watch Out," "Isn't It Always Love," "Hotel," "Leaf On A River."

Dealers: Play in store. Contrasting material works.

STEVE SATTEN—Whatcha Gonna Do For Me?, Columbia PC 33478. Singer-songwriter Steve Satten has a very interesting vocal delivery that sounds like a cross between Al Kooper and Rupert Holmes. Featuring an all-star backup band composed of the Brecker Brothers group and others. The record has a mixture of musical styles with the backing is largely jazz and rock influenced. Overall, this album could possibly click in several areas.

Best cuts: "So Nobody Else Can Hear," "You're A Stranger To Me," "The Waiting Game," "Lady Day," "Broadway Bill," "Happy New Year."

Dealers: In-store play is a necessity to help sell product.

JOHN RENTON—Half In Half Out, Reprise MS 2222 (Warner Bros.). Good blend of easy rock, jazz influenced material and even a few cuts that remind one strongly of the goodtime days of rock in New York's Greenwich Village night-spots of the early and mid '60s. Artist has soft voice that adapts well to his material. Nothing overly complicated here, which is the real charm. A James Taylor type voice with a bit more energy seems an apt description.

Best cuts: "Half In, Half Out," "In The Middle," "Down Parade."

Dealers: Kind of music that seems to be staging a comeback.

SYNERGY—Electronic Realizations For Rock Orchestra, Passport PPSD-98009 (ABC). One of the first pop/electronic experiments to come from an American is not as boisterous as the ELP/Yes school but has a bit more energy than some of the European bands that seem to drone through their material. Various synthesizers and other electronic instruments used with much of the LP symphonic in nature and verging on classical from time to time. Well done, but the truly interesting part is that it's all done by one man—Larry Fast. Kind of an energetic "Tubular Bells." Production from Marty Scott, who also happens to be one of the top record importers in the nation and has been heavily involved in popularizing electronic music here.

Best cuts: "Slaughter On Tenth Avenue," "Synergy," "Warriors."

Dealers: Nektar plays much of this LP before their shows.

pop

CAMEL—The Snow Goose, Janus JXS-7016 (Chess/Janus). Instrumental story of the "Snow Goose" book is well done, classically tinged work from British quartet with heavy emphasis on keyboards, synthesizers and soft percussion. Mood of the album is soft and easy going. FM offers strongest initial action spot. **Best cuts:** "The Snow Goose," "Rhayder Goes To Dunkirk," "Dunkirk" (cuts listed here are banded for airplay).

TIM MOORE—Behind the Eye, Asylum 7E-1042 (Elektra/Asylum). Another set of very pretty songs from man who is best known to the music world as the writer of "Charmer" and "Second Avenue." Artist sounds strongly like Elton John on several of the ballads, which are more effective than his rock material. Expect cover versions of several of the songs. **Best cuts:** "For The Minute," "Rock And Roll Love Letter," "If Somebody Needs It."

MAHOGANY RUSH—Strange Universe, 20th Century T-482. Group that surfaced several years ago with a lead singer and guitarist in Frank Marino who sounded uncannily like Jimi Hendrix is back with another set that strongly resembles the Hendrix sound but leans a bit more on a hard rock sound developed by the trio. Still, the basic Hendrix sound is there and will invite comparison. In all fairness, however, Marino is a competent singer and guitarist without the imitative factors. **Best cuts:** "The King Who Stole (... The Universe)," "Moonlight Lady," "Dancing Lady," "Strange Universe."

TERESA BREWER—Unliberated Woman, Signature BSL 1-0935 (RCA). Ms. Brewer journeyed to Nashville to cut this set, and shows two things—her voice is as strong as it has always been and she is able to adapt to new musicians and styles with ease. Mix here of country, MOR and pop with the pop the strongest and the country cuts surprisingly well done. Produced by country expert Felton Jarvis, with songs from Dennis Linde, Troy Seals and Larry Gatlin. **Best cuts:** "With A Song," "Some Songs," "Unliberated Woman," "Deep Is My Love."

soul

JESSE BELVIN—Yesterdays, RCA APL1-0966. Belvin was one of the most popular soul vocalists during the fifties and because of his untimely death the world was deprived of a great voice. This reissue should serve as a moving tribute to his greatness. Five of the tunes have never been released before and this should please collectors. Almost all of his classics are included and the quality is far above average. **Best cuts:** All of them are worth listening to.

JAE MASON—Tender Man, Buddah BDS 5640. Good mix of funk and the kind of MOR styled ballads that highlighted his first LP. Some interesting social commentary from time to time, but the best cuts are the love songs. Smooth vocals reminiscent of some of the lead singers from the better New York groups of the '50s. Nice to see an artist who has not jumped on the disco bandwagon completely. **Best cuts:** "Together And In Love," "Lady Jane," "Woman (You've Gotta Be There)."

jazz

STEPHANE GRAPPELLI—I Got Rhythm, Black Lion BL 047. Violinist Stephane Grappelli has been a classic artist for some time and this live set displays his genius to the fullest. With the support of the Diz Dsley trio, which he toured the States with last year, Grappelli lets loose with a wide assortment of standards which have made him famous. Several are presented in medley's and the Grappelli magic touch lives on in this recording. **Best cuts:** Take your pick on this two-record set.

THE BRASS COMPANY—Colors, Strata-East, SES 19752. Jazzmen Bill Lee, Bill Hardman and Billy Higgins have assembled quite a crew for this excursion that showcases the brass instrument family. Using a four-man trumpet section, two flugelhorn men, trombone, euphonium and tuba, this album works hard at displaying the many sides of the brass family. Soft tunes are included as well as songs with a clout of fury. Special guest soloists on this include Stanley Cowell, Charles Tolliver and Clifford Jordan. **Best cuts:** "High Steppin'," "Colors," "Geni," "Spanish Dancer," "Alias Buster Henry."



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Billboard **HOT 100**

* Chart Bound

IT'S ALL DOWN TO GOODNIGHT VIENNA—Ringo Starr [Apple 1882 (Capitol)]
OO-WEE—Ringo Starr [Apple 1882 (Capitol)]
WASTED DAYS AND WASTED NIGHTS—Freddie Fender (ABC/Dot 17558)
SEE TOP SINGLE PICKS REVIEWS, page 86

THIS WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	THIS WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	THIS WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer, Label & Number (Distributing Label)	
1	2	12	THANK GOD I'M A COUNTRY BOY—John Denver (Milton Okun, Kris O'Connor, Sommers, RCA 10239) CLM	34	38	6	JUDY MAE—Boomer Castleman (Boomer Castleman For Vogue BBProd.), B. Castleman, Mums 8-6038 (Epic/Columbia) B-3	68	79	2	EVERY TIME YOU TOUCH ME (I Get High)—Charlie Rich (Billy Sherrill), B. Sherrill, C. Rich, Epic 8-50103 (Columbia) SGC	
2	5	10	SISTER GOLDEN HAIR—America (George Martin), Beckley, Warner Bros. 8086 WBM	35	65	2	LISTEN TO WHAT THE MAN SAID—Wings (Paul McCartney), P. McCartney, Capitol 4091 HAN	69	82	2	PLEASE PARDON ME (You Remind Me Of A Friend)—Rufus Featuring Chaka Khan (Bob Monaco), G. Gordon, B. Russell, ABC 12099 HAN	
3	3	14	HOW LONG—Ace (John Anthony), P. Carrack, Anchor 21000 (ABC) B-3	36	36	8	GOOD LOVIN' GONE BAD—Bad Company (Bad Company), M. Ralphs, Swan Song 70103 (Atlantic) CHA	70	75	6	MISTER MAGIC—Grover Washington Jr. (Creed Taylor), R. MacDonald, W. Salter, Kudu 924 (Motown) SGC	
4	6	10	BAD TIME—Grand Funk (Jimmy Ienner), M. Farner, Capitol 4046 HAN	37	42	9	DYNAMITE—Bazuka (Tony Camillo), T. Camillo, A&M 1666 SGC	71	84	3	SEVEN LONELY NIGHTS—Four Tops (Steve Barri, Lawrence Payton, Jr.), J.R. Bailey, K. Williams, R. Clarke, ABC 12096	
5	7	7	OLD DAYS—Chicago (James William Guercio), J. Pankow, Columbia 3-10131 SGC	38	52	4	HEY YOU—Bachman-Turner Overdrive (Randy Bachman), R. Bachman, Mercury 73683 (Phonogram) SGC	72	76	4	ROCK AND ROLL ALL NITE—Kiss (Neil Bogart, Kiss), P. Stanley, C. Simmons, Casablanca 829	
6	10	9	WHEN WILL I BE LOVED—Linda Ronstadt (Peter Asher), P. Everly, Capitol 4050 SGC	39	43	6	LIZZIE AND THE RAINMAN—Tanya Tucker (Snuff Garrett), K. O'Dell, L. Henley, MCA 40402 SGC	73	73	3	DAMN IT ALL—Gene Cotton (Charlie Tallent), B. Galbraith, ABC 12087	
7	1	19	BEFORE THE NEXT TEARDROP FALLS—Freddie Fender (Huey P. Meaux), V. Keith, B. Peters, ABC/Dot 17540 B-3	40	44	5	T-R-O-U-B-L-E—Elvis Presley (Not Listed), J. Chesnut, RCA 10278 SGC	74	74	3	HOW GLAD I AM—Kiki Dee Band (Gus Dudgeon), Harrison-Williams, Rocket 40401 (MCA) SGC	
8	15	10	I'M NOT LISA—Jessi Colter (Ken Mansfield, Waylon Jennings), J. Colter, Capitol 4009 WBM	41	45	6	WHY CAN'T WE BE FRIENDS?—War (Jerry Goldstein, Lonnie Jordan, Howard Scott), S. Allen, H. Brown, M. Dickerson, L. Jordan, C. Miller, L. Oskar, H. Scott, J. Goldstein, United Artists 629	75	83	3	EL BIMBO—Bimbo Jet (Laurent Rossi), C. Morgan, Scepter 12406	
9	11	11	LOVE WON'T LET ME WAIT—Major Harris (Bobby Eli), B. Eli, V. Barrett, Atlantic 3248 BB	42	14	11	HIJACK—Herbie Mann (Herbie Mann), F. Arbez, Atlantic 3246 HAN	76	86	2	DISCO QUEEN—Hot Chocolate (Mickie Most), T. Brown, E. Wilson, Big Tree 16038 (Atlantic) SGC	
10	12	14	PHILADELPHIA FREEDOM—Elton John Band (Gus Dudgeon), E. John, B. Taupin, MCA 40364 MCA	43	16	13	HE DON'T LOVE YOU (Like I Love You)—Tony Orlando & Dawn (Hank Medress, Dave Appell), J. Butler, C. Carter, C. Mayfield, Elektra 45240 BB	77	87	2	JIVE TALKIN'—Bee Gees (Arif Mardin), B. Gibb, M. Gibb, RSO 510 (Atlantic)	
11	13	9	CUT THE CAKE—Average White Band (AWB) (Arif Mardin), White, A. Gorrie, R. McIntosh, Atlantic 3261 WBM	44	50	4	SWEARIN' TO GOD—Frankie Valli (Bob Crewe), B. Crewe, D. Randall, Private Stock 45021 SGC	78	89	2	BURNING THING—Mac Davis (Gary Klein), M. Davis, M. James, Columbia 3-10148 WBM	
12	25	8	LOVE WILL KEEP US TOGETHER—The Captain & Tennille (The Captain), M. Sedaka, H. Greenfield, A&M 1672 WBM	45	46	6	GIVE THE PEOPLE WHAT THEY WANT—O'Jays (Kenny Gamble, Leon Huff), B.B.K. Gamble, L. Huff, Philadelphia International 8-3565 (Epic/Columbia) BB	79	49	9	SAIL ON SAILOR—Beach Boys (Beach Boys), B. Wilson, T. Almer, J. Riley, R. Kennedy, Reprise/Brother 1325 (Warner Bros.) SGC	
13	8	17	SHINING STAR—Earth, Wind & Fire (Maurice White), M. White, P. Bailey, Columbia 3-10090 SGC	46	56	7	I'M ON FIRE—Dwight Twilley Band (Oister), D. Twilley, Shelter 40380 (MCA) SGC	80	80	4	BLANKET ON THE GROUND—Billie Jo Spears (Larry Butler), R. Bowling, United Artists 584	
14	22	10	GET DOWN, GET DOWN (Get On The Floor)—Joe Simon (Raeford Gerald, Joe Simon), R. Gerald, J. Simon, Spring 156 (Polydor) SGC	47	53	6	ME AND MRS. JONES—Ron Banks & The Dramatics (L.J. Reynolds, Ron Banks, Don Davis), K. Gamble, SGCL Huff, C. Gilbert, ABC 12090	81	85	3	FUNNY HOW LOVE CAN BE—First Class (John Carter), J. Carter, G. Shakespeare, UK 49033 (London) SGC	
15	19	10	ONLY WOMEN—Alice Cooper (Bob Ezrin for My Own Prod.), A. Cooper, Warner Atlantic 3254 WBM	48	51	5	WHAT CAN I DO FOR YOU—LaBelle (Allen Toussaint), J. Ellison, E. Batts, Epic 8-50097 (Columbia) SGC	82	93	3	RECONSIDER ME—Marvel Felts (Johnny Morris), M. Lewis, M. Smith, ABC/Dot 17549	
16	4	11	ONLY YESTERDAY—Carpenters (Richard Carpenter), R. Carpenter, J. Bettis, A&M 1677 TMK	49	64	4	I'M NOT IN LOVE—10 cc (10 cc), G. Gouldman, F. Stewart, Mercury 73678 (Phonogram) HAN	83	48	11	RAINY DAY PEOPLE—Gordon Lightfoot (Lenny Waronker), G. Lightfoot, Reprise 1328 (Warner Bros.) WBM	
17	20	11	WILDFIRE—Michael Murphy (Bob Johnston), M. Murphy, L. Cansler, Epic 8-50084 (Columbia) SGC	50	60	5	MIDNIGHT BLUE—Melissa Manchester (Vini Poncia), M. Manchester, C.B. Sager, Arista 0116 HAN	84	55	7	LET THERE BE MUSIC—Orleans (Chuck Plotkin), L. Hoppen, J. Hall, Asylum 45243 SGC	
18	21	12	BAD LUCK (Part 1)—Harold Melvin & The Blue Notes (Kenny Gamble, Leon Huff), V. Carstarphen, G. McFadden, J. Whitehead, Philadelphia International 8-3562 (Epic/Columbia) BB	51	61	4	ROCKIN' CHAIR—Gwen McCrae (Steve Alaimo, Willie Clarke, Clarence Reid), C. Reid, W. Clarke, Cat 1996 (TK) SGC	85	69	10	TOUCH ME BABY (Reaching Out For Your Love)—Tamiko Jones (Tamiko Jones), J. Bristol, Arista 0110 PSP	
19	26	6	TAKE ME IN YOUR ARMS (Rock Me)—Doobie Brothers (Ted Templeman), Holland, Dozier, Holland, Warner Bros. 8092 SGC	52	63	3	BLACK FRIDAY—Steely Dan (Gary Katz), D. Fagen, W. Becker, ABC 12101 WBM	86	NEW ENTRY	NEW ENTRY	MAKE THE WORLD GO AWAY—Donny & Marie Osmond (Mike Curb), H. Cochran, Kolob 14807 (MGM) SGC	
20	23	10	MAGIC—Pilot (Alan Parsons), Paton, Lyall, EMI 3992 (Capitol) SGC	53	78	2	ONE OF THESE NIGHTS—The Eazles (Bill Szymczyk for Pandora Prod.), D. Henley, G. Frey, Asylum 451039 WBM	87	NEW ENTRY	NEW ENTRY	DO IT IN THE NAME OF LOVE—Ben E. King (Bert "Super Chart" DeCoteaux, Tony "Champagne" Silvester), P. Grant, G. Guthrie, Atlantic 3274	
21	24	10	LAST FAREWELL—Roger Whittaker (Dennis Preston), R. Whittaker, Webster, RCA 50030 CLM	54	54	6	SADIE—Spinners (Thom Bell), J.B. Jefferson, B. Hawes, C. Simmons, Atlantic 3268 BB	88	88	6	MINNESOTA—Northern Light (Not Listed), Stuart, Peterson, Columbia 3-10136	
22	9	13	I DON'T LIKE TO SLEEP ALONE—Paul Anka (Rick Hall), P. Anka, United Artists 615 MCA	55	62	8	JUST LIKE ROMEO & JULIET—Sha Na Na (Tony Camillo), Hamilton, Gorman, Kama Sutra 602 (Buddah) SGC	89	90	2	RAG DOLL—Sammy Johns (Jay Senter, Larry Knechtel), S. Eaton, GRC 2062 SGC	
23	27	10	I'LL PLAY FOR YOU (Hear the Band)—Seals & Crofts (Louie Shelton), J. Seals, D. Crofts, Warner Bros. 8075 WBM	56	32	18	KILLER QUEEN—Queen (Roy Thomas Baker, Queen), Mercury, Elektra 45226	90	NEW ENTRY	NEW ENTRY	JUST A LITTLE BIT OF YOU—Michael Jackson (Brian Holland), B. Holland, E. Holland, Motown 1349	
24	28	8	I WANNA DANCE WIT' CHOO (Doo Dat Dance)— Disco Tex & The Sex-Of-Lettes Featuring Sir Monti Rock III (Bob Crewe), B. Crewe, D. Randall, Chelsea 3015 B-3	57	68	4	I DREAMED LAST NIGHT—Justin Hayward & John Lodge (Tony Clarke), J. Hayward, Threshold 67019 (London) HAN	91	92	5	ASTRAL MAN—Nektar (Peter Hauke, Nektar), Nektar, Passport 7904 (ABC)	
25	30	9	REMEMBER WHAT I TOLD YOU TO FORGET—Tavares (Dennis Lambert, Brian Potter), D. Lambert, B. Potter, Capitol 4010 B-3	58	58	8	EASE ON DOWN THE ROAD—Consumer Rapport (Not Listed), C. Smalls, Wing And A Prayer 101 (Atlantic) SGC	92	94	3	ROLLING DOWN THE MOUNTAINSIDE—Main Ingredient (Goodings & Simmons), J.D. Hilliard, L. Ware, RCA 10224 SGC	
26	29	12	SHAKY GROUND—Temptations (Jeffrey Bowen, Berry Gordy), J. Bowen, E. Hazel, A. Boyd, Gordy 7142 (Motown) SGC	59	70	3	I'LL DO FOR YOU ANYTHING YOU WANT ME TO—Barry White (Barry White), B. White, 20th Century 2208	93	97	3	RUN TELL THE PEOPLE—Daniel Boone (Larry Page), D. Boone, R. McQueen, Pye 71011 (ATV)	
27	31	5	ATTITUDE DANCING—Carly Simon (Richard Perry), C. Simon, J. Brakman, Elektra 45246 WBM	60	71	4	ROCKFORD FILES—Mike Post (Mike Post), M. Post, P. Carpenter, MGM 14772 MCA	94	95	4	NO CHARGE—Shirley Caesar (Jeff Lane, John Bowdin), H. Howard, Scepter 12402 SGC	
28	17	18	JACKIE BLUE—Ozark Mountain Daredevils (Glyn Johns, David Anderle), L. Lee, S. Cash, A&M 1654 WBM	61	47	9	BLOODY WELL RIGHT—Supertramp (Ken Scott & Supertramp), R. Hodgson, R. Davies, A&M 1660 TMK	95	96	3	GRAND DADDY—New Birth (Basement Productions, Inc.), J. Baker, M. Wilson, Buddah 464	
29	33	7	THE WAY WE WERE/TRY TO REMEMBER—Gladys Knight & The Pips (Ralph Moss), M. Hamisch, A. Bergman, M. Bergman/H. Schmidt, T. Jones, Buddah 463 SGC/CHA	62	72	5	SLIPPERY WHEN WET—Commodores (James Carmichael, Commodores), T. McClary, Commodores, Motown 1338 SGC	96	98	2	DIXIE ROCK—Wet Willie (Tom Dowd), J. Hall, J. Hall, R. Hirsch, Capricorn 0231 (Warner Bros.)	
30	18	17	SHOESHINE BOY—Eddie Kendricks (Frank Wilson, Leonard Caston), H. Booker, L. Allen, Tamlia 54257 (Motown) SGC	63	67	4	SEX MACHINE (Part 1)—James Brown (James Brown), J. Brown, Polydor 14270 WBM	97	99	2	HURT—Manhattans (Bobby Martin, Manhattan Prod.), A. Jacobs, J. Crune, Columbia 3-10140	
31	34	7	MISTY—Ray Stevens (Ray Stevens), E. Garner, J. Burke, Barnaby 614 (Chess/Janus) SGC	64	66	5	LONG HAIRD COUNTRY BOY—Charlie Daniels Band (Paul Hornsby/Don Rubin Prods.), C. Daniels, Kama Sutra 601 (Buddah)	98	NEW ENTRY	NEW ENTRY	NEW ENTRY	BABY GET IT ON—Ike & Tina Turner (Ike Turner, Denny Diant, Spencer Proffer), I. Turner, United Artists 598
32	35	8	THE HUSTLE—Van McCoy & The Soul City Symphony (Hugo Peretti, Luigi Creatore), V. McCoy, Avco 4653 WBM	65	NEW ENTRY	NEW ENTRY	PLEASE MR. PLEASE—Olivia Newton-John (John Farrar), Welch, Rostill, MCA 40418 HAN	99	NEW ENTRY	NEW ENTRY	NEW ENTRY	SNEAKIN' UP BEHIND YOU—The Brecker Brothers (Randy Brecker), D. Grolnick, W. Lee, D. Sanborn, R. Brecker, M. Brecker, Arista 0122
33	39	7	BABY THAT'S BACKATCHA—Smokey Robinson (Smokey Robinson), W. Robinson, Tamlia 54258 (Motown) SGC	66	77	10	SPIRIT OF THE BOOGIE—Kool & The Gang (R. Bell, Kool & The Gang), R. Bell, D. Boyce, Kool & The Gang, De-Lite 1567 (PIP) SGC	100	NEW ENTRY	NEW ENTRY	NEW ENTRY	STARS IN MY EYES—Jerry Corbett/Sugarloaf (Frank Slay), J. Corbetta, Claridge 405

★ STAR PERFORMER: Stars are awarded on the Hot 100 chart based on the following upward movement. 1-10 Strong increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions. ● Recording Industry Association of America seal of certification as "million seller" (Seal indicated by bullet). "Previous weeks" starred positions are maintained without a star if the product is in a holding period. This will, in some cases, block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above.

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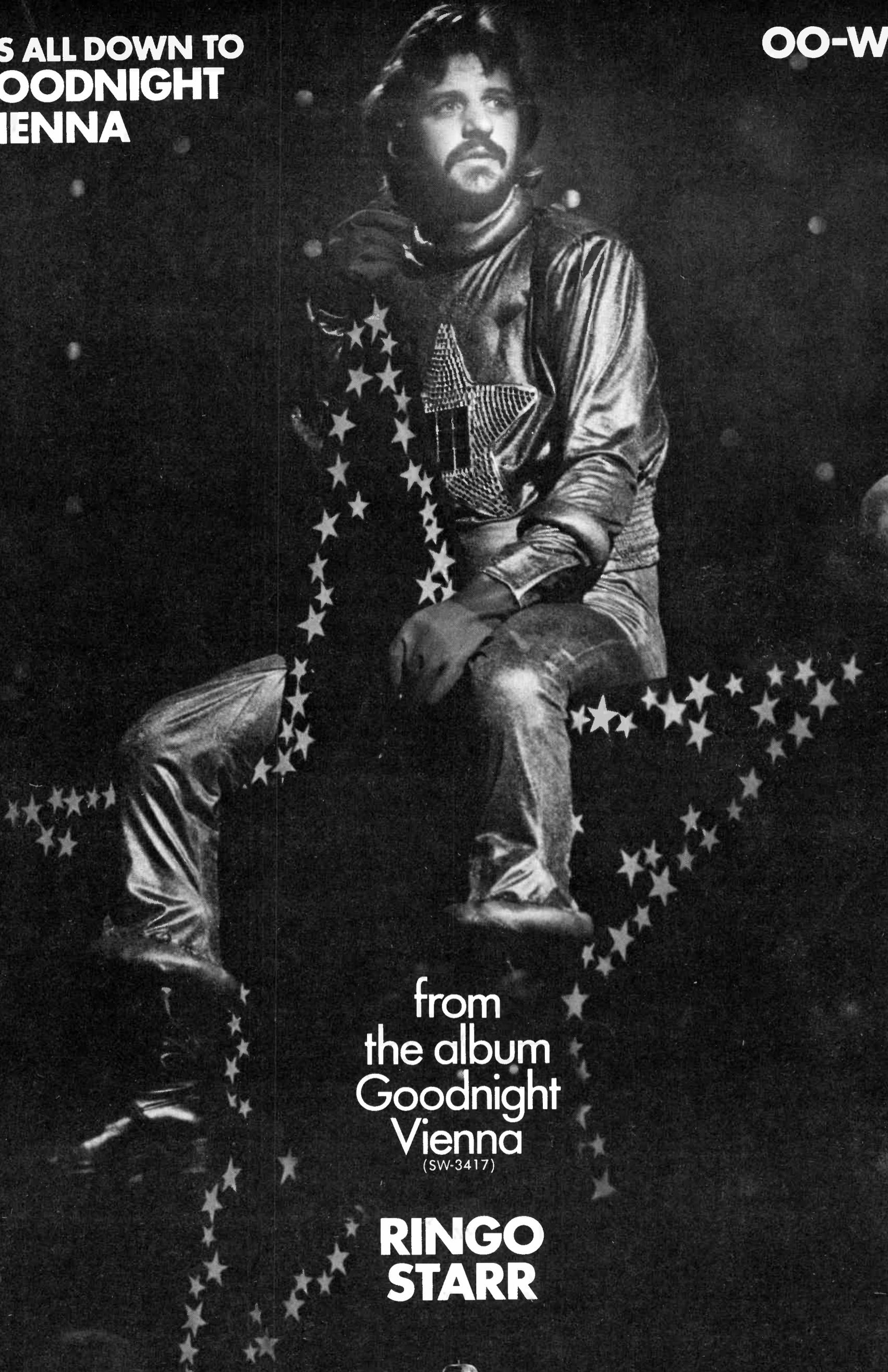
HOT 100 A-Z—(Publisher-Licensee)

Astral Man (Bleu Disque, ASCAP) 91	Cut The Cake (Average/Columbia, BMI) 11	Good Lovin' Gone Bad (Badco, ASCAP) 36	I'm Not In Love (Man-Ken, BMI) 49	Long Haired Country Boy (Kama Sutra/RadaDara, BMI) 64	Only Yesterday (Almo/Sweet Harmony/Hammer & Nails, ASCAP) 16	Rockin' Chair (Shirlyn, BMI) 51	Spirit Of The Boogie (Delightful/Gang, BMI) 67
Attitude Dancing (C'est/Jacob Brakman, ASCAP) 27	Damn It All (Combine, BMI) 73	Grand Daddy (Basement, BMI) 95	I'm On Fire (Tarka, ASCAP) 46	Love Will Keep Us Together (Don Kirshner, BMI) 12	Philadelphia Freedom (Big Pig/Leeds, ASCAP) 10	Run Tell The People (Page Full Of Hits, ASCAP) 92	Stars In My Eyes (Claridge/Corbetta, ASCAP) 100
Baby Get It On (Unart/Huh, BMI) 28	Disco Queen (Finchy, ASCAP) 76	Hey You (Ranbach/Top Soil, BMI) 43	I Wanna Dance Wit' Choo (Heart's Delight/Caseyem/Desiderata, BMI) 24	Love Won't Let Me Wait (Mighty Three/Friday's Child/WMOT, BMI) 24	Please Mr. Please (Blue Gum, ASCAP) 9	Swearin' To God (Hearts Delight/Caseyem/Desiderata, BMI) 44	Take Me In Your Arms (Rock Me) (Jobete, ASCAP) 19
Baby That's Backatcha (Bertam, ASCAP) 33	Dive Rock (No Exit, BMI) 96	Hijack (Dunbar, BMI) 42	Jackie Blue (Lost Cabin, BMI) 28	Make The World Go Away (Tree, BMI) 20	Seven Lonely Nights (Nick-O-Val, ASCAP) 69	Thank God I'm A Country Boy (Cherry Lane, ASCAP) 1	T-R-O-U-B-L-E (Jerry Chesnut, BMI) 40
Bad Luck (Part 1) (Mighty Three, BMI) 18	Easy On Down The Road (Fox Fantare, BMI) 58	How Glad I Am (Screen Gems/Columbia, BMI) 87	Just A Little Bit Of You (Gold, BMI) 90	Me And Mrs. Jones (Assorted, BMI) 47	Sex Machine (Dynamite/Belinda/Unichappell, BMI) 89	Touch Me Baby (Reachin' Out For Your Love) (Bushka, ASCAP) 85	The Way We Were/Try To Remember (Colgems, ASCAP/Chappell, ASCAP) 29
Bad Time (Cram Penrath, BMI) 4	Ease On Down The Road (Fox Fantare, BMI) 58	How Long (American Broadcasting, ASCAP) 37	Just Like Romeo & Juliet (Jobete, ASCAP) 55	Midnight Blue (New York Times/Rumanian Pickleworks, BMI) 50	Shiney Star (Sagittaria, ASCAP) 13	What Can I Do For You (Gospel Bird, BMI) 30	When Will I Be Loved (Acuff/Rospe, BMI) 48
Before The Next Teardrop Falls (Fingelake, BMI) 7	El Bimbo (Arite Wayne/Reizner, ASCAP) 75	I Don't Like To Sleep Alone (Spanka, BMI) 68	Let There Be Music (Borch, ASCAP) 81	Old Days (Make Me Smile/Big Elk, ASCAP) 84	Shoeshine Boy (Stone Diamond, BMI) 25	Why Can't We Be Friends (Far Out, ASCAP) 41	Wildfire (Mystery, BMI) 17
Black Friday (American Broadcasting Music, ASCAP) 52	Every Time You Touch Me (Algee, BMI) 70	I Dreamed Last Night (Justones, ASCAP) 81	Listen To What The Man Said (McCartney/ATV, BMI) 35	One Of These Nights (Kicking Bear/Benchmark, ASCAP) 53	Sister Golden Hair (Warner Bros., ASCAP) 2		
Blanket On The Ground (Brougham Hall, BMI) 80	Funny How Love Can Be (Southern, ASCAP) 61	I'll Do Anything You Want Me To (Sa-Vette/January, BMI) 14	Lizzie And The Rainman (House Of Gold, BMI) 23	Rock And Roll All Nite (Case American/Rock Steady, ASCAP) 72	Slippery When Wet (Jobete, ASCAP) 66		
Bloody Well Right (Almo/Delicate, ASCAP) 61	Get Down, Get Down (Get On The Floor) (Gaucho/Belinda, BMI) 14	I'll Play For You (Dawnbreaker, BMI) 59		Rockford Files (Leeds, ASCAP) 60			
Burning Thing (Screen Gems-Columbia/Song Painter/Sweet Glory, BMI) 78	Give The People What They Want (Mighty Three, BMI) 45						

**IT'S ALL DOWN TO
GOODNIGHT
VIENNA**

1882

OO-WEE
1882



from
the album
**Goodnight
Vienna**
(SW-3417)

**RINGO
STARR**

Photo: Tom Bert/Peggy O'Neill



Produced by Richard Perry

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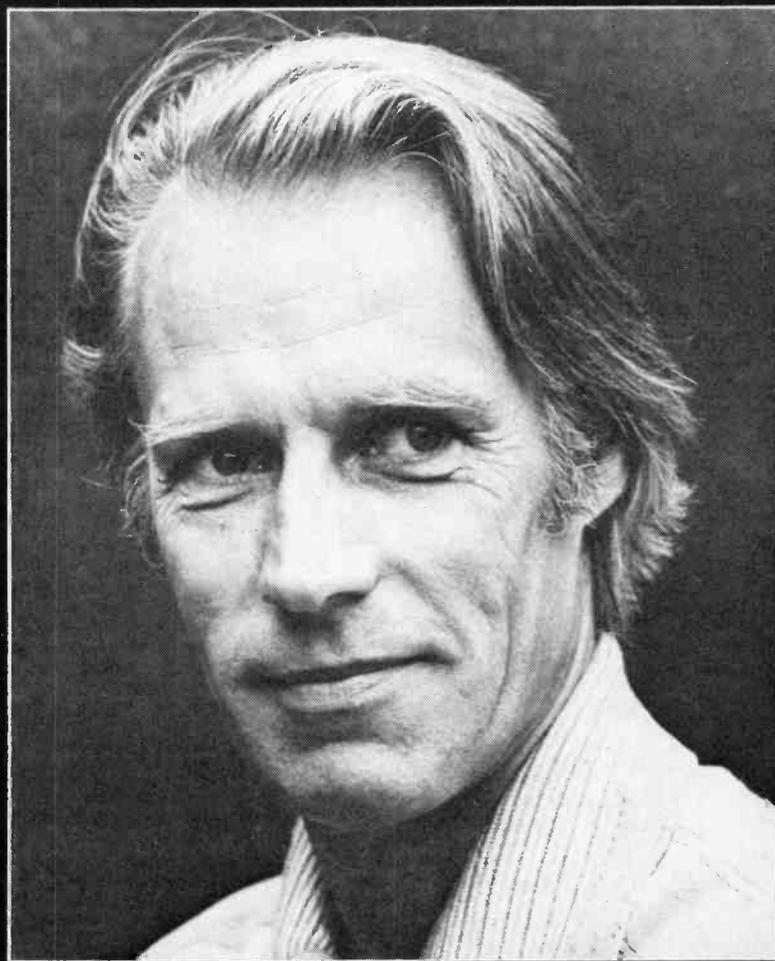


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 **at Chrysalis AIR** 108 PARK STREET LONDON W1 01-493 4131

TOP LPs & TAPE

POSITION
107-200

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THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE					REEL TO REEL	THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE					REEL TO REEL								
				ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE	CASSETTE						ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE	CASSETTE									
107	108	7	JOHNNY MATHIS When Will I See You Again Columbia PC 33420	6.98		7.98		7.98				170	147	10	MORE AMERICAN GRAFFITI MCA MCA2-8007	9.98		10.98		10.98							
108	118	79	JOHN DENVER Greatest Hits RCA CPL1-0374	6.98		7.95		7.95				171	174	14	CAROLE KING Really Rosie Ode SP 77027 (A&M)	6.98		7.98		7.98							
109	91	27	LINDA RONSTADT Heart Like A Wheel Capitol ST 11358	6.98		7.98		7.98				172	143	15	HOT CHOCOLATE Cicero Park Big Tree BT 89503 (Atlantic)	6.98		7.97		7.97							
110	124	2	BLOOD, SWEAT & TEARS New City Columbia PC 33484	6.98		7.98		7.98				173	90	13	BLUE OYSTER CULT On Your Feet Or On Your Knees Columbia PG 33371	7.98		8.98		8.98							
111	NEW ENTRY		TRIUMVIRAT Spartacus Capitol ST 11392	6.98		7.98		7.98				174	114	29	OHIO PLAYERS Fire Mercury SRM-1-1013 (Phonogram)	6.98		7.98		7.98							
112	122	6	PARLIAMENT Chocolate City Casablanca NBLP 7014	6.98		7.98		7.98				175	184	11	LED ZEPPELIN Houses Atlantic SD 8216	6.98		7.97		7.97							
113	92	25	LABELLE Night Birds Epic KE 33075	5.98	7.98	6.98	7.98	6.98				176	186	2	JIMMY "JJ" WALKER Dyn-O-Mite Buddah BDS 5634	6.98		7.95		7.95							
114	94	15	ROBIN TROWER For Earth Below Chrysalis CH 1073 (Warner Bros.)	6.98		7.97		7.97				177	119	13	CHICK COREA No Mystery Polydor PD 6512	6.98		7.98		7.98							
115	126	3	JAMES BROWN Sex Machine Today Polydor PD 6042	6.98		7.98		7.98				178	121	14	RICHARD TORRANCE & EUREKA Belle Of The Ball Shelter SR 2134 (MCA)	6.98		7.98		7.98							
116	127	6	AMBROSIA 20th Century T 434	6.98		7.98		7.98				179	190	115	DOOBIE BROTHERS Toulouse Street Warner Bros. BS 2634	6.98	6.98	7.97	7.97	7.97							
117	96	38	AVERAGE WHITE BAND Atlantic SD 7308	6.98		7.97		7.97				180	189	8	EDDIE HARRIS I Need Some Money Atlantic SD 1669	6.98		7.97		7.97							
118	120	7	NAZARETH Hair Of The Dog A&M SP 4511	6.98		7.98		7.98				181	NEW ENTRY		KOKOMO Columbia PC 33442	6.98		7.98		7.98							
119	98	163	LED ZEPPELIN Atlantic SD 7208	6.98		7.97		7.97				182	125	60	EAGLES On The Border Asylum 7E-1004	6.98	6.98	7.97	7.97	7.97							
120	107	13	EMMYLOU HARRIS Pieces Of Sky Reprise MS 2213 (Warner Bros.)	6.98		7.97		7.97				183	NEW ENTRY		CURTIS MAYFIELD There's No Place Like America Today Curton CU 5001 (Warner Bros.)	6.98		7.97		7.97							
121	123	18	HENRY GROSS Plug Me Into Something A&M SP 4502	6.98		7.98		7.98				184	NEW ENTRY		ARMAGEDON A&M SP 4513	6.98		7.98		7.98							
122	100	8	HUMBLE PIE Street Rats A&M SP 4514	6.98		7.98		7.98				185	128	15	AL STEWART Modern Times Janus JXS 7012 (Chess/Janus)	6.94		7.94		7.94							
123	103	29	B.T. EXPRESS Do It (Til You're Satisfied) Scepter SPS 5117	6.98		6.98		6.98				186	130	10	LOU REED-LIVE RCA APL 1-0959	6.98		7.95		7.95							
124	136	4	TANYA TUCKER MCA 2141	6.98		7.98		7.98				187	131	26	SPINNERS New & Improved Atlantic SD 18118	6.98		7.97		7.97							
125	129	3	KING CRIMSON U.S.A. Atlantic SD 18136	6.98		7.97		7.97				188	NEW ENTRY		SPIRIT Spirit Of '76 Mercury SRM2-804 (Phonogram)	6.98		7.95		7.95							
126	132	3	BOBBY WOMACK I Don't Know What The World Is Coming To United Artists UA-LA 353-G	6.98		7.98		7.98				189	NEW ENTRY		THE BRECKER BROTHERS Arista AL 4037	6.98		7.98		7.98							
127	NEW ENTRY		PURE PRAIRIE LEAGUE Two Lane Highway RCA APL 1-0933	6.98		7.95		7.95				190	NEW ENTRY		PINK FLOYD Obscured By Clouds Harvest ST 11078	6.98		7.98		7.98							
128	138	6	McKENZIE SPRING Get Me To The Country Pye 12108 (ATV)	6.98		7.95		7.95				191	181	4	PETE SEEGER & ARLO GUTHRIE Together In Concert Warner Bros. 2R 2214	11.98		12.97		12.97							
129	NEW ENTRY		ELVIS PRESLEY Today RCA APL 1-1039	6.98		7.95		7.95				192	137	27	DAN FOGELBERG Souvenirs Epic PE 33137 (Columbia)	6.98		7.98		7.98							
130	141	3	PINK FLOYD Meddle Harvest SMAS 832 (Capitol)	6.98		7.98		7.98				193	177	3	CHICAGO TRANSIT AUTHORITY Columbia GP 8	5.98		7.98		7.98							
131	142	4	TAVARES Hard Core Poetry Capitol ST 11316	6.98		7.98		7.98				194	180	3	CHICAGO VI Columbia KC 32400	5.98		6.98		6.98							
132	151	3	FREE Best Of A&M SP 3663	6.98		7.98		7.98				195	195	46	BAD COMPANY Swan Song SS 8410 (Atlantic)	6.98		7.97		7.97							
133	144	96	DOOBIE BROTHERS The Captain & Me Warner Bros. BS 2694	6.98	6.98	7.97	7.97	7.97				196	200	86	ELTON JOHN Goodbye Yellow Brick Road MCA MCA2 10003	11.98		12.98		12.98							
134	106	23	RUFUS FEATURING CHAKA KHAN Rufusized ABC ABCD 837	6.98	7.95	7.95	7.95	7.95				197	198	49	ELTON JOHN Caribou MCA 2116	6.98		7.98		7.98	7.95						
135	139	3	NEW BIRTH Blind Baby Buddah BDS 5636	6.98		7.98		7.98				198	197	53	OLIVIA NEWTON-JOHN If You Love Me Let Me Know MCA 411	6.98		7.98		7.98							
136	146	3	LONNIE LISTON SMITH & THE COSMIC ECHOES Expansions Flying Dutchman BDL 1-0934 (RCA)	6.98		7.95		7.95				199	196	44	STEVIE WONDER Fulfillingness' First Finale Tamil 76-33251 (Motown)	6.98		7.98		7.98							
137	148	2	GEORGE DUKE The Aura Will Prevail BASF/MPS MC 25613	6.98		7.98		7.98				200	199	41	BACHMAN-TURNER OVERDRIVE Not Fragile Mercury SRM-1-1004 (Phonogram)	6.98		7.95	7.95	7.95	7.95						

TOP LPs & TAPE

A-Z (LISTED BY ARTISTS)

Ace.....	23	Jimmy Castor Bunch.....	157	Headhunters.....	156	Lynyrd Skynyrd.....	9	Elvis Presley.....	129	Al Stewart.....	185
Aerosmith.....	32	Cher.....	153	Jimi Hendrix.....	64	Van McCoy.....	57	John Prine.....	66	John Stewart.....	161
Herb Alpert.....	90	Chicago.....	7, 165, 193, 194	Eric Clapton.....	60	McKendree Spring.....	128	Pure Prairie League.....	50, 127	Stylistics.....	95
Ambrosia.....	116	Joe Cocker.....	149	Freddie Hubbard.....	167	Main Ingredient.....	100	Monty Python.....	101	Supertramp.....	51
America.....	5, 144	Judy Collins.....	20	Humble Pie.....	122	Major Harris.....	63	Suzi Quatro.....	146	Sweet Sensation.....	163
Eric Anderson.....	141	Jessi Colter.....	92	Ian Hunter.....	77	Melissa Manchester.....	106	Queen.....	37	Tavarez.....	131
Paul Anka.....	36	Commodores.....	73	Janis Ian.....	46	Mandrill.....	97	Kenny Rankin.....	162	James Taylor.....	41
Armagedon.....	184	Alice Cooper.....	6	Bob James.....	86	Chuck Mangione.....	58	Lou Reed.....	186	Temptations.....	16
Average White Band.....	80, 117	Chick Corea.....	177	James Gang.....	154	Manhattan Transfer.....	68	Minnie Riperton.....	47, 85	10 C.C.....	65
Bachman-Turner.....	120, 200	Charlie Daniels Band.....	78	Sammy Johns.....	158	Herbie Mann.....	33	Smokey Robinson.....	44	B.J. Thomas.....	59
Bad Company.....	8, 195	John Denver.....	24, 108, 139	Elton John.....	1, 103, 196, 197	Bob Marley.....	160	Linda Ronstadt.....	109	Tomita.....	75
Joan Baez.....	45	Rick Derringer.....	168	Janis Joplin.....	54	Johnny Mathis.....	107	Rufus.....	134	Richard Torrance.....	178
Ron Banks & Dramatics.....	42	Disco Tex & Sex-O-Lettes.....	93	Jerry Jordan.....	143	Curtis Mayfield.....	183	Leon Russell.....	30	Triumvirat.....	111
Beach Boys.....	13, 150, 169	Doobie Brothers.....	11, 82, 133, 179	Journey.....	148	Harold Melvin.....	38	Leo Sayer.....	53	Robin Trower.....	114
Jeff Beck.....	4	George Duke.....	137	Kansas.....	84	Mickey Mouse.....	62	Seals & Crofts.....	22, 152	Tanya Tucker.....	124
Elvin Bishop.....	56	Bob Dylan.....	81	Ben E. King.....	67	More American Graffiti.....	170	Neil Sedaka.....	52	Stanley Turrentine.....	76, 138
Blackbyrds.....	48	Earth, Wind & Fire.....	2	Carole King.....	155, 171	Michael Murphy.....	25	Nektar.....	99	Frankie Valli.....	87
Black Oak Arkansas.....	145	Freddy Fender.....	2	King Crimson.....	125	Nazareth.....	118	New Birth.....	135	Rick Wakeman.....	29
Blood, Sweat & Tears.....	110	Roberta Flack.....	96	Kiss.....	69	Olivia Newton-John.....	28, 198	Olivia Newton-John.....	28, 198	Jimmy "JJ" Walker.....	176
Blue Oyster Cult.....	173	Dan Fogelberg.....	192	Kool & The Gang.....	104	Ohio Players.....	174	Pete Seeger & Arlo Guthrie.....	191	Tommy.....	71
David Bowie.....	74	Peter Frampton.....	43	Kraftwerk.....	72	O'Jays.....	15	Bob Seger.....	142	The Wiz.....	61
Brecker Brothers.....	189	Free.....	132	Labelle.....	70, 151	Tony Orlando.....	26	Carly Simon.....	10	Spinners.....	187
James Brown.....	115	Al Green.....	70, 151	Led Zeppein.....	18, 119, 140, 166, 173	Orleans.....	55	Phoebe Snow.....	88	Stevie Wonder.....	199
B.T. Express.....	123	Henry Gross.....	121	John Lennon.....	105	Ozark Mountain Daredevils.....	49	SOUNDTRACKS/ORIGINAL CASTS:		Yes.....	147
Donald Byrd.....	102	Eddie Harris.....	180	Ramsey Lewis.....	79	Parliament.....	112	Funny Lady.....	35	Jesse Colin Young.....	94
		Emmylou Harris.....	120	Gordon Lightfoot.....	83	Pilot.....	159	Tommy.....	3	ZZ Top.....	19
		Hayward & Lodge.....	31			Pink Floyd.....	27, 130, 190	The Wiz.....	61		

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Billboard Hits Of The World

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BRITAIN

(Courtesy Music Week)
*Denotes local origin
SINGLES

This Week	Last Week	Title	Artist
1	1	STAND BY YOUR MAN	Tammy Wynette (Epic)—KPM (Billy Sherrill)
2	2	WHISPERING GRASS	*Windsor Davies/Don Estelle (EMI)—Campbell Connelly (Walter J. Ridley)
3	6	SING BABY SING	*Stylistics (Avco)—Avemb/Cyril Shane (Hugo/Luigi/Weiss)
4	5	THE WAY WE WERE	*Gladys Knight & The Pips (Buddah)—Screen Gems-Columbia (Ralph Moss)
5	3	OH BOY	*Mud (RAK)—Southern (Mike Chapman/Nicky Chinn)
6	14	SEND IN THE CLOWNS	Judy Collins (Elektra)—Beautiful/Revelation (Arif Mardin)
7	12	THANKS FOR THE MEMORY	*Slade (Polydor)—Barn (Chas Chandler)
8	11	I WANNA DANCE WIT CHOO (DO DAT DANCE)	*Disco Tex & the Sex-O-Lettes (Chelsea)—KPM (Bob Crewe)
9	7	LET ME TRY AGAIN	Tammy Jones (Epic)—MAM (Robin Blanchflower)
10	16	ROLL OVER LAY DOWN	*Status Quo (Vertigo)—Shawbury/Valley (Status Quo)
11	19	ISRAELITES	*Desmond Dekker (Cactus)—Sparta Florida/Blue Mountain (Al Kong)
12	9	DON'T DO IT BABY	*Mac & Katie Kissoon (State)—Pamscene/ATV
13	4	LOVING YOU	Minnie Riperton (Epic)—Copyright Control (Scorbu Prod.)
14	10	ONLY YESTERDAY	*Carpenters (A&M)—Rondor (Richard Carpenter)
5	13	THREE STEPS TO HEAVEN	*Showaddywaddy (Bell)—Palace Music (Mike Hurst)
16	17	AUTOBANH	*Kraftwerk (Vertigo)—MCPs (Heutter/Schneider)
17	8	HURT SO GOOD	*Susan Cadogan (Magnet)—Warner Bros. (Lee Perry)
18	34	THE PROUD ONE	*Osmonds (MGM)—KPM (Mike Curb)
19	15	THE NIGHT	*Frankie Valli/Four Seasons (Mowest)—Jobete London (Bob Gaudio)
20	18	ONE BITTEN TWICE SHY	*Ian Hunter (CBS)—April/Ian Hunter (Ian Hunter/Mick Ronson)
21	23	IMAGINE ME, IMAGINE YOU	*Fox (GTO)—GuruSama/Chrysalis (Kenny Young)
22	22	WOMBLING WHITE TIE & TAILS	*Wombles (CBS)—Batt Sons/April (Mike Batt)
23	20	LOVE LIKE YOU AND ME	*Gary Glitter (Bell)—Rock Artists/Paul Gadd (Mike Leander)
24	32	I'LL DO ANYTHING YOU WANT ME TO	*Barry White (20th Century)—Schroeder (Barry White)
25	29	SWING LOW SWEET CHARIOT	*Eric Clapton (RSO)—Throat (Tom Dowd)
26	25	I GET THE SWEETEST FEELING	Jackie Wilson (Brunswick)—T.G.
27	40	DISCO QUEEN	*Hot Chocolate (RAK)—Chocolate/RAK (Mickie Most)
28	26	WE'LL FIND OUR DAY	*Stephanie de Sykes (Bradley's)—ATV (Berry Leng)
29	21	A LITTLE LOVE & UNDERSTANDING	Gilbert Beaud (Decca)—ATV (Rideau Rouge)
30	24	HONEY	*Bobby Goldsboro (United Artists)—KPM (Bob Montgomery)
31	42	TROUBLE	Elvis Presley (RCA)—Burlington
32	30	STAND BY ME	*John Lennon (Apple)—Carlin
33	—	LISTEN TO WHAT THE MAN SAID	*Wings (Apple)—McCartney/ATV (Paul McCartney)
34	44	DISCO STOMP	Hamilton Bohannon (Brunswick)—Burlington (Hamilton Bohannon)
35	28	BYE BYE BABY	*Bay City Rollers (Bell)—KPM (P. Wainman)
36	33	HERE I GO AGAIN	*Guys & Dolls (Magnet)—Ammo James (Arnold/Martin/Morrow)
37	27	TAKE GOOD CARE OF YOURSELF	Three Degrees (Philadelphia International)—Gamble-Huff/Carlin (Gamble-Huff)
38	50	SENDING OUT AN SOS	Retta Young (All Platinum)—Sunbury (Goodman/Ray/Morris)
39	—	THE HUSTLE	Van McCoy (Avco)—Warner Bros. (Hugo/Luigi)
40	36	I'M GONNA RUN AWAY FROM YOU	Tami Lynn (Contempo Raries)—Shapiro Bernstein
41	—	I'M NOT IN LOVE	*10c.c. (Mercury)—St. Annes (10c.c.)
42	47	DON'T BE CRUEL	Billy Swann (Monument)—Carlin
43	—	OH WHAT A SHAME	*Roy Wood (Jet)—Roy Wood/Carlin (Roy Wood)

44	—	GET OUT	Harold Melvin and the Blue Notes (Route)—Dandelion (Richard Barrett)
45	—	DYNAMITE	*Tony Camillo's Bazooka (A&M)—Tonob/Rondor (Tony Camillo)
46	—	WALKING IN RHYTHM	*Blackbyrds (Fantasy)—Blackbyrd (Donald Byrd)
47	35	THE TEARS I CRIED	*Glitter Band (Bell)—Rock Artiste (Mike Leander)
48	—	YOU LAY SO EASY ON MY MIND	Andy Williams (CBS)—Cyril Shane (Billy Sherrill)
49	—	YOU'VE LOST THAT LOVIN' FEELIN'	Telly Savalas (MCA)—Screen Gems-Columbia (Snuff Garrett)
50	39	WHERE IS THE LOVE	Betty Wright (RCA)—Southern (H.W. Casey/R. Finch/W. Clarke)

LPs

This Week	Last Week	Title	Artist
1	1	BEST OF THE STYLISTICS	(Avco)
2	2	ONCE UPON A STAR	Bay City Rollers (Bell)
3	5	THE SINGLES 1969-1973	Carpenters (A&M)
4	3	20 GREATEST HITS	Tom Jones (Decca)
5	6	ROLLIN'	Bay City Rollers (Bell)
6	15	BEST OF TAMMY WYNETTE	(Epic)
7	22	FOX	(GTO)
8	11	ELTON JOHN'S GREATEST HITS	(DJM)
9	16	AUTOBANH	Kraftwerk (Vertigo)
10	13	THE SHIRLEY BASSEY SINGLES ALBUM	(United Artists)
11	10	THE ORIGINAL SOUNDTRACK	10c.c. (Mercury)
12	4	TUBULAR BELLS	Mike Oldfield (Virgin)
13	8	TAKE GOOD CARE OF YOURSELF	Three Degrees (Philadelphia)
14	23	THE DARK SIDE OF THE MOON	Pink Floyd (Harvest)
15	19	JUST ANOTHER WAY TO SAY I LOVE YOU	Barry White (20th Century)
16	12	RUBYCON	Tangerine Dream (Virgin)
17	20	SIMON & GARFUNKEL'S GREATEST HITS	(CBS)
18	17	BLUE JAYS	Justin Hayward/John Lodge (Threshold)
19	21	GLEN CAMPBELL'S GREATEST HITS	(Capitol)
20	7	ROCK 'N ROLL	John Lennon (Apple)
21	39	THE BEST OF BREAD	(Elektra)
22	18	MYTHS & LEGENDS OF KING ARTHUR	Rick Wakeman (A&M)
23	28	AL GREEN'S GREATEST HITS	(London)
24	—	JUDITH	Judy Collins (Elektra)
25	9	STRAIGHT SHOOTER	Bad Company (Island)
26	29	PHYSICAL GRAFFITI	Led Zeppelin (Swan Song)
27	30	ENGELBERT HUMPERDINCK'S GREATEST HITS	(Decca)
28	—	WARRIOR ON THE EDGE OF TIME	Hawkwind (United Artists)
29	14	STAMPEDE	Doobie Bros. (Warner Bros.)
30	24	TOMMOROW BELONGS TO ME	Sensational Alex Harvey Band (Vertigo)
31	25	ON THE LEVEL	Status Quo (Vertigo)
32	—	NEVER LET HER GO	David Gates (Elektra)
33	44	PERFECT ANGEL	Minnie Riperton (Epic)
34	—	CAN'T GET ENOUGH	Barry White (20th Century)
35	—	TONY CHRISTIE	Live (MCA)
36	34	BAND ON THE RUN	Paul McCartney & Wings (Apple)
37	49	TOMMY	Soundtrack (Polydor)
38	43	TELLY	Telly Savalas (MCA)
39	36	MUD ROCK	Mud (RAK)
40	41	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (CBS)
41	32	KATY LIED	Steely Dan (ABC)
42	—	FREE AND EASY	Helen Reddy (Capitol)
43	—	GUYS 'N' DOLLS	(Magnet)
44	26	MEMORIES ARE MADE OF HITS	Perry Como (RCA)
45	33	IAN HUNTER	(CBS)
46	35	NEIL DIAMOND'S 12 GREATEST HITS	(MCA)
47	—	I FEEL A SONG	Gladys Knight & the Pips (Buddah)
48	—	SECOND FLIGHT	Pilot (EMI)
49	42	YOUNG AMERICANS	David Bowie (RCA)
50	31	AND I LOVE YOU SO	Perry Como (RCA)

BELGIUM

(Courtesy Humo)
SINGLES

1	LOVE IS ALL	Roger Glover (EMI)
2	UNA PALOMA BLANCA	G.B. Selection (Cardinal)
3	GUITAR KING	Hank Knife & The Jets (Cardinal)
4	OH BOY	Mud (EMI)

5	SWING YOUR DADDY	Jim Gilstrap (Polydor)
6	DOLANNE MELODY	Paul de Senneville & Olivier Toussaint (Decca)
7	I DO, I DO, I DO	Abba (Revolution)
8	FOX ON THE RUN	Sweet (RCA)
9	GRIECHISCHER WEIN	Udo Jurgens (Ariola)
10	KETTJE TIPPEL	Zangeres Zonder Naam (Telstar)
11	HEY MAL YO	Johnny Rodriguez (EMI)
12	BYE BYE BABY	Bay City Rollers (EMI)
13	FOXY FOXTROT	Nico Haak & de Paniekzaaiers (Fontana)
14	SHAME, SHAME, SHAME	Shirley & Company (Philips)
15	SAVE ME	Silver Connection (Philips)
16	DRINK RODE WIJN	Joe Harris (Telstar)
17	IF YOU GO	Barry & Eileen (Decca)
18	HOUSE FOR SALE	Lucifer (EMI)
19	THERE IS A WHOLE LOT OF LOVIN'	Guys & Dolls (Ariola)
20	LOVING YOU	Minnie Riperton (CBS)

ALBUMS

This Week	Last Week	Title	Artist
1	1	ALLE 14 FAVORIET	Vershill art (EMI)
2	2	UNA PALOMA BLANCA	G.B. Selection (Cardinal)
3	3	J.L. SEAGULL	Neil Diamond (CBS)
4	4	KETTJE TIPPEL	Zangeres Zonder Naam (Telstar)
5	5	JOEPIE HITS	Vershill.Art. (Philips)

BRAZIL

(Courtesy IBOPE)
SINGLES

This Week	Last Week	Title	Artist
1	ONE DAY IN YOUR LIFE	Michael Jackson (Tapecar)	
2	FOREVER	The Pholhas (RCA)	
3	FROM HIS WOMAN TO YOU	Barbara Mason (Tapecar)	
4	SHAME, SHAME, SHAME	Shirley & Company (Philips)	
5	SOLEADO	Francisco Cuoco (RCA)	
6	MAKE IT EASY ON YOURSELF	Oscar Toney Jr. (Tope Tape)	
7	LUCY IN THE SKY WITH DIAMONDS	Elton John (Young)	
8	TEARS	Chrystian (Young)	
9	AS DORES DO MUNDO	Hyldon (Polydor)	
10	A NOITE E A DESPEDIDA	Angela Maria (Copacabana)	
11	MORO ONDE NAO MORA MINGUEM	Agepe (Continental)	
12	MANDY	Barry Manilow (Bell)	
13	YOU'RE THE FIRST, THE LAST, MY EVERYTHING	Barry White (CID)	
14	FAROFA	Mauro Celso (RCA)	
15	THE MIRACLE	The Stylistics (Avco)	

HOLLAND

(Courtesy Stichting Nederlandse)
SINGLES

This Week	Last Week	Title	Artist
1	SWING YOUR DADDY	Jim Gilstrap (Polydor)	
2	LOVE IS ALL	Roger Glover and Guests (Purple)	
3	GUITAR KING	Hank The Knife and the Jets (Negram)	
4	GIRLS	Moments and Whatnauts (Philips)	
5	OH BOY	Mud (RAK)	
6	PALOMA BLANCA	George Baker Selection (Negram)	
7	SAILOR BOY	Ferrari (Negram)	
8	THERE'S A WHOLE LOT OF LOVING	Guys and Dolls (Ariola)	
9	LOVIN' YOU	Minnie Riperton (Epic)	
10	HOUSE FOR SALE	Lucifer (EMI)	

ITALY

(Courtesy Germano Ruscitto)
ALBUMS

This Week	Last Week	Title	Artist
1	JUST ANOTHER WAY TO SAY	Barry White (Phonogram)	
2	CAN'T GET ENOUGH	Barry White (Phonogram)	
3	FABRIZIO DE ANDRE' Vol. 8	Fabrizio De Andre' (P.A.—Ricordi)	
4	ANIMA LATINA	Lucio Battisti (Numero Uno—RCA)	
5	YUPPI DU	Adriano Celentano (Clan—MM)	
6	UN PO' DEL NOSTRO TEMPO MIGLIORE	I Pooh (CBS—MM)	
7	XIXA' RACCOLTA	Fausto Papetti (Durium)	
8	IN CONCERT	James Last (Polydor—Phonogram)	
9	RIMMEL	Francesco De Gregori (RCA)	
10	WHITE GOLD	Barry White (Phonogram)	
11	IO CHE NON SONO L'IMPERATORE	Edoardo Bennato (Ricordi)	
12	BOROBOLLETTA	Santana (CBS—MM)	
13	1971/74—I POOH	I Pooh (CBS—MM)	
14	PROFONDO ROSSO	I Goblin (Cinevox)	
15	PHYSICAL GRAFFITI	Led Zeppelin (Swan Song—Ricordi)	

JAPAN

(Courtesy Of Music Labo, Inc.)
*Denotes local origin
SINGLES

1	CYCLAMEN NO KAORI	*Akira Fuse (King)—Watanabe
2	KAKKOMAN BOOGIE	*Downtown Boogie Woogie Band (Express)—PMP
3	KANASHIMI NO OWARUTOKI	*Goro Noguchi (Polydor)—Fuji

4	SHOWA KAREZUSUKI	*Sakura And Ichior (Polydor)—Diamond
5	HANA NO YOUNI TORI NO YOUNI	*Goh Hiromi (CBS/Sony)—Standard
6	ONLY YESTERDAY	Carpenters (A&M)
7	WAGA YOKI TOMOYO	*Hiroshi Kamayatsu (Express)—Nichion
8	22 SAI NO WAKARE	*Kaze (Panam)—PMP, CMP
9	HITORI ARUKI	*Junko Sakurada (Victor)—Sun
10	KOI NO REQUEST	*Shinya Aizaki (Reprise)—Watanabe
11	MIZUUMI NO KESSHIN	*Momoe Yamaguchi (CBS/Sony)—Tokyo
12	KOI GA ABUNAI	*Zutorubi (Ai)—NTV, Nichion
13	ITSUKA MACHI DE ATTA NARA	*Masatoshi Nakamura (Columbia)—NTV, Nichion
14	SMOKI' BOOGIE	*Downtown Boogie Woogie Band (Express)—PMP
15	SHIROI KAZEYO	*Junko Sakurada (Victor)—Sun
16	KOIBITOTACHI NO GOGO	*Agnes Chan (Warner)—Watanabe
17	ORETACHI NO KUNSHO	*Original Sound Track (Toho)—NTV
18	ONNA GA HITORI	*Shinichi Mori (Victor)—Watanabe
19	TOSHISHITA NO OTOKONOKO	*Candies (CBS/Sony)—Watanabe
20	KOKORO NOKORI	*Takashi Hosokawa (Columbia)—JCM

MEXICO

(Courtesy Ortiz—Mexico)
SINGLES

This Week	Last Week	Title	Artist
1	SE ME OLVIDO OTRA VEZ	Jaun Gabriel (RCA)	
2	LUNA BLANCA	Karina (Gamma)	
3	MI CORAZON LLORO	King Clave (Orfeon)	
4	MY EYES ADORED YOU	Mis Ojos Te Adoraron—Frankie Valli (Private Stock)	
5	GET DANCIN'	Tex and Sex-O-Lettes (Polydor)	
6	YO QUIERO AMIGOS	Roberto Carlos (CBS)	
7	LADY MARMALADE	Dulce Dama—LaBelle (Epic)	
8	HOY QUISIERA	Sonia Lopez (CBS)	
9	MI AMIGA, MI ESPOSA, MI AMANTE	Rigo Tovar (Melody)	
10	EL DIA DE TU BODA	Rondalla de Saltillo (Capitol)	

SOUTH AFRICA

(Courtesy Springbok Radio)
SINGLES

This Week	Last Week	Title	Artist
1	AS SOON AS I HANG UP THE PHONE	Loretta Lynn/Conway Twitty (MCA)—(Tree Music Publ. Co.)	
2	LOVE HURTS	Nazareth (Vertigo)—(Acuff Rose)	
3	MANDY	Barry Manilow (Bell)—(E.H. Morris/Screen Gems Columbia)	
4	SHAME, SHAME, SHAME	Shirley & Company (Philips)—(Musicpiece)	
5	PRIVATE NUMBER	Lionel Petersen (Plum)—(Famous Chappell)	
6	MS. GRACE	The Tymes (RCA)—(Hall Music)	
7	IN THE SUMMERNIGHT	Teach-In (IRC)—(Laetrec)	
8	I DO, I DO, I DO, I DO, I DO	Abba (Sunshine)—(Breakaway Music)	
9	I'LL TAKE YOU THERE	The Staple Singers (Stax)—(M.C.P.S.)	
10	LADY	Styx (RCA)—(Wooden Nickel Music)	

SPAIN

(Courtesy El Gran Musical)
SINGLES

This Week	Last Week	Title	Artist
1	YOU'RE THE FIRST, THE LAST, MY EVERYTHING	Barry White (Movieplay)—(Giroga)	
2	BELLA SIN ALMA	Richard Cocciante (EMI)	
3	EL BIMBO	Bimbo Jet (EMI)—(Sugar Music)	
4	I CAN HELP	Billy Swan (CBS)	
5	TU VOLVERAS	Sergio y Estibaliz (Zafiro)—(Discorama)	
6	QUEDATE	Miguel Gallardo (EMI)—(Ego Musical)	
7	NEVER CAN SAY GOODBYE	Gloria Gaynor (Polydor)	
8	DING-A-DONG	Teach-In (Philips/Fonogram)—(Canciones del Mundo)	
9	TODO EL TIEMPO DEL MUNDO	Manolo Otero (EMI)—(Ego Musical)	
10	TE QUIERO A TI	Lorenzo Santamaria (EMI)—(Ego Musical)	

This Week	Last Week	Title	Artist
1	JESUS CHRIST SUPERSTAR	Banda Original Pelicula (Movieplay)	
2	PHYSICAL GRAFFITI	Led Zeppelin (Hispanovox)	
3	AQUALUNG	Jethro Tull (Ariola)	
4	FUENTE Y CAUDAL	Paco de Lucia (Philips/Fonogram)	
5	WHITE GOLD	Love Unlimited (Movieplay)	
6	SERENADE	Neil Diamond (CBS)	
7	NEVER CAN SAY GOODBYE	Gloria Gaynor (Polydor)	
8	BLOOD ON THE TRACKS	Bob Dylan CBS	
9	LA OTRA ESPANA	Mocedades (Zafiro)	
10	EL SONIDO DE FILADELVA VOL. 2	Varios Interpretes (CBS)	

SWITZERLAND

(Courtesy Radio Hitparade)
SINGLES

This Week	Last Week	Title	Artist
1	I DO, I DO, I DO	Abba (Polydor)	
2	EIN EHRENWERTES HAUS	Udo Jurgens (Ariola)	
3	SHAME, SHAME, SHAME	Shirley & Company (Philips)	
4	DING A DONG	Teach In (Telefunken)	
5	MIKADO	Simone Drexel (Philips)	
6	EIN LIED ZIEHT HINAUS	Jurgen Marcus (Telefunken)	
7	GRIECHISCHER WEIN	Udo Jurgens (Ariola)	
8	ERA	Wess & Dori (Durium)	
9	IF	Telly Savalas (MCA)	
10	DOWN DOWN	Status Quo (Vertigo)	

WEST GERMANY

(Courtesy Musikmarkt)
SINGLES

This Week	Last Week	Title	Artist
1	FOX ON THE RUN	The Sweet (RCA)—(Essex/Gerig)	
2	SHAME, SHAME, SHAME	Shirley & Company (Philips)—(Schmolzi & Slezak)	
3	EIN LIED ZIEHT HINAUS	IN DIE WELT—Jurgen Marcus (Telefunken)—(Young/Intro.)	
4	IF	Telly Savalas (MCA)—(Colgems/Gerig)	
5	ONLY YOU CAN	Fox (GTO-DGG)—(Roba Musik)	
6	GRIECHISCHER WEIN	Udo Juergens (Ariola)—(Montana)	
7	I CAN DO IT	The Rubettes (State-DGG)—(Budde)	
8	I CAN HELP	Billy Swan (Monument/CBS)—(Budde)	
9	PALOMA BLANCA	George Baker Selection (Warner)—(New Dayglow)	
10	DING-A-DONG	Teach In (Telefunken)—(Intersong)	
11	I DO, I DO, I DO, I DO, I DO	Abba (Polydor)—(Oktave/SMV)	
12	SCHOEN WIE MONA LISA	Demis Roussos (Philips)—(Samos/Intersong)	
13	PLEASE MR. POSTMAN	Carpenters (A & M/Ariola)—(Phoenix)	
14	DEINE SPUREN IM SAND	Howard Carpendale (EMI)—(MAM/Gerig)	
15	SHAME, SHAME, SHAME	Linda & The Funky Boys (RCA)—(Schmolzi & Slez	

Swap, Sell At Philly Meeting

PHILADELPHIA—Jazz enthusiasts in the area now have a new organization where they can communicate with their compatriots. The Delaware Valley Jazz Fraternity has been formed to hear the finest in jazz and also provide a forum where they can bring their jazz record collections to buy, sell and trade with other collectors.

The Fraternity made its bow May 17 with a jazz film festival at the George Washington Motor Lodge with three hours of films. Cinema clips, kinescopes and videotapes, from the collection of David Chertok, range from a 1929 film of Bessie Smith and the rare soundtrack of Charlie Parker and Dizzy Gillespie doing "Hot House," to the modern films of Miles Davis and John Coltrane.

The jazz film festival took a \$4 ticket with students let in for \$3. The fraternity hopes to stage a different type of jazz program each month of the year.

RCA Abroad

• Continued from page 4

Erato product. In some markets classical sales are as high as 35 percent of the total. Summer notes, with such mainstays as Rubinstein, Cliburn, Heifetz, the Philadelphia Orchestra and the opera catalog.

In addition to the obvious global r&b explosion in which RCA has shared, his personal tastes lead Summer to believe there are "some great international successes ahead for Brazilian music." He notes that RCA has a strong roster here and is looking for breakouts in Germany, the U.K., the U.S. and France, where in Paris an all-Brazil disco with live bands and disks has become the newest "in" place in recent months.

He maintains that record and tape sales outside the U.S. are now clearly greater than domestic sales, and that one of the distortions in reporting the total is that major international firms only report income from licensing fees as opposed to full sales from subsidiaries. "Thus our sales are only from RCA's 10 equity firms—Argentina, Australia, Brazil, Canada, U.K., France, Germany, Italy, Mexico and Spain—while the income for the other 40 licensees is only our varying fees."

Chappell Binds Prod./Writers

NEW YORK—Chappell Music has signed producer/writers Tony Silvester and Bert deCoteaux to a worldwide publishing and print agreement.

The duo will headquarter at Chappell's offices here and will work closely with Tommy Mottola, East Coast contemporary professional manager, according to Norman Weiser, head of Chappell here.

Included in the agreement between their Penumbra Music and Unichappell Music is the team's recent gold record "Supernatural Thing" by Ben E. King (Atlantic). Silvester and deCoteaux recently signed writers Gwen Guthrie and Patrick Grant to Penumbra. They plan to produce her.

Stan's To UA

SHREVEPORT, La.—Stan's Records here is the latest addition to the roster of independent distributors taking over United Artists product.

New Companies

A.J. Witt has formed the Blue Velvet label in Blackwell, Okla. He is in the process of forming two publishing firms. He has signed two country artists, Bob Russell and Susan Sledge.

Writer/producer Kent Westberry and writer/recording artist Harlan Sanders have formed the Crackbox label in Nashville. Westberry has produced the new Sanders single on Sahnnon Records.

Jim Phillips and Dick Brand have formed the Parchment label in Nashville, with distribution by IRDA. The firm's first release is by Meisburg and Walters, a country duo.

American Music Industries, an independent distribution company has been formed in Miami, with Irv Schwartz, president. London and its subsidiaries are the first companies to be represented.

Gene Russell, founder and president of Black Jazz label, is organizing a label with broader appeal, Aquarican Records. It will include both soul and jazz artists. He is seeking new acts. He has not made a national distribution deal.

The John Bauer Concert Company has been formed in Bellevue, Washington, a suburb of Seattle, by the former vice president and principal buyer of Seattle-based Northwest Releasing. Bauer's production manager is John Morrison and the tour coordinator is Ivy Liberti Bauer. The firm's first shows are with Black Oak Arkansas and Peter Frampton in markets including Portland, Vancouver and Honolulu.

Mark Randolph and Adam K. Levin have formed L & R Productions, a contemporary concert production firm in San Francisco. Randolph is president and Levin vice president and financial director of the company.

L&R Productions has been formed as a San Francisco area concert promotion firm by Mark Randolph and Adam Levin, both formerly active as Stanford U. student bookers. The debut L&R show was Maria Muldaur and the Rown Brothers at Monterey's State Theater in May.

Variety Radio Artists Records, Clinton, Ia., with owners Harlin Lemon, Randy Manchio, and Gary Unger, just released a single "Girl Where Are You/Goodnight Jackie" by Gary Unger, who also owns Groovesonic Music publishing firm. VRA records are handled by independent distributors.

Progress Distrib

NEW YORK—Progress Record Distributors of Cleveland is the new distributor of the London Records group of labels in Ohio, West Virginia, Kentucky, and Western Pennsylvania. Prior to this the label had a sales office in Cleveland and shipped from its depot in Chicago.

Progress is headed by Joe Simone. London personnel will meet and brief the new staff on Thursday (29).

Inside Track

Elton John returns to the Troubadour Aug. 25-27 to celebrate the fifth anniversary of his U.S. debut at Doug Weston's Hollywood club. It's a benefit for Jules Stein Eye Center at UCLA. Opening night tickets are \$250 and offered only to entertainment industry personnel. Aug. 26-27 will have two shows nightly with tickets \$25 and sold by lottery to the general public. . . . Elton's new "Captain Fantastic" LP is claimed by MCA to be the first album in record history to ship platinum. . . . Elton unveils his new band June 21 at England's Wembley Stadium on a show with the Beach Boys, the Eagles, Rufus, Kiki Dee and Joe Walsh. The sidemen are Davey Johnstone, Ray Cooper, Jeff Baxter, Ken Pasarelli and Roger Pope.

Jay Lasker's new label with financing by Ariola reportedly due to be announced soon. . . . Kraftwerk is rumored to be coming to Arista from Mercury.

Paul Anka said to be lining up a national concert tour this summer, including some stadiums.

John Stewart has cancelled his Boston and New York engagements due to a ruptured spleen. . . . Is Paul McCartney planning a tour? According to a WNEW disc jockey, the lyrics from an album cut have a tip-off cue.

Bad Company and Maggie Bell sold out Madison Square Garden. . . . Alexis Korner narrates "The Rolling Stones Story," the seven-hour documentary scheduled to be broadcast on more than 80 AM and FM stations.

Alligator Records chief Bruce Iglauer married his assistant and long-time blues lover Jan Loveland in Cincinnati. Playing at the reception was his blues act, The Son Seals Blues Band. . . . Blue Oyster Cult was presented with the key to Long Island after a recent date.

Rock music rang in the White House this past weekend when the group Outer Space from Boston played a private party for the President's daughter. The group is seeking a label deal and maybe politics can help. . . . London Records flew some key executives into the Austin, Texas, area to celebrate the debut album of Greezy Wheels.

Melba Moore made an appearance at Gimbels midtown New York store to sign her album. . . . Arista is releasing the soundtrack for "The Wind And The Lion."

John Denver has been appointed to President Ford's

Viet refugee advisory committee. . . . New York's popular rock band The Harlots of 42nd Street have a new lead singer, Steve LaRosa. . . . As predicted last week, Columbia Records to release soundtrack from Marvin Hamlisch's new off-Broadway hit, "A Chorus Line" with Goddard Lieberson producing. . . . Benny Goodman to play Alaska Wednesday through Friday 11-13.

Richard Pryor will record an album live at the Latin Casino, outside Philadelphia. It will be the comic's first album for Warner Bros. and the recording is by Sigma Sound Studios. The night club's dressing rooms have been converted into electronic control booths for the sessions. The Spinners cut a live LP at the Latin Casino in March.

Lou Lavinthal, chairman of the board of ABC Record & Tape Sales, has been elected president of the Variety Club in Seattle. . . . Les Paul in Nashville cutting a guitar LP with Chet Atkins. . . . Rodena Preston, Billy's sister, cut an LP for BeeGee label with the Voices of Deliverance and special guest, Rev. James Cleveland, at the New Temple Baptist Church, Los Angeles. . . . Al De Lory scored Ernest Borgnine film, "Devil's Rain."

ABC has taken over the 2,400-seat Smithville Music Theater in New Jersey, running nine weeks this summer. LATE SIGNING BIGGIES: Rod Stewart to Warner Bros. . . . Steven Stills to Columbia.

William Perry, 34, Las Vegas hotel musician, was found stabbed to death in his apartment May 28. He'd played at the Tropicana and with Caesars Palace bands, with Sammy Davis Jr. and the Checkmates as well as Los Angeles studio sessions.

Dick Gilmore, ICM agent, is the daddy of infant Tracy Anne. . . . Marshall Blonstein, Ode Records exec, has a girl too, Morgan Rae.

Rosemary Clooney will be the first entertainer to perform at the Viet Nam refugee compound in Camp Pendleton. . . . Supremes are touring the Far East now that Mary Wilson's daughter Turkeesa has been born. . . . Three Dog Night toured Japan.

Wolfman Jack's "I Saw Radio" stage spectacular kicks off next Wednesday (11) in Akron and is booked so far through to July 20 in San Jose with 31 one-niters. . . . Playboy Records boss Tom Takayoshi in Japan to set national licensee. . . . George Jones headlines Arizona '75 Music Festival June 14-15, the state's biggest fest ever.

Nader Takes Disco Group Into Canada

• Continued from page 1

as the Boston Gardens, the Toronto Forum, the Cape Cod Coliseum, the Centrum in Cherry Hill, N.J., and Madison Square Garden here, have already agreed to travel to Montreal for the show, says Nader. He adds that several other arena executives are also expected to attend the disco/concert.

While the pieces for putting together any national tour are far from complete, it's understood that the bringing of the production into New York, generally considered the home of discos in this country, has a high priority for Nader.

Negotiations between Nader and Garden executives have been going on for some time, and it's hoped that the Montreal event will prompt a cementing of the deal, says Nader.

As for the Montreal disco/concert, Nader says that the bill features such artists as Van McCoy (AVCO), Gloria Gaynor (MGM), Carl Douglas (20th Century), Shirley and Company (Vibration) and French Canadian songstress Nanette (Pacha).

Plans call for the show to run five hours, 8 p.m. to 1 a.m., and to be "as close to non-stop music as possible." The seats, scaled at \$6.50 each, will be sold on a reserved basis, with the Forum's entire floor being left open for dancing. Nader says that at any given time some 20-25 percent of the house (if a sellout) will have room to dance on the floor.

Forum lights will have a gel covering for a disco effect and a specially designed sound system by Merlin Sound will be used. If there are prolonged breaks between sets, there will also be a console for local disco DJs to play records to keep the crowd entertained.

The entire show will also be video-

taped, says Nader. He says he is already negotiating with Canadian and American television networks for a possible "special" program for summertime airing in both countries. Also in the works are negotiations for a "live" radio hook-up between Canadian radio station CKVL and a local station here. Nader says that CKVL owner Paul Tietolman has already expressed a strong interest in doing the broadcast.

Local support is coming from radio stations CJFM, which is running a listener contest involving five prizes of a row of tickets each (10 seats to a row), and CKVL, which is also running a listener contest, but for 50 tickets to a party after the concert. Van McCoy will also be in town a few days prior to the date for radio, television and print interviews, says Nader.

McCoy will be performing with his Soul City Symphony group, along with singing groups Faith, Hope & Charity and the Choice Four. Douglas and his backup will be flying in from the U.K. for the event, which will mark his first North American appearance, while Ms. Gaynor will be breaking away from a Southern California tour for the gig.

As to why this disco/concert approach, Nader says that he feels that more and more people, especially those in the 15-21 group, are disenchanted with the concert scene and are turning toward discos for entertainment. He sees the arena disco, featuring label talent, as a way of "capturing" both markets. He also states that arenas have been "begging" for new shows to bolster slugging attendance figures.

Does the disco/concert concept mean that Nader will now be bowing out of the rock 'n' roll revival

field? "Not at all," he says. "The revival business doesn't warrant wholesale national tours any more, but we'll definitely continue to produce rock 'n' roll shows—just being more selective as to what markets we go into."

The Montreal date is being produced by Nader's Happy Medium Shows company, in conjunction with local Montreal promoter Donald K. Donald. Nader is also setting up another company, Disco Dance Attractions, to handle future ventures in this field.

Mexican Union

• Continued from page 1

can tune members on such recordings. Commercials also are shown in movie houses, particularly the 500-plus Operadora De Teatros chain.

Commenting on the protective measures for his people, union president Venus Rey firmly states: "Mexican musicians have the capacity to do this type of background work. Besides, there should be a more equitable balance of national to foreign music."

No comment was forthcoming from Televisa on how the change will affect use of new commercial canned backgrounds coming in from the U.S., Europe and elsewhere, nor what will be the exact ratio in the near future.

Audiofidelity Adds

NEW YORK—Audiofidelity Enterprises has added five new distributors: Tara Record and Tape Distributors, Atlanta; Heilicher Bros. of Texas, Dallas; M.B. Krupp & Co., El Paso; Stan's Record Service, Shreveport, La.; and Eric of Hawaii, Honolulu.

BILLBOARD'S INTERNATIONAL RADIO PROGRAMMING FORUM

The industry's largest
and most influential
radio meeting
August 13-16, 1975
Fairmont Hotel,
San Francisco

Last year Billboard's Radio Programming Forum drew over 650 of the leading radio personnel around the world. *This* year Billboard presents its 8th Annual International Radio Programming Forum, and it promises to be the best and biggest yet!

Registration at the Radio Forum includes continental breakfasts, lunches, the awards dinner, entrance to all sessions, your work materials, and special events now being arranged.

The registration fee is \$185 (special early-bird rate before July 11), \$200 after July 11—and a special \$100 rate for college students and professors (limited number available)! **And if you're one of the first 150 registrants, you'll receive a specially marked hotel reservation card for the Fairmont Hotel, entitling you to special-discount hotel accommodations!**

INTERNATIONAL RADIO PROGRAMMING FORUM

Attn: Diane Kirkland

9000 Sunset Boulevard, #1200/Los Angeles, California 90069

Please register me for Billboard's International Radio Programming Forum at the Fairmont Hotel in San Francisco, Aug. 13-16. I am enclosing a check or money order in the amount of:

- \$185 (special early-bird rate) \$200 (after July 11)
 \$100 special college rate!

(You can CHARGE your registration if you wish):

- Master Charge (Bank # _____)
 BankAmericard Card No. _____
 Diners Club Expiration Date _____
 American Express Signature _____

Name _____ Title _____

Company Affiliation _____

Address _____ Phone: _____

All information on agenda, hotel rooms and meeting rooms available will be sent immediately upon receiving your registration! For further information, contact Diane Kirkland, Billboard Magazine (213) 273-7040.

**Register
Early**

Wednesday, August 13

10 am — 6 pm

REGISTRATION

6 pm — 7:30 pm

COCKTAIL RECEPTION

Thursday, August 14

9 am — 10 am

CONTINENTAL BREAKFAST

10 am — 11:15 am

GENERAL SESSION

George Wilson, Moderator

Topics:

- "Motivating Yourself for Greater Success"
"Let Radio Turn You On"

11:15 am — 11:30 am

BREAK

11:30 — 12:30 pm

Concurrent Sessions:

(1) AUDIENCE BIO-FEEDBACK TECHNIQUES

Topics:

- "Applications for Programming"
"Applications for Management and Sales"

(2) BASICS OF STATION FINANCES AND HOW THEY REFLECT IN PROGRAMMING

Topics:

- "The Bottom Line"
"Sales Reps — How They Operate"
"Station Operations and the Dollar"

(3) ADVANCED AVENUES IN PROMOTING YOUR STATION

Topics:

- "Advertising — How, When, Where"
"Contests: How Far Can You Go?"
"Writing and Producing a Promotion"

12:30 pm — 2:30 pm

LUNCHEON

Topic:

- "What's Fair About the Fairness Doctrine?"

2:30 pm — 3:30 pm

Concurrent Sessions:

(4) MUSIC — ITS METHODOLOGY

Topics:

- "Effective Uses of Clusters, Transitions, Blends"
"Playlists . . . How Much Control Should the DJ Have With Records?"

(5) NEW CHANGES IN THE MORNING SHOW

Topics:

- "How Much Fun is Humor?"
"The Straight Approach — Uses of News, Interviews, Traffic"

(6) COMMUNITY INVOLVEMENTS PLUS

Topics:

- "Are You Doing Enough for Your Community?"
"Are You Doing Enough for Your FCC?"

3:30 pm — 3:45 pm

BREAK

3:45 pm — 5 pm

Concurrent Sessions:

(7) PROMOTION MEN ANSWER YOUR QUESTIONS ABOUT RADIO PROGRAMMING

Registrants will submit questions several days in advance; Moderator will narrow these to the most pertinent, but participation is also invited.

(8) USE OF ALBUMS IN RADIO PROGRAMMING — ALL FORMATS

Topics:

- "Demographics of LP Buyers as Opposed to Those Who Buy Singles, East Coast"
"The Unique Album Freak, West Coast"

(9) THE DAY RADIO DIED

Note: The audience will have a chance to reply to this drastic criticism of radio

6 pm — 8:30 pm

RECEPTION AND ENTERTAINMENT

Host and performers to be announced

Friday, August 15

9 am — 10 am

CONTINENTAL BREAKFAST

10 am — 11:30 am

GENERAL SESSION

Topics:

- "The Satellite and You — Communications Mediums of the Future"
"Putting Sex in Radio — How Women Can Get Into Radio; How to Advance; What is the Future of Women in Radio?"

11:30 am — 11:45 am

BREAK

11:45 am — 3 pm

ROUNDTABLE RAP SESSIONS

Buffet lunch will be served

Note: Various tables and groups of tables will be devoted to specific fields and/or topics.

Topics to be included:

- "Radio Syndication — Can Specials Help Your Bottom Line and Build Audience?"
"Automation Equipment, Programming Techniques for Various Formats"
"Record Promotion With the Discotheque Deejay — How, Where, and How Effective"
"Top 40 Music Selection Problems and Discussions on Length of Playlists"
"Country Music Radio — Traditional vs. Modern and How Far Modern Formats Should Go — Will They Lose Their Country Audiences if They Go Too Far?"
"Where Has the MOR Station Gone? What Happened to Mass Audience Radio?"
"Why is Radio So Difficult to Sell? Is the Rep Firm at Fault, the Economy, or the General Manager?"
"The Lack of Believable Qualitative Research — What Can the Radio Station Do to Analyze Its Audience to Aid Programming and Sales?"
More!

3 pm — 4 pm

Concurrent Sessions:

(10) QUAD IS IN YOUR FUTURE

Topics:

- "Matrix — A Perfect Tool for Promoting Your Station: An Update on Programming Techniques"
"An Update on Discrete Quad Broadcasting and the NQRC Report"

(11) THE DIMENSIONS OF NEWS

Topics:

- "What Else is News?"
"Why Small Town News is Different"

(12) INTERNAL COMMUNICATIONS THAT BUILD AUDIENCE

Topics:

- "Can Transactional Analysis Help You Talk to Your Air Personalities?"
"The Growing World of Communications — Outside Input"

4 pm — 4:15 pm

BREAK

4:15 pm — 5:30 pm

GENERAL SESSION

Topic:

- "The Day Record Companies Rolled Over and Played Dead"
(An intimate discussion of records, record distribution and other aspects of the industry as seen by leading radio programmers and executives)

6 pm — 8:30 pm

RECEPTION AND DINNER WITH ENTERTAINMENT

Host and Performers to be announced

Saturday, August 16

This day is free for registrants to sightsee and meet with other registrants.

6 pm

ANNUAL AWARDS DINNER SHOW

A New Beginning.....



BDS 5636

Includes the new hit single "DREAM MERCHANT"



BUDDAH RECORDS

and **GRT**[®]
MUSIC TAPES

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